

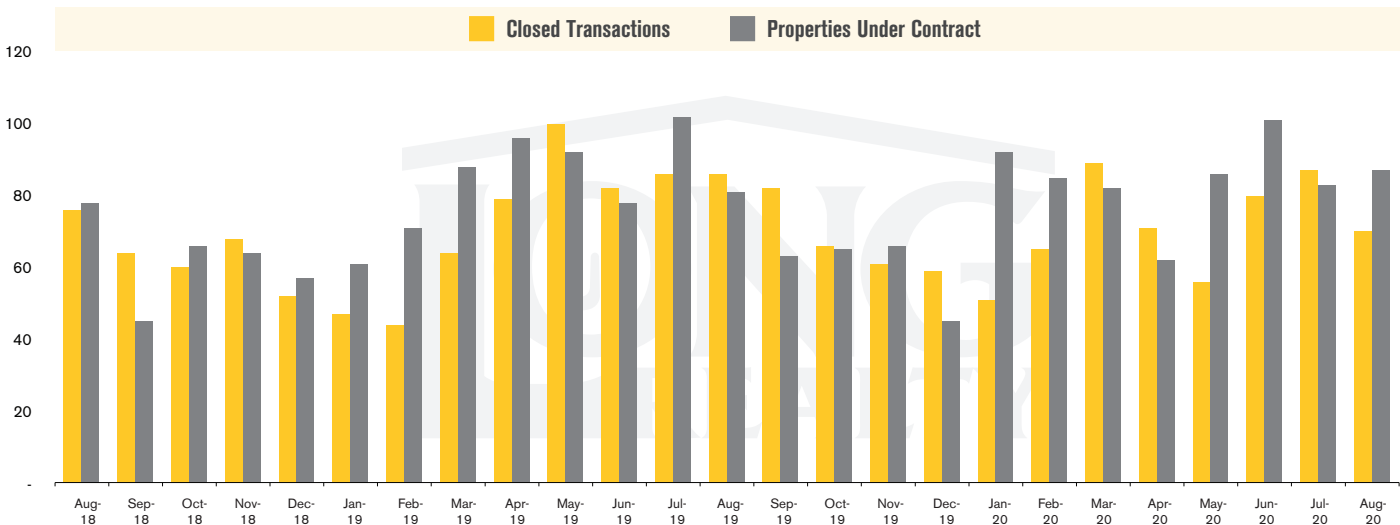
THE HOUSING REPORT

VAIL | SEPTEMBER 2020

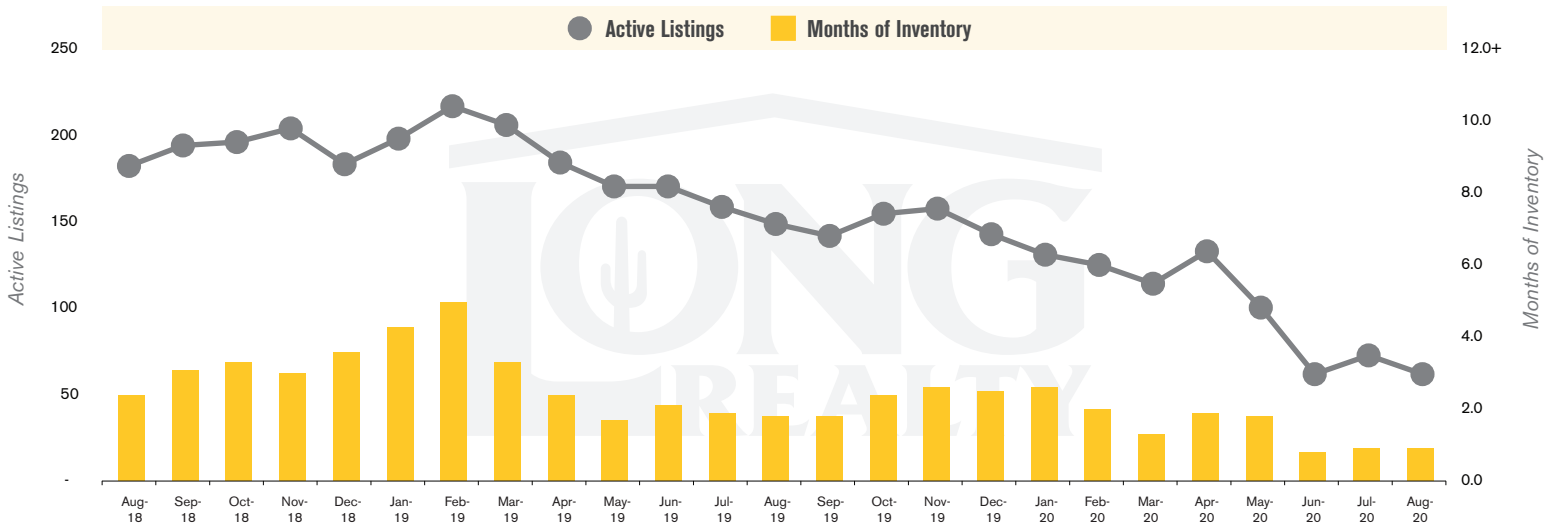


In the Vail area, August 2020 active inventory was 63, a 58% decrease from August 2019. There were 70 closings in August 2020, a 19% decrease from August 2019. Year-to-date 2020 there were 569 closings, a 3% decrease from year-to-date 2019. Months of Inventory was .9, down from 1.8 in August 2019. Median price of sold homes was \$279,222 for the month of August 2020, virtually unchanged % from August 2019. The Vail area had 87 new properties under contract in August 2020, up 7% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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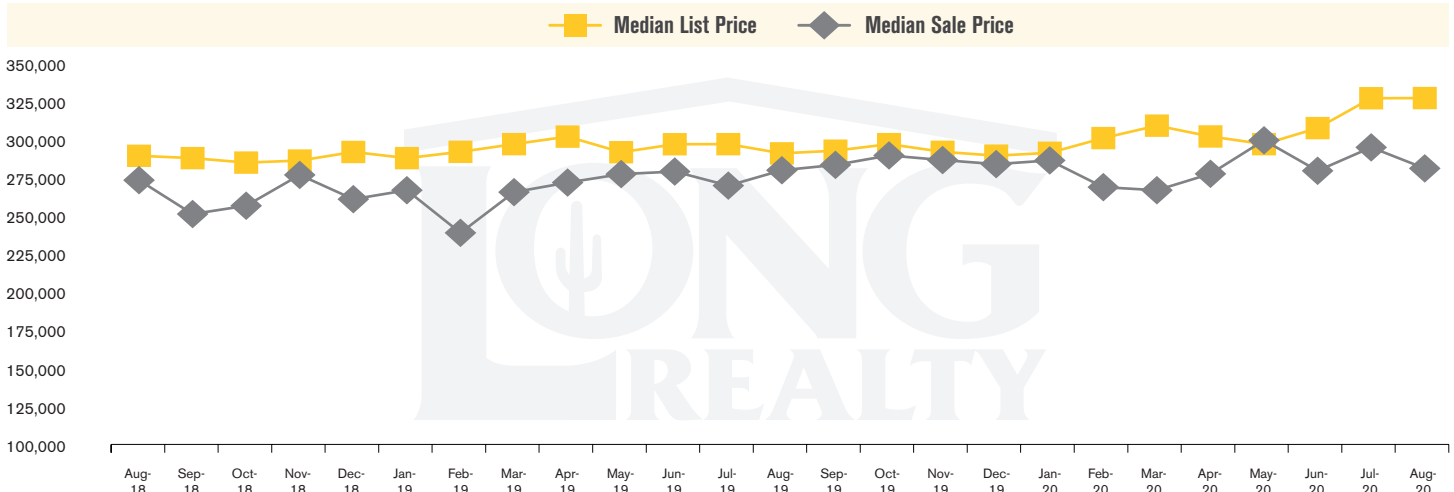
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

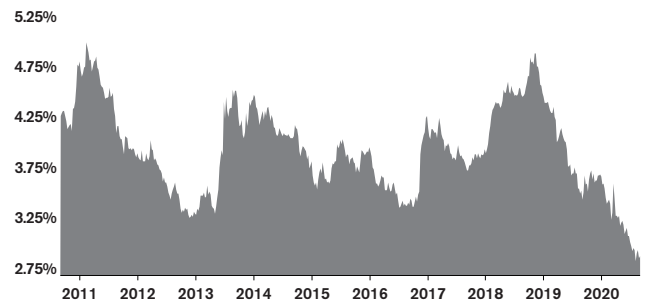


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

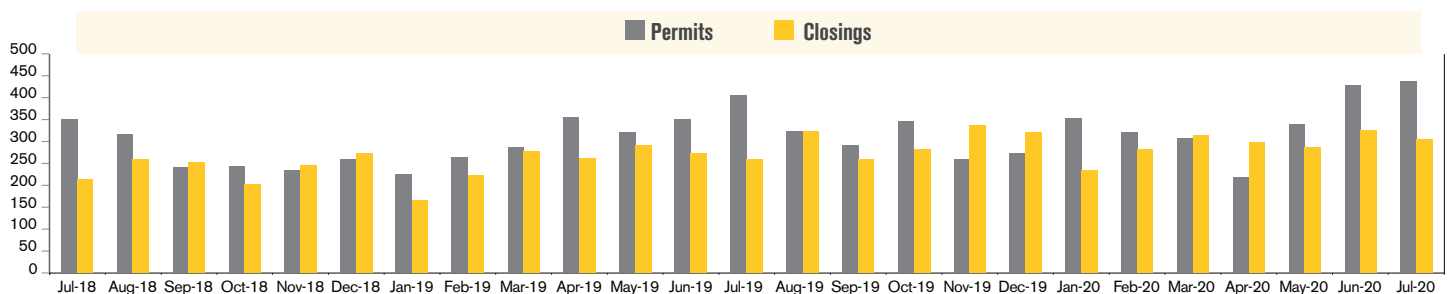
Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$278,000	3.620%	\$1,203.69
2020	\$279,222	2.940%	\$1,109.79

Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 2019.

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MARKET CONDITIONS BY PRICE BAND (VAIL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	1	0	1	0.0	0.0	Seller
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	0	0	1	1	1	0.0	0.0	Seller
\$125,000 - 149,999	2	1	1	0	1	1	1	2.0	1.7	Seller
\$150,000 - 174,999	1	6	2	2	2	3	3	0.3	1.0	Seller
\$175,000 - 199,999	0	9	5	2	0	1	1	0.0	0.5	Seller
\$200,000 - 224,999	0	7	3	5	8	6	6	0.0	0.2	Seller
\$225,000 - 249,999	3	13	7	7	10	14	10	0.3	0.3	Seller
\$250,000 - 274,999	3	12	15	7	14	7	10	0.3	0.6	Seller
\$275,000 - 299,999	7	12	9	5	13	14	9	0.8	0.6	Seller
\$300,000 - 349,999	8	10	13	11	17	13	8	1.0	0.6	Seller
\$350,000 - 399,999	10	4	7	6	5	9	7	1.4	1.4	Seller
\$400,000 - 499,999	9	9	6	8	5	12	9	1.0	1.2	Seller
\$500,000 - 599,999	11	4	2	2	3	2	2	5.5	3.7	Seller
\$600,000 - 699,999	3	0	1	0	0	0	1	3.0	8.0	Slightly Buyer
\$700,000 - 799,999	1	1	0	1	0	4	0	n/a	1.0	Seller
\$800,000 - 899,999	1	0	0	0	0	0	1	1.0	4.0	Seller
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	63	89	71	56	80	87	70	0.9	0.8	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (VAIL)

Long Realty leads the market in successful real estate sales.

Data Obtained 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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19.6%

Realty Executives Tucson Elite

12.8%

Tierra Antigua Realty

10.6%

Keller Williams Southern Arizona

7.1%

Coldwell Banker Residential Brokerage

5.3%

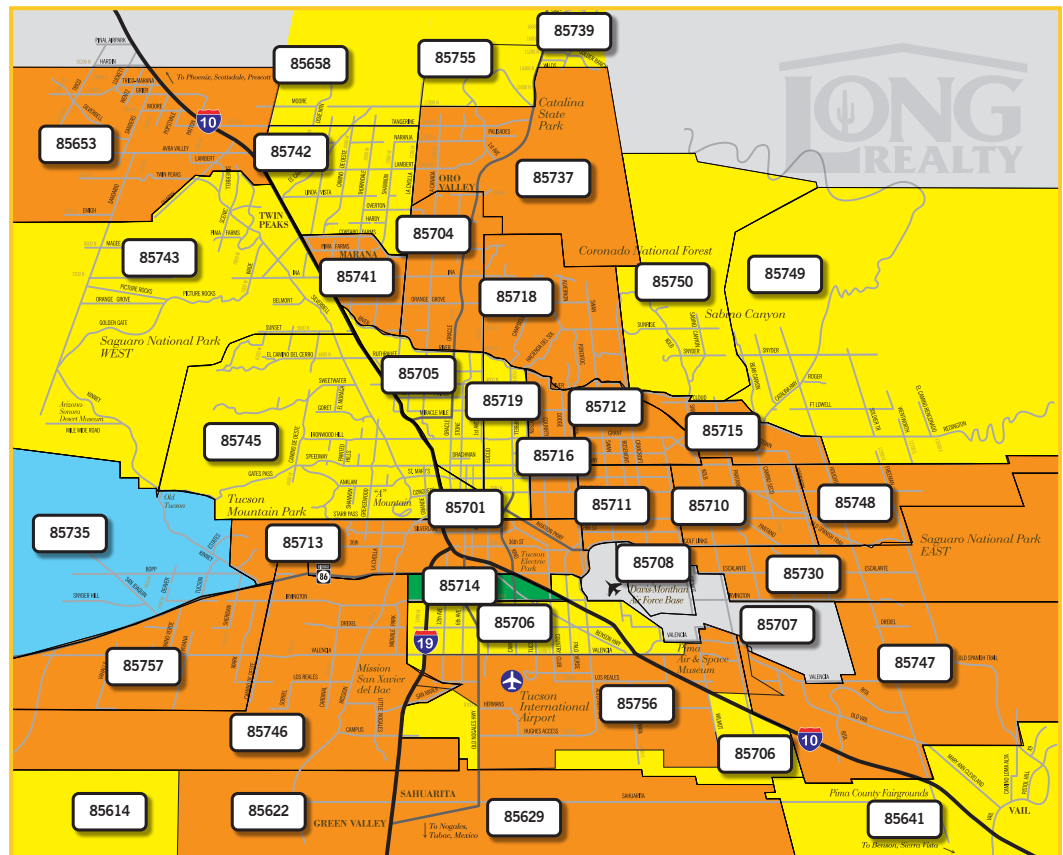
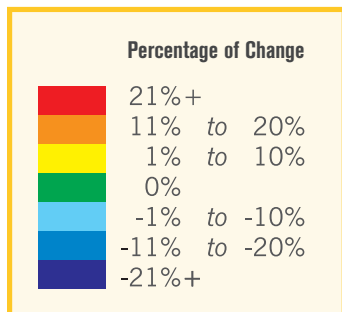
Exp Realty

3.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN 2019-AUG 2019 TO JUN 2020-AUG 2020)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.

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This heat map represents the percentage of change in Tucson metro median sales prices from June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.