

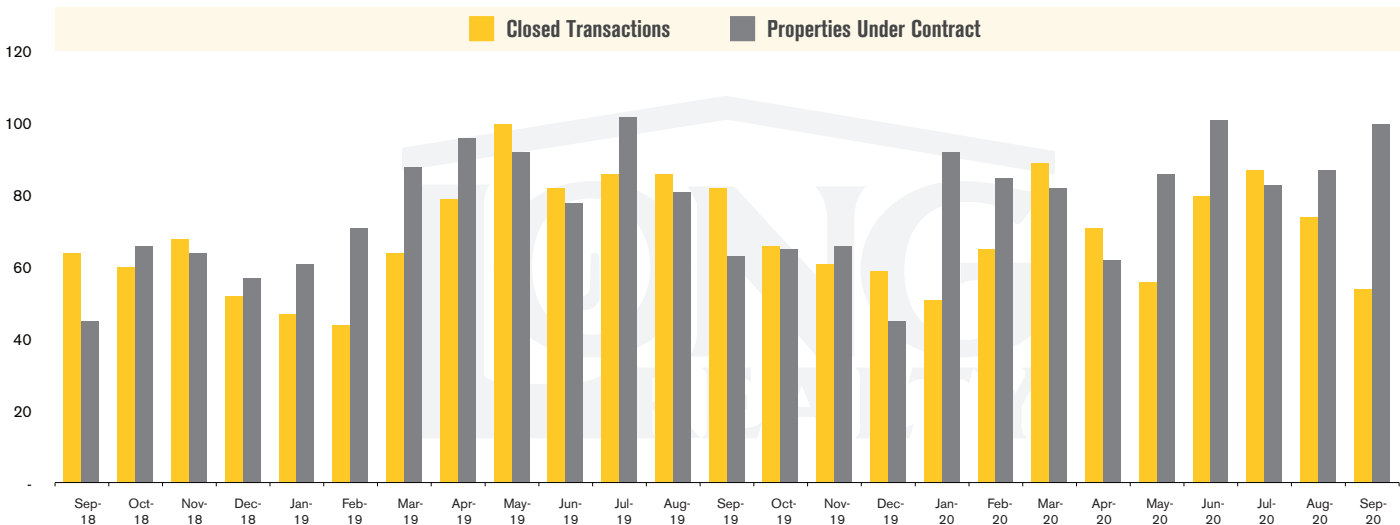
# THE HOUSING REPORT

VAIL | OCTOBER 2020

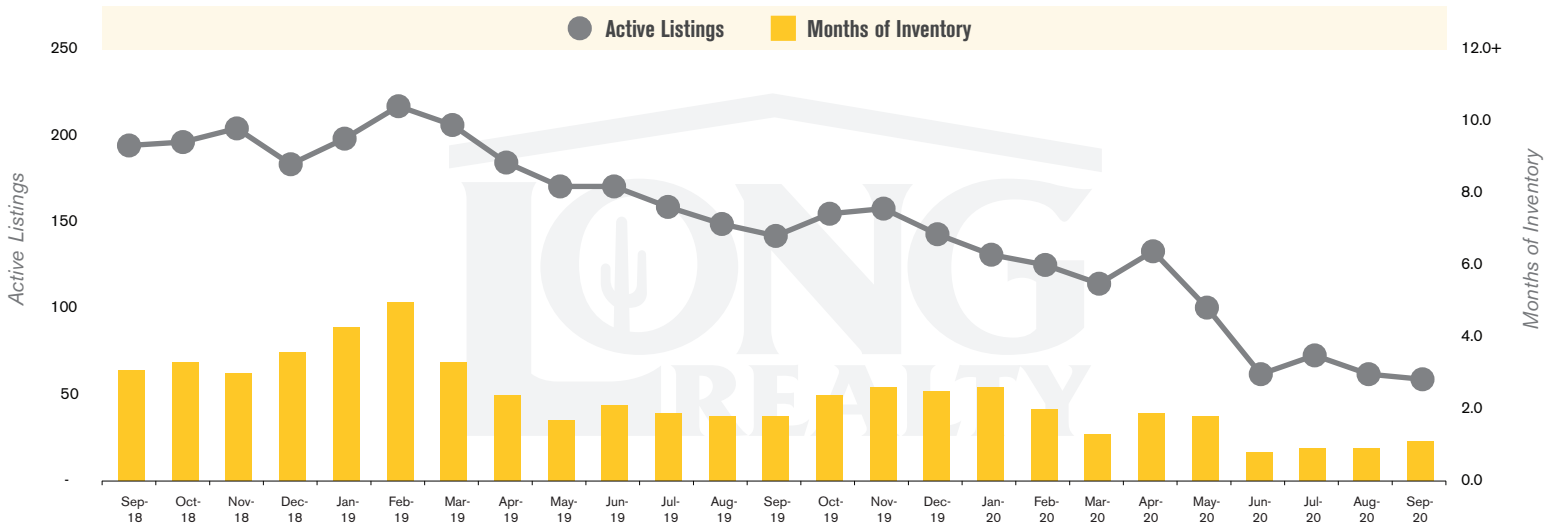


In the Vail area, September 2020 active inventory was 60, a 58% decrease from September 2019. There were 54 closings in September 2020, a 34% decrease from September 2019. Year-to-date 2020 there were 627 closings, a 6% decrease from year-to-date 2019. Months of Inventory was 1.1, down from 1.8 in September 2019. Median price of sold homes was \$286,000 for the month of September 2020, up 2% from September 2019. The Vail area had 100 new properties under contract in September 2020, up 59% from September 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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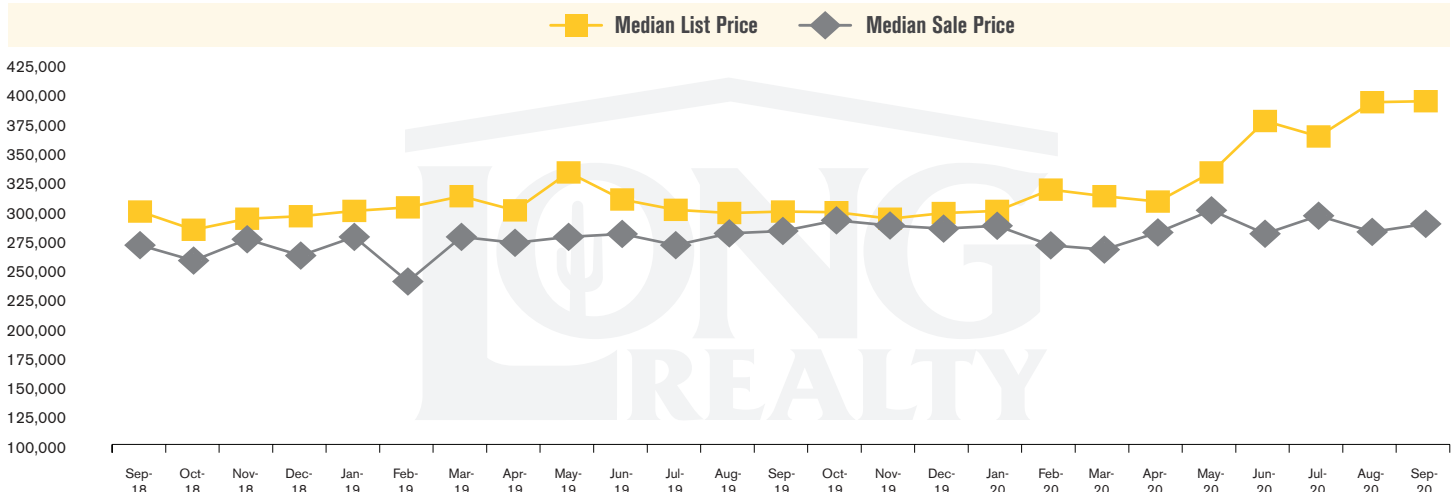
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

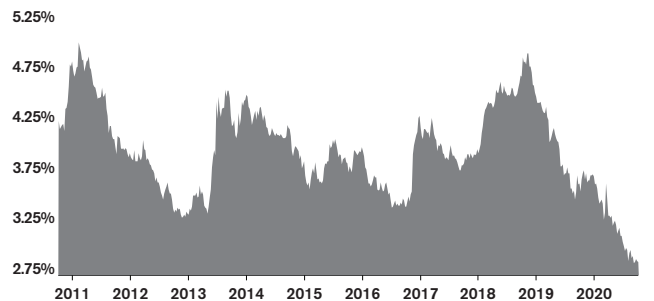


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

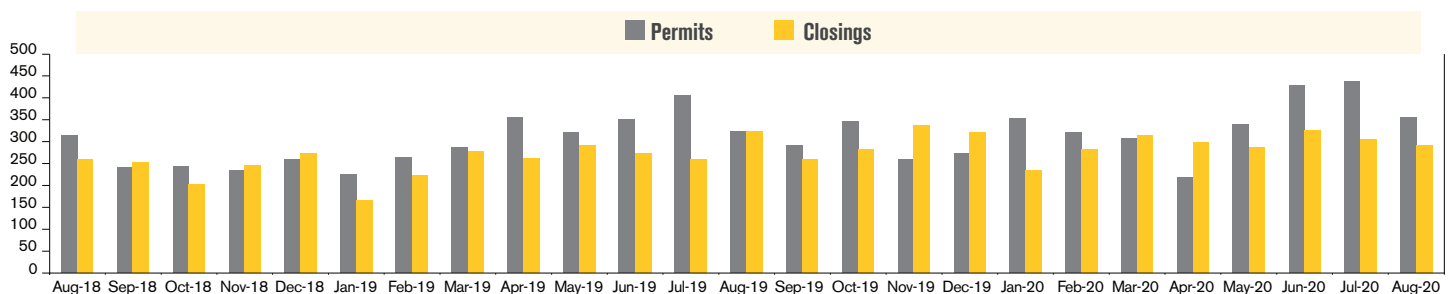
Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$280,000	3.600%	\$1,209.36
2020	\$286,000	2.890%	\$1,129.44

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 August 2020, new home permits were **up 10%** and new home closings were **down 10%** from August 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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	1	0	1	0	n/a	0.0	<b>Seller</b>
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	0	0	1	1	1	0	n/a	0.5	<b>Seller</b>
\$125,000 - 149,999	4	1	0	1	1	1	1	4.0	3.0	<b>Seller</b>
\$150,000 - 174,999	0	2	2	2	3	3	2	0.0	0.5	<b>Seller</b>
\$175,000 - 199,999	1	5	2	0	1	2	1	1.0	0.3	<b>Seller</b>
\$200,000 - 224,999	0	3	5	8	6	6	1	0.0	0.1	<b>Seller</b>
\$225,000 - 249,999	3	7	7	10	14	10	3	1.0	0.3	<b>Seller</b>
\$250,000 - 274,999	3	15	7	14	7	10	15	0.2	0.4	<b>Seller</b>
\$275,000 - 299,999	6	9	5	13	14	11	8	0.8	0.6	<b>Seller</b>
\$300,000 - 349,999	7	13	11	17	13	8	9	0.8	0.7	<b>Seller</b>
\$350,000 - 399,999	9	7	6	5	9	8	4	2.3	1.5	<b>Seller</b>
\$400,000 - 499,999	8	7	8	5	12	9	5	1.6	1.1	<b>Seller</b>
\$500,000 - 599,999	9	2	2	3	2	2	3	3.0	4.0	<b>Seller</b>
\$600,000 - 699,999	2	1	0	0	0	1	2	1.0	2.3	<b>Seller</b>
\$700,000 - 799,999	2	0	1	0	4	0	0	n/a	1.0	<b>Seller</b>
\$800,000 - 899,999	1	0	0	0	0	1	0	n/a	4.0	<b>Seller</b>
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>60</b>	<b>72</b>	<b>56</b>	<b>80</b>	<b>87</b>	<b>74</b>	<b>54</b>	<b>1.1</b>	<b>0.9</b>	<b>Seller</b>



**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 TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | OCTOBER 2020



## MARKET SHARE (VAIL)

**Long Realty leads the market in successful real estate sales.**

Data Obtained 10/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2019 – 09/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

19.3%

Realty Executives Arizona Territory

13.5%

Tierra Antigua Realty

9.8%

Keller Williams Southern Arizona

7.6%

Coldwell Banker Residential Brokerage

5.1%

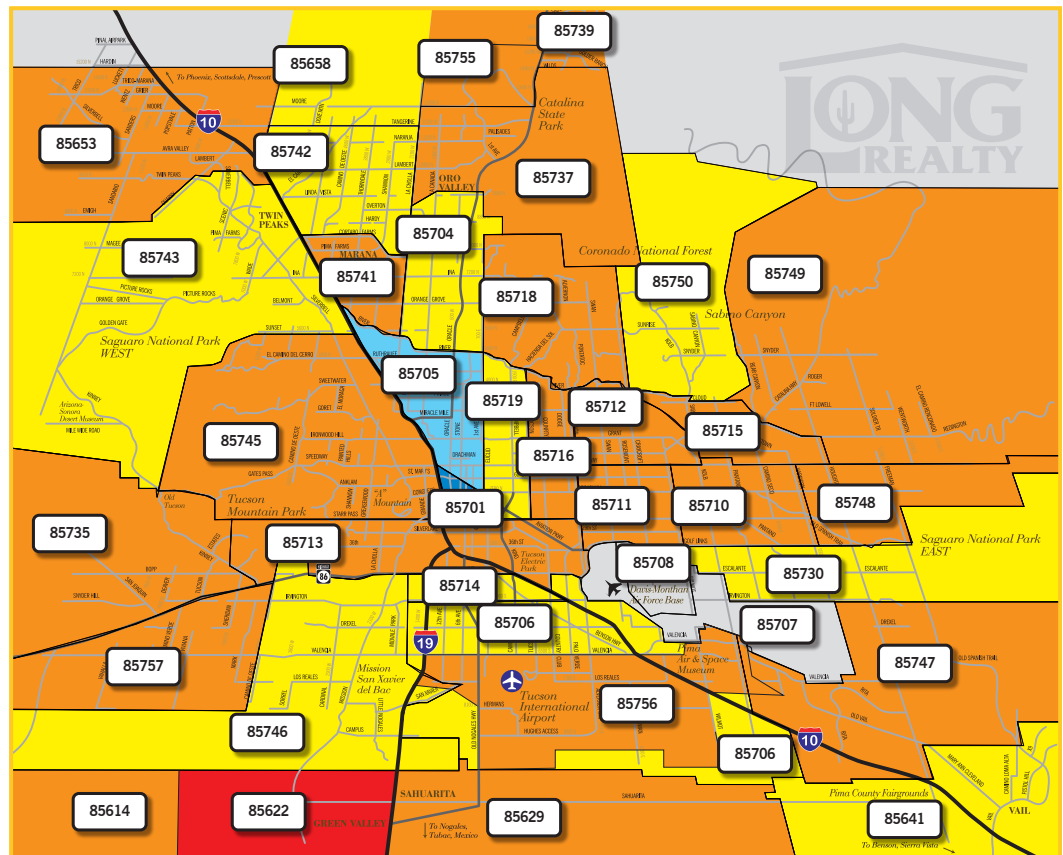
Exp Realty

3.6%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2019-SEP 2019 TO JUL 2020-SEP 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 July 2019-September 2019 to July 2020-September 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2020. Information is believed to be reliable, but not guaranteed.*