

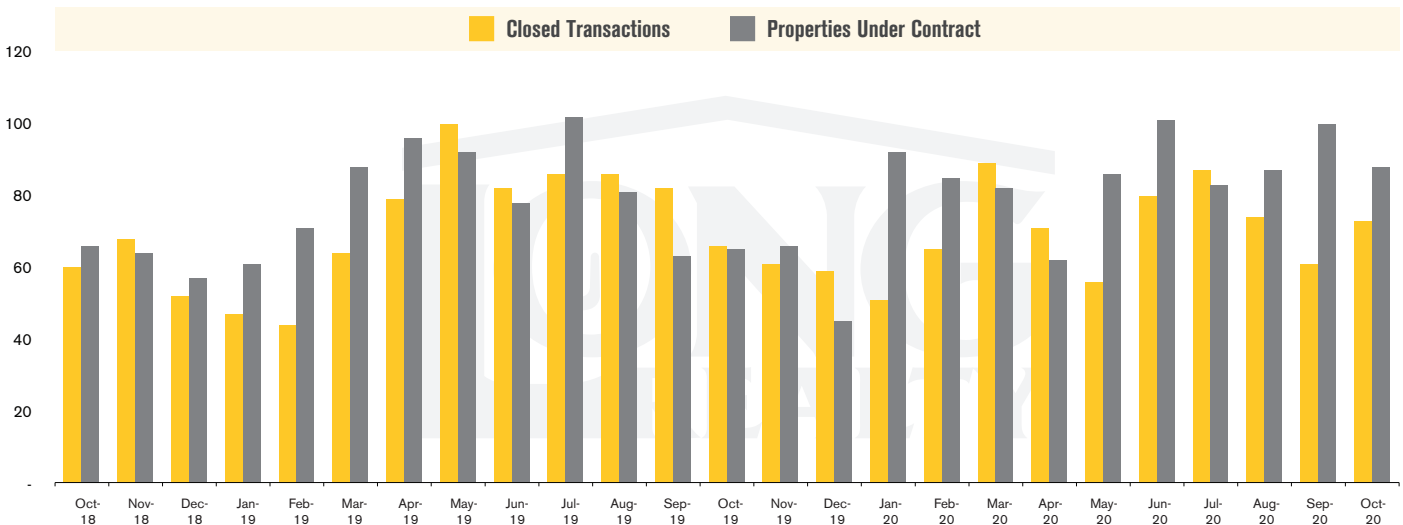
THE HOUSING REPORT

VAIL | NOVEMBER 2020

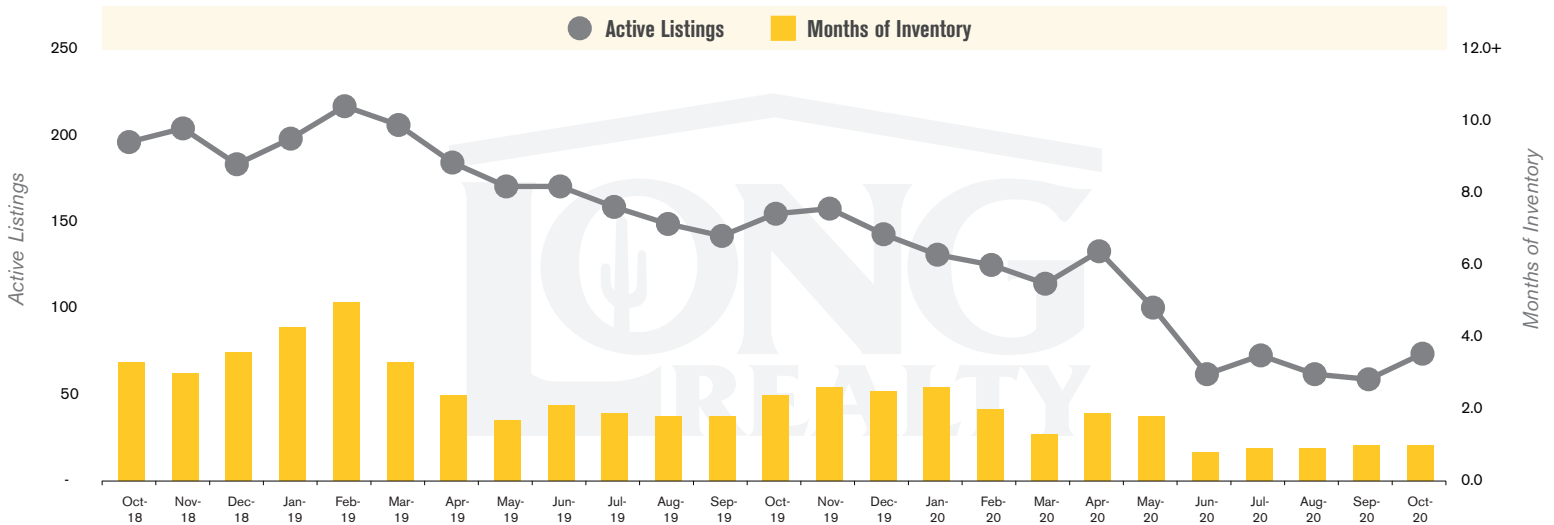


In the Vail area, October 2020 active inventory was 75, a 52% decrease from October 2019. There were 73 closings in October 2020, an 11% increase from October 2019. Year-to-date 2020 there were 700 closings, a 5% decrease from year-to-date 2019. Months of Inventory was 1.0, down from 2.4 in October 2019. Median price of sold homes was \$294,900 for the month of October 2020, up 2% from October 2019. The Vail area had 88 new properties under contract in October 2020, up 35% from October 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY VAIL



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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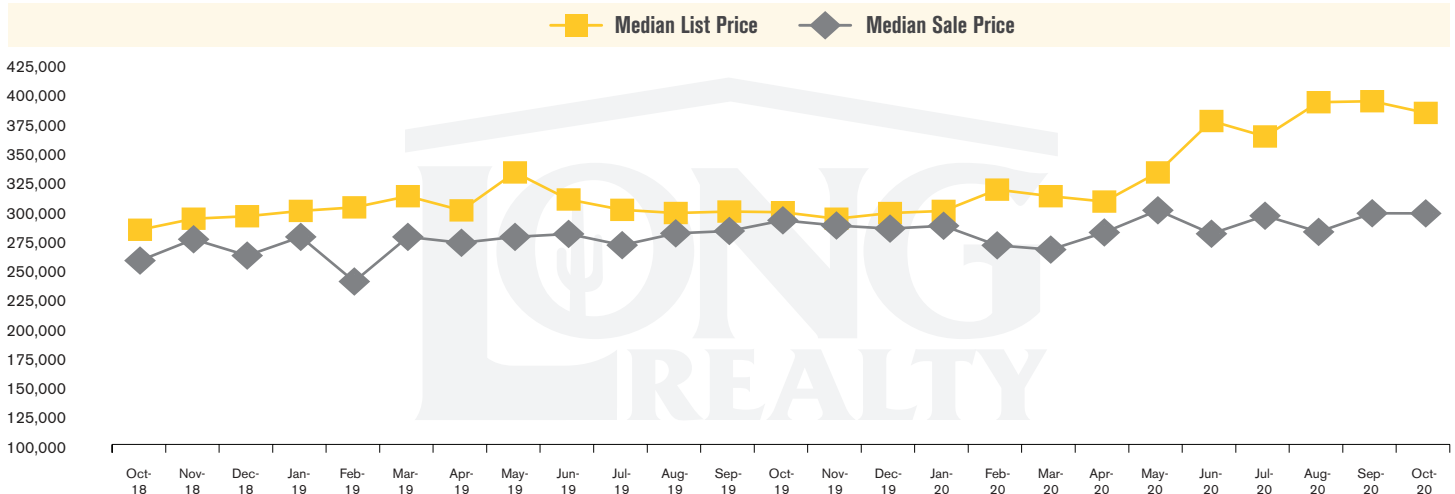
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE VAIL

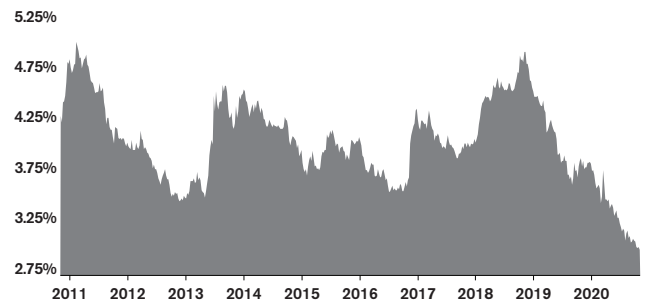


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

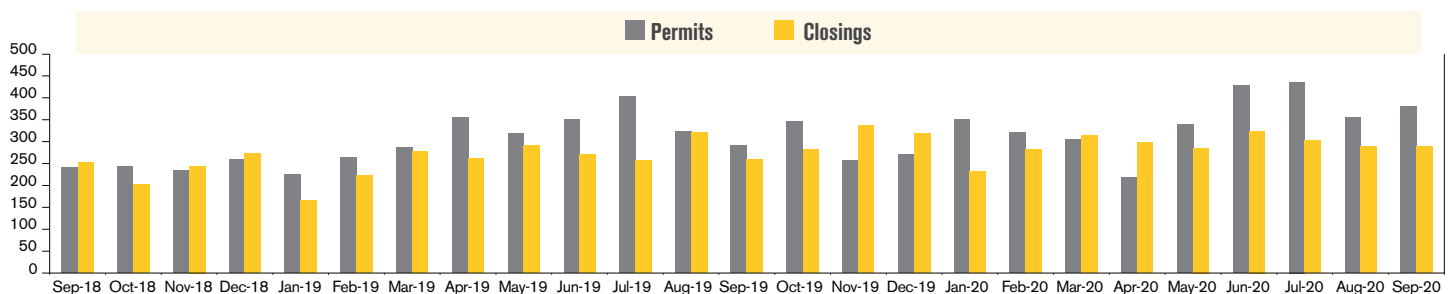
Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$289,000	3.690%	\$1,262.15
2020	\$294,900	2.830%	\$1,155.61

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 September 2020, new home permits were **up 30%** and new home closings were **up 12%** from September 2019.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	0	1	0	0	n/a	0.0	Seller
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	0	1	1	1	0	0	n/a	2.0	Seller
\$125,000 - 149,999	3	0	1	1	1	1	0	n/a	4.5	Slightly Seller
\$150,000 - 174,999	0	2	2	3	3	2	1	0.0	0.2	Seller
\$175,000 - 199,999	1	2	0	1	2	1	3	0.3	0.3	Seller
\$200,000 - 224,999	2	5	8	6	6	2	2	1.0	0.2	Seller
\$225,000 - 249,999	6	7	10	14	10	3	13	0.5	0.5	Seller
\$250,000 - 274,999	3	7	14	7	10	16	10	0.3	0.3	Seller
\$275,000 - 299,999	7	5	13	14	11	8	9	0.8	0.7	Seller
\$300,000 - 349,999	11	11	17	13	8	12	14	0.8	0.8	Seller
\$350,000 - 399,999	8	6	5	9	8	5	8	1.0	1.3	Seller
\$400,000 - 499,999	14	8	5	12	9	5	7	2.0	1.5	Seller
\$500,000 - 599,999	8	2	3	2	2	3	4	2.0	3.1	Seller
\$600,000 - 699,999	3	0	0	0	1	2	2	1.5	1.6	Seller
\$700,000 - 799,999	3	1	0	4	0	1	0	n/a	6.0	Balanced
\$800,000 - 899,999	0	0	0	0	1	0	0	n/a	2.0	Seller
\$900,000 - 999,999	2	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
TOTAL	75	56	80	87	74	61	73	1.0	1.0	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2020-10/31/2020. 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 11/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2019 – 10/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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19.4%

Realty Executives Arizona Territory

14.4%

Tierra Antigua Realty

10.0%

Keller Williams Southern Arizona

8.4%

Coldwell Banker Residential Brokerage

5.4%

Exp Realty

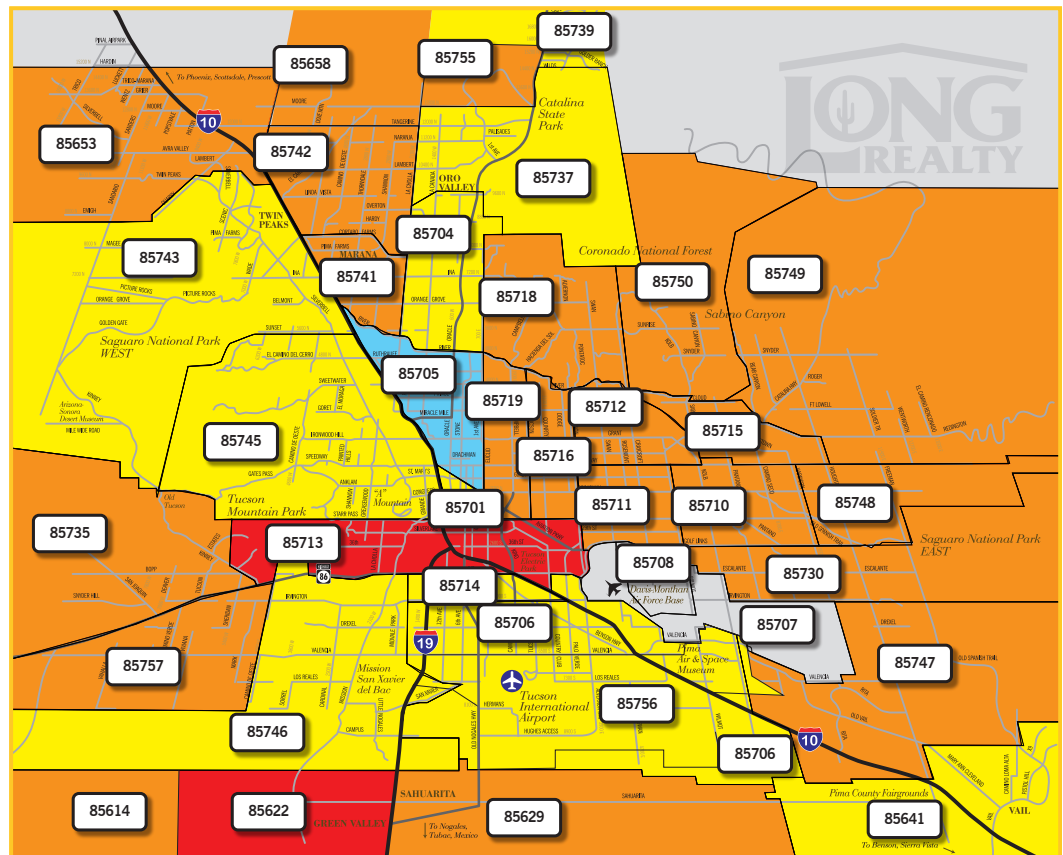
3.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2019-OCT 2019 TO
AUG 2020-OCT 2020

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

Percentage of Change



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 August 2019-October 2019 to August 2020-October 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/06/2020. Information is believed to be reliable, but not guaranteed.