

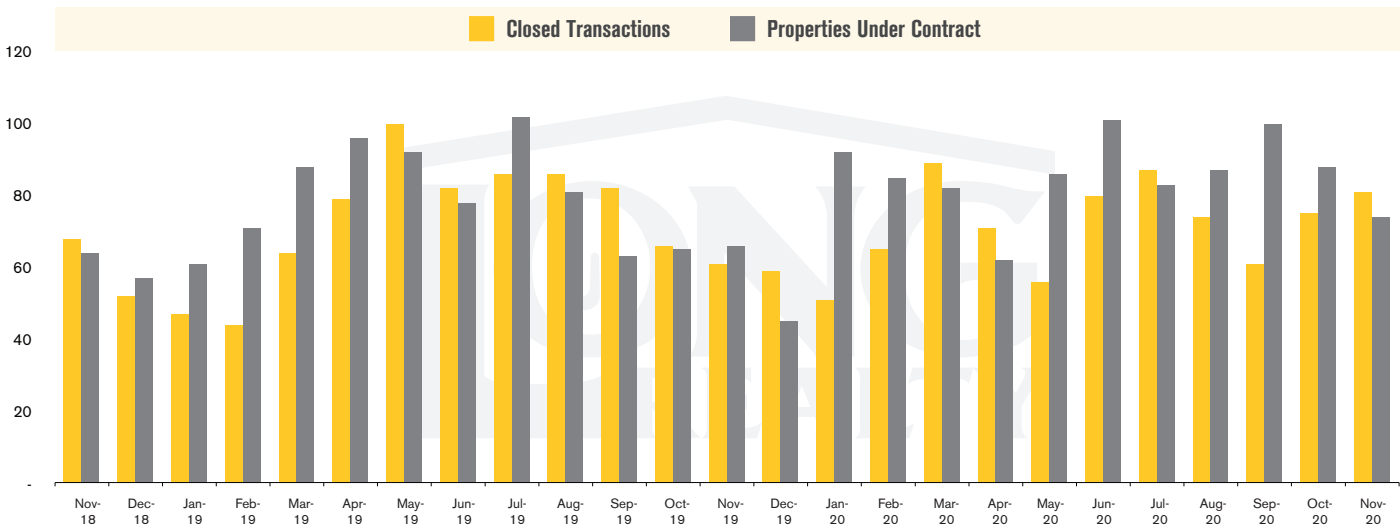
THE HOUSING REPORT

VAIL | DECEMBER 2020

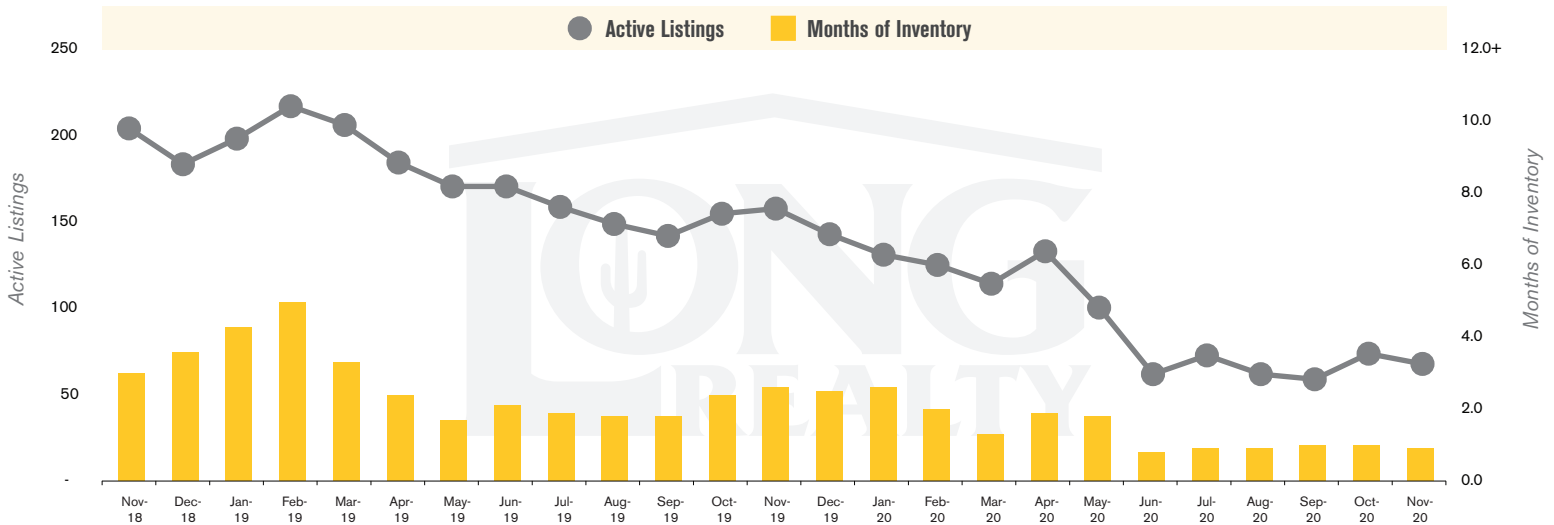


In the Vail area, November 2020 active inventory was 69, a 57% decrease from November 2019. There were 81 closings in November 2020, a 33% increase from November 2019. Year-to-date 2020 there were 790 closings, a 1% decrease from year-to-date 2019. Months of Inventory was .9, down from 2.6 in November 2019. Median price of sold homes was \$310,000 for the month of November 2020, up 9% from November 2019. The Vail area had 74 new properties under contract in November 2020, up 12% from November 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY VAIL



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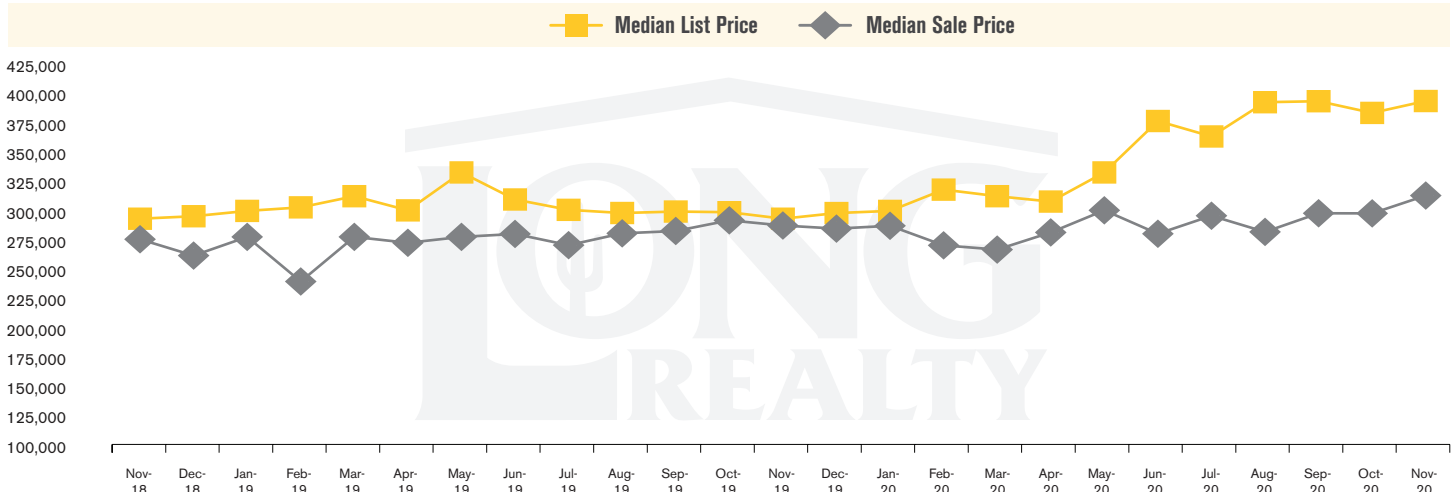
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE VAIL

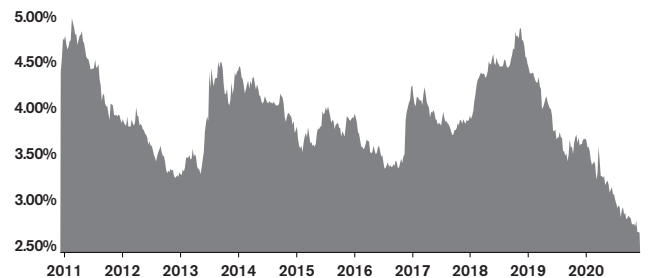


MONTHLY PAYMENT ON A MEDIAN PRICED HOME VAIL

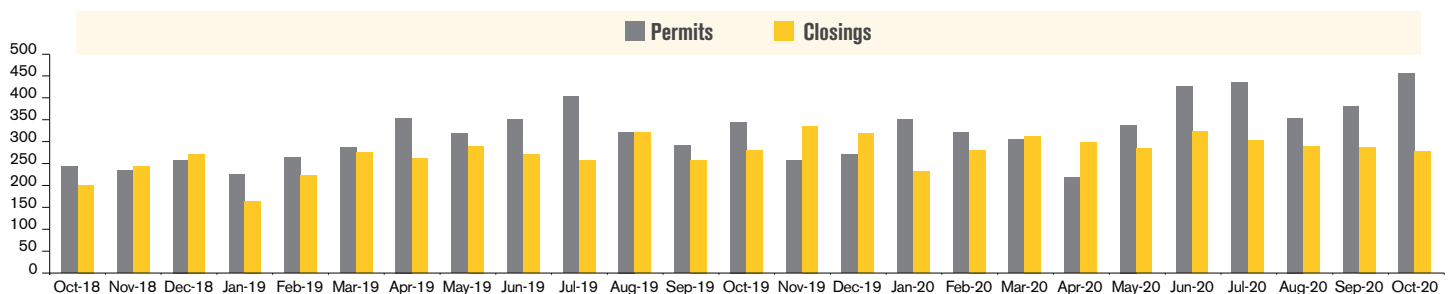
Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2019	\$284,625	3.700%	\$1,244.58
2020	\$310,000	2.770%	\$1,205.39

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 October 2020, new home permits were **up 32%** and new home closings were **down 1%** from October 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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	1	0	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	1	1	1	0	0	1	1.0	3.0	Seller
\$125,000 - 149,999	3	1	1	1	1	0	0	n/a	10.0	Buyer
\$150,000 - 174,999	0	2	3	3	2	1	2	0.0	0.0	Seller
\$175,000 - 199,999	1	0	1	2	1	3	2	0.5	0.5	Seller
\$200,000 - 224,999	0	8	6	6	2	2	1	0.0	0.4	Seller
\$225,000 - 249,999	5	10	14	10	3	13	5	1.0	0.7	Seller
\$250,000 - 274,999	1	14	7	10	16	10	9	0.1	0.2	Seller
\$275,000 - 299,999	8	13	14	11	8	10	17	0.5	0.6	Seller
\$300,000 - 349,999	8	17	13	8	12	15	12	0.7	0.7	Seller
\$350,000 - 399,999	10	5	9	8	5	8	15	0.7	1.0	Seller
\$400,000 - 499,999	11	5	12	9	5	7	11	1.0	1.4	Seller
\$500,000 - 599,999	8	3	2	2	3	4	6	1.3	1.9	Seller
\$600,000 - 699,999	5	0	0	1	2	2	0	n/a	2.5	Seller
\$700,000 - 799,999	2	0	4	0	1	0	0	n/a	7.0	Slightly Buyer
\$800,000 - 899,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$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	69	80	87	74	61	75	81	0.9	0.9	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 TrendGraphix software on 12/07/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2020-11/30/2020. 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 12/07/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2019 – 11/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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20.6%

Realty Executives Arizona Territory

14.6%

Tierra Antigua Realty

9.7%

Keller Williams Southern Arizona

8.7%

Coldwell Banker Residential Brokerage

5.2%

Exp Realty

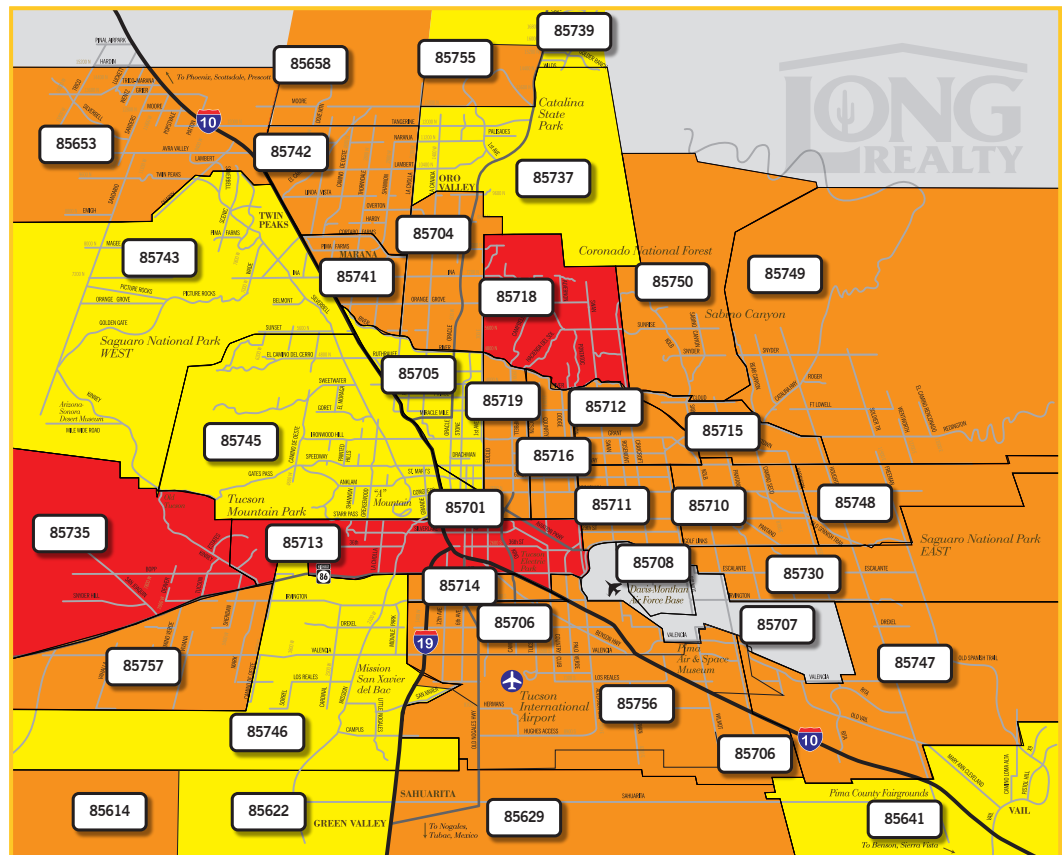
3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2019-NOV 2019 TO
SEP 2020-NOV 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 September 2019-November 2019 to September 2020-November 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2020. Information is believed to be reliable, but not guaranteed.