The Housing Report

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Vail | November 2017

In the Vail area, October 2017 active inventory was 160, a 9% increase from October 2016. There were 59 closings in October 2017, a 13% increase from October 2016. Year-to-date 2017 there were 587 closings, a 5% increase from year-to-date 2016. Months of Inventory was 2.7, down from 2.8 in October 2016. Median price of sold homes was $263,691 for the month of October 2017, up 20% from October 2016. The Vail area had 87 new properties under contract in October 2017, up 55% from October 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL
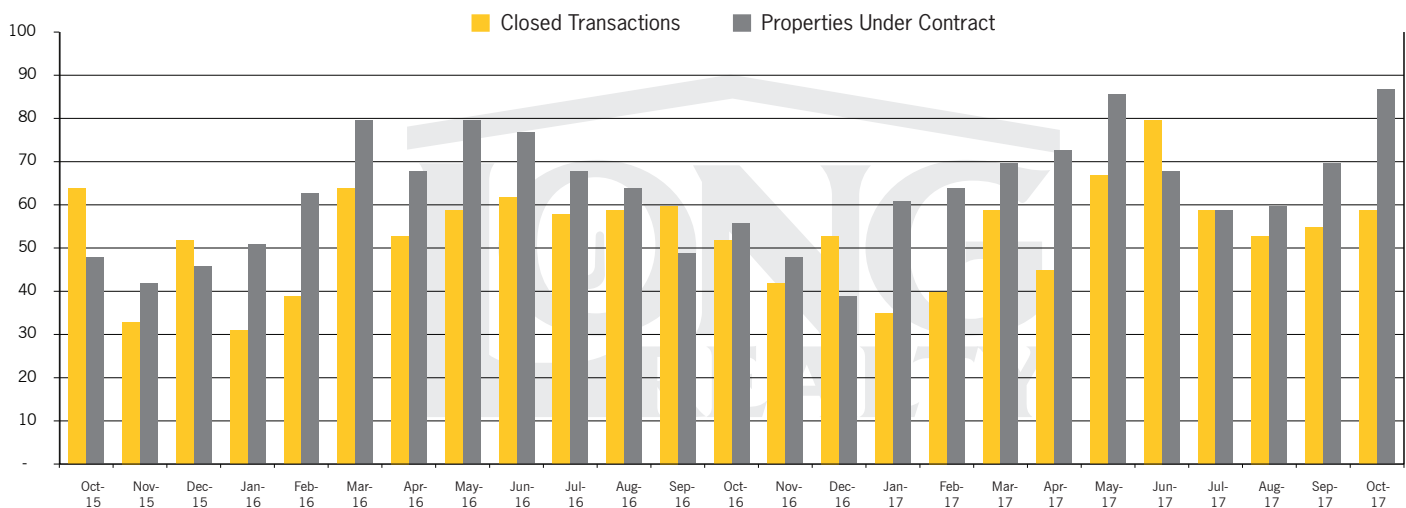
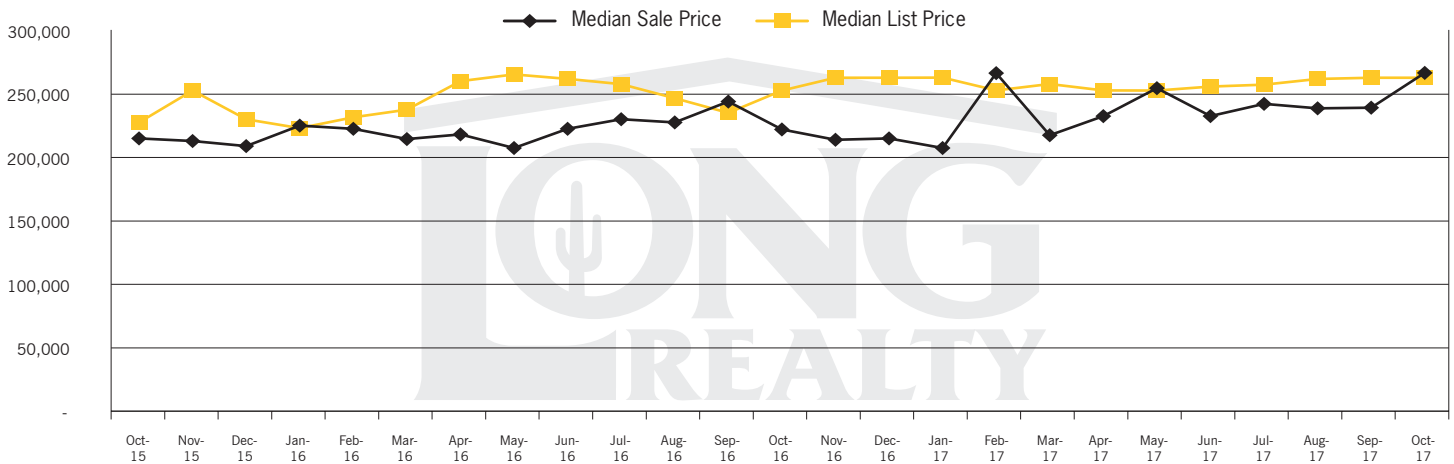## ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL
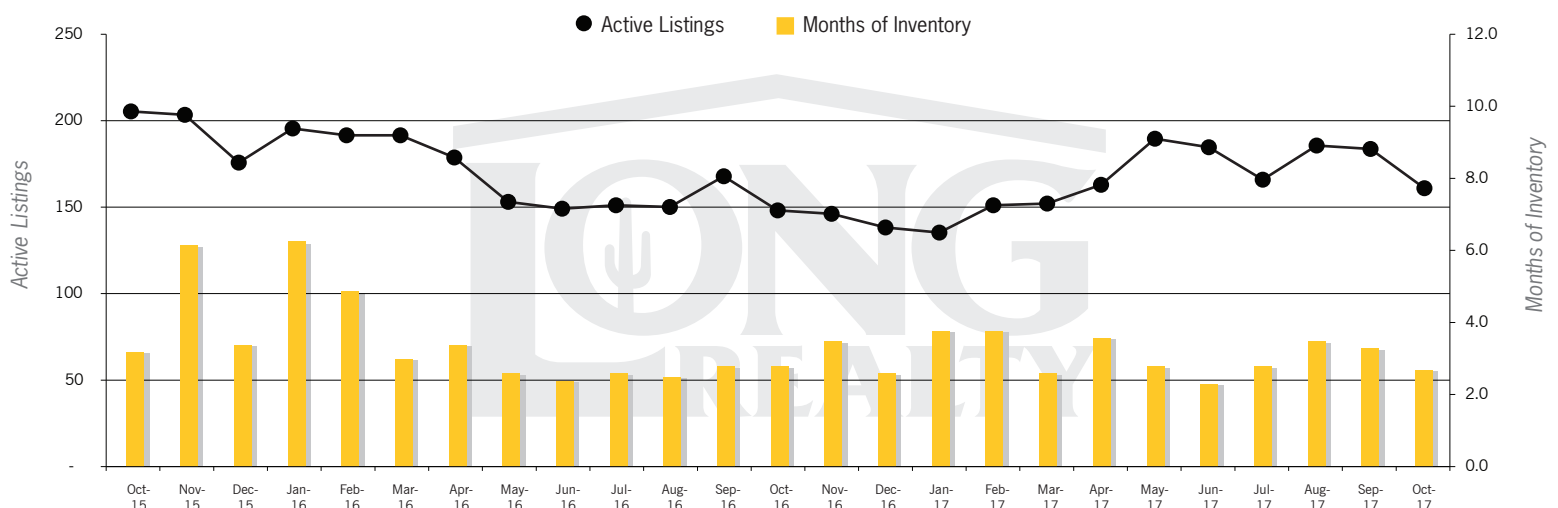
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/03/2017 is believed to be reliable, but not guaranteed.

The Housing Report
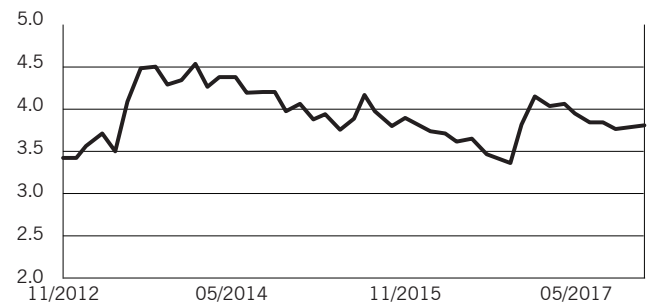
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LONG REALTY
A BERKSHIRE HATHAWAY AFFILIATE
90 YEARS STRONG

Vail | November 2017

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

Legend: ◆ Median Sale Price ■ Median List Price

MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

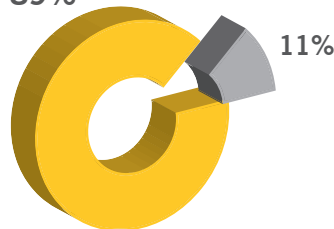| Year	Median Price	Int. Rate	MO. Payment
2006	$255,000	6.140%	$1,474.29
2016	$219,500	4.000%	$995.53
2017	$263,691	4.000%	$1,195.96

Source: *Residential median sales prices. Data obtained 11/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.*

30 YEAR FIXED MORTGAGE RATE

Source: *Bankrate.com*

DISTRESSED VS. NON-DISTRESSED SALES – VAIL

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.

2016
89% / 11%

2017 Year to Date
83% / 17%

■ Distressed
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the MLSSAZ on 11/03/2017. Information is believed to be reliable, but not guaranteed.
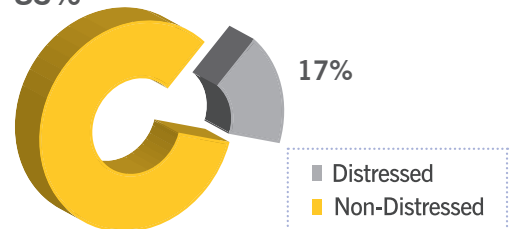
MARKET CONDITIONS BY PRICE BAND – VAIL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17			
$1 - 49,999	0	0	0	1	1	0	0	n/a	0.0	Seller
$50,000 - 74,999	2	1	0	1	0	0	0	n/a	n/a	n/a
$75,000 - 99,999	1	2	1	1	0	0	1	1.0	4.0	Seller
$100,000 - 124,999	1	0	2	1	3	2	1	1.0	1.2	Seller
$125,000 - 149,999	2	0	7	2	4	0	1	2.0	2.4	Seller
$150,000 - 174,999	10	3	4	4	4	6	4	2.5	2.2	Seller
$175,000 - 199,999	11	12	13	7	9	11	3	3.7	1.8	Seller
$200,000 - 224,999	16	6	15	11	5	6	6	2.7	2.8	Seller
$225,000 - 249,999	24	11	9	10	6	9	9	2.7	3.2	Seller
$250,000 - 274,999	15	10	9	7	5	8	9	1.7	2.5	Seller
$275,000 - 299,999	19	7	4	6	2	1	3	6.3	8.2	Slightly Buyer
$300,000 - 349,999	10	5	6	2	10	6	10	1.0	1.5	Seller
$350,000 - 399,999	22	6	10	8	3	2	3	7.3	8.0	Slightly Buyer
$400,000 - 499,999	13	8	3	3	2	6	9	1.4	3.0	Seller
$500,000 - 599,999	2	0	1	1	3	2	0	n/a	2.6	Seller
$600,000 - 699,999	3	0	1	0	0	0	0	n/a	n/a	n/a
$700,000 - 799,999	4	1	0	0	0	0	0	n/a	n/a	n/a
$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
$900,000 - 999,999	1	0	1	0	0	0	0	n/a	n/a	n/a
$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	160	72	86	65	57	59	59	2.7	3.0	Seller

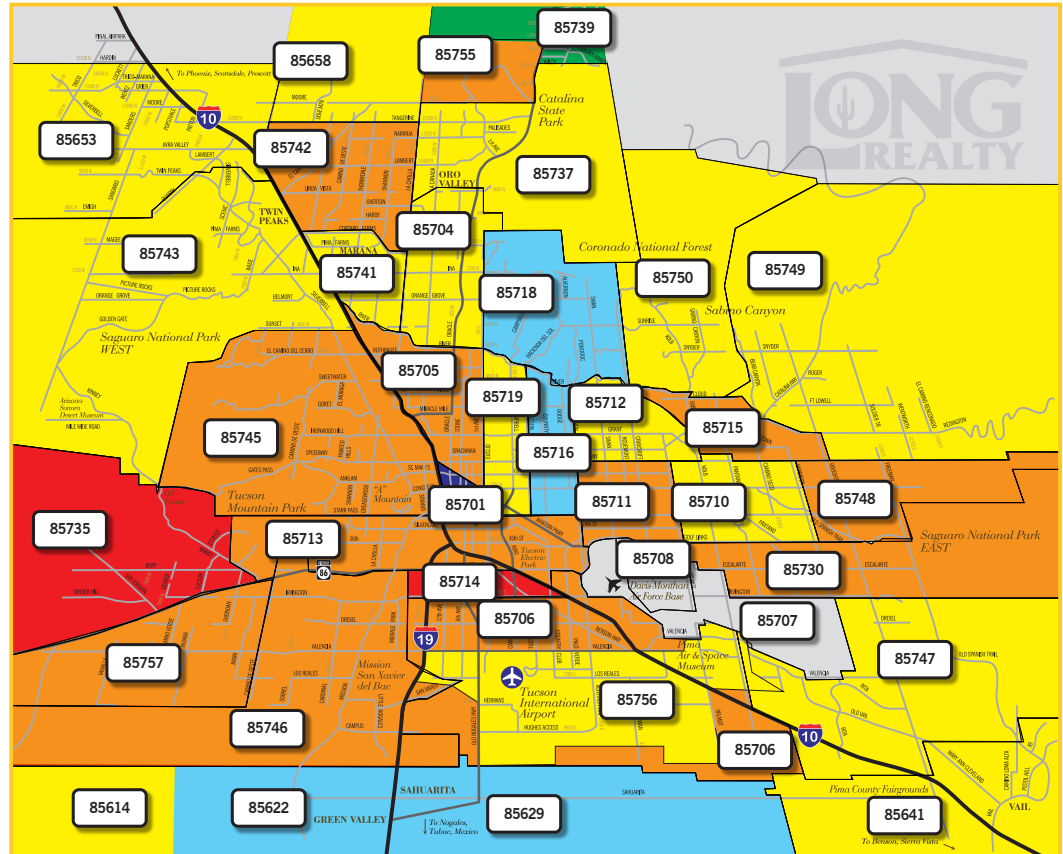Seller's Market   Slight Seller's Market   Balanced Market   Slight Buyer's Market   Buyer's Market

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

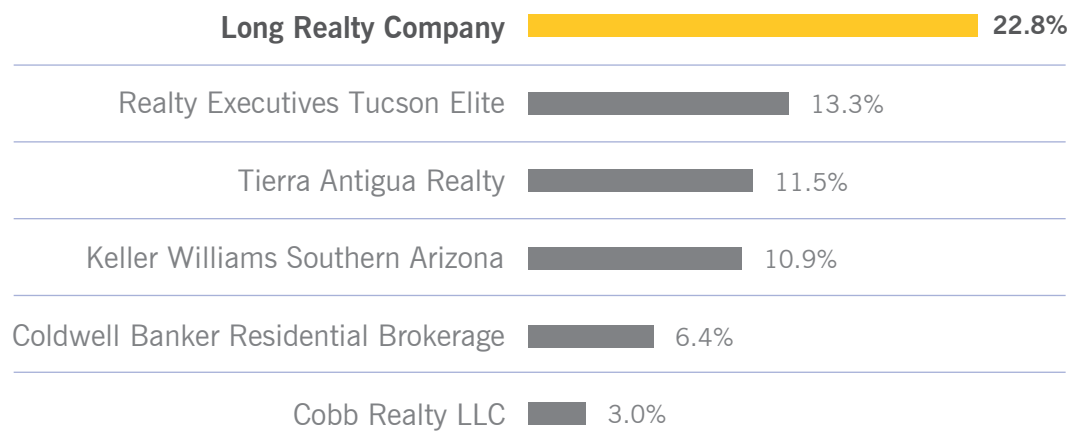### AUG 2016-OCT 2016 TO AUG 2017-OCT 2017

This heat map represents the percentage of change in Tucson metro median sales prices from August 2016-October 2016 to August 2017-October 2017 by zip code.

Percentage of Change

Color	Range
Red	21%+
Orange	11% to 20%
Yellow	1% to 10%
Green	0%
Light Blue	-1% to -10%
Blue	-11% to -20%
Dark Blue	-21%+

Zip codes on map: 85739, 85658, 85755, 85653, 85742, 85737, 85743, 85704, 85741, 85718, 85750, 85749, 85705, 85719, 85712, 85715, 85716, 85745, 85701, 85711, 85710, 85748, 85735, 85713, 85708, 85730, 85714, 85707, 85706, 85747, 85757, 85756, 85746, 85706, 85614, 85622, 85629, 85641

MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2016 – 10/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.

Company	Share
Long Realty Company	**22.8%**
Realty Executives Tucson Elite	13.3%
Tierra Antigua Realty	11.5%
Keller Williams Southern Arizona	10.9%
Coldwell Banker Residential Brokerage	6.4%
Cobb Realty LLC	3.0%

The Vail Housing Report is comprised of data for residential properties in the Vail area of Tucson as defined by MLSSAZ. 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.

These statistics are based on information obtained from the MLSSAZ and GVARMLS on 11/03/2017. Information is believed to be reliable, but not guaranteed.