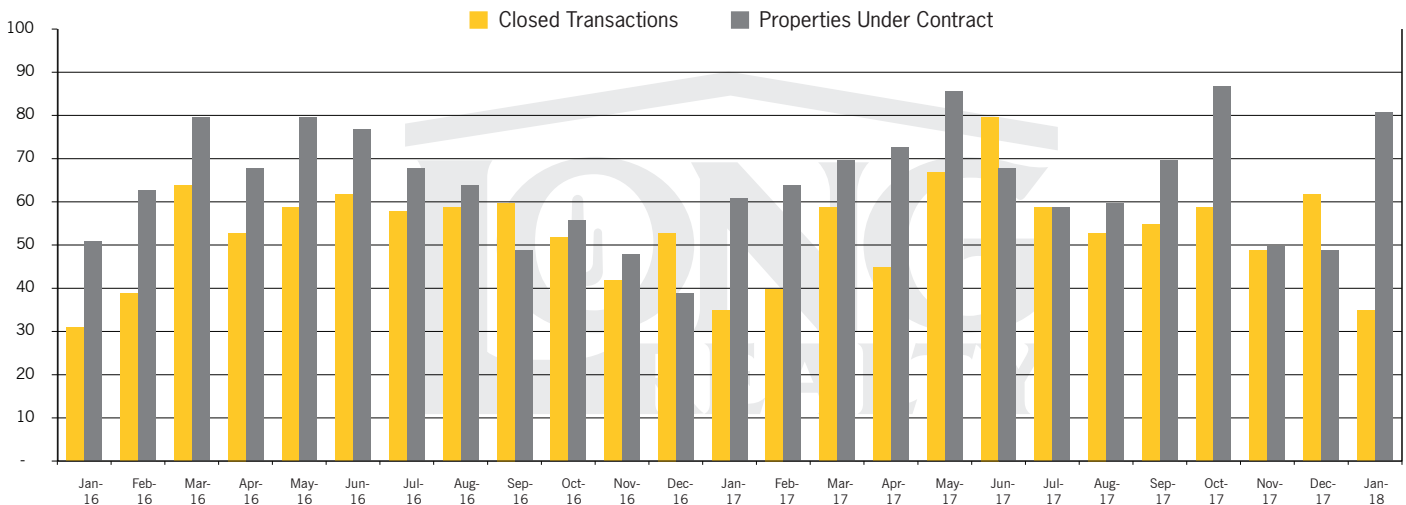




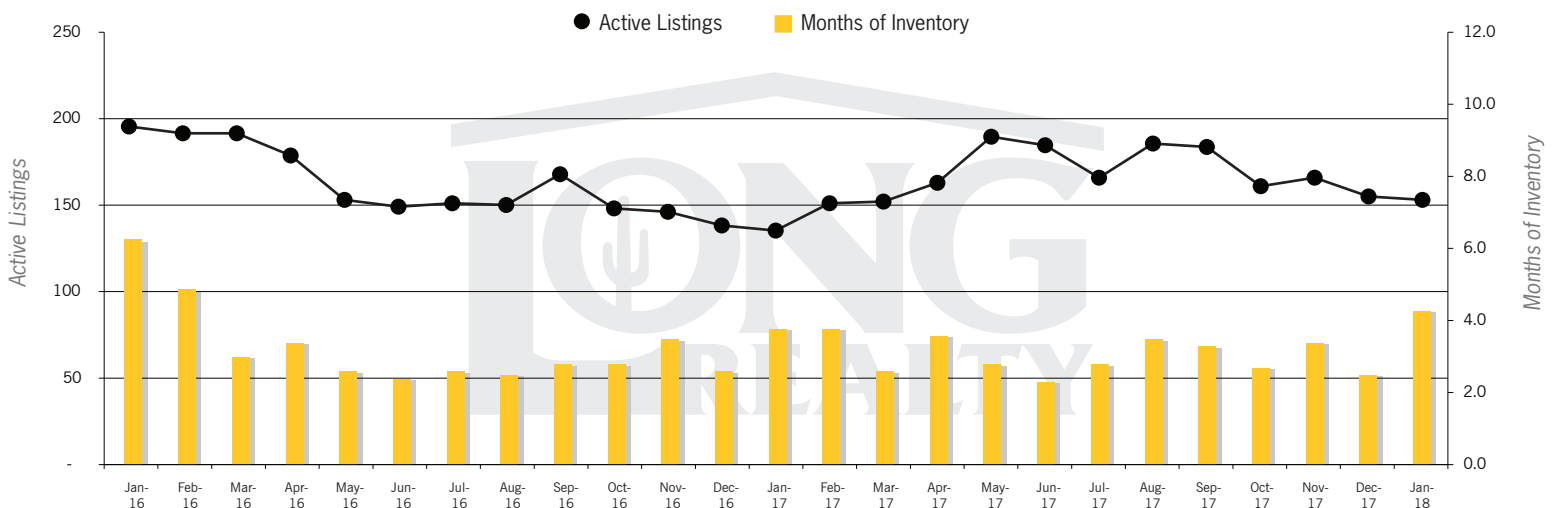
Vail | February 2018

In the Vail area, January 2018 active inventory was 152, a 13% increase from January 2017. There were 35 closings in January 2018, virtually unchanged from January 2017. Year-to-date 2018 there were 35 closings, a virtually unchanged from year-to-date 2017. Months of Inventory was 4.3, up from 3.8 in January 2017. Median price of sold homes was \$255,000 for the month of January 2018, up 24% from January 2017. The Vail area had 81 new properties under contract in January 2018, up 33% from January 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

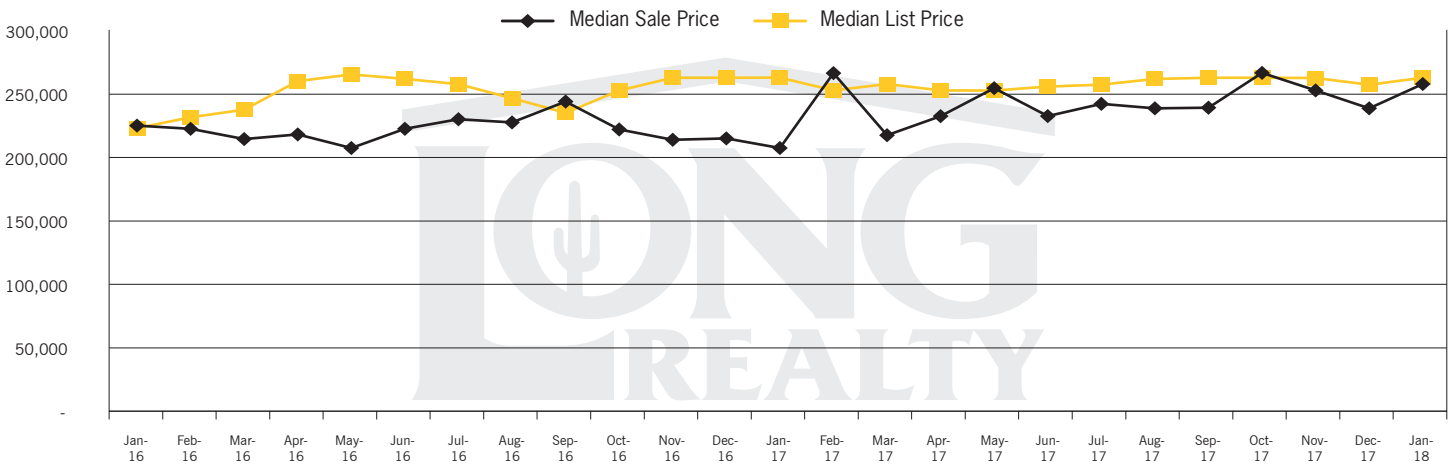


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2018 is believed to be reliable, but not guaranteed.



Vail | February 2018

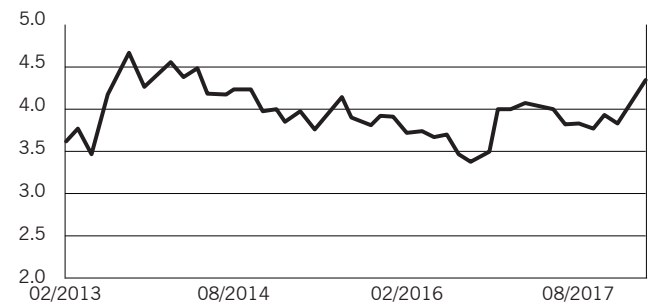
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2017	\$205,000	4.124%	\$943.74
2018	\$255,000	4.250%	\$1,191.72

30 YEAR FIXED MORTGAGE RATE



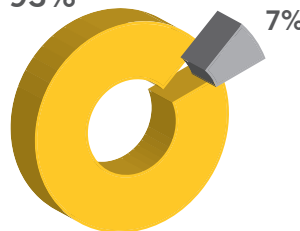
Source: Residential median sales prices. Data obtained 02/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

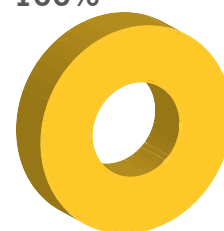
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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.

2017
93%



2018 Year to Date
100%



■ Distressed
■ Non-Distressed



The Housing Report

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



Vail | February 2018

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
		Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18			
\$1 - 49,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	0	0	0	1	0	n/a	3.0	Seller
\$75,000 - 99,999	1	0	0	1	0	1	0	n/a	2.0	Seller
\$100,000 - 124,999	1	3	2	1	1	1	2	0.5	0.8	Seller
\$125,000 - 149,999	6	4	0	1	2	1	1	6.0	4.8	Slightly Seller
\$150,000 - 174,999	6	4	6	4	8	7	1	6.0	1.2	Seller
\$175,000 - 199,999	14	10	11	3	8	8	3	4.7	2.4	Seller
\$200,000 - 224,999	16	5	6	8	5	9	5	3.2	2.7	Seller
\$225,000 - 249,999	17	6	9	10	6	8	5	3.4	3.3	Seller
\$250,000 - 274,999	17	5	8	10	9	6	4	4.3	2.8	Seller
\$275,000 - 299,999	15	2	1	3	4	4	3	5.0	3.4	Seller
\$300,000 - 349,999	7	10	6	10	3	8	4	1.8	1.7	Seller
\$350,000 - 399,999	21	3	2	4	5	4	2	10.5	5.0	Balanced
\$400,000 - 499,999	11	2	6	9	7	5	5	2.2	2.4	Seller
\$500,000 - 599,999	6	3	2	0	0	1	0	n/a	16.0	Buyer
\$600,000 - 699,999	3	0	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	5	0	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	0	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	152	58	59	65	58	64	35	4.3	3.0	Seller

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

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2018.
3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2017 - 01/31/2018. Information is believed to be reliable, but not guaranteed.

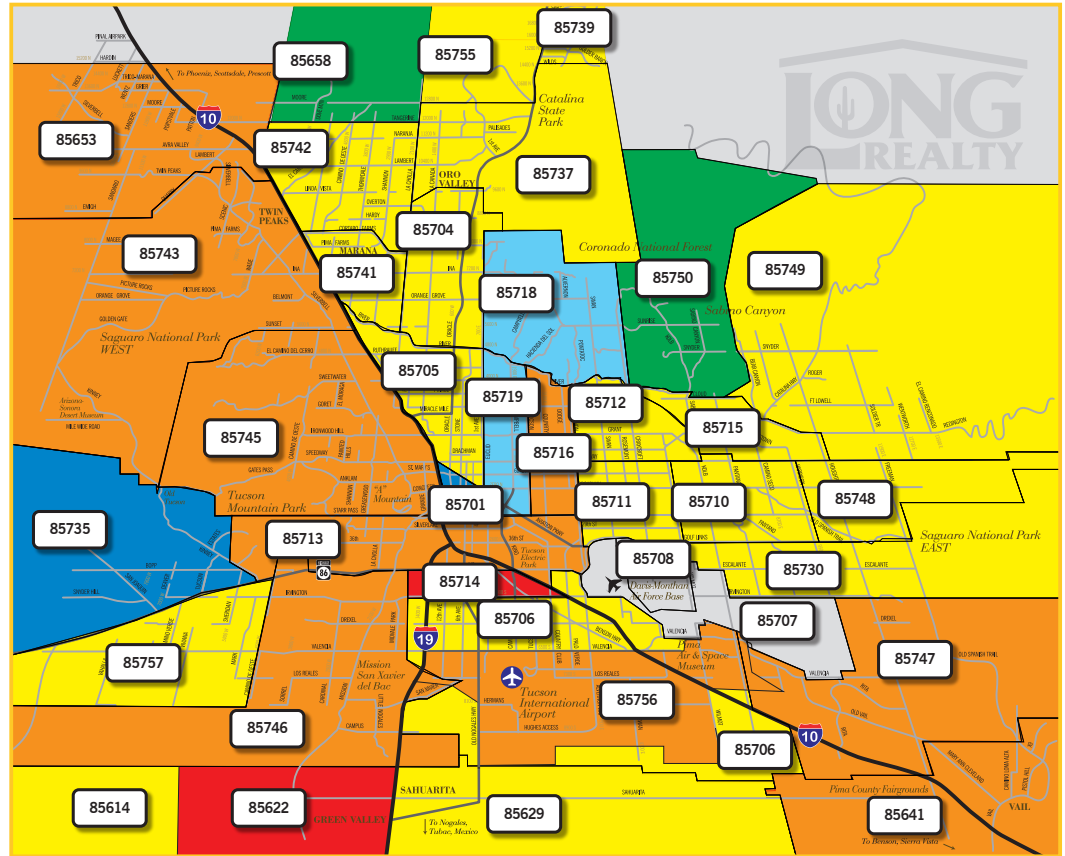


Vail | February 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2016-JAN 2017 TO
NOV 2017-JAN 2018

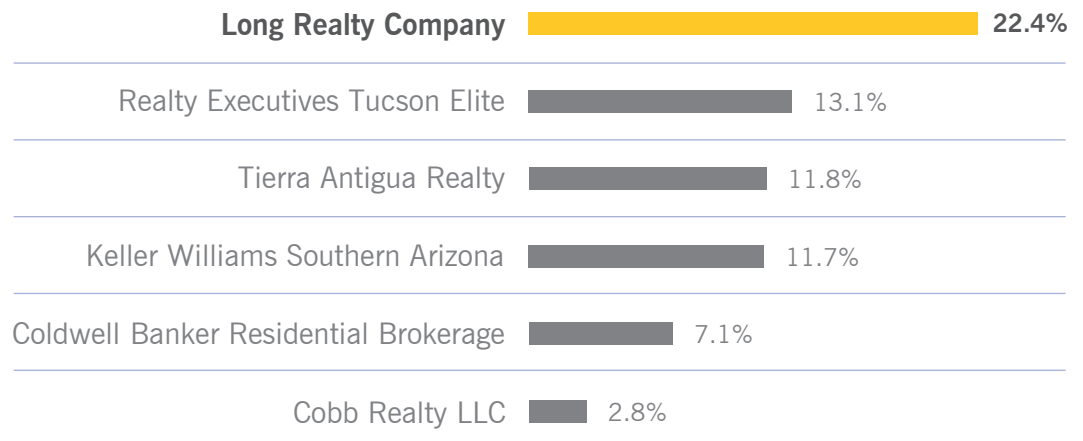
This heat map represents the percentage of change in Tucson metro median sales prices from November 2016-January 2017 to November 2017-January 2018 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2017 – 01/31/2018 rounded to the nearest tenth of one percent and deemed to be correct.



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.