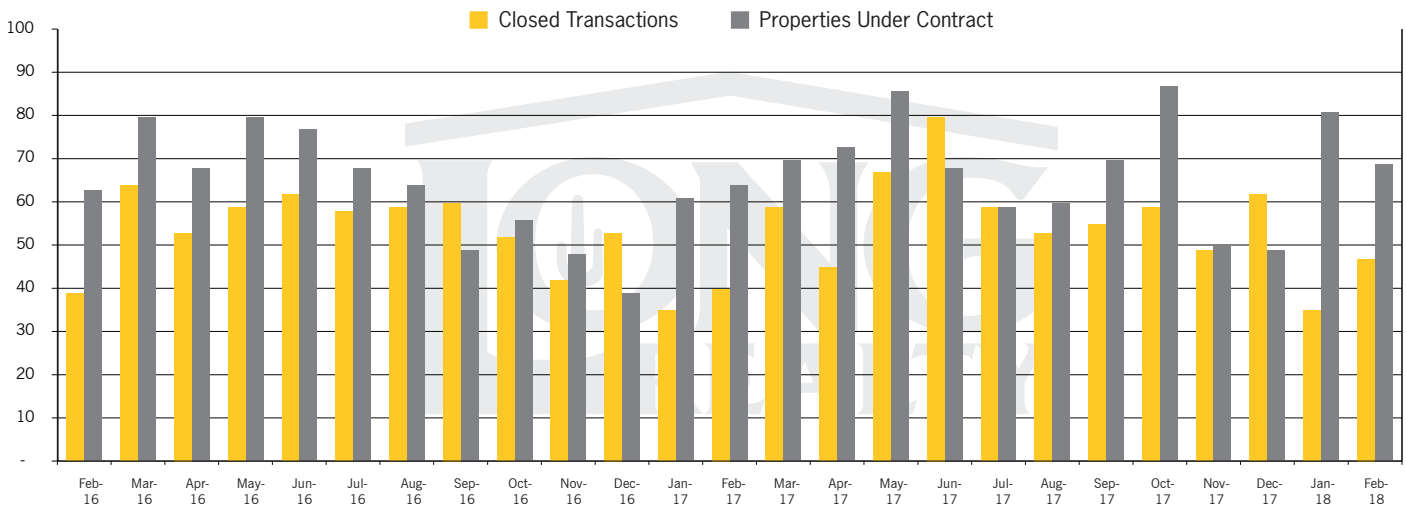




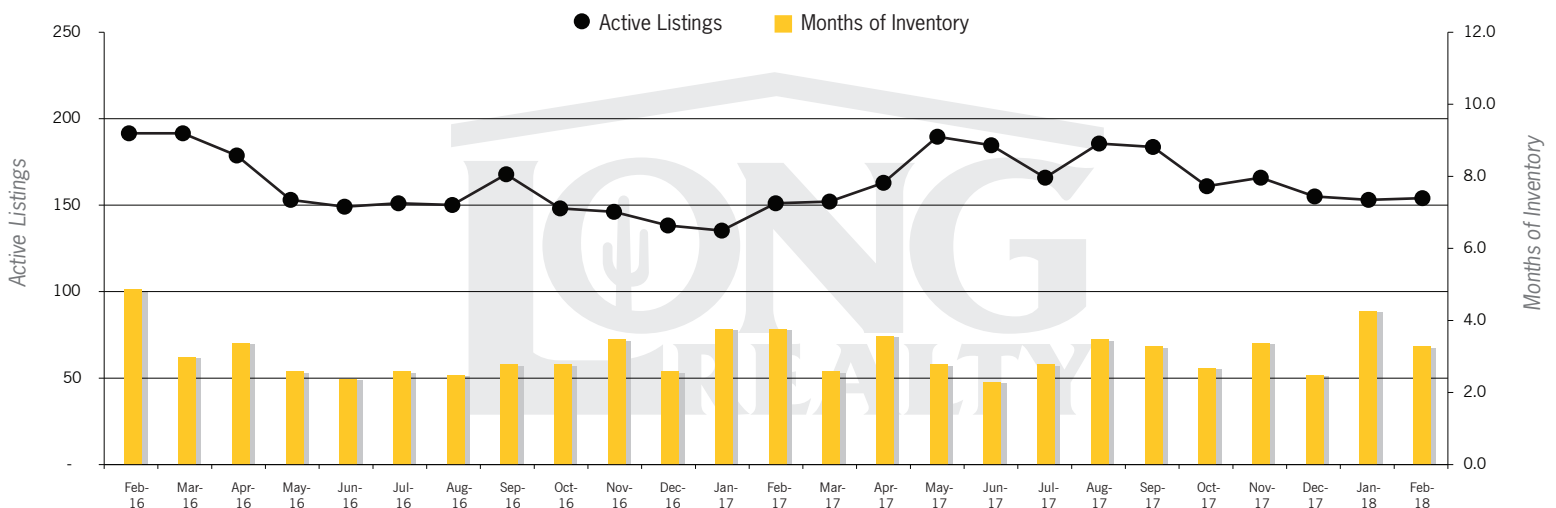
Vail | March 2018

In the Vail area, February 2018 active inventory was 153, a 2% increase from February 2017. There were 47 closings in February 2018, an 18% increase from February 2017. Year-to-date 2018 there were 85 closings, a 2% increase from year-to-date 2017. Months of Inventory was 3.3, down from 3.8 in February 2017. Median price of sold homes was \$245,000 for the month of February 2018, down 7% from February 2017. The Vail area had 69 new properties under contract in February 2018, up 8% from February 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

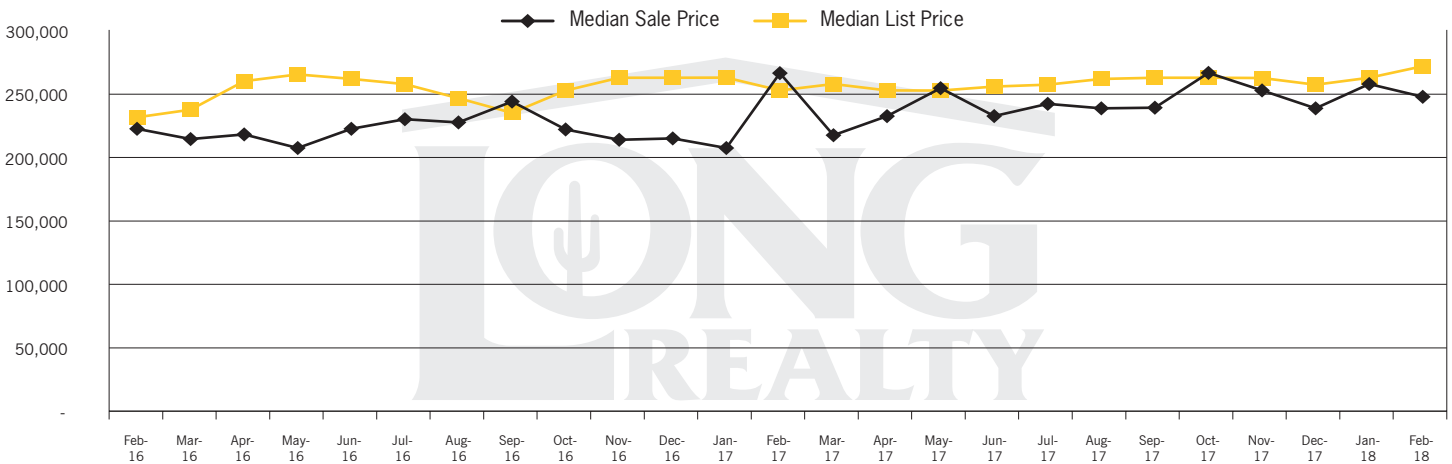


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2018 is believed to be reliable, but not guaranteed.*



Vail | March 2018

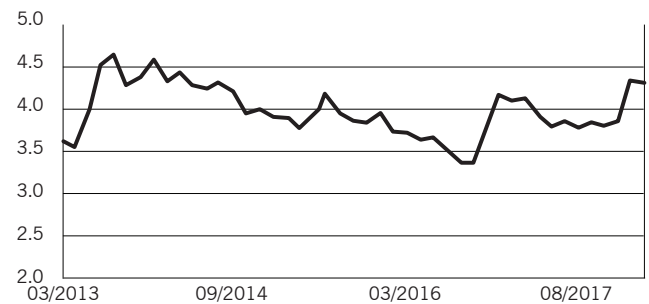
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2017	\$263,500	4.125%	\$1,213.20
2018	\$245,000	4.625%	\$1,196.66

30 YEAR FIXED MORTGAGE RATE



Source: Residential median sales prices. Data obtained 03/05/2018 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.

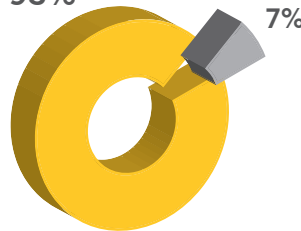
Source: Bankrate.com

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.

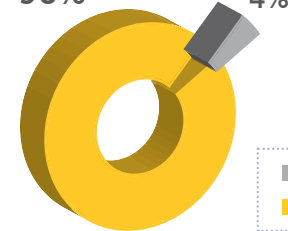
2017

93%



2018 Year to Date

96%



■ Distressed
■ Non-Distressed



The Housing Report

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Vail | March 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
		Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	0	0	1	0	0	n/a	3.0	Seller
\$75,000 - 99,999	1	0	1	0	1	0	0	n/a	3.0	Seller
\$100,000 - 124,999	1	2	1	1	1	2	1	1.0	0.5	Seller
\$125,000 - 149,999	3	0	1	2	1	1	2	1.5	4.0	Seller
\$150,000 - 174,999	10	6	5	8	7	1	2	5.0	2.4	Seller
\$175,000 - 199,999	15	11	3	8	8	3	6	2.5	2.7	Seller
\$200,000 - 224,999	10	6	8	5	9	6	9	1.1	1.8	Seller
\$225,000 - 249,999	14	9	10	6	9	5	7	2.0	2.5	Seller
\$250,000 - 274,999	16	8	10	9	6	4	8	2.0	2.8	Seller
\$275,000 - 299,999	15	1	3	4	4	3	0	n/a	5.6	Balanced
\$300,000 - 349,999	15	6	10	3	8	6	4	3.8	1.7	Seller
\$350,000 - 399,999	18	2	4	5	4	2	4	4.5	5.6	Balanced
\$400,000 - 499,999	12	6	9	7	5	5	4	3.0	2.6	Seller
\$500,000 - 599,999	6	2	0	0	1	0	0	n/a	18.0	Buyer
\$600,000 - 699,999	5	0	1	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	6	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	153	59	66	58	65	38	47	3.3	3.1	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 03/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2017 - 02/28/2018. Information is believed to be reliable, but not guaranteed.

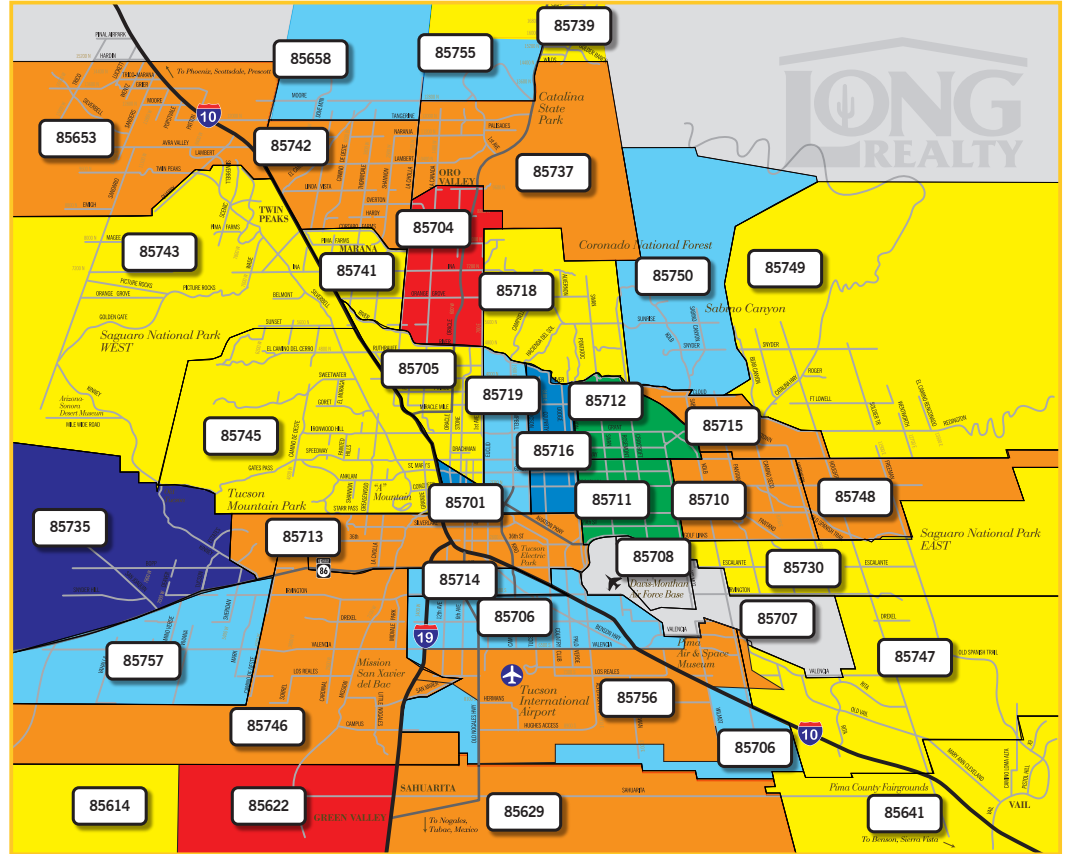
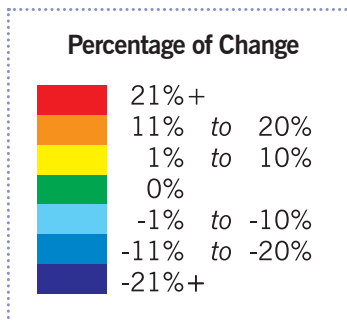


Vail | March 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2016-FEB 2017 TO
DEC 2017-FEB 2018

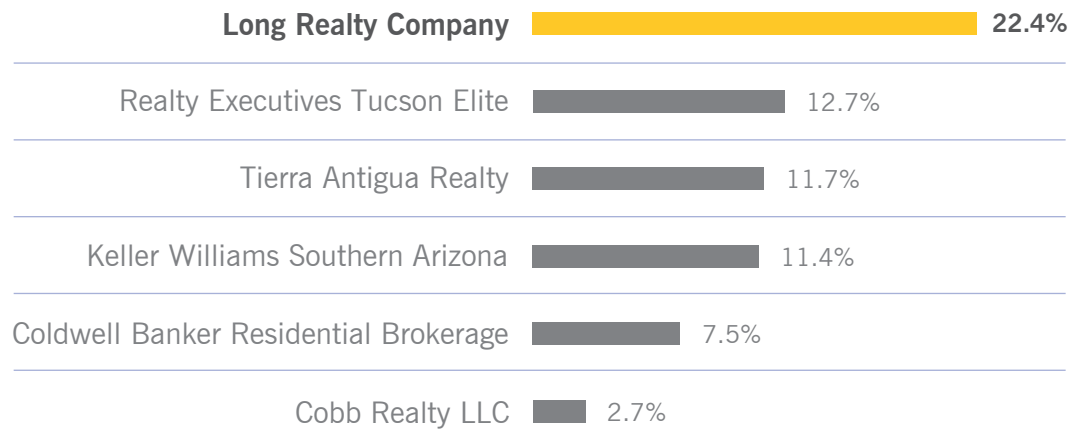
This heat map represents the percentage of change in Tucson metro median sales prices from December 2016-February 2017 to December 2017-February 2018 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2017 – 02/28/2018 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.