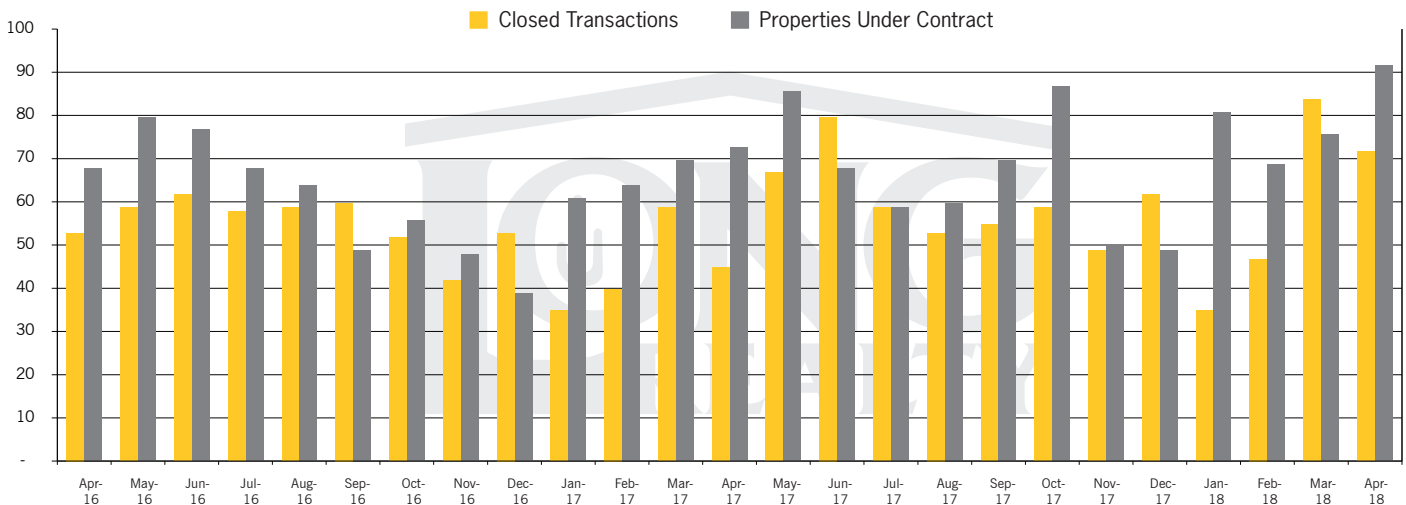




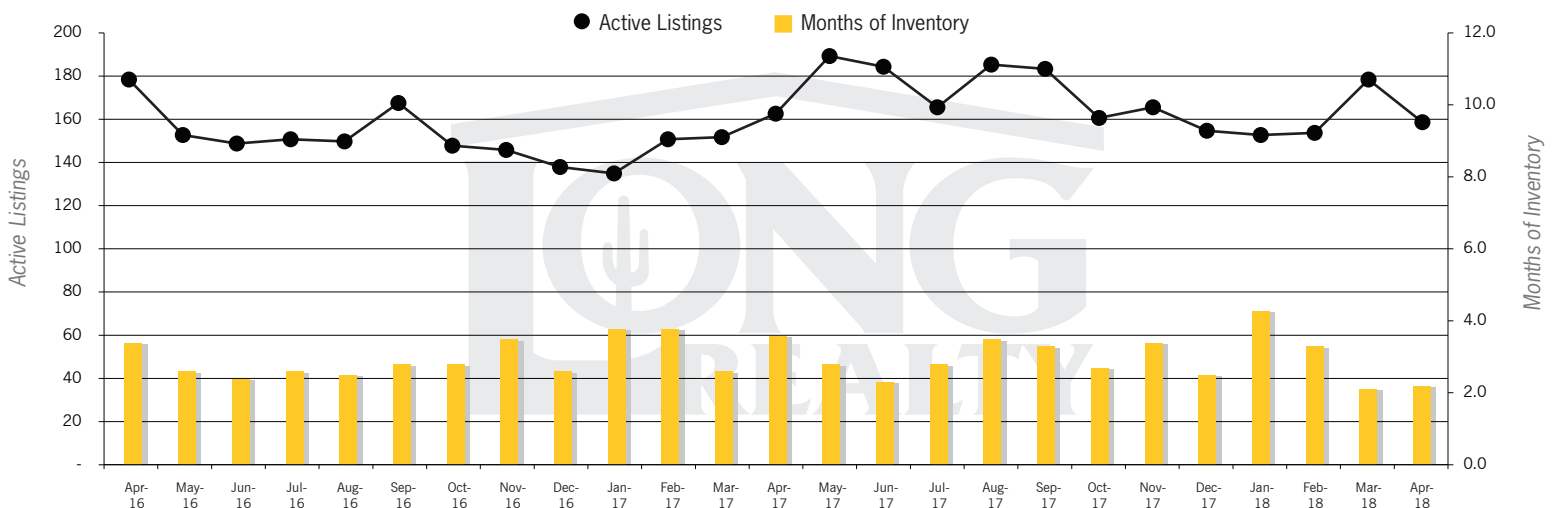
Vail | May 2018

In the Vail area, April 2018 active inventory was 158, a 2% decrease from April 2017. There were 72 closings in April 2018, a 60% increase from April 2017. Year-to-date 2018 there were 244 closings, a 28% increase from year-to-date 2017. Months of Inventory was 2.2, down from 3.6 in April 2017. Median price of sold homes was \$250,000 for the month of April 2018, up 9% from April 2017. The Vail area had 92 new properties under contract in April 2018, up 26% from April 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

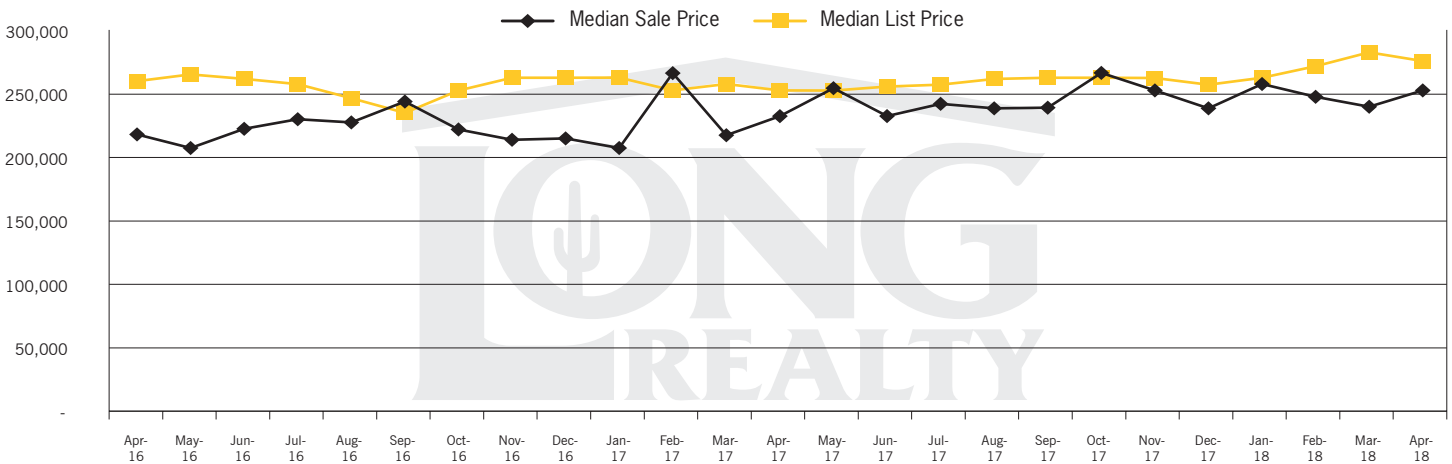


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/04/2018 is believed to be reliable, but not guaranteed.



Vail | May 2018

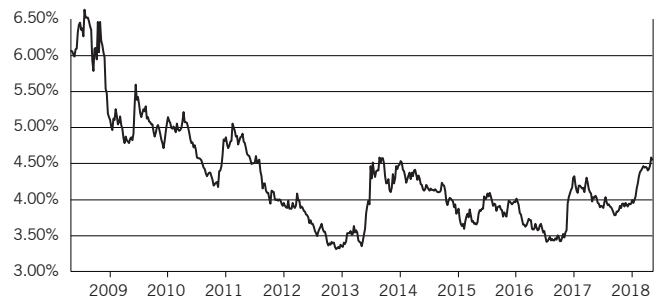
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2017	\$229,900	4.050%	\$1,049.00
2018	\$250,000	4.470%	\$1,199.15

30 YEAR FIXED MORTGAGE RATE

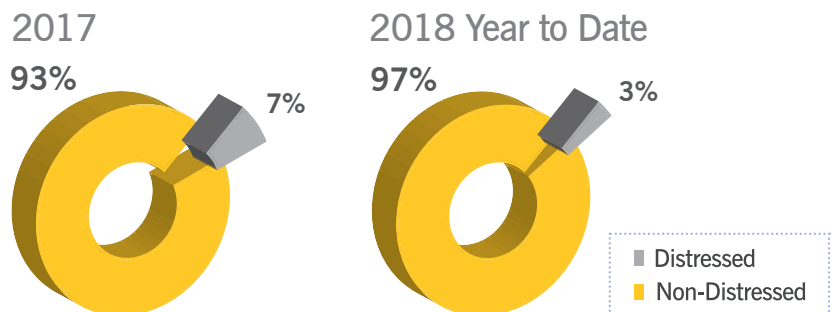


Source: Residential median sales prices. Data obtained 05/04/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.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.





The Housing Report

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Vail | May 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
		Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	0	0	1	1	0.0	1.0	Seller
\$75,000 - 99,999	1	0	1	0	0	1	0	n/a	3.0	Seller
\$100,000 - 124,999	2	1	1	2	1	1	1	2.0	2.3	Seller
\$125,000 - 149,999	2	2	1	1	2	4	3	0.7	1.0	Seller
\$150,000 - 174,999	6	8	7	1	2	4	9	0.7	1.7	Seller
\$175,000 - 199,999	17	8	8	3	6	15	10	1.7	1.5	Seller
\$200,000 - 224,999	11	5	9	6	9	8	7	1.6	1.3	Seller
\$225,000 - 249,999	15	6	9	5	7	17	5	3.0	1.7	Seller
\$250,000 - 274,999	21	9	6	4	9	11	11	1.9	1.8	Seller
\$275,000 - 299,999	20	4	4	3	0	5	6	3.3	5.2	Balanced
\$300,000 - 349,999	13	3	8	6	4	4	11	1.2	2.6	Seller
\$350,000 - 399,999	12	5	4	2	4	10	2	6.0	2.7	Seller
\$400,000 - 499,999	13	7	5	5	4	3	5	2.6	3.6	Seller
\$500,000 - 599,999	12	0	1	0	0	1	1	12.0	12.0	Buyer
\$600,000 - 699,999	3	0	0	0	0	1	0	n/a	11.0	Buyer
\$700,000 - 799,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	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	158	58	65	38	48	86	72	2.2	2.4	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 05/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2018 - 04/30/2018. Information is believed to be reliable, but not guaranteed.

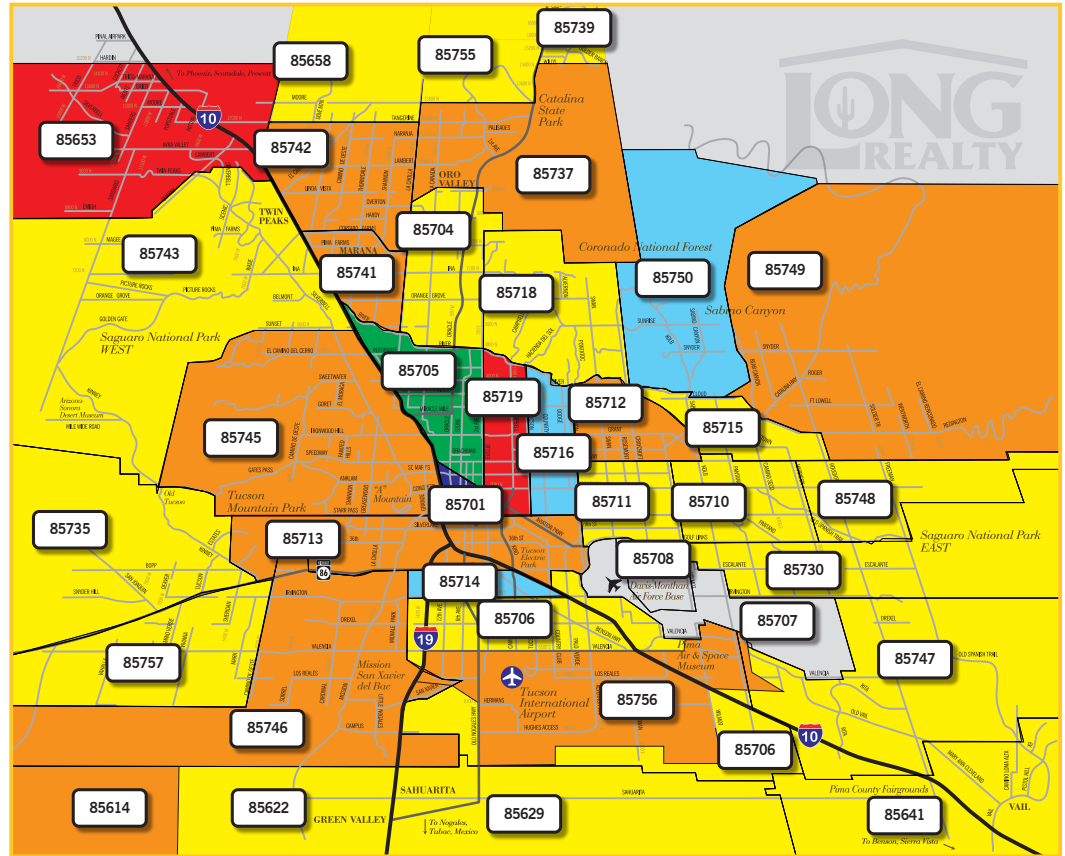


Vail | May 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2017-APR 2017 TO
FEB 2018-APR 2018

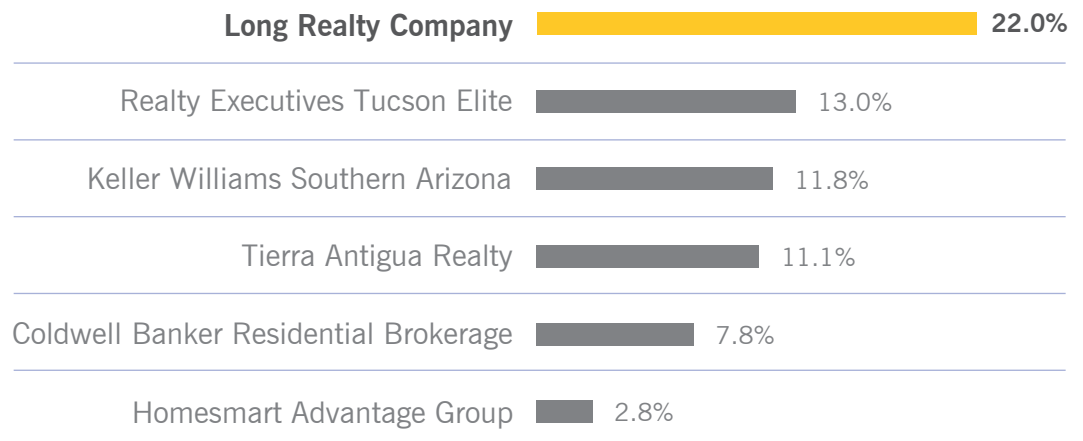
This heat map represents the percentage of change in Tucson metro median sales prices from February 2017-April 2017 to February 2018-April 2018 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market
in successful real estate sales.

Data Obtained 05/04/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 05/01/2017 – 04/30/2018
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.