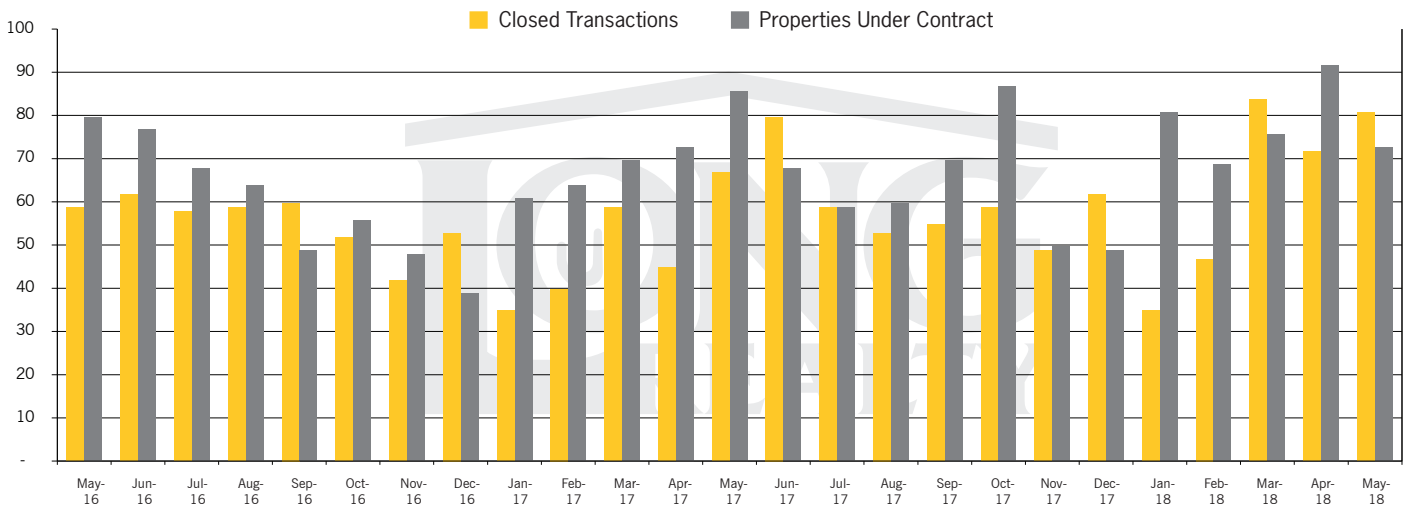




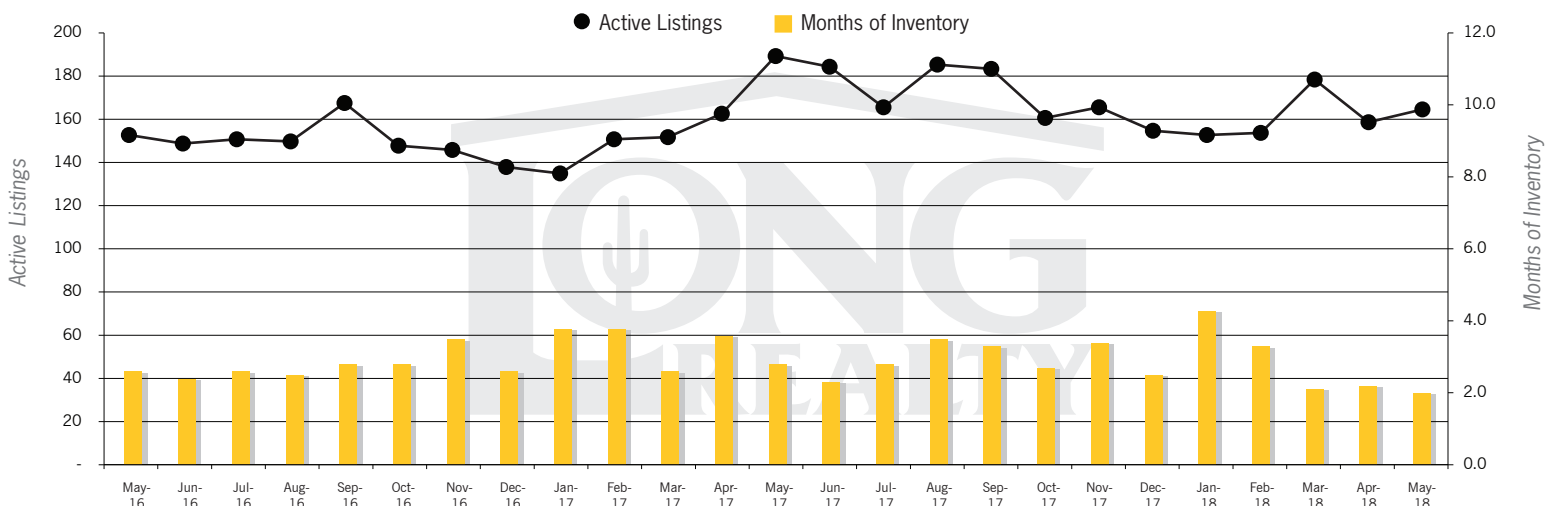
Vail | June 2018

In the Vail area, May 2018 active inventory was 164, a 13% decrease from May 2017. There were 81 closings in May 2018, a 21% increase from May 2017. Year-to-date 2018 there were 328 closings, a 25% increase from year-to-date 2017. Months of Inventory was 2.0, down from 2.8 in May 2017. Median price of sold homes was \$252,500 for the month of May 2018, virtually unchanged from May 2017. The Vail area had 73 new properties under contract in May 2018, down 15% from May 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

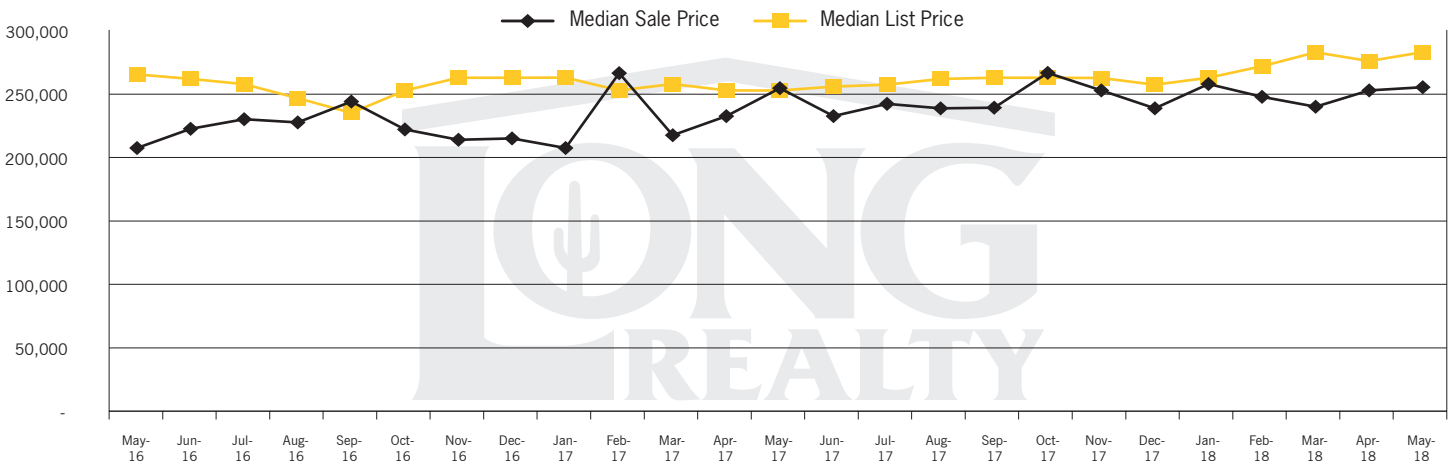


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



Vail | June 2018

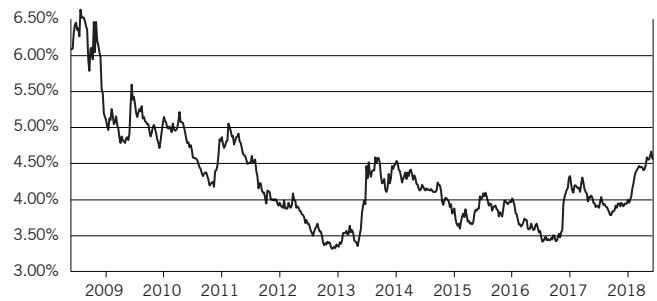
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2017	\$251,750	4.010%	\$1,143.18
2018	\$252,500	4.580%	\$1,226.84

30 YEAR FIXED MORTGAGE RATE

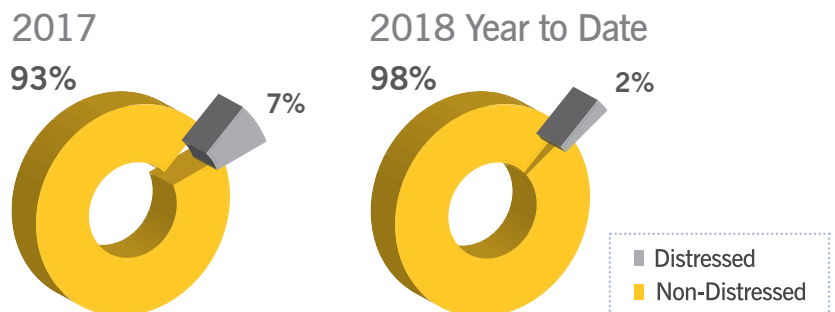


Source: Residential median sales prices. Data obtained 06/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: 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 | June 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
		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	0	0	1	1	0	n/a	0.5	Seller
\$75,000 - 99,999	2	1	0	0	1	0	0	n/a	4.0	Seller
\$100,000 - 124,999	2	1	2	1	1	1	1	2.0	2.7	Seller
\$125,000 - 149,999	2	1	1	2	4	3	1	2.0	1.0	Seller
\$150,000 - 174,999	4	7	1	2	4	9	8	0.5	1.0	Seller
\$175,000 - 199,999	10	8	3	6	16	10	11	0.9	1.1	Seller
\$200,000 - 224,999	9	9	6	9	8	7	9	1.0	1.3	Seller
\$225,000 - 249,999	20	9	5	7	17	6	9	2.2	1.7	Seller
\$250,000 - 274,999	19	6	4	9	11	11	7	2.7	2.0	Seller
\$275,000 - 299,999	27	4	3	0	5	6	8	3.4	3.6	Seller
\$300,000 - 349,999	17	8	6	4	4	11	14	1.2	1.8	Seller
\$350,000 - 399,999	16	4	2	4	10	3	8	2.0	2.0	Seller
\$400,000 - 499,999	13	5	5	4	3	5	3	4.3	4.0	Seller
\$500,000 - 599,999	11	1	0	0	1	1	1	11.0	9.7	Buyer
\$600,000 - 699,999	5	0	0	0	1	0	0	n/a	11.0	Buyer
\$700,000 - 799,999	4	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	1	0	0	0	0	0	1	1.0	4.0	Seller
TOTAL	164	65	38	48	87	74	81	2.0	2.1	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 06/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.

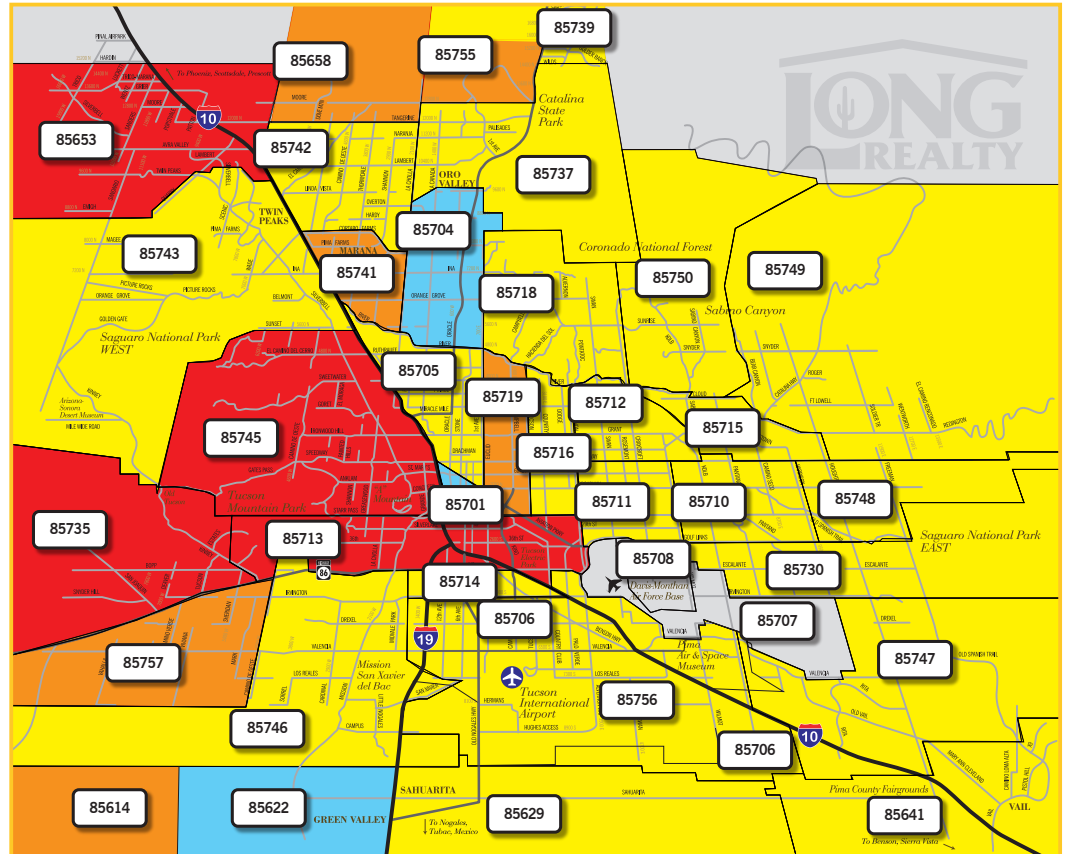
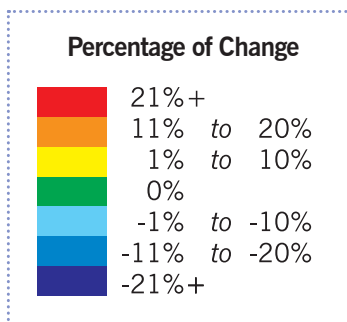


Vail | June 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2017-MAY 2017 TO
MAR 2018-MAY 2018

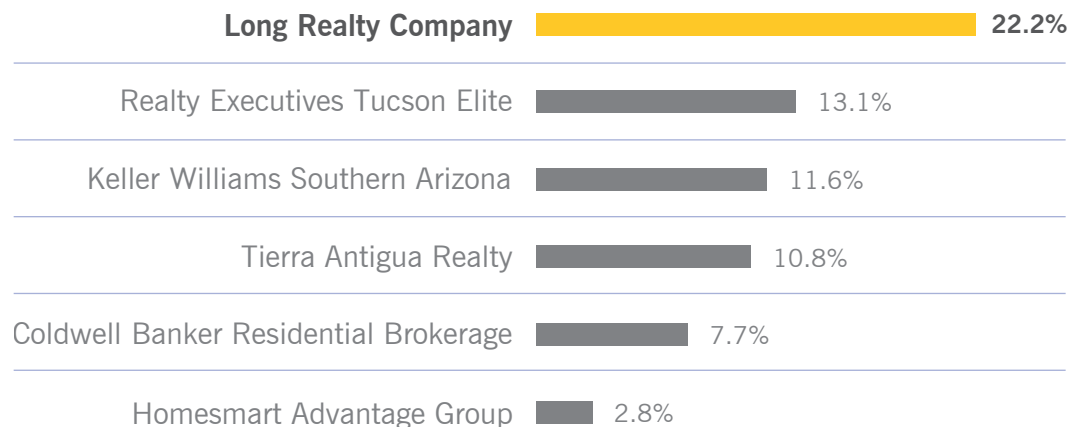
This heat map represents the percentage of change in Tucson metro median sales prices from March 2017-May 2017 to March 2018-May 2018 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2017 – 05/31/2018 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.