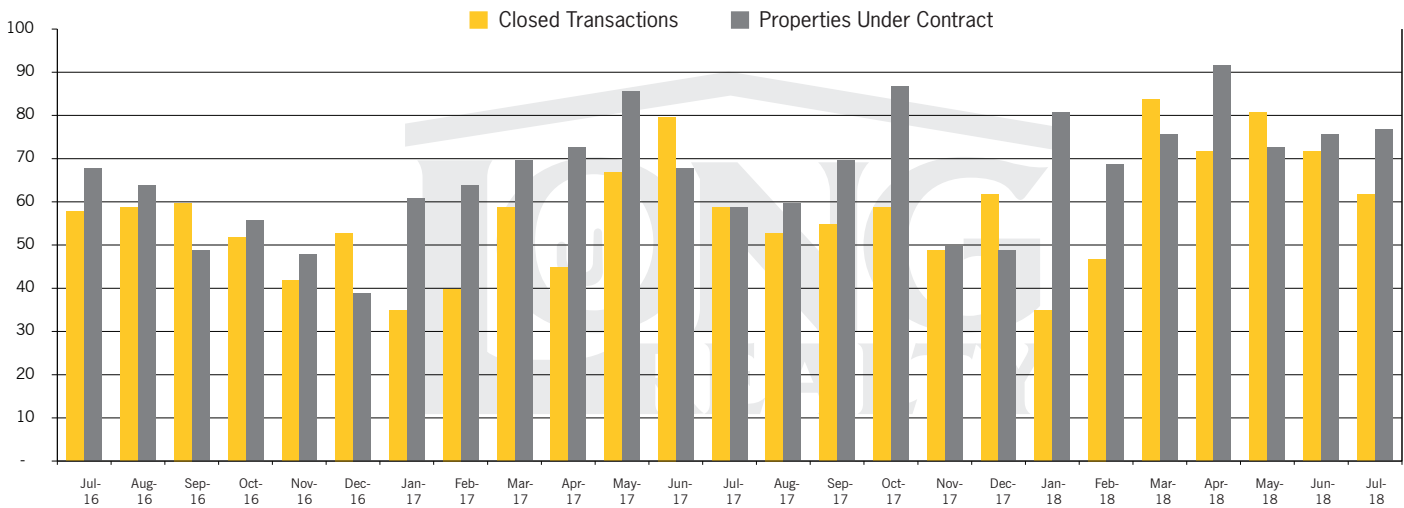




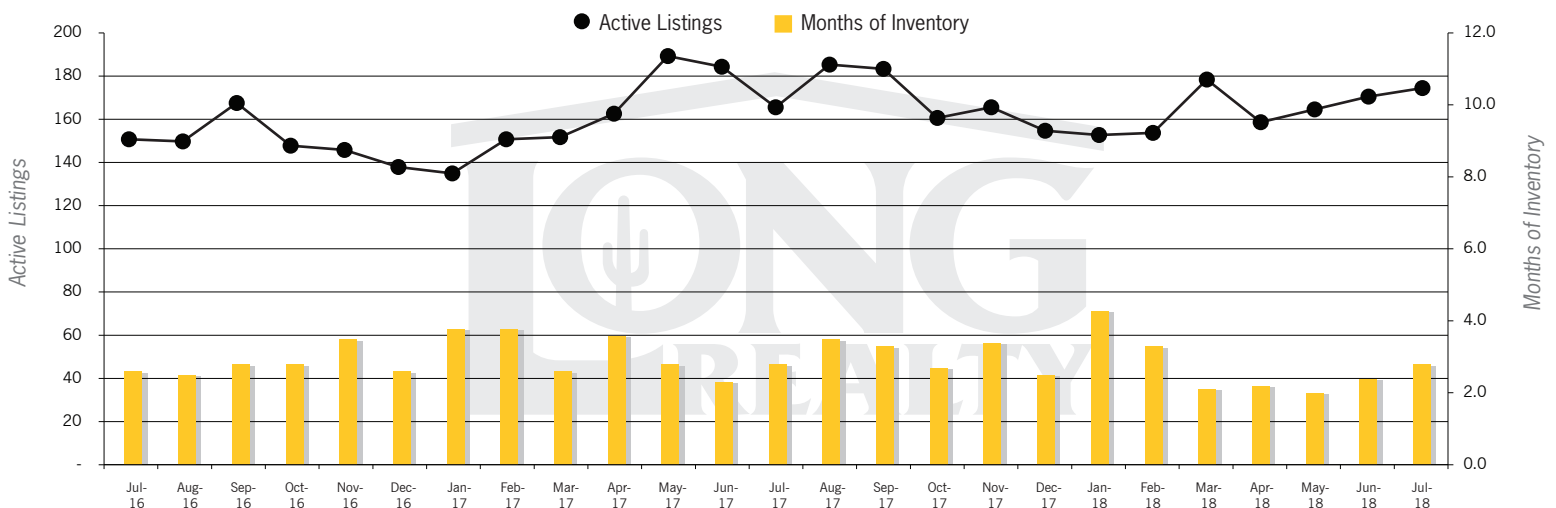
## Vail | August 2018

In the Vail area, July 2018 active inventory was 174, a 5% increase from July 2017. There were 62 closings in July 2018, a 5% increase from July 2017. Year-to-date 2018 there were 463 closings, a 12% increase from year-to-date 2017. Months of Inventory was 2.8, unchanged from 2.8 in July 2017. Median price of sold homes was \$256,515 for the month of July 2018, up 7% from July 2017. The Vail area had 77 new properties under contract in July 2018, up 31% from July 2017.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

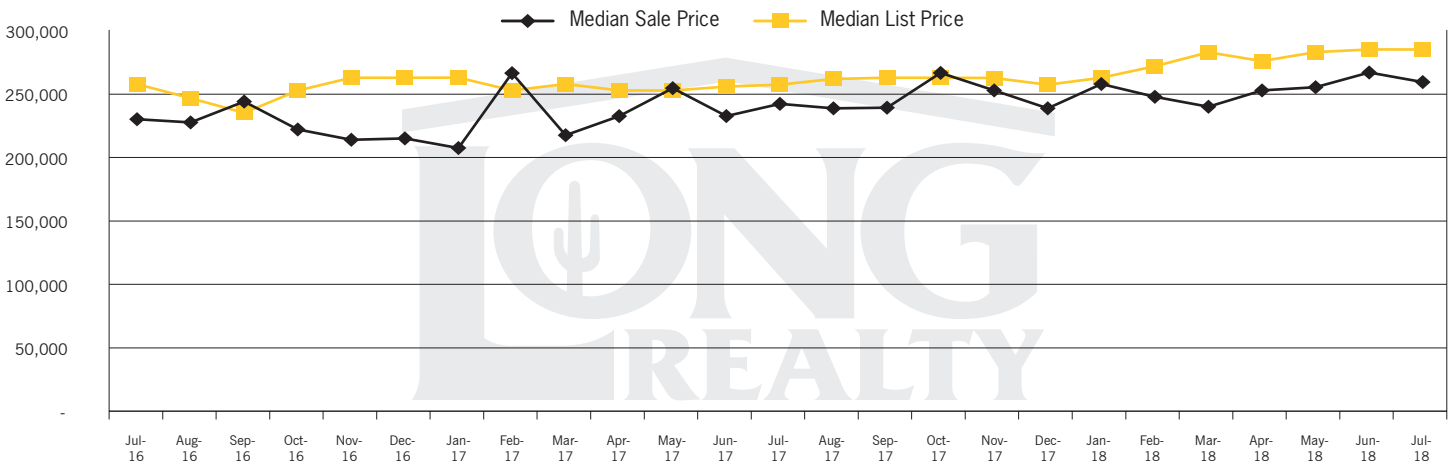


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/03/2018 is believed to be reliable, but not guaranteed.



Vail | August 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	\$239,500	4.000%	\$1,086.24
2018	\$256,515	4.750%	\$1,271.20

## 30 YEAR FIXED MORTGAGE RATE

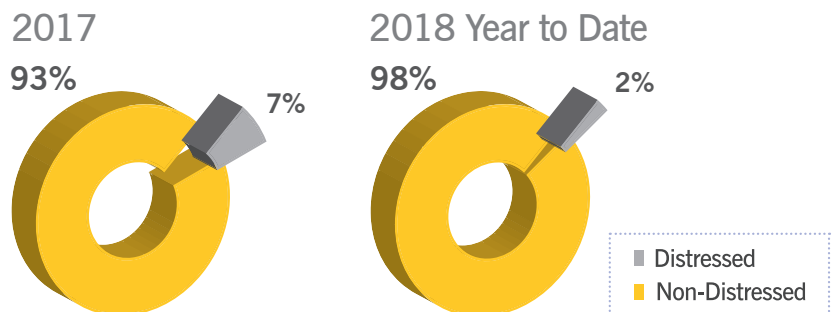


Source: Residential median sales prices. Data obtained 08/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | August 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
		Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	1	0	0	0	1	0.0	4.0	Seller
\$100,000 - 124,999	1	1	1	1	1	4	1	1.0	0.8	Seller
\$125,000 - 149,999	1	2	4	3	1	1	1	1.0	1.7	Seller
\$150,000 - 174,999	6	2	4	9	8	2	3	2.0	1.2	Seller
\$175,000 - 199,999	11	6	16	10	11	9	8	1.4	1.1	Seller
\$200,000 - 224,999	8	9	8	7	9	3	8	1.0	1.4	Seller
\$225,000 - 249,999	25	7	17	6	9	11	7	3.6	2.4	Seller
\$250,000 - 274,999	18	9	11	11	7	17	6	3.0	1.9	Seller
\$275,000 - 299,999	24	0	5	6	8	4	7	3.4	3.8	Seller
\$300,000 - 349,999	28	4	4	11	14	5	6	4.7	2.8	Seller
\$350,000 - 399,999	15	4	10	3	8	11	6	2.5	1.8	Seller
\$400,000 - 499,999	16	4	3	5	3	5	7	2.3	3.1	Seller
\$500,000 - 599,999	9	0	1	1	1	1	1	9.0	9.7	Buyer
\$600,000 - 699,999	7	0	1	0	0	0	0	n/a	n/a	n/a
\$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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	1	0	0	n/a	1.0	Seller
<b>TOTAL</b>	<b>174</b>	<b>48</b>	<b>87</b>	<b>74</b>	<b>81</b>	<b>73</b>	<b>62</b>	<b>2.8</b>	<b>2.4</b>	<b>Seller</b>

				
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 08/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.

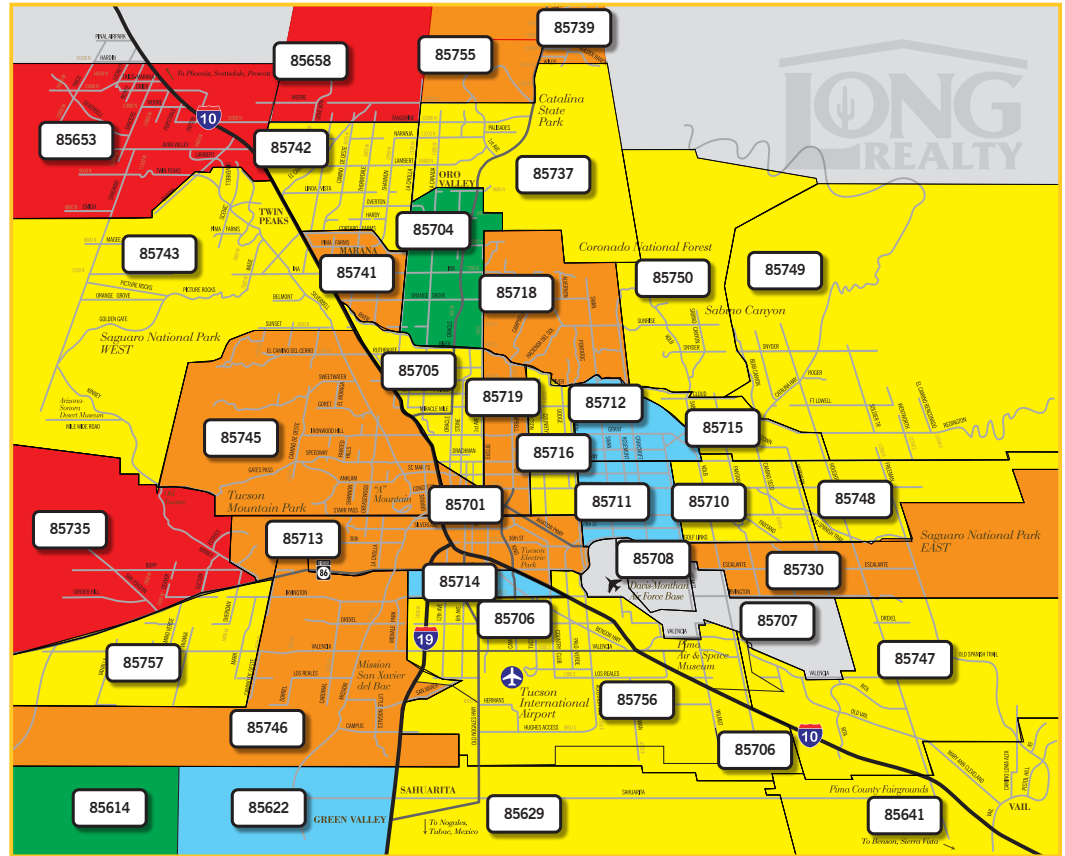


Vail | August 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2017-JUL 2017 TO  
MAY 2018-JUL 2018

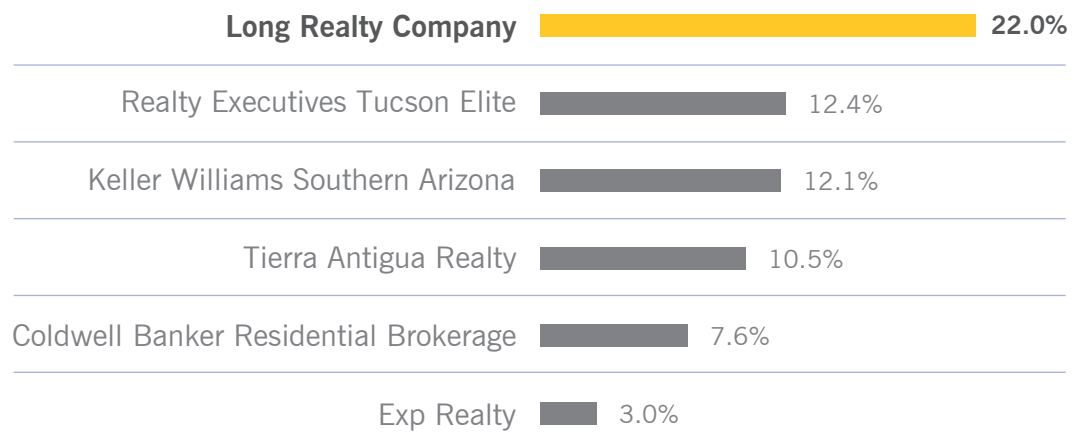
*This heat map represents the percentage of change in Tucson metro median sales prices from May 2017-July 2017 to May 2018-July 2018 by zip code.*



## MARKET SHARE – VAIL

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 08/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2017 – 07/31/2018 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.