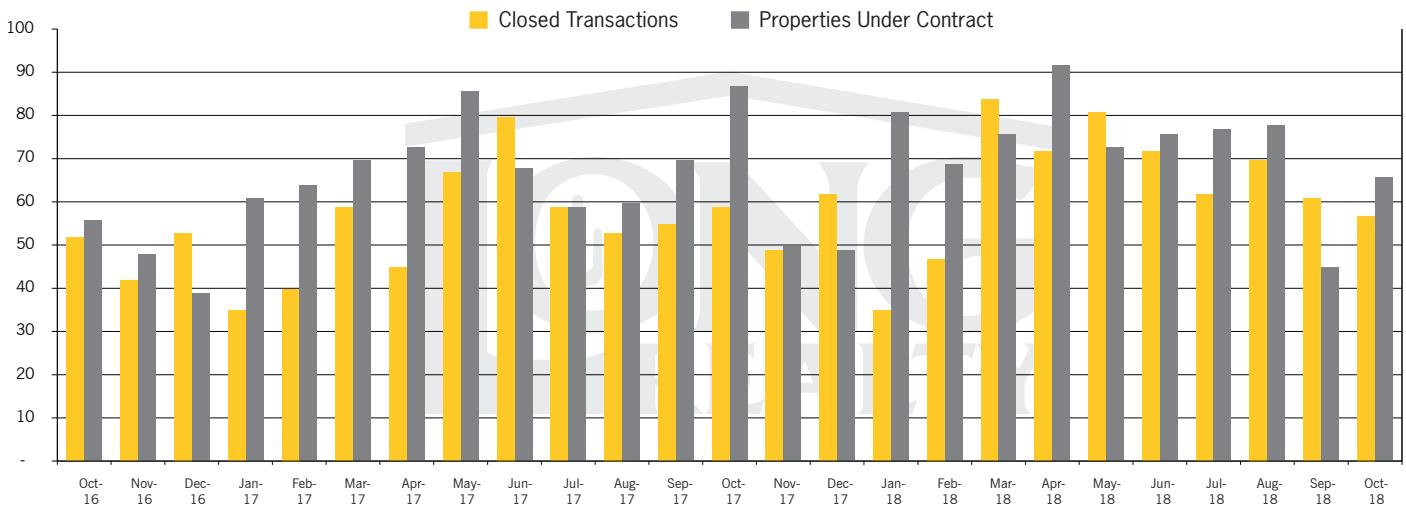




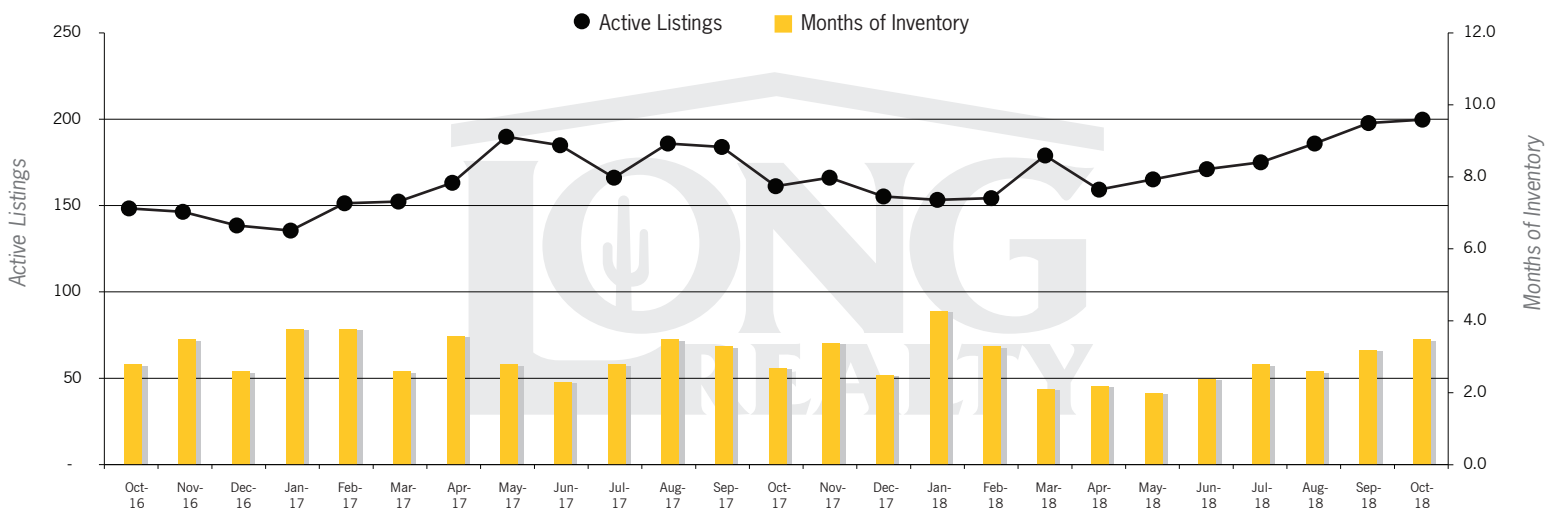
## Vail | November 2018

In the Vail area, October 2018 active inventory was 199, a 24% increase from October 2017. There were 57 closings in October 2018, a 3% decrease from October 2017. Year-to-date 2018 there were 661 closings, an 11% increase from year-to-date 2017. Months of Inventory was 3.5, up from 2.7 in October 2017. Median price of sold homes was \$254,900 for the month of October 2018, down 3% from October 2017. The Vail area had 66 new properties under contract in October 2018, down 24% from October 2017.

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



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

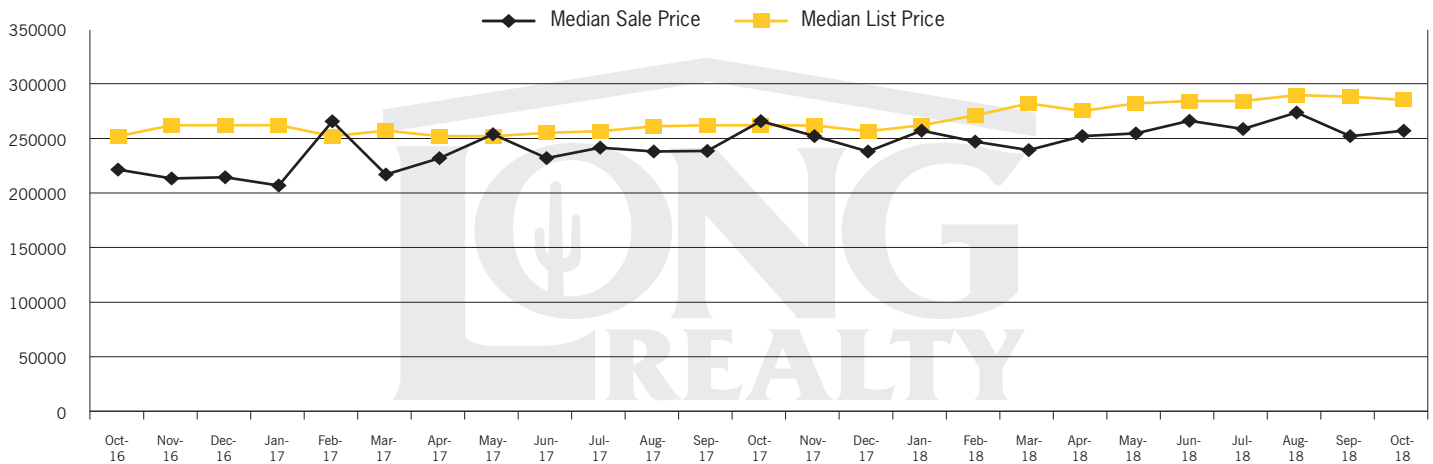


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.*



Vail | November 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	\$263,691	4.250%	\$1,232.34
2018	\$254,900	5.125%	\$1,318.50

## 30 YEAR FIXED MORTGAGE RATE

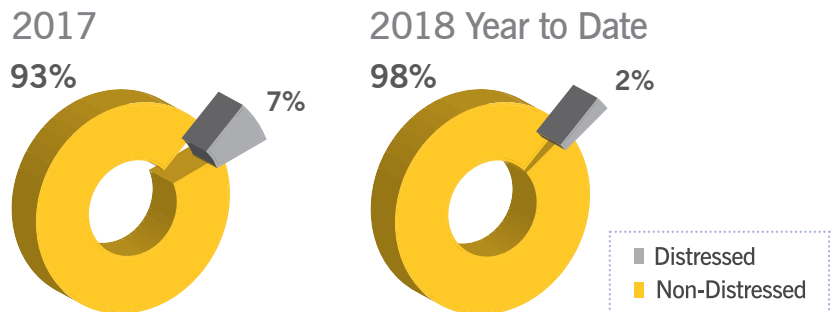


Source: Residential median sales prices. Data obtained 11/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | November 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
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-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	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	4	1	0	0	1	0.0	0.0	Seller
\$125,000 - 149,999	2	1	1	1	2	2	1	2.0	1.6	Seller
\$150,000 - 174,999	6	8	2	3	4	2	6	1.0	1.3	Seller
\$175,000 - 199,999	14	11	9	8	9	9	3	4.7	1.9	Seller
\$200,000 - 224,999	13	9	3	8	7	7	9	1.4	1.5	Seller
\$225,000 - 249,999	24	9	11	8	11	11	6	4.0	2.6	Seller
\$250,000 - 274,999	24	7	17	7	8	7	11	2.2	2.4	Seller
\$275,000 - 299,999	27	8	4	7	13	7	3	9.0	3.7	Seller
\$300,000 - 349,999	19	14	5	6	3	10	8	2.4	3.7	Seller
\$350,000 - 399,999	20	8	11	6	7	3	7	2.9	2.9	Seller
\$400,000 - 499,999	22	3	5	7	8	5	2	11.0	4.2	Slightly Seller
\$500,000 - 599,999	14	1	1	1	1	0	0	n/a	37.0	Buyer
\$600,000 - 699,999	8	0	0	0	2	0	0	n/a	11.0	Buyer
\$700,000 - 799,999	3	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	0	1	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>199</b>	<b>81</b>	<b>73</b>	<b>64</b>	<b>75</b>	<b>63</b>	<b>57</b>	<b>3.5</b>	<b>3.0</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 11/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.

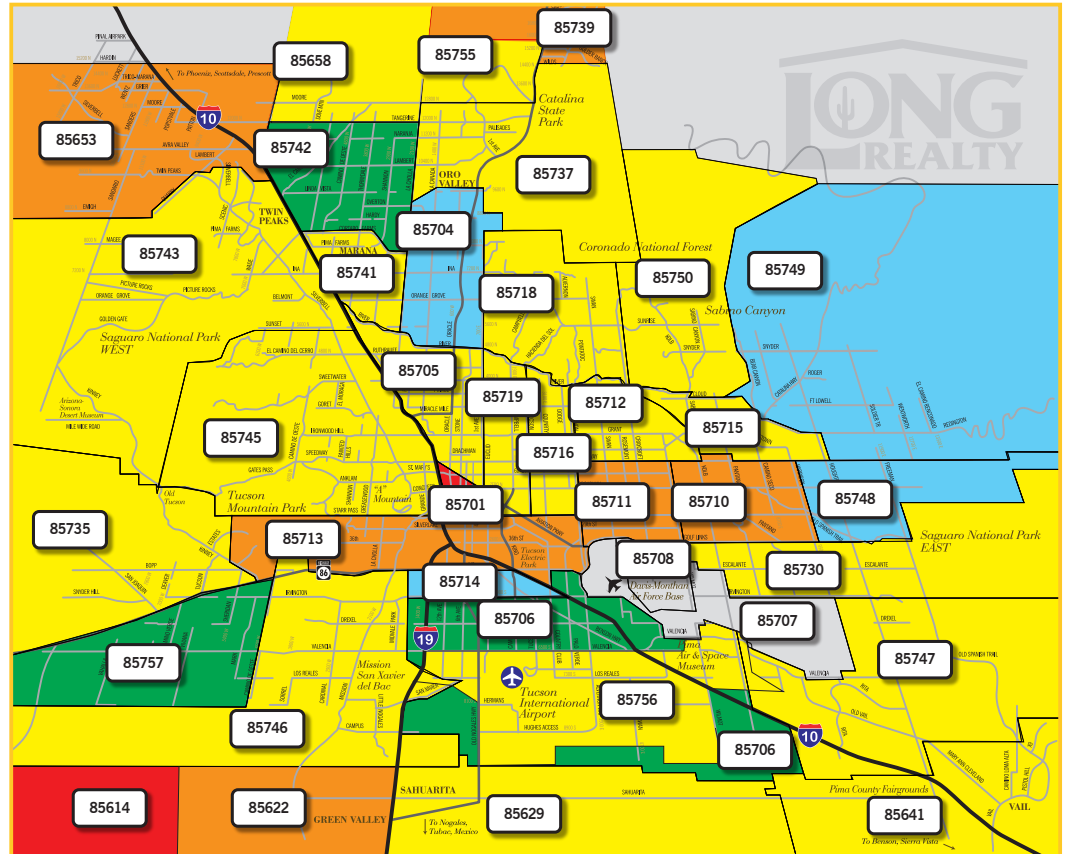
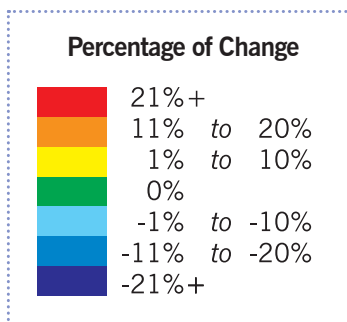


Vail | November 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2017-OCT 2017 TO  
AUG 2018-OCT 2018

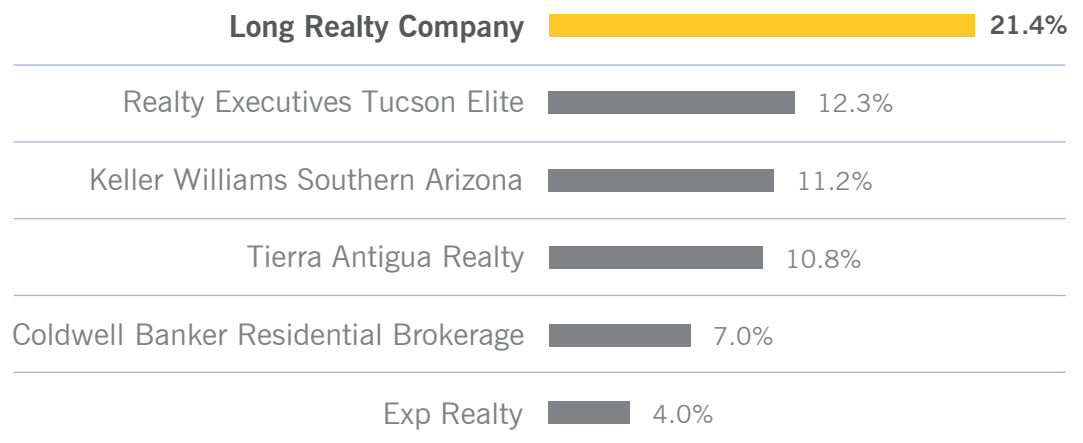
This heat map represents the percentage of change in Tucson metro median sales prices from August 2017-October 2017 to August 2018-October 2018 by zip code.



## MARKET SHARE – VAIL

Long Realty leads the market  
in successful real estate sales.

Data Obtained 11/05/2018 from  
MLSSAZ using BrokerMetrics software  
for all closed residential sales volume  
between 11/01/2017 – 10/31/2018  
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.