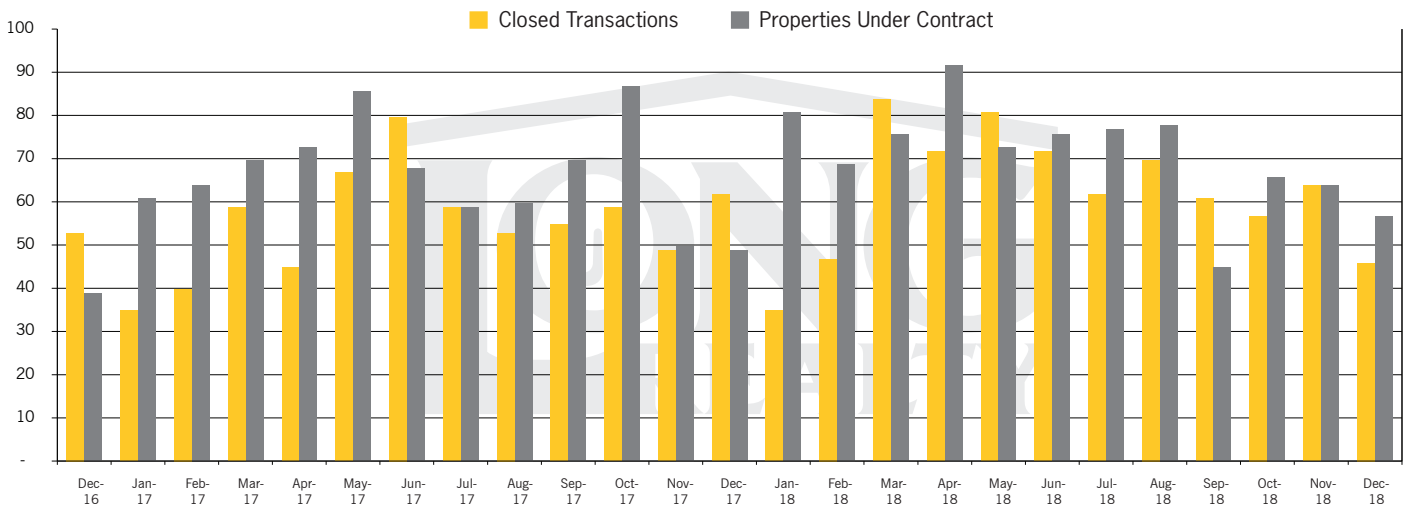




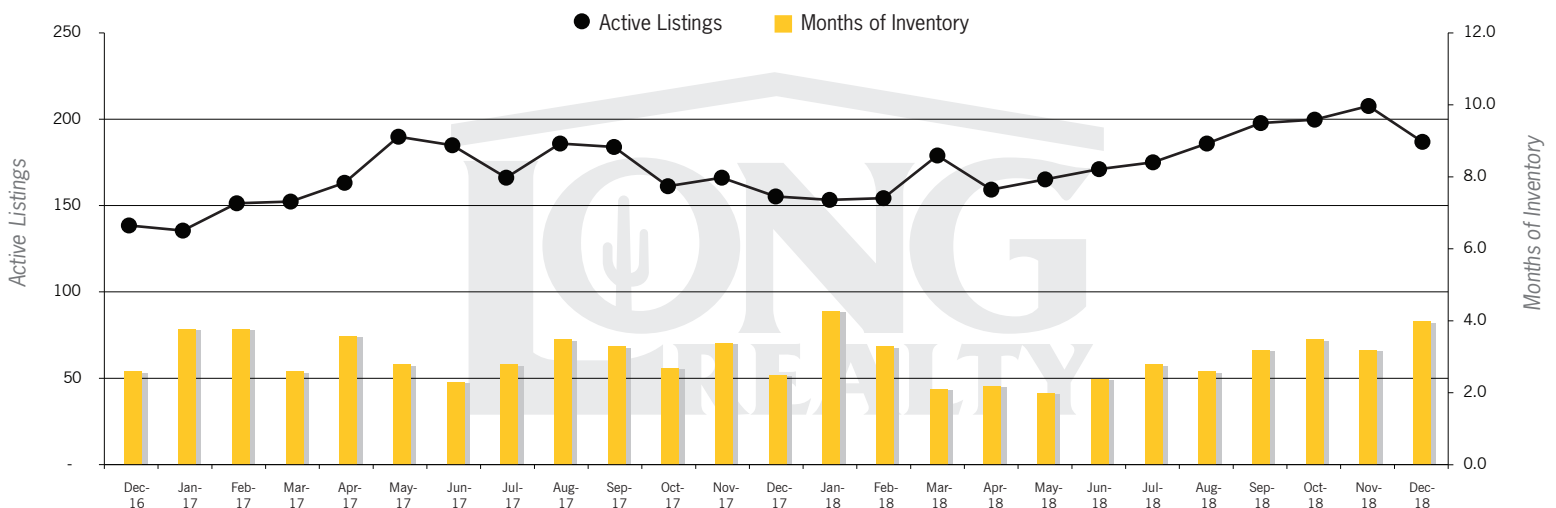
Vail | January 2019

In the Vail area, December 2018 active inventory was 186, a 21% increase from December 2017. There were 46 closings in December 2018, a 26% decrease from December 2017. Year-to-date 2018 there were 779 closings, an 8% increase from year-to-date 2017. Months of Inventory was 4.0, up from 2.5 in December 2017. Median price of sold homes was \$266,000 for the month of December 2018, up 13% from December 2017. The Vail area had 57 new properties under contract in December 2018, up 16% from December 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

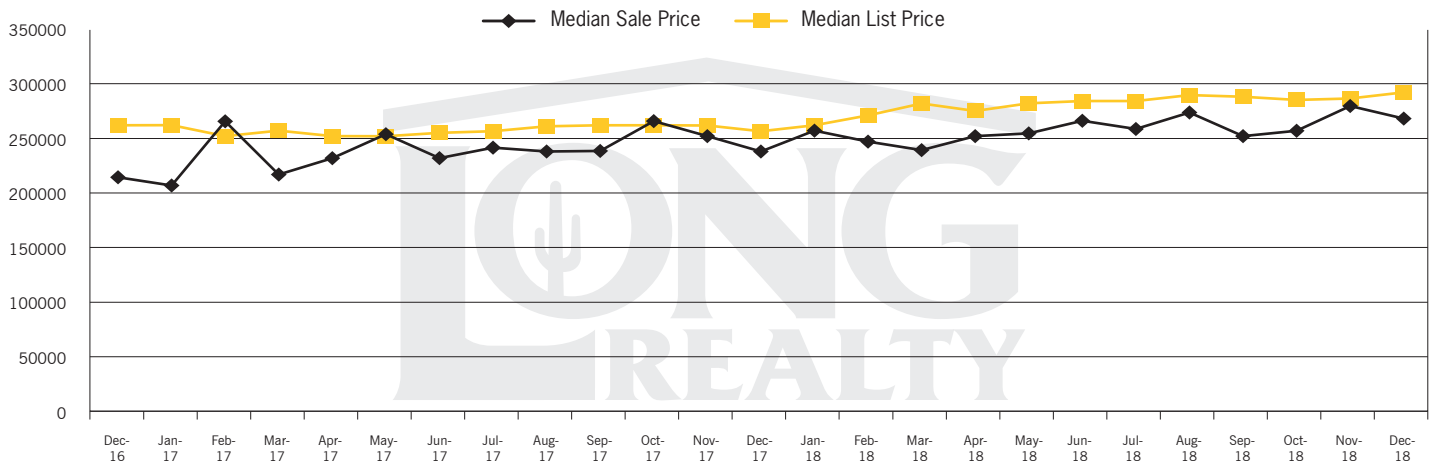


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/04/2019 is believed to be reliable, but not guaranteed.



Vail | January 2019

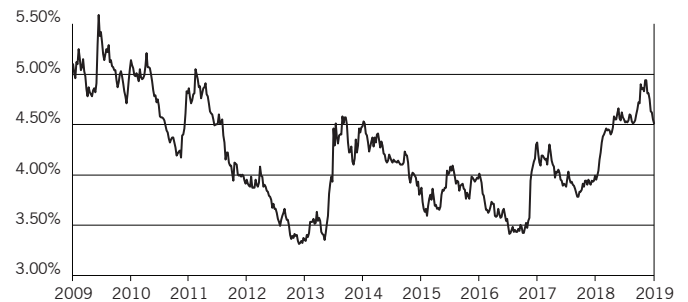
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$255,000 | 6.140% | \$1,474.29 |
| 2017 | \$236,000 | 4.250% | \$1,102.93 |
| 2018 | \$266,000 | 4.875% | \$1,337.31 |

30 YEAR FIXED MORTGAGE RATE

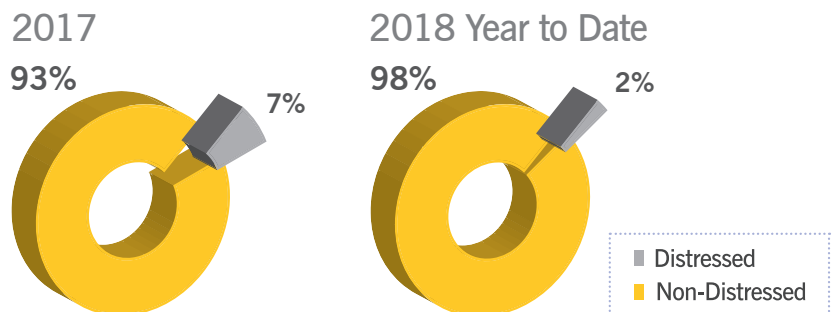


Source: Residential median sales prices. Data obtained 01/04/2019 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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

Stephen Woodall | (520) 818-4504
Stephen@TeamWoodall.com | TeamWoodall.com



Vail | January 2019

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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Nov-18 | Dec-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 | 1 | 1.0 | 4.0 | Seller |
| \$75,000 - 99,999 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$100,000 - 124,999 | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 1.0 | 0.5 | Seller |
| \$125,000 - 149,999 | 3 | 1 | 2 | 2 | 1 | 3 | 0 | n/a | 2.0 | Seller |
| \$150,000 - 174,999 | 4 | 3 | 4 | 2 | 6 | 1 | 1 | 4.0 | 2.0 | Seller |
| \$175,000 - 199,999 | 6 | 8 | 9 | 9 | 3 | 5 | 7 | 0.9 | 2.1 | Seller |
| \$200,000 - 224,999 | 10 | 8 | 7 | 7 | 9 | 7 | 6 | 1.7 | 1.5 | Seller |
| \$225,000 - 249,999 | 25 | 8 | 11 | 11 | 7 | 8 | 5 | 5.0 | 3.8 | Seller |
| \$250,000 - 274,999 | 22 | 7 | 8 | 7 | 12 | 10 | 6 | 3.7 | 2.5 | Seller |
| \$275,000 - 299,999 | 29 | 8 | 14 | 7 | 4 | 5 | 8 | 3.6 | 5.1 | Balanced |
| \$300,000 - 349,999 | 15 | 6 | 3 | 10 | 8 | 13 | 5 | 3.0 | 2.1 | Seller |
| \$350,000 - 399,999 | 25 | 6 | 7 | 3 | 7 | 5 | 1 | 25.0 | 5.4 | Balanced |
| \$400,000 - 499,999 | 21 | 7 | 8 | 5 | 2 | 6 | 2 | 10.5 | 6.4 | Balanced |
| \$500,000 - 599,999 | 11 | 1 | 1 | 0 | 0 | 2 | 1 | 11.0 | 13.0 | Buyer |
| \$600,000 - 699,999 | 5 | 0 | 2 | 0 | 0 | 1 | 2 | 2.5 | 6.3 | Balanced |
| \$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 | 1 | 0 | n/a | 3.0 | Seller |
| \$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 | 186 | 65 | 76 | 63 | 60 | 67 | 46 | 4.0 | 3.4 | 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 01/04/2019.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2018-12/31/2018. Information is believed to be reliable, but not guaranteed.

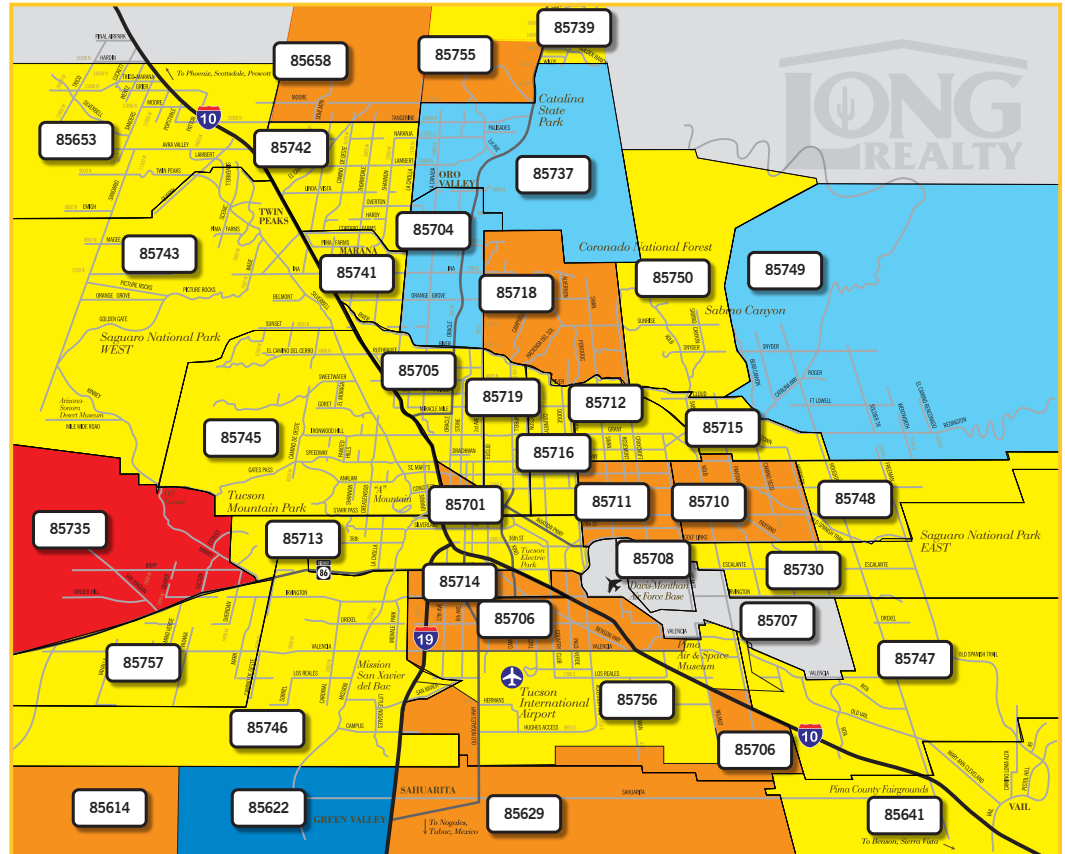


Vail | January 2019

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2017-DEC 2017 TO
OCT 2018-DEC 2018

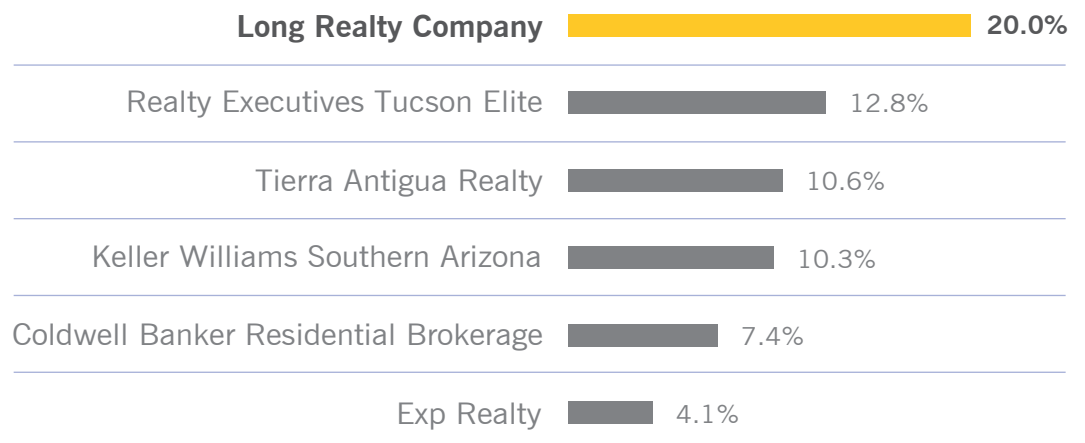
This heat map represents the percentage of change in Tucson metro median sales prices from October 2017-December 2017 to October 2018-December 2018 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 01/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2018 – 12/31/2018 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.