

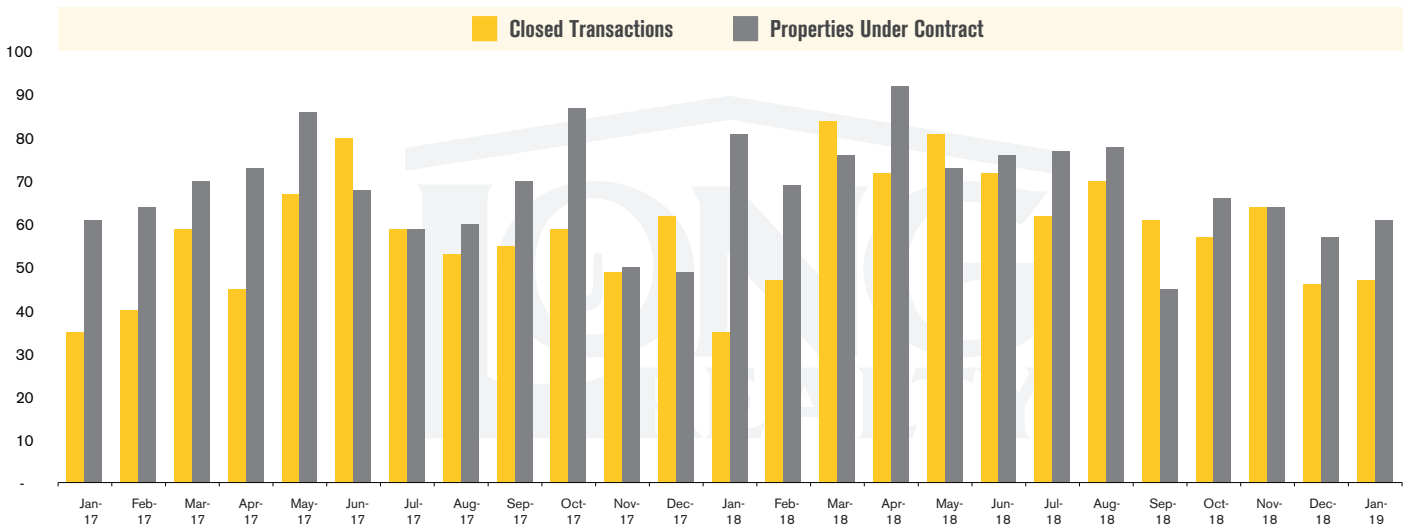
# THE HOUSING REPORT

VAIL | FEBRUARY 2019

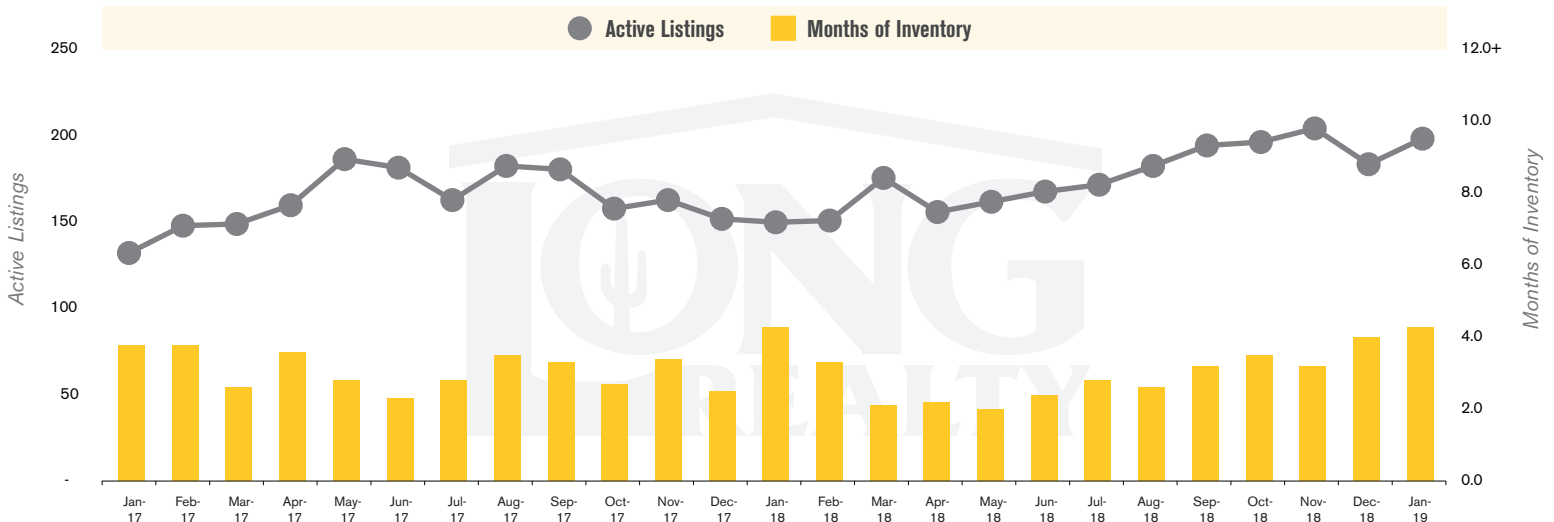


In the Vail area, January 2019 active inventory was 201, a 32% increase from January 2018. There were 47 closings in January 2019, a 34% increase from January 2018. Months of Inventory was 4.3, unchanged from 4.3 in January 2018. Median price of sold homes was \$265,000 for the month of January 2019, up 4% from January 2018. The Vail area had 61 new properties under contract in January 2019, down 25% from January 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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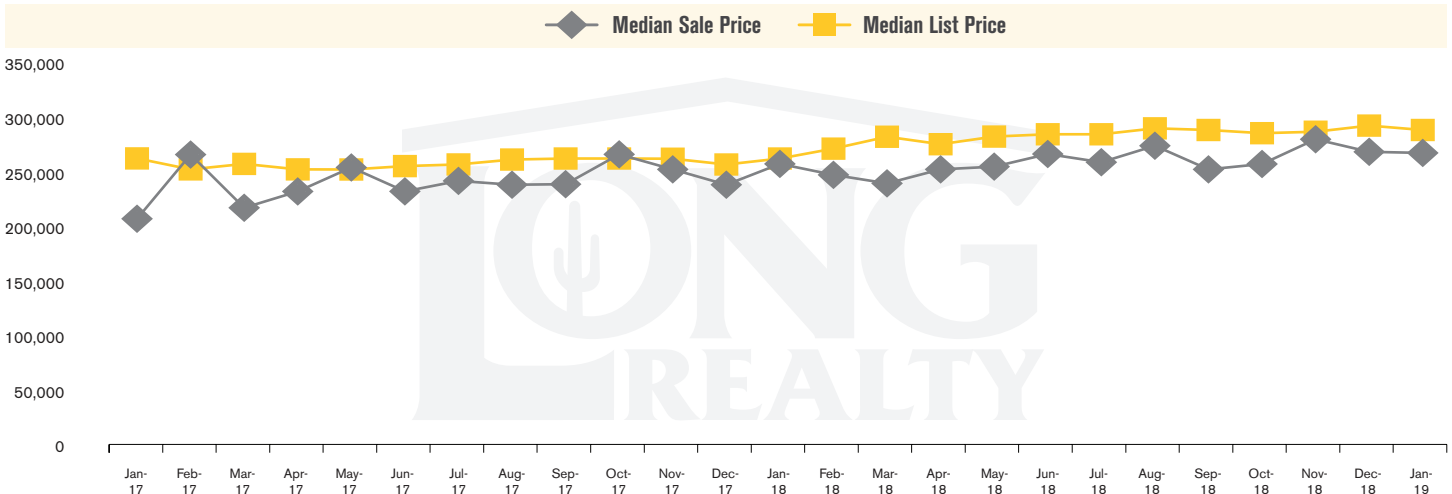
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | FEBRUARY 2019



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

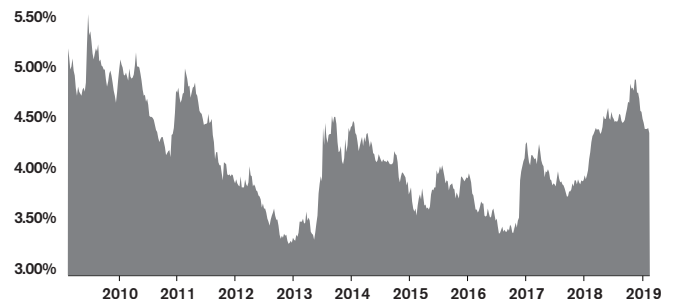


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$255,000	4.125%	\$1,174.06
2019	\$265,000	4.750%	\$1,313.25

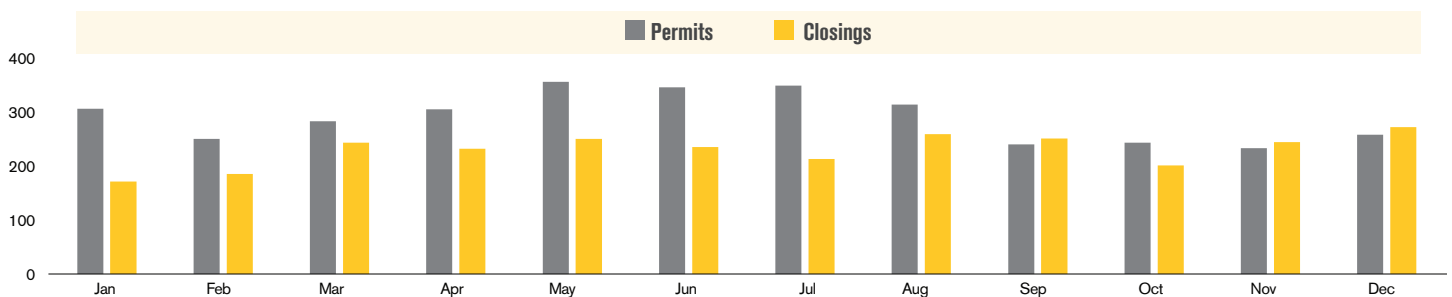
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## 2018 NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



New home permits are **up 11%** from last year. New home closings are **up 7%** from last year.

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# THE HOUSING REPORT

VAIL | FEBRUARY 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
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$1 - 49,999	0	0	0	0	0	0	1	0.0	0.0	Seller
\$50,000 - 74,999	0	0	0	0	0	1	0	n/a	3.0	Seller
\$75,000 - 99,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	0	0	1	0	1	0	n/a	2.0	Seller
\$125,000 - 149,999	4	2	2	1	3	0	1	4.0	2.5	Seller
\$150,000 - 174,999	3	4	2	6	1	1	1	3.0	4.3	Slightly Seller
\$175,000 - 199,999	7	9	9	3	5	7	7	1.0	1.3	Seller
\$200,000 - 224,999	8	7	7	9	7	8	2	4.0	1.7	Seller
\$225,000 - 249,999	22	11	11	7	8	5	9	2.4	3.3	Seller
\$250,000 - 274,999	26	8	7	12	10	7	6	4.3	3.1	Seller
\$275,000 - 299,999	29	14	7	4	5	8	6	4.8	4.6	Slightly Seller
\$300,000 - 349,999	23	3	10	8	13	6	6	3.8	2.4	Seller
\$350,000 - 399,999	27	7	3	7	5	1	2	13.5	9.6	Buyer
\$400,000 - 499,999	22	8	5	2	6	2	4	5.5	5.3	Balanced
\$500,000 - 599,999	13	1	0	0	2	1	1	13.0	9.5	Buyer
\$600,000 - 699,999	8	2	0	0	1	2	1	8.0	4.8	Slightly Seller
\$700,000 - 799,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	0	1	0	0	n/a	3.0	Seller
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>201</b>	<b>76</b>	<b>63</b>	<b>60</b>	<b>67</b>	<b>50</b>	<b>47</b>	<b>4.3</b>	<b>3.6</b>	<b>Seller</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | FEBRUARY 2019



## MARKET SHARE (VAIL)

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

*Data Obtained 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY**

**19.7%**

Realty Executives Tucson Elite

13.0%

Tierra Antigua Realty

10.7%

Keller Williams Southern Arizona

10.7%

Coldwell Banker Residential Brokerage

7.2%

Exp Realty

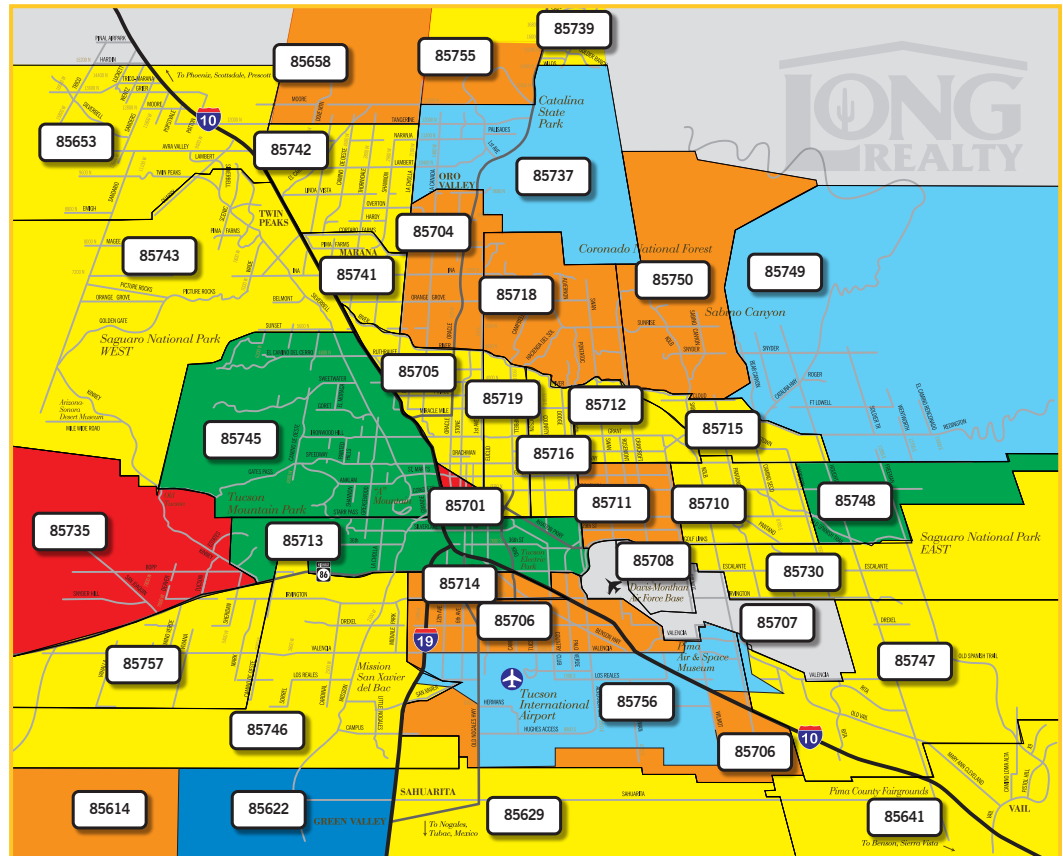
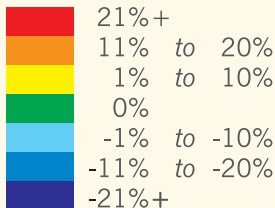
4.2%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2017-JAN 2018 TO NOV 2018-JAN 2019)

*Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.*

### Percentage of Change



**PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.**



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*This heat map represents the percentage of change in Tucson metro median sales prices from November 2017-January 2018 to November 2018-January 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2019. Information is believed to be reliable, but not guaranteed.*