

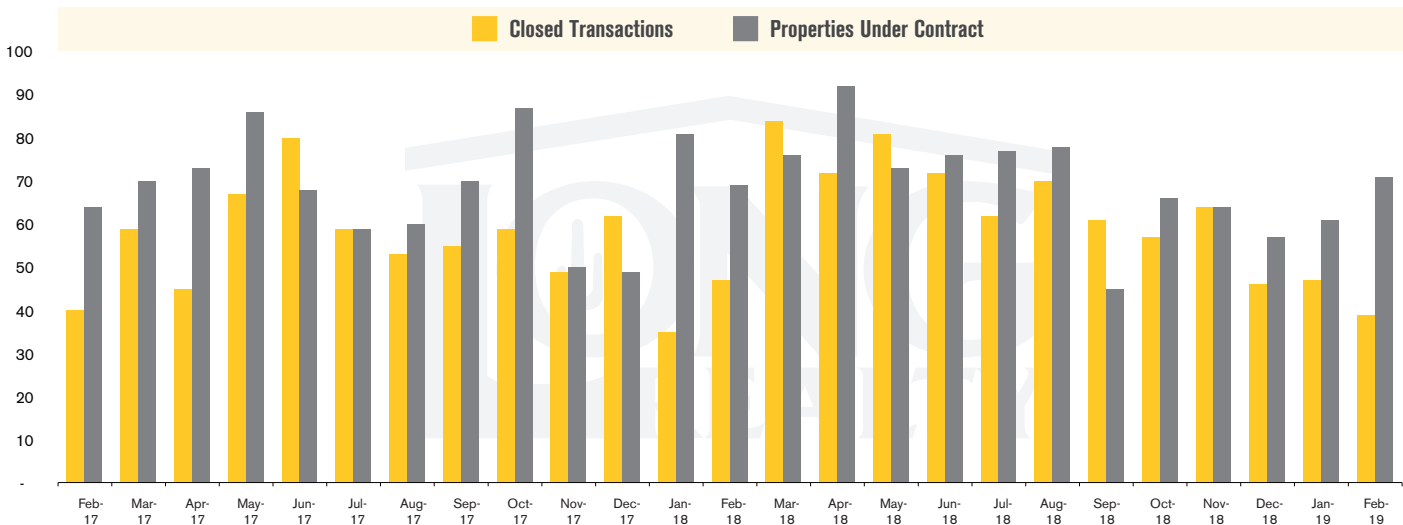
THE HOUSING REPORT

VAIL | MARCH 2019

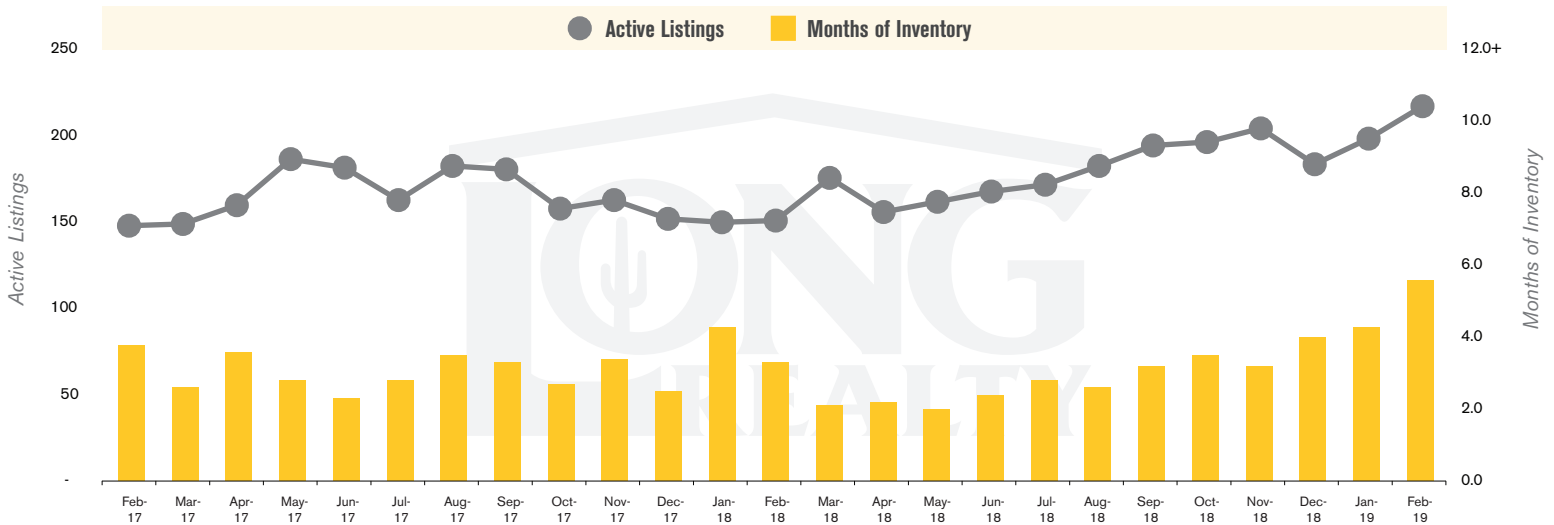


In the Vail area, February 2019 active inventory was 220, a 44% increase from February 2018. There were 39 closings in February 2019, a 17% decrease from February 2018. Year-to-date 2019 there were 86 closings, a 5% increase from year-to-date 2018. Months of Inventory was 5.6, up from 3.3 in February 2018. Median price of sold homes was \$239,000 for the month of February 2019, down 2% from February 2018. The Vail area had 71 new properties under contract in February 2019, up 3% from February 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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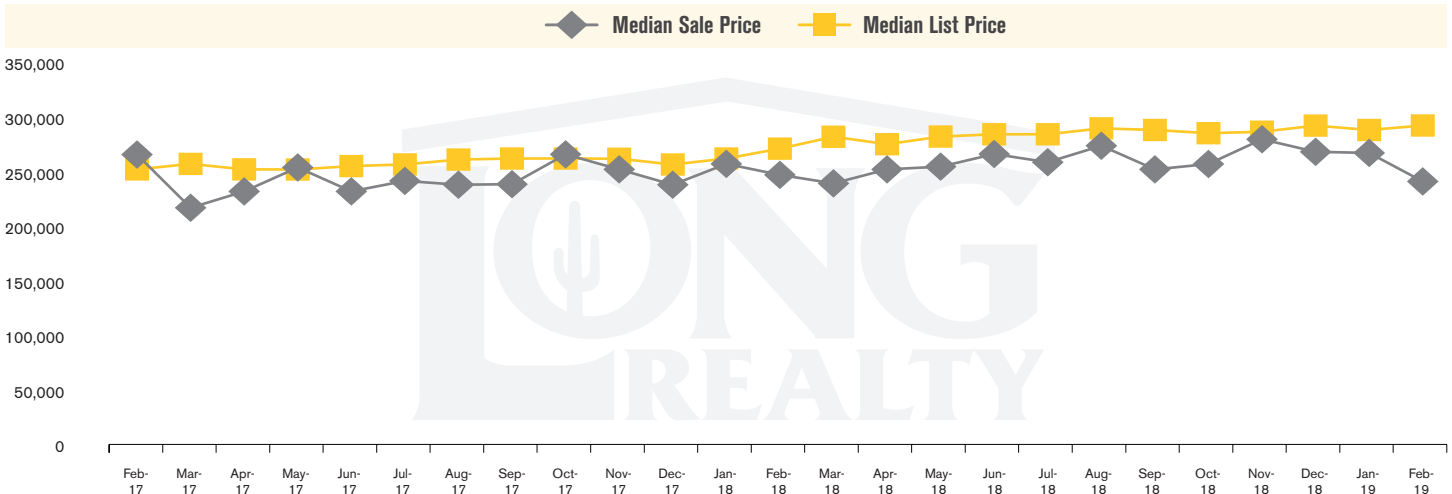
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

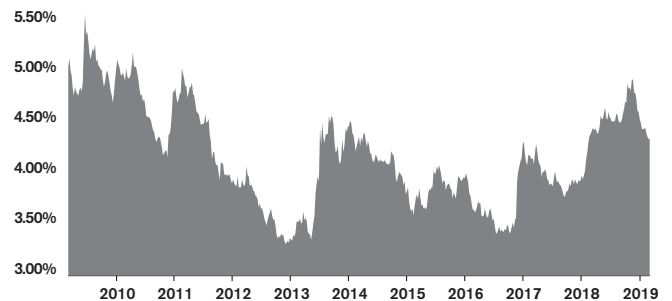


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$245,000	4.500%	\$1,179.31
2019	\$239,000	4.625%	\$1,167.35

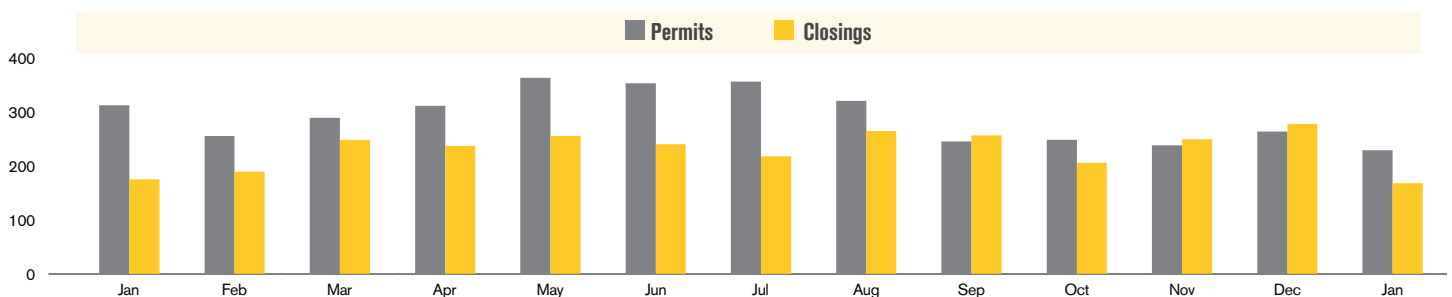
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.



For January 2019, new home permits were **down 26%** from last year and new home closings were **down 4%** from last year.

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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
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19			
\$1 - 49,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	0	0	0	0	1	0	0	n/a	1.0	Seller
\$75,000 - 99,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	2	0	1	0	1	0	0	n/a	4.0	Seller
\$125,000 - 149,999	6	2	1	3	0	1	1	6.0	6.5	Balanced
\$150,000 - 174,999	4	2	6	1	1	1	1	4.0	3.7	Seller
\$175,000 - 199,999	6	9	3	5	7	7	7	0.9	0.9	Seller
\$200,000 - 224,999	9	7	9	7	8	2	7	1.3	1.6	Seller
\$225,000 - 249,999	20	11	7	8	5	9	5	4.0	3.5	Seller
\$250,000 - 274,999	29	7	12	10	7	6	3	9.7	4.8	Slightly Seller
\$275,000 - 299,999	35	7	4	5	8	6	1	35.0	6.2	Balanced
\$300,000 - 349,999	27	10	8	13	6	6	4	6.8	4.1	Slightly Seller
\$350,000 - 399,999	26	3	7	5	1	2	2	13.0	15.6	Buyer
\$400,000 - 499,999	25	5	2	6	2	4	8	3.1	4.9	Slightly Seller
\$500,000 - 599,999	15	0	0	2	1	1	0	n/a	19.5	Buyer
\$600,000 - 699,999	6	0	0	1	2	1	0	n/a	6.3	Balanced
\$700,000 - 799,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$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
TOTAL	220	63	60	67	50	47	39	5.6	4.5	Slightly Seller



Seller's Market



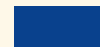
Slight Seller's Market



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 03/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2018-02/28/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (VAIL)

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2018 – 02/28/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

19.1%

Realty Executives Tucson Elite

12.7%

Tierra Antigua Realty

11.1%

Keller Williams Southern Arizona

10.9%

Coldwell Banker Residential Brokerage

6.8%

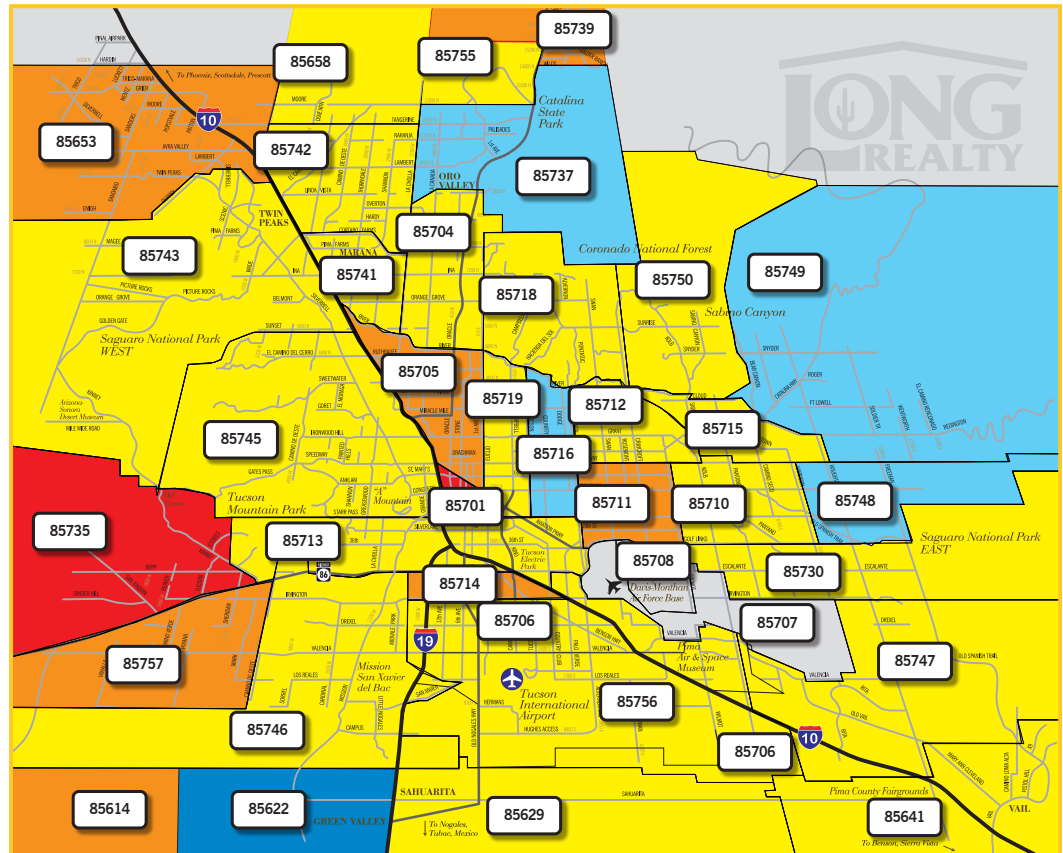
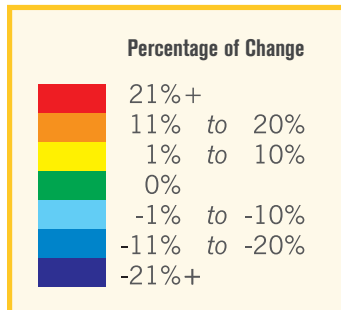
Exp Realty

4.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2017-FEB 2018 TO DEC 2018-FEB 2019)

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.

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This heat map represents the percentage of change in Tucson metro median sales prices from December 2017-February 2018 to December 2018-February 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2019. Information is believed to be reliable, but not guaranteed.