

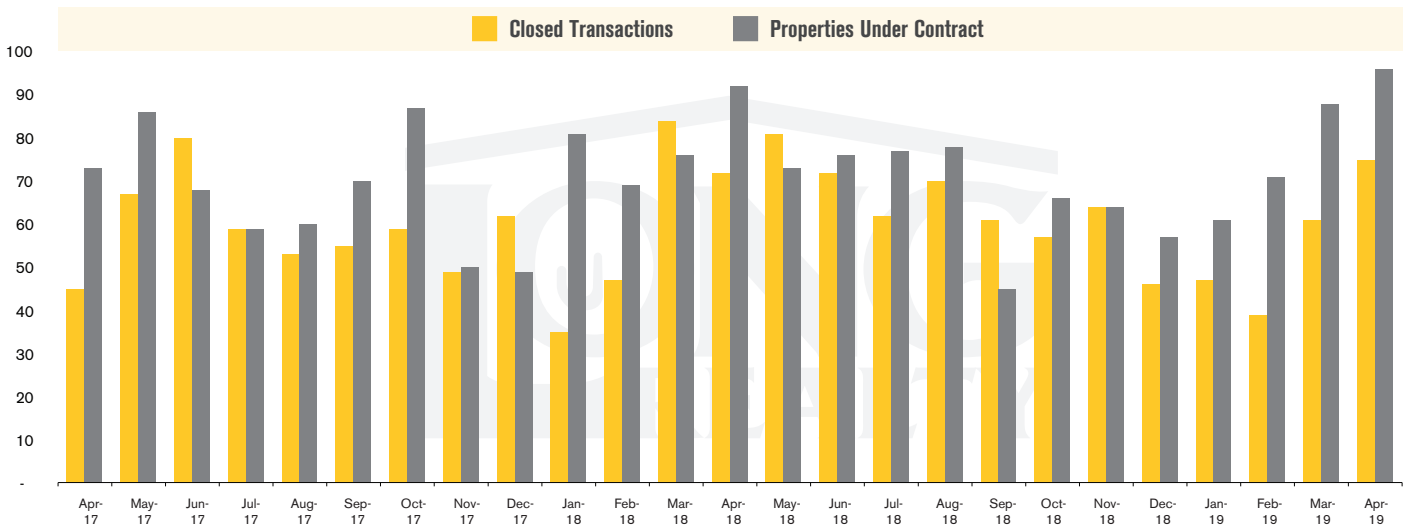
THE HOUSING REPORT

VAIL | MAY 2019

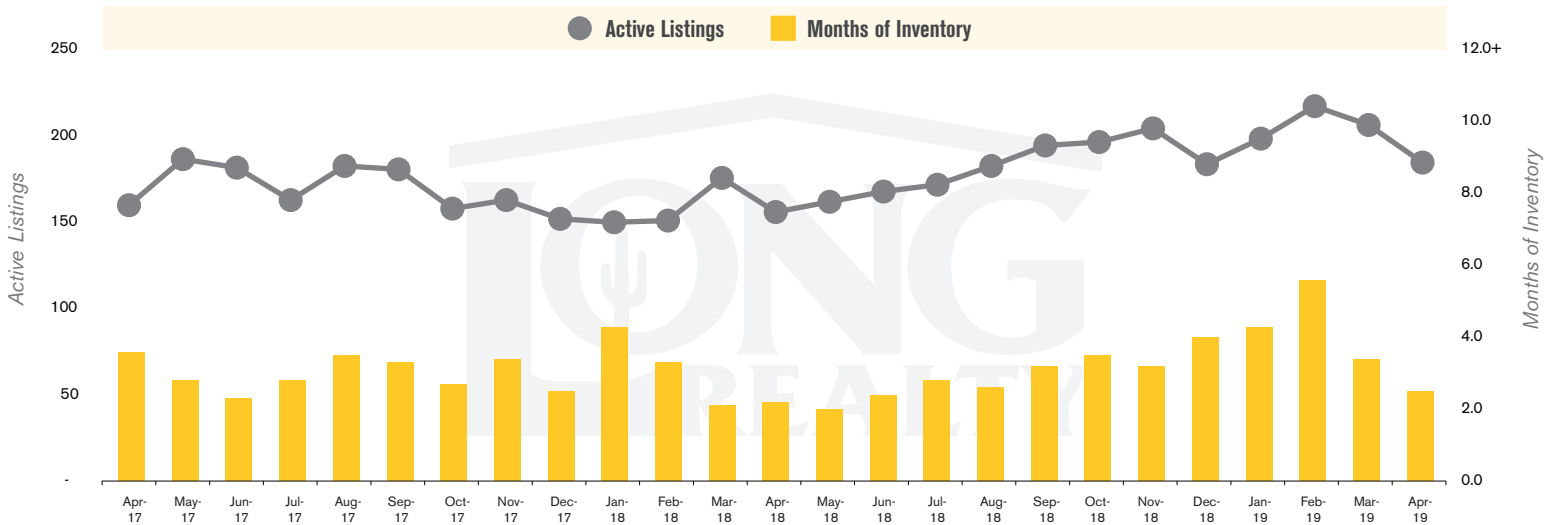


In the Vail area, April 2019 active inventory was 187, a 18% increase from April 2018. There were 75 closings in April 2019, a 4% increase from April 2018. Year-to-date 2019 there were 222 closings, a 7% decrease from year-to-date 2018. Months of Inventory was 2.5, up from 2.2 in April 2018. Median price of sold homes was \$270,000 for the month of April 2019, up 8% from April 2018. The Vail area had 96 new properties under contract in April 2019, up 4% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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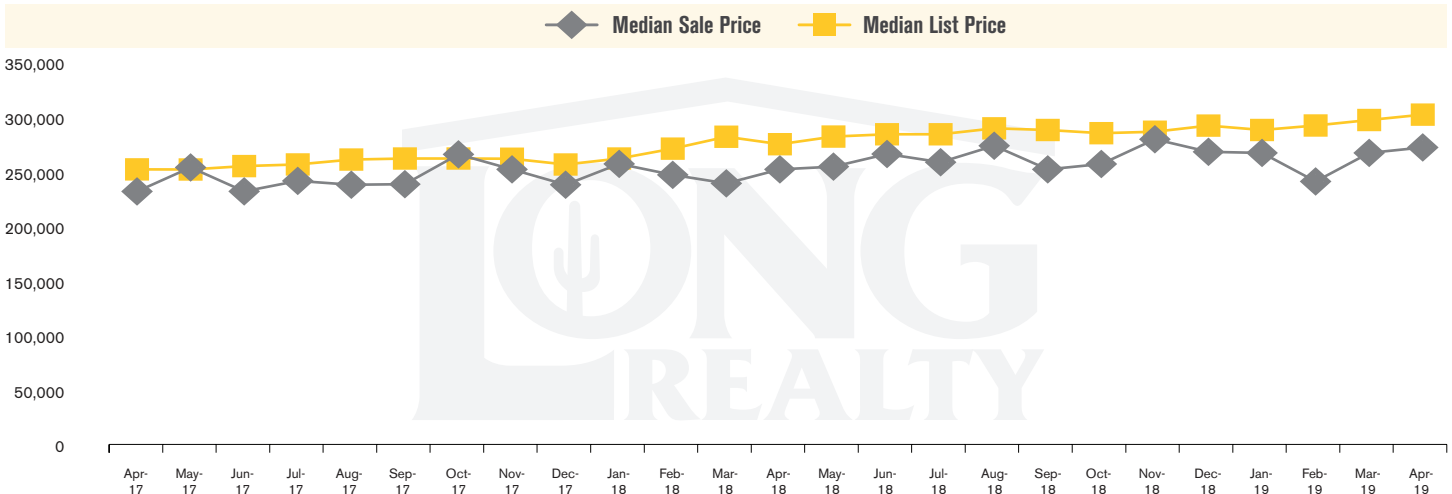
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

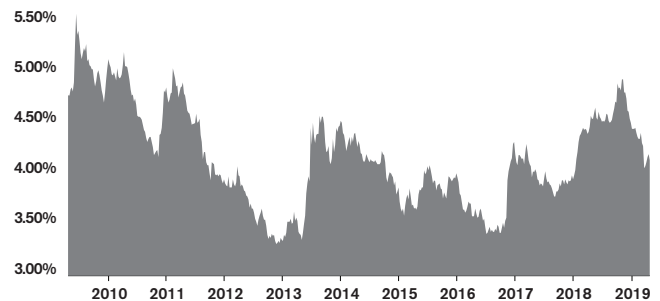


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$250,000	4.470%	\$1,199.15
2019	\$270,000	4.140%	\$1,245.36

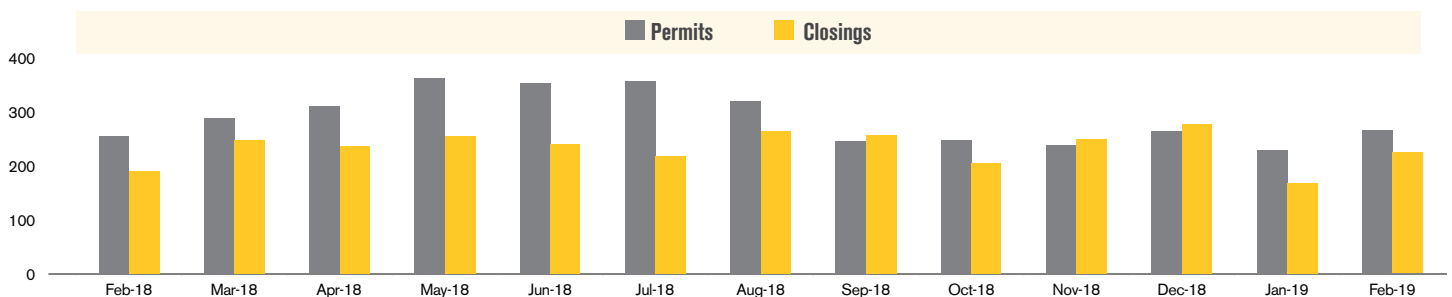
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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
		Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19			
\$1 - 49,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$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	0	2	1	2.0	2.0	Seller
\$125,000 - 149,999	3	3	0	1	2	0	7	0.4	1.3	Seller
\$150,000 - 174,999	3	1	2	1	1	1	1	3.0	3.0	Seller
\$175,000 - 199,999	3	5	7	7	8	3	3	1.0	1.1	Seller
\$200,000 - 224,999	11	7	8	2	8	8	6	1.8	1.2	Seller
\$225,000 - 249,999	19	8	6	9	5	12	8	2.4	2.1	Seller
\$250,000 - 274,999	22	10	7	6	5	8	14	1.6	3.1	Seller
\$275,000 - 299,999	28	6	8	6	1	7	6	4.7	7.1	Slightly Buyer
\$300,000 - 349,999	30	13	6	6	4	12	9	3.3	3.5	Seller
\$350,000 - 399,999	19	5	1	2	2	4	9	2.1	4.5	Slightly Seller
\$400,000 - 499,999	22	6	2	4	8	6	6	3.7	3.6	Seller
\$500,000 - 599,999	15	2	1	1	0	0	3	5.0	15.3	Buyer
\$600,000 - 699,999	4	1	2	1	0	0	1	4.0	18.0	Buyer
\$700,000 - 799,999	1	0	0	0	0	0	1	1.0	6.0	Balanced
\$800,000 - 899,999	0	1	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	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	187	68	52	47	44	63	75	2.5	3.4	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 05/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2019-04/30/2019. 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 05/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2018 – 04/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

18.9%

Realty Executives Tucson Elite

12.7%

Tierra Antigua Realty

11.7%

Keller Williams Southern Arizona

10.2%

Coldwell Banker Residential Brokerage

7.1%

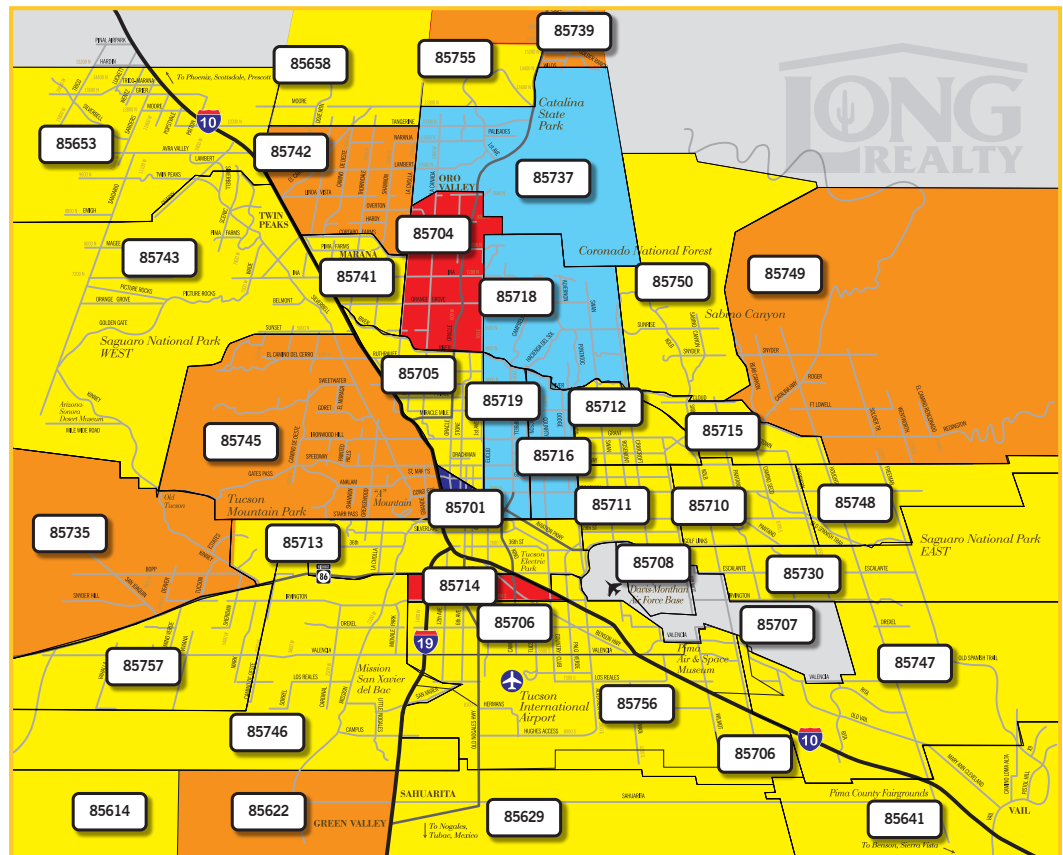
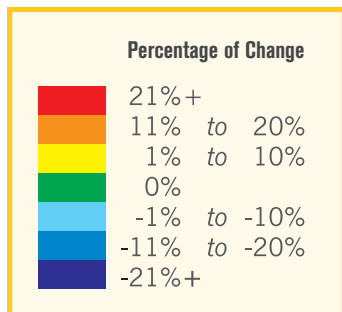
Exp Realty

4.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2018-APR 2018 TO FEB 2019-APR 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 February 2018-April 2018 to February 2019-April 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/03/2019. Information is believed to be reliable, but not guaranteed.