

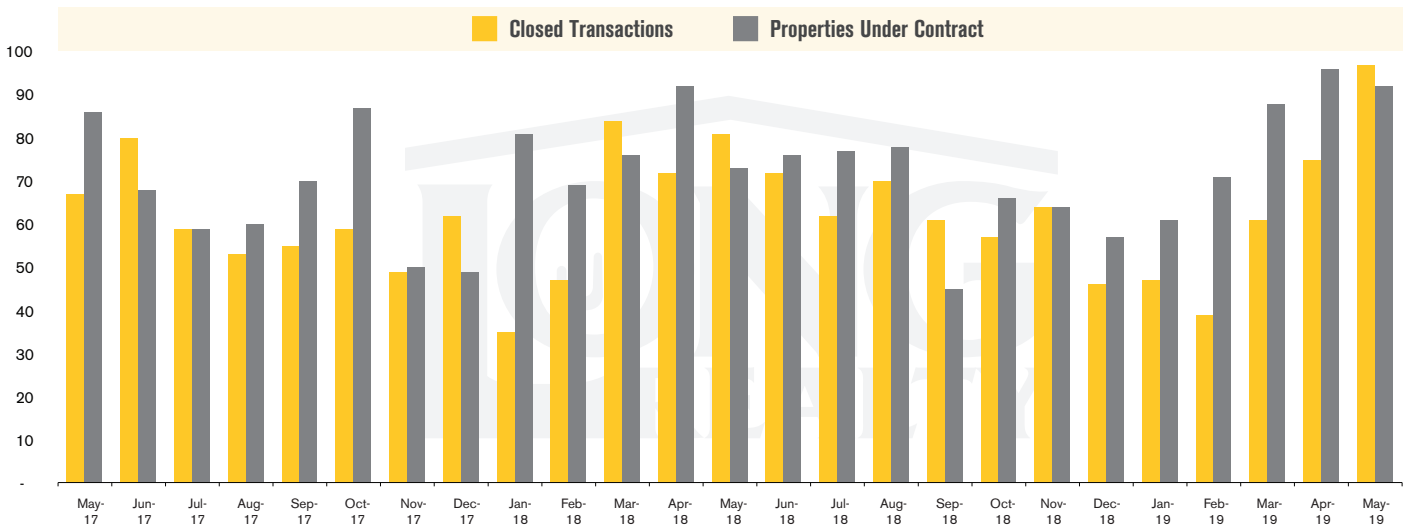
THE HOUSING REPORT

VAIL | JUNE 2019

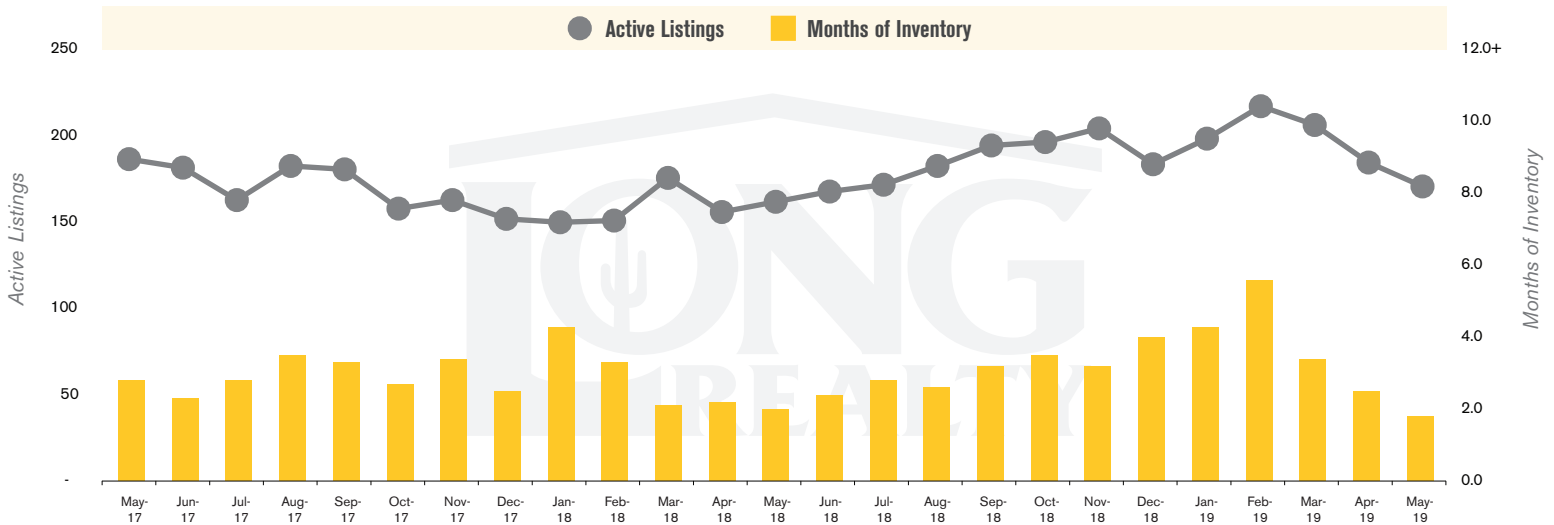


In the Vail area, May 2019 active inventory was 173, a 5% increase from May 2018. There were 97 closings in May 2019, a 20% increase from May 2018. Year-to-date 2019 there were 319 closings, virtually unchanged from year-to-date 2018. Months of Inventory was 1.8, down from 2.0 in May 2018. Median price of sold homes was \$276,000 for the month of May 2019, up 9% from May 2018. The Vail area had 92 new properties under contract in May 2019, up 26% from May 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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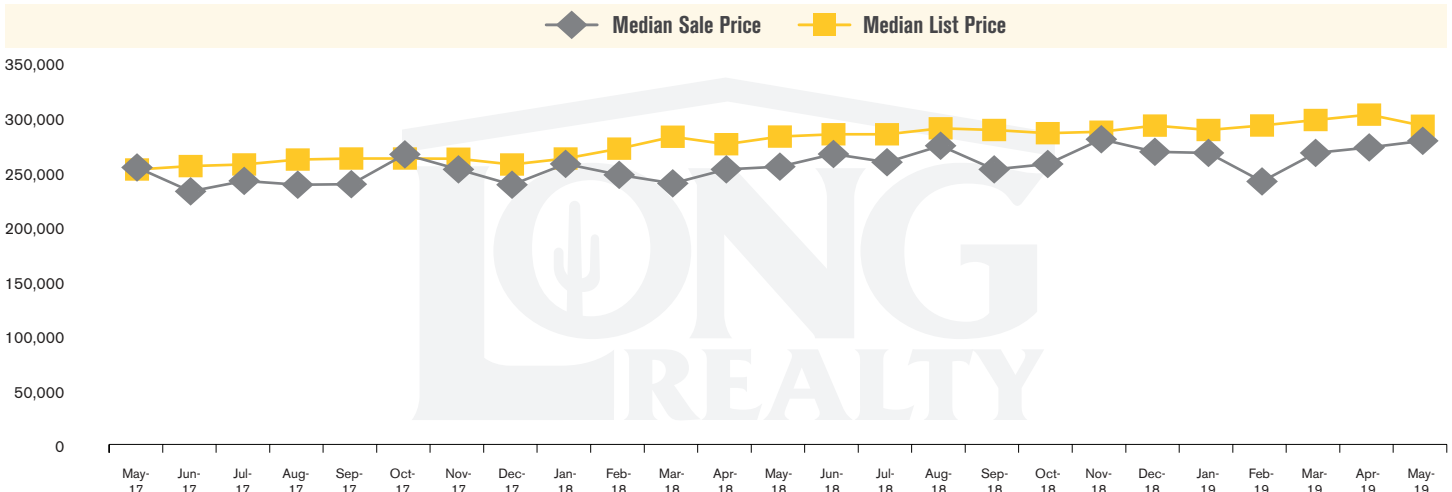
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

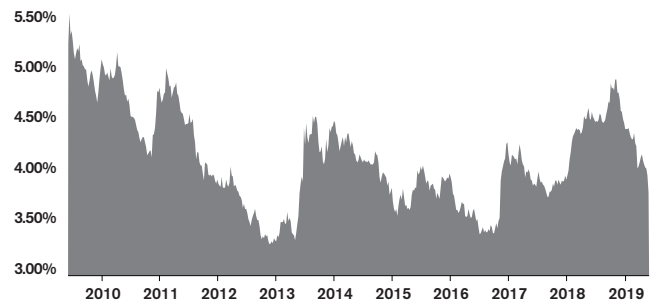


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$252,500	4.625%	\$1,233.29
2019	\$276,000	4.000%	\$1,251.78

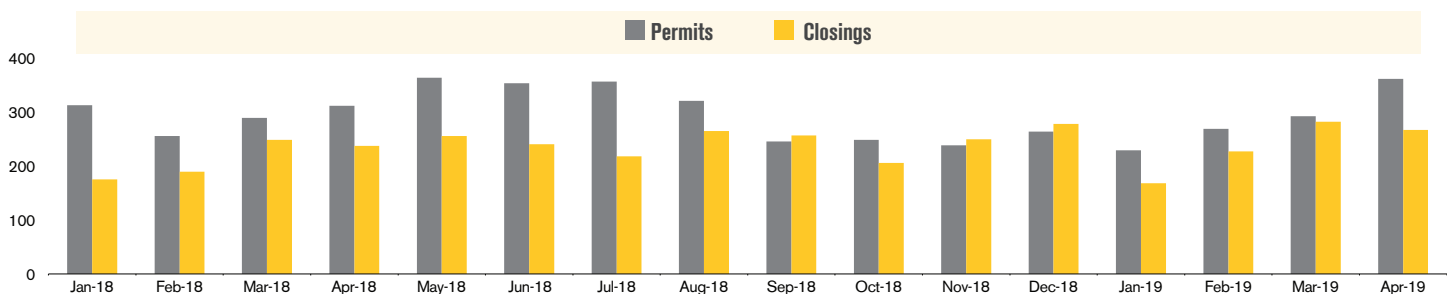
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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



For April 2019, new home permits were **down 2%** year-to-date from 2018 and new home closings were **up 11%** year to date from 2018.

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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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19			
\$1 - 49,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	0	0	0	0	1	0.0	0.0	Seller
\$75,000 - 99,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	6	1	0	0	2	1	0	n/a	3.3	Seller
\$125,000 - 149,999	2	0	1	2	0	7	2	1.0	0.9	Seller
\$150,000 - 174,999	2	2	1	1	1	1	1	2.0	2.3	Seller
\$175,000 - 199,999	4	7	7	8	3	3	10	0.4	0.8	Seller
\$200,000 - 224,999	9	8	2	8	8	6	4	2.3	1.5	Seller
\$225,000 - 249,999	15	6	9	5	12	8	14	1.1	1.4	Seller
\$250,000 - 274,999	25	7	6	5	9	15	15	1.7	2.0	Seller
\$275,000 - 299,999	23	8	6	1	7	7	12	1.9	3.4	Seller
\$300,000 - 349,999	19	6	6	4	12	9	11	1.7	2.5	Seller
\$350,000 - 399,999	17	1	2	2	4	9	11	1.5	2.4	Seller
\$400,000 - 499,999	26	2	4	8	6	7	11	2.4	3.0	Seller
\$500,000 - 599,999	15	1	1	0	0	3	3	5.0	7.7	Slightly Buyer
\$600,000 - 699,999	5	2	1	0	0	1	0	n/a	17.0	Buyer
\$700,000 - 799,999	2	0	0	0	0	1	2	1.0	1.3	Seller
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	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	173	52	47	44	64	78	97	1.8	2.4	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 06/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2019-05/31/2019. 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 06/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 05/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

18.7%

Realty Executives Tucson Elite

13.2%

Tierra Antigua Realty

11.2%

Keller Williams Southern Arizona

10.3%

Coldwell Banker Residential Brokerage

6.8%

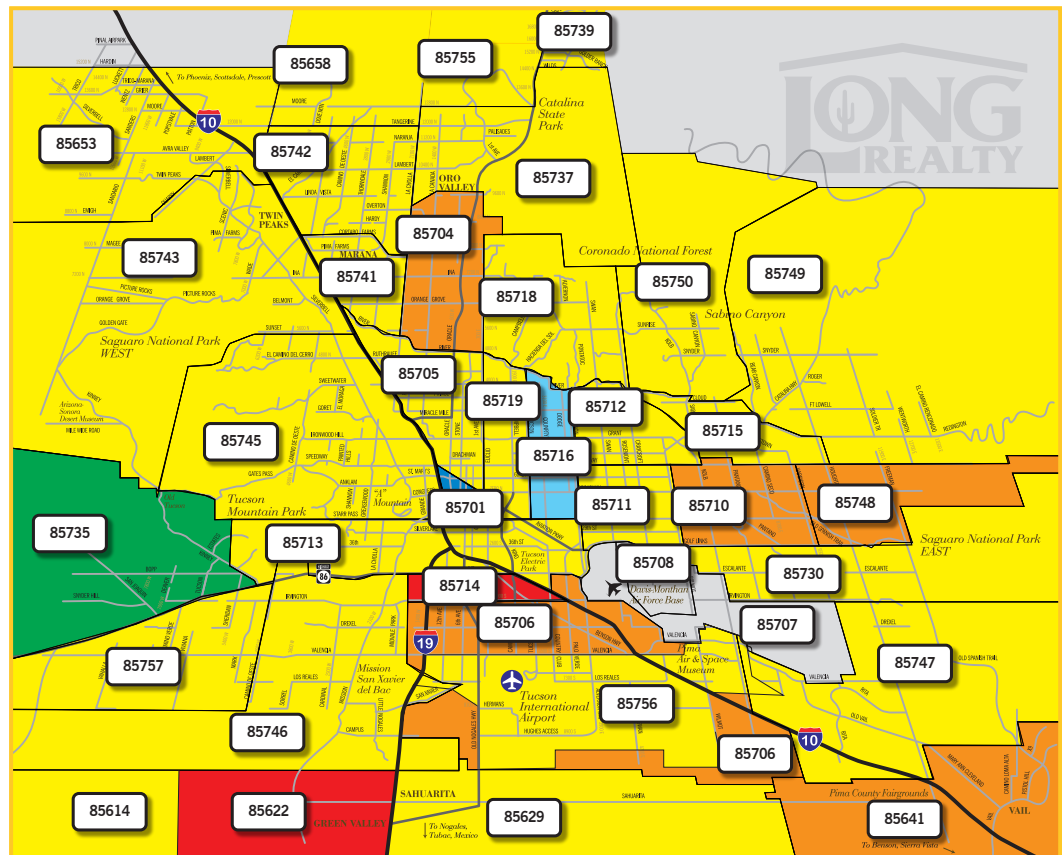
Exp Realty

4.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2018-MAY 2018 TO MAR 2019-MAY 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 March 2018-May 2018 to March 2019-May 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/05/2019. Information is believed to be reliable, but not guaranteed.