

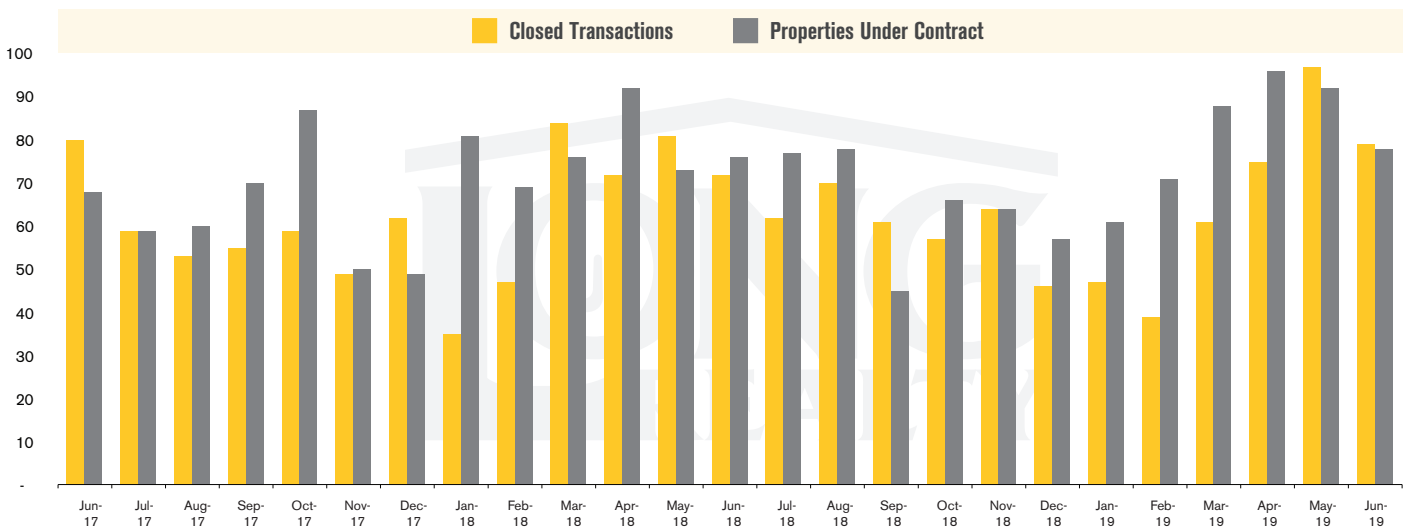
THE HOUSING REPORT

VAIL | JULY 2019

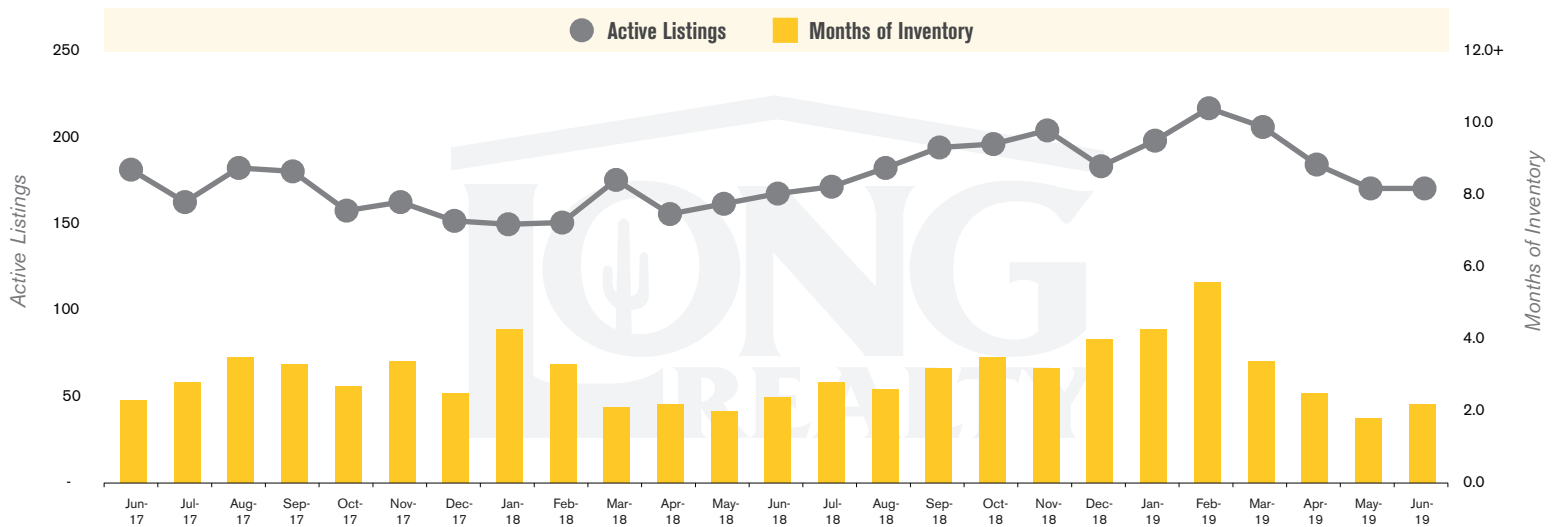


In the Vail area, June 2019 active inventory was 173, a 2% increase from June 2018. There were 79 closings in June 2019, a 10% increase from June 2018. Year-to-date 2019 there were 398 closings, a 2% increase from year-to-date 2018. Months of Inventory was 2.2, down from 2.4 in June 2018. Median price of sold homes was \$277,500 for the month of June 2019, up 5% from June 2018. The Vail area had 78 new properties under contract in June 2019, up 3% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (VAIL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (VAIL)



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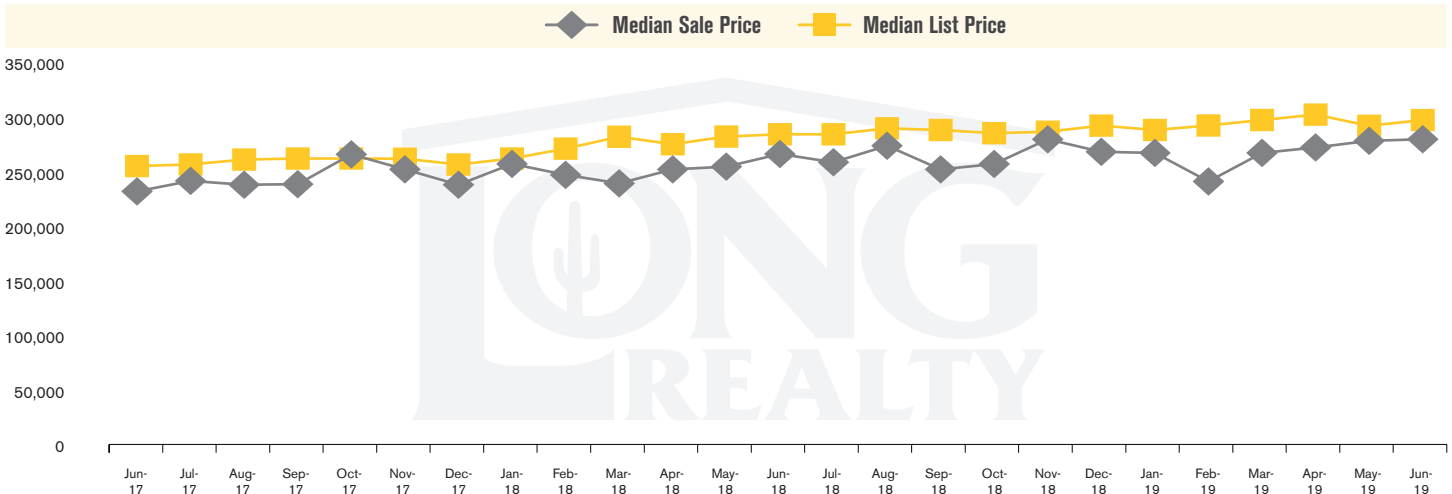
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (VAIL)

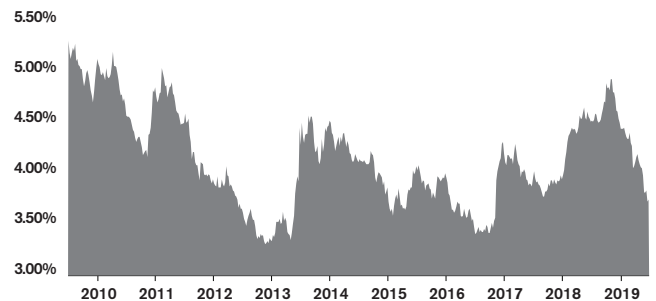


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2018	\$264,000	4.500%	\$1,270.77
2019	\$277,500	4.000%	\$1,258.59

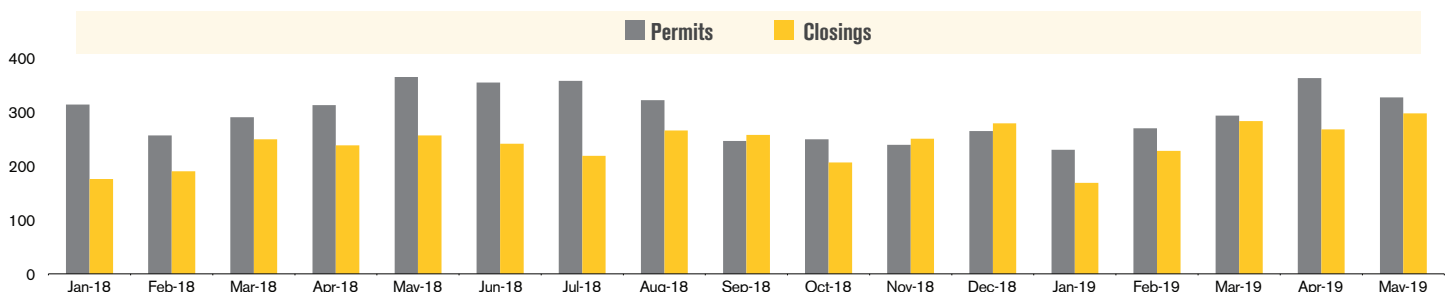
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** 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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$1 - 49,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	1	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	1	0	0	2	1	0	3	0.3	2.3	Seller
\$125,000 - 149,999	2	1	2	0	7	2	2	1.0	0.6	Seller
\$150,000 - 174,999	2	1	1	1	1	1	6	0.3	0.9	Seller
\$175,000 - 199,999	5	7	8	3	3	10	4	1.3	0.7	Seller
\$200,000 - 224,999	8	2	8	8	6	4	5	1.6	1.9	Seller
\$225,000 - 249,999	15	9	5	12	8	14	9	1.7	1.6	Seller
\$250,000 - 274,999	21	6	5	9	16	17	6	3.5	1.7	Seller
\$275,000 - 299,999	25	6	1	7	7	12	15	1.7	2.2	Seller
\$300,000 - 349,999	23	6	4	12	9	11	13	1.8	2.2	Seller
\$350,000 - 399,999	27	2	2	4	9	11	4	6.8	2.6	Seller
\$400,000 - 499,999	20	4	8	6	7	12	7	2.9	2.6	Seller
\$500,000 - 599,999	14	1	0	0	3	3	2	7.0	5.5	Balanced
\$600,000 - 699,999	5	1	0	0	1	0	1	5.0	7.0	Slightly Buyer
\$700,000 - 799,999	1	0	0	0	1	2	1	1.0	1.0	Seller
\$800,000 - 899,999	0	0	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	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	173	47	44	64	79	100	79	2.2	2.1	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 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. 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 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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17.8%

Realty Executives Tucson Elite

13.5%

Tierra Antigua Realty

10.7%

Keller Williams Southern Arizona

10.6%

Coldwell Banker Residential Brokerage

7.0%

Exp Realty

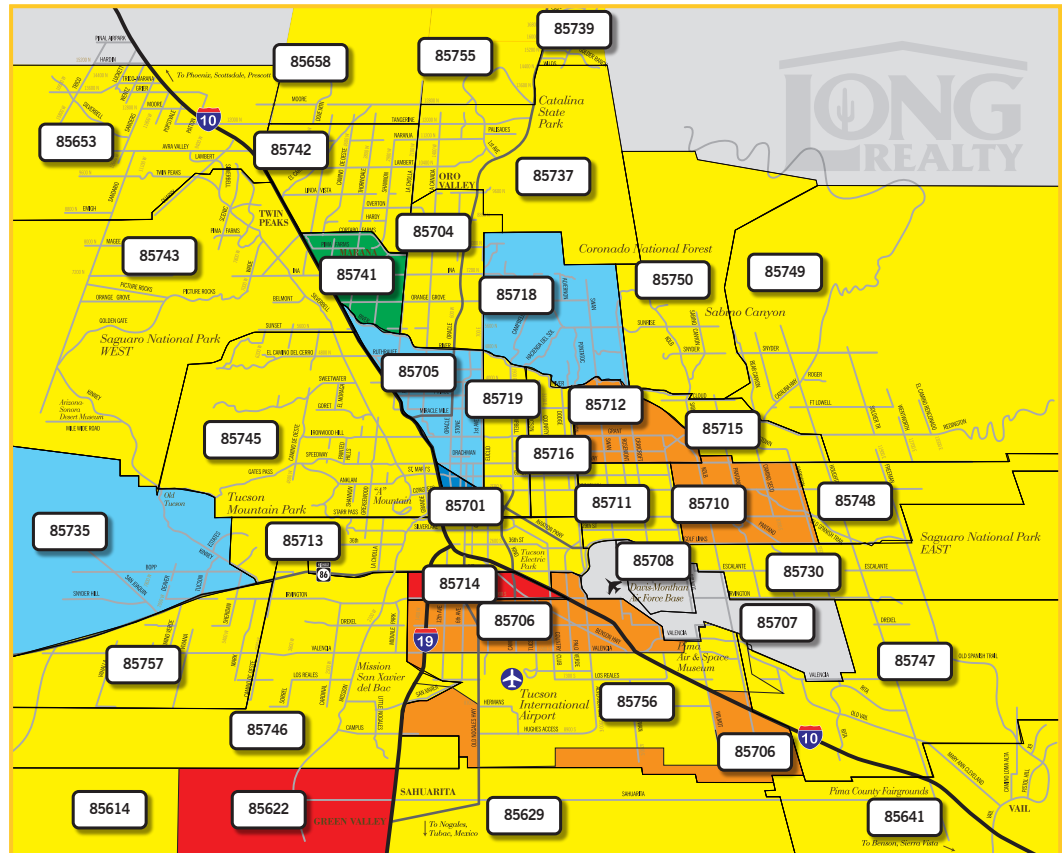
4.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2018-JUN 2018 TO
APR 2019-JUN 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 April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.