

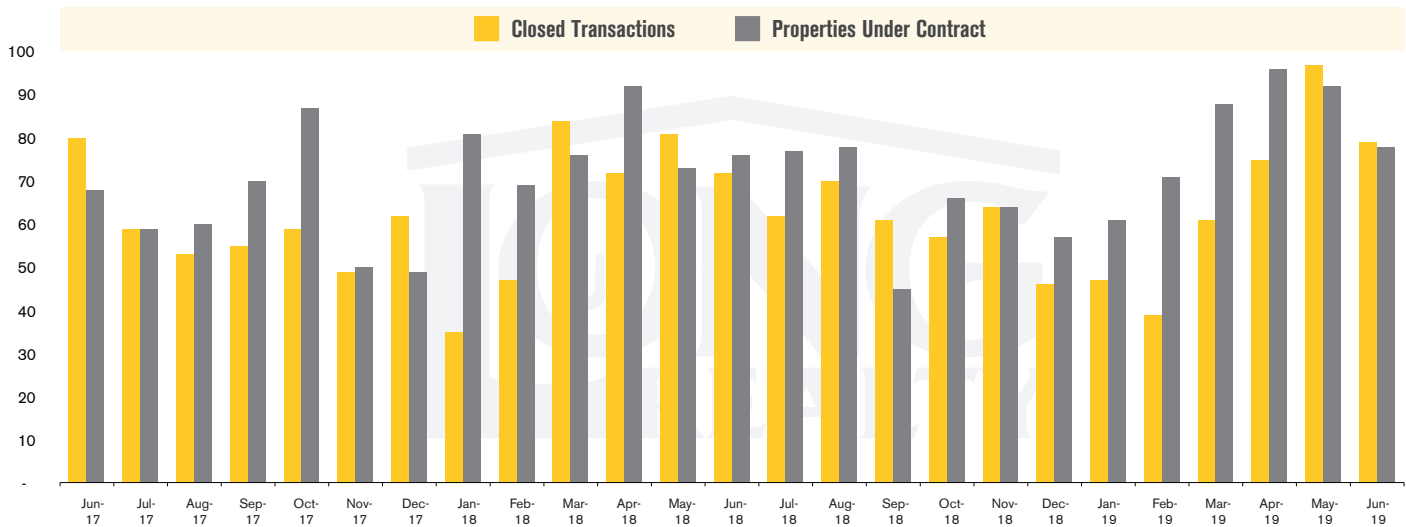
# THE HOUSING REPORT



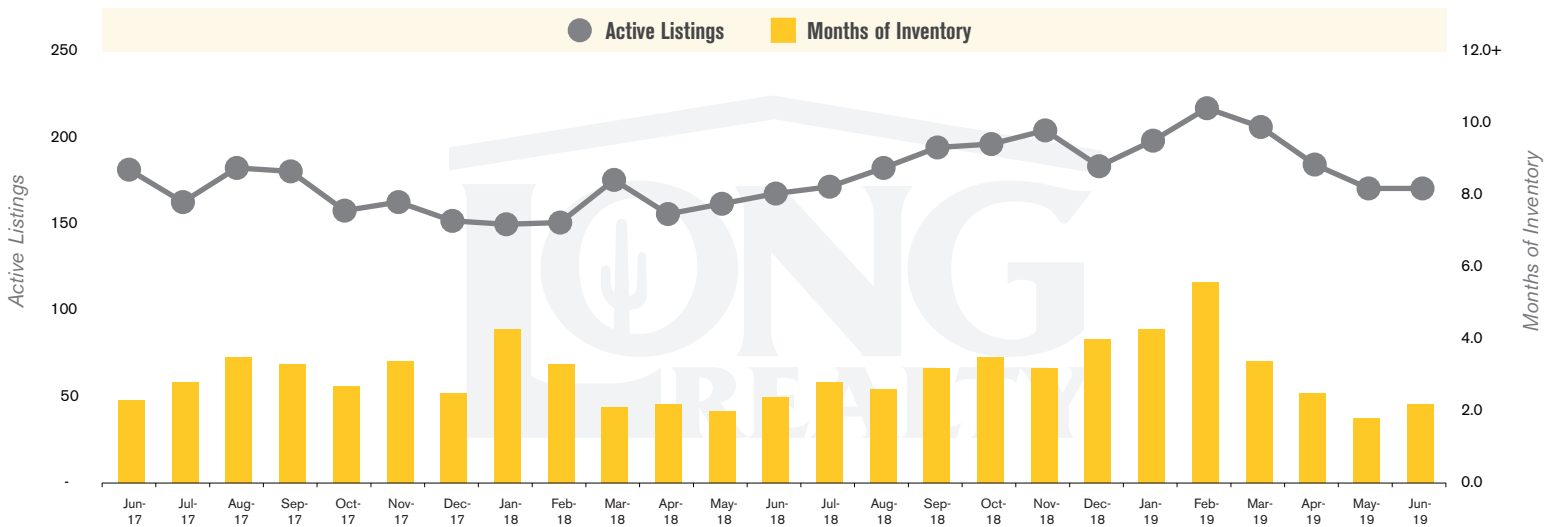
VAIL | JULY 2019

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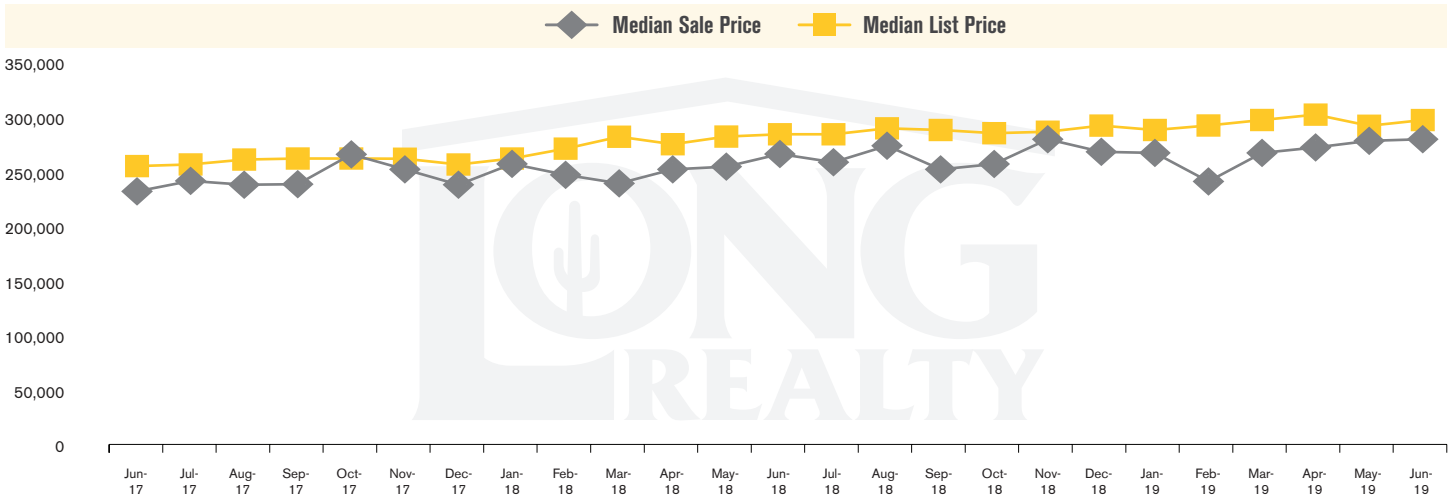
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JULY 2019



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

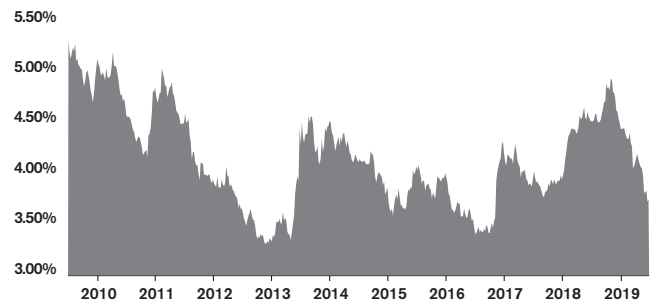


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (VAIL)

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

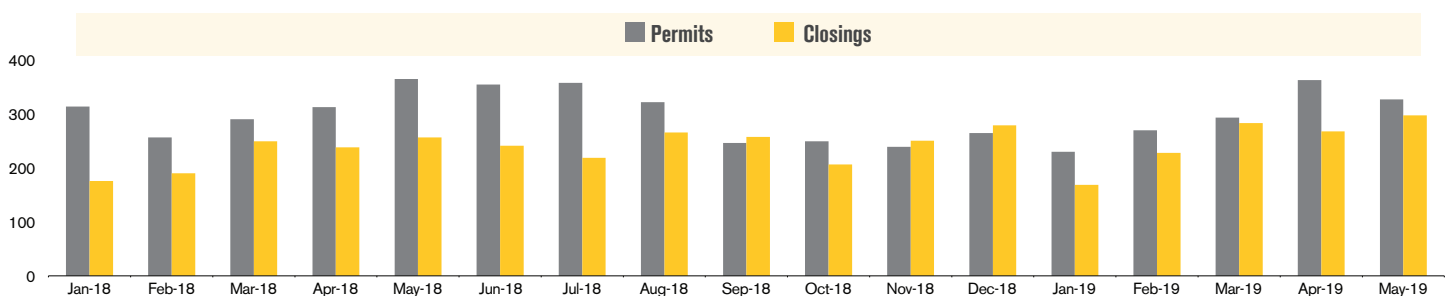
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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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These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

VAIL | JULY 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
		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	<b>Seller</b>
\$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	<b>Seller</b>
\$125,000 - 149,999	2	1	2	0	7	2	2	1.0	0.6	<b>Seller</b>
\$150,000 - 174,999	2	1	1	1	1	1	6	0.3	0.9	<b>Seller</b>
\$175,000 - 199,999	5	7	8	3	3	10	4	1.3	0.7	<b>Seller</b>
\$200,000 - 224,999	8	2	8	8	6	4	5	1.6	1.9	<b>Seller</b>
\$225,000 - 249,999	15	9	5	12	8	14	9	1.7	1.6	<b>Seller</b>
\$250,000 - 274,999	21	6	5	9	16	17	6	3.5	1.7	<b>Seller</b>
\$275,000 - 299,999	25	6	1	7	7	12	15	1.7	2.2	<b>Seller</b>
\$300,000 - 349,999	23	6	4	12	9	11	13	1.8	2.2	<b>Seller</b>
\$350,000 - 399,999	27	2	2	4	9	11	4	6.8	2.6	<b>Seller</b>
\$400,000 - 499,999	20	4	8	6	7	12	7	2.9	2.6	<b>Seller</b>
\$500,000 - 599,999	14	1	0	0	3	3	2	7.0	5.5	<b>Balanced</b>
\$600,000 - 699,999	5	1	0	0	1	0	1	5.0	7.0	<b>Slightly Buyer</b>
\$700,000 - 799,999	1	0	0	0	1	2	1	1.0	1.0	<b>Seller</b>
\$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
<b>TOTAL</b>	<b>173</b>	<b>47</b>	<b>44</b>	<b>64</b>	<b>79</b>	<b>100</b>	<b>79</b>	<b>2.2</b>	<b>2.1</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 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.

# THE HOUSING REPORT

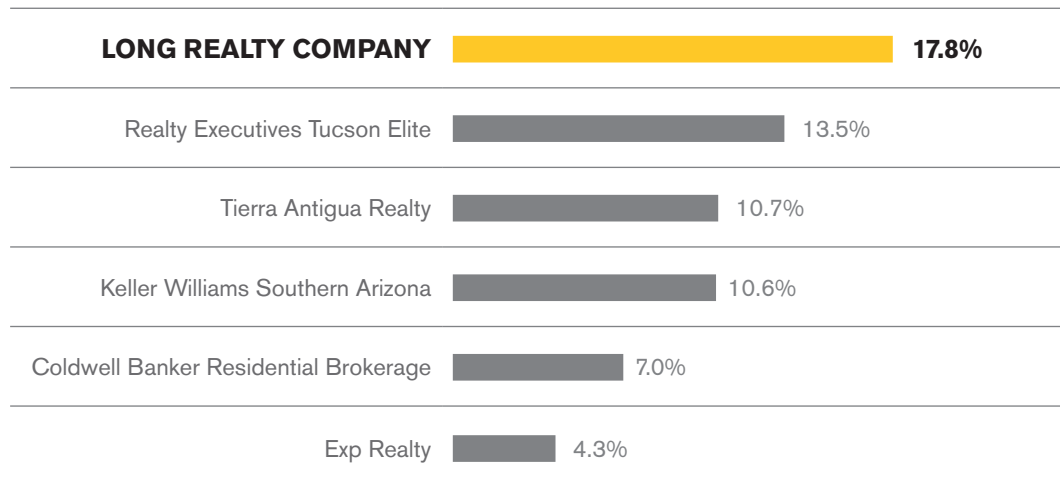


VAIL | JULY 2019

## MARKET SHARE (VAIL)

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

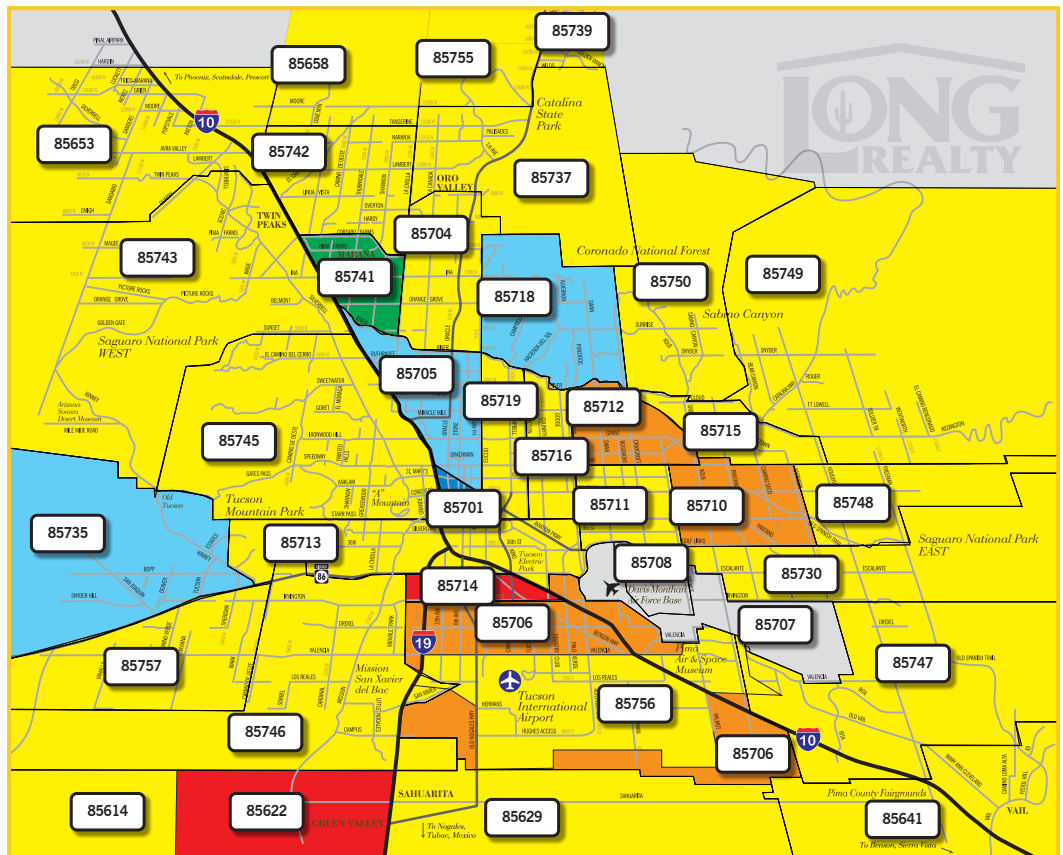
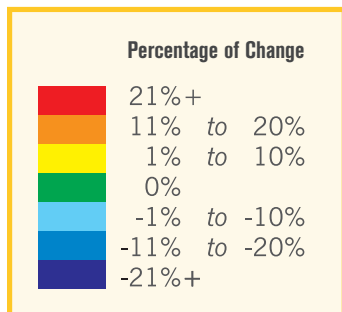
*Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.*



## 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.*



**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.*