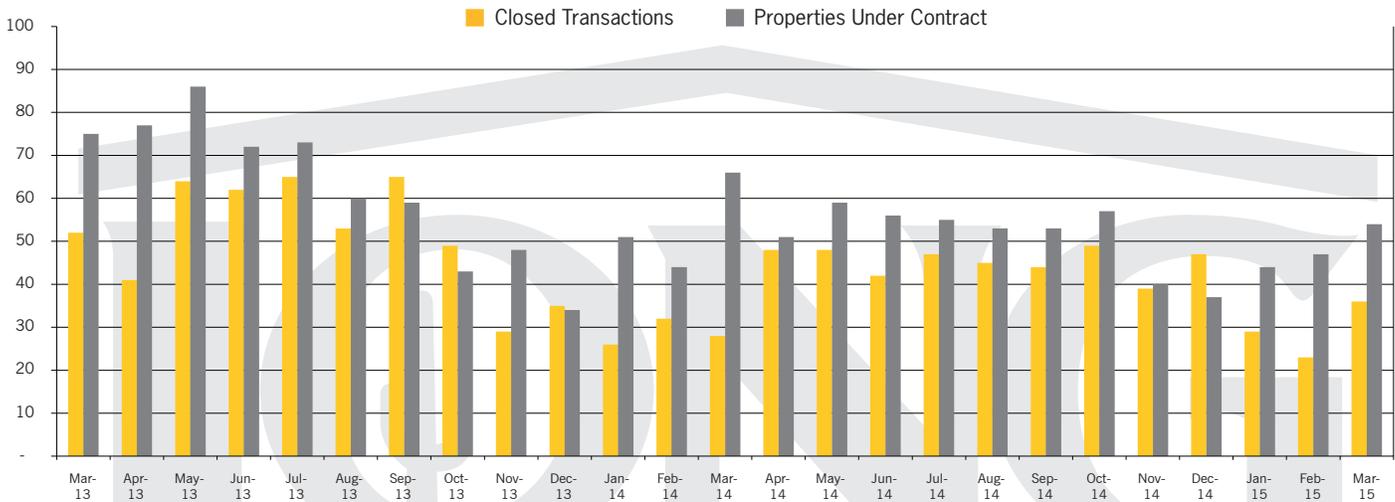




In the Vail area, March 2015 active inventory was 274, a 15% increase from March 2014. There were 36 closings in March 2015, a 29% increase from March 2014. Year-to-date 2015 there were 88 closings, a 2% increase from year-to-date 2014. Months of Inventory was 7.6, down from 8.5 in March 2014. Median price of sold homes was \$190,800 for the month of March 2015, up 19% from March 2014. The Vail area had 54 new properties under contract in March 2015, down 18% from March 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



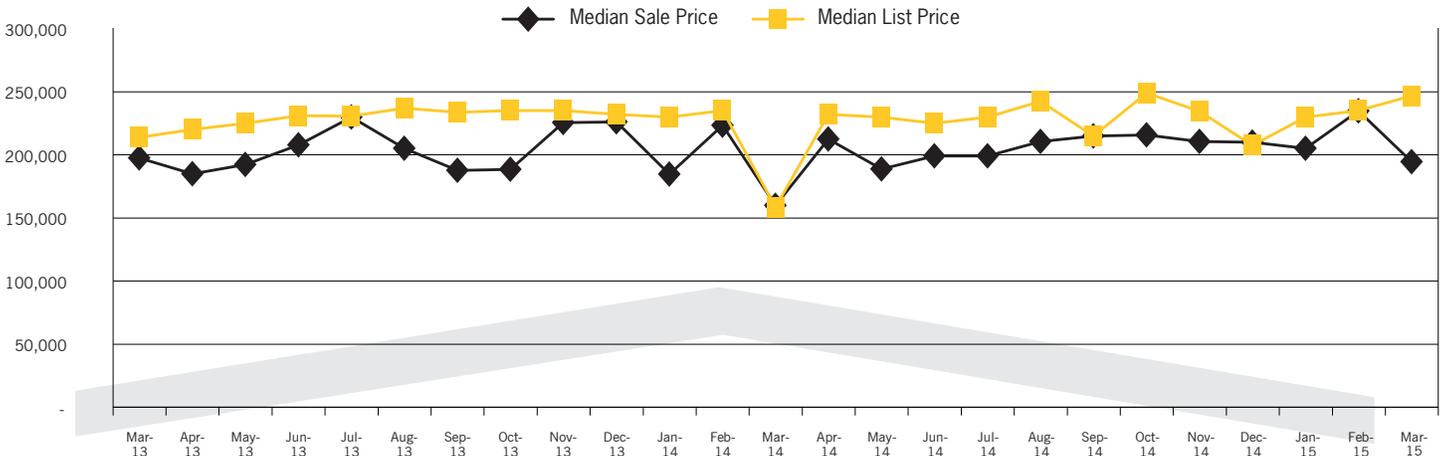
ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 04/03/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

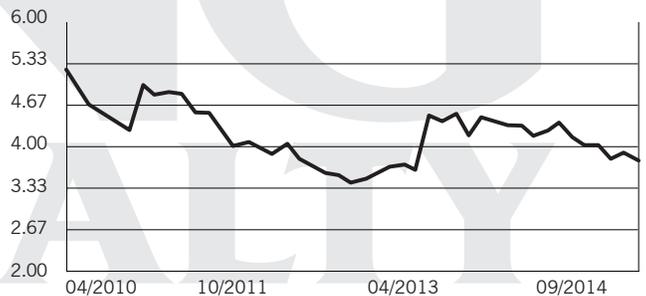


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$210,000	4.375%	\$996.07
2015	\$194,500	3.875%	\$868.88

30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.



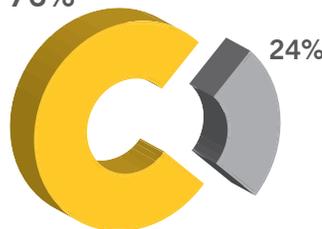
Source: Residential median sales prices. Data obtained 04/03/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

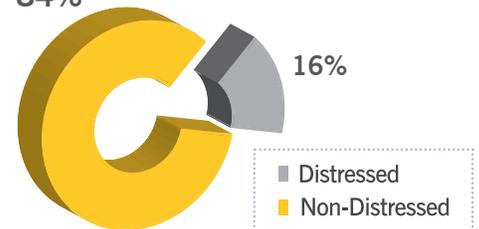
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.

2014
76%



2015 Year to Date
84%





The Housing Report



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Vail | April 2015

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
		Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15			
\$1 - 49,999	0	1	1	3	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	4	4	0	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	2	0	2	1	0	1	1.0	0.5	Seller
\$100,000 - 124,999	4	2	2	4	2	1	3	1.3	3.2	Seller
\$125,000 - 149,999	11	3	4	3	3	1	3	3.7	3.1	Seller
\$150,000 - 174,999	26	4	5	6	3	3	8	3.3	5.3	Balanced
\$175,000 - 199,999	35	7	6	6	4	3	4	8.8	9.3	Buyer
\$200,000 - 224,999	21	6	8	9	7	1	5	4.2	4.8	Slightly Seller
\$225,000 - 249,999	31	6	2	4	2	6	4	7.8	7.8	Slightly Buyer
\$250,000 - 274,999	23	6	3	5	3	4	3	7.7	6.1	Balanced
\$275,000 - 299,999	24	2	3	1	1	1	1	24.0	24.3	Buyer
\$300,000 - 349,999	23	2	0	6	1	0	1	23.0	33.0	Buyer
\$350,000 - 399,999	19	5	2	0	1	3	2	9.5	9.5	Buyer
\$400,000 - 499,999	29	2	1	1	2	2	1	29.0	14.6	Buyer
\$500,000 - 599,999	13	0	1	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	274	52	39	51	30	25	36	7.6	8.6	Buyer

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/03/2015.

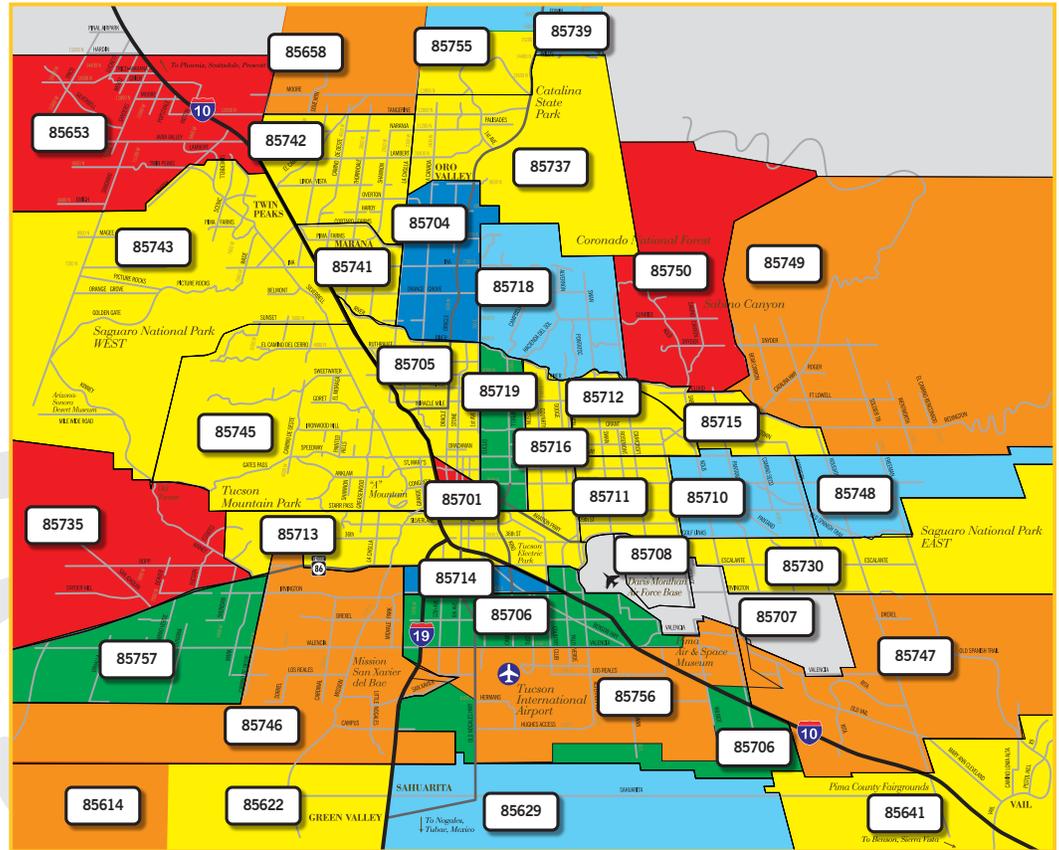
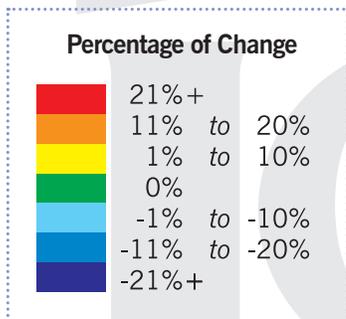
3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2015 - 03/31/2015. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2014-MAR 2014 TO JAN 2015-MAR 2015

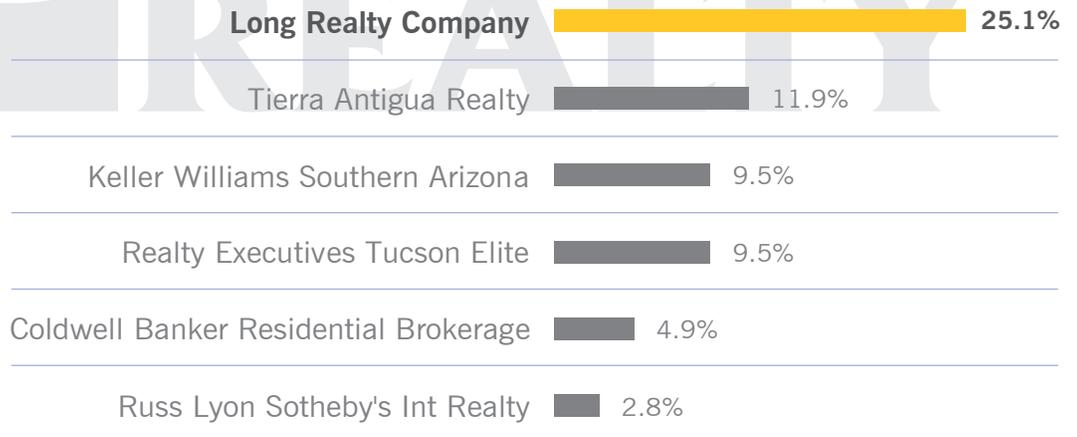
This heat map represents the percentage of change in Tucson metro median sales prices from January 2014-March 2014 to January 2015-March 2015 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2014 – 03/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Vail Housing Report is comprised of data for residential properties in the Central area of Tucson as defined by TARMLS. 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.