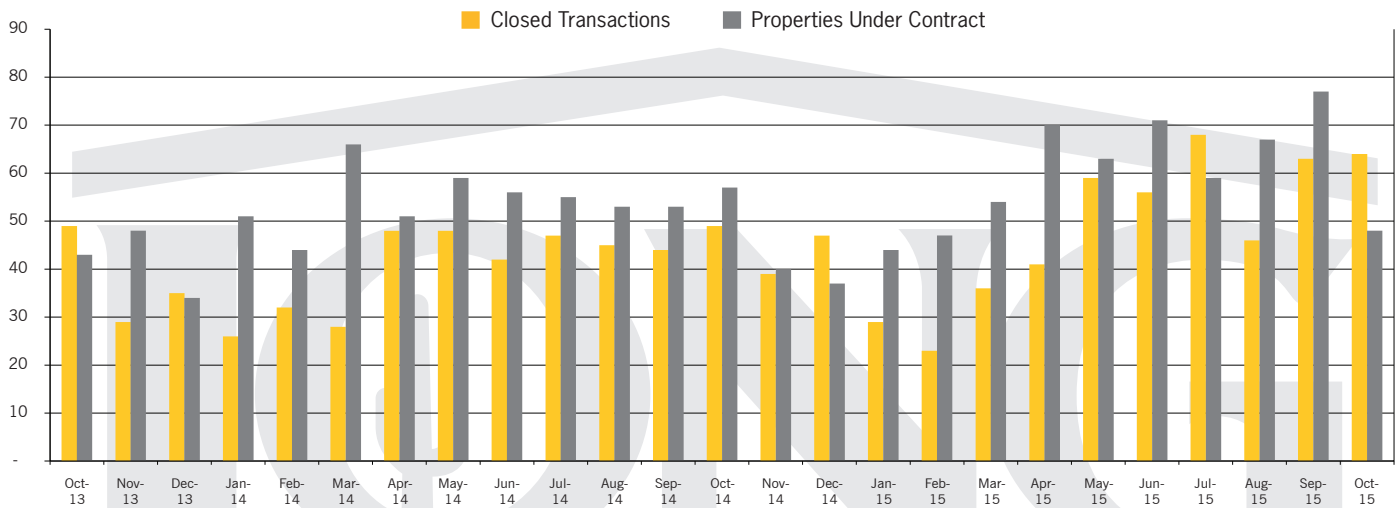




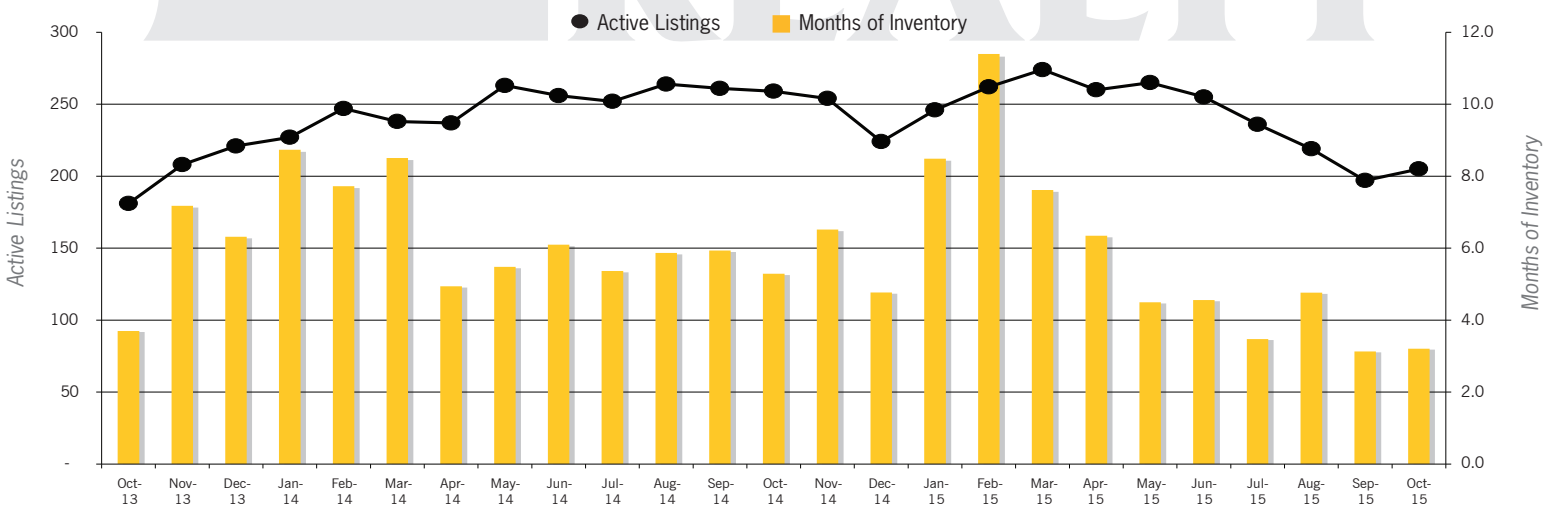
Vail | November 2015

In the Vail area, October 2015 active inventory was 205, a 21% decrease from October 2014. There were 64 closings in October 2015, a 31% increase from October 2014. Year-to-date 2015 there were 502 closings, a 15% increase from year-to-date 2014. Months of Inventory was 3.2, down from 5.3 in October 2014. Median price of sold homes was \$212,500 for the month of October 2015, down 2% from October 2014. The Vail area had 48 new properties under contract in October 2015, down 16% from October 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



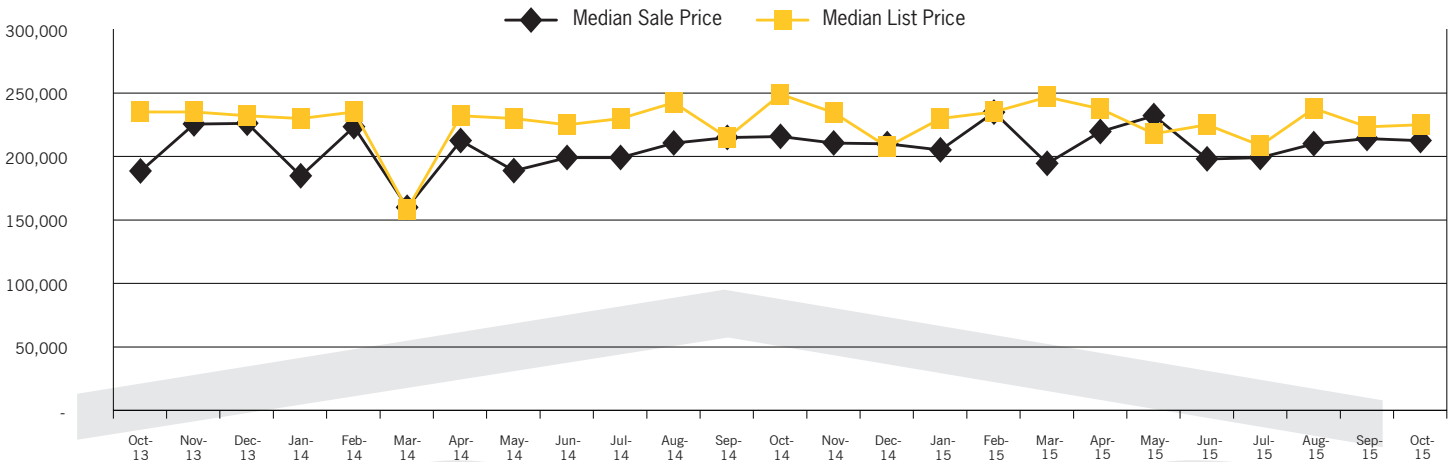
ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 11/04/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

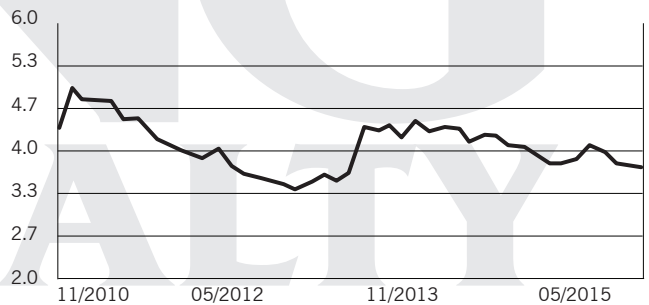


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$214,000	4.036%	\$974.81
2015	\$212,500	3.805%	\$941.23

30 YEAR FIXED MORTGAGE RATE

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



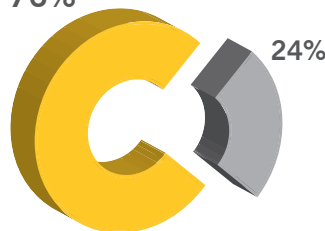
Source: Residential median sales prices. Data obtained 11/04/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

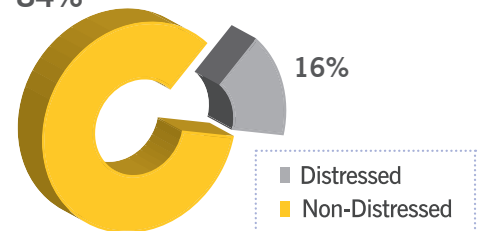
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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



Stephen Woodall | (520) 818-4504
 Stephen@TeamWoodall.com | TeamWoodall.com

Vail | November 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
		May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15			
\$1 - 49,999	2	0	0	1	1	0	1	2.0	3.0	Seller
\$50,000 - 74,999	2	1	0	2	0	5	2	1.0	1.0	Seller
\$75,000 - 99,999	6	2	0	0	1	3	0	n/a	4.8	Slightly Seller
\$100,000 - 124,999	7	0	1	1	1	1	3	2.3	2.6	Seller
\$125,000 - 149,999	9	6	0	4	3	5	7	1.3	1.7	Seller
\$150,000 - 174,999	15	6	10	5	5	4	6	2.5	3.0	Seller
\$175,000 - 199,999	29	8	10	13	6	11	10	2.9	3.1	Seller
\$200,000 - 224,999	18	5	9	14	9	7	9	2.0	2.5	Seller
\$225,000 - 249,999	17	7	9	6	5	8	4	4.3	3.2	Seller
\$250,000 - 274,999	9	8	5	7	3	2	6	1.5	3.7	Seller
\$275,000 - 299,999	14	6	3	6	4	7	1	14.0	4.1	Slightly Seller
\$300,000 - 349,999	17	4	3	7	5	5	6	2.8	3.4	Seller
\$350,000 - 399,999	18	5	5	4	2	2	3	6.0	6.0	Balanced
\$400,000 - 499,999	25	3	2	0	4	2	6	4.2	6.1	Balanced
\$500,000 - 599,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	6	0	0	1	1	0	0	n/a	18.0	Buyer
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	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	0	0	0	0	0	1	0	n/a	0.0	Seller
TOTAL	205	61	57	71	50	63	64	3.2	3.5	Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 11/04/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2015 - 10/31/2015. Information is believed to be reliable, but not guaranteed.

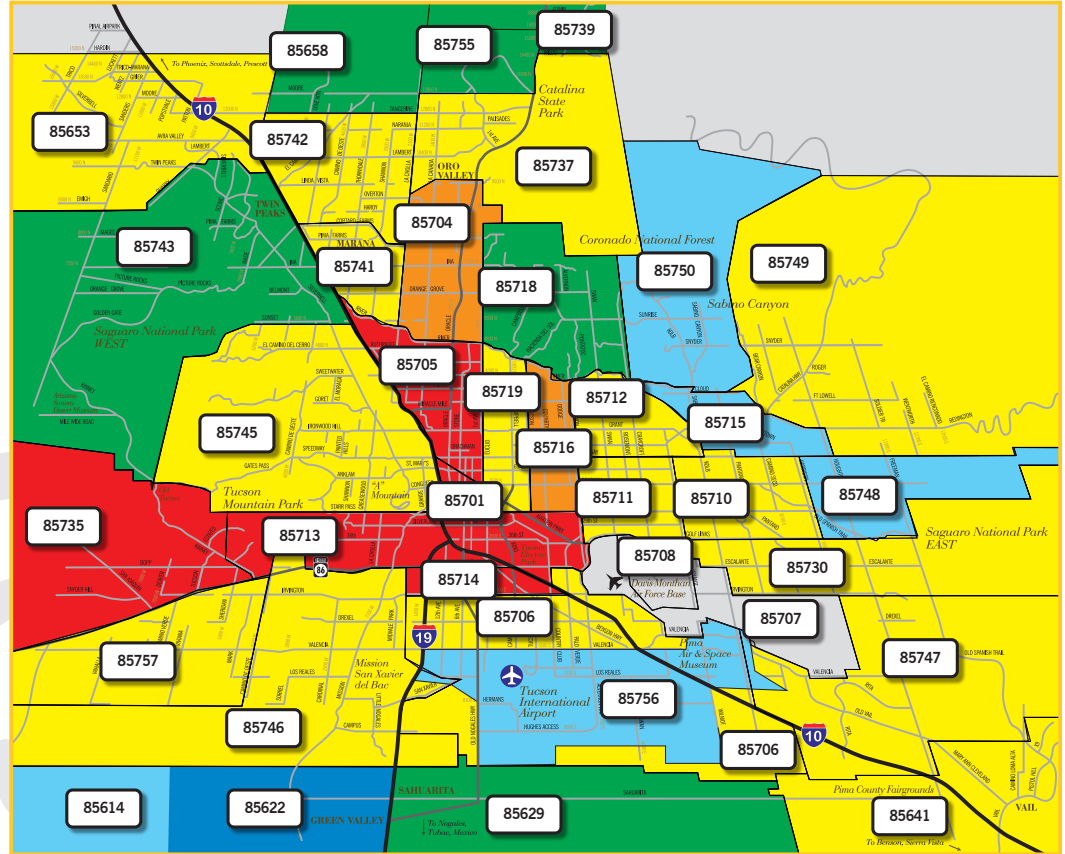


Vail | November 2015

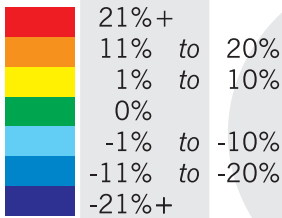
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2014-OCT 2014 TO
AUG 2015-OCT 2015

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



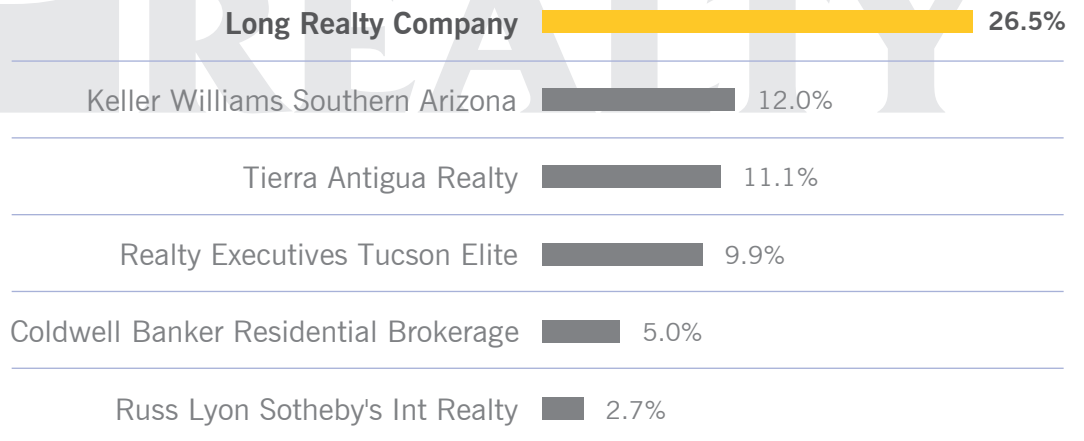
Percentage of Change



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 11/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2014 – 10/31/2015 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.