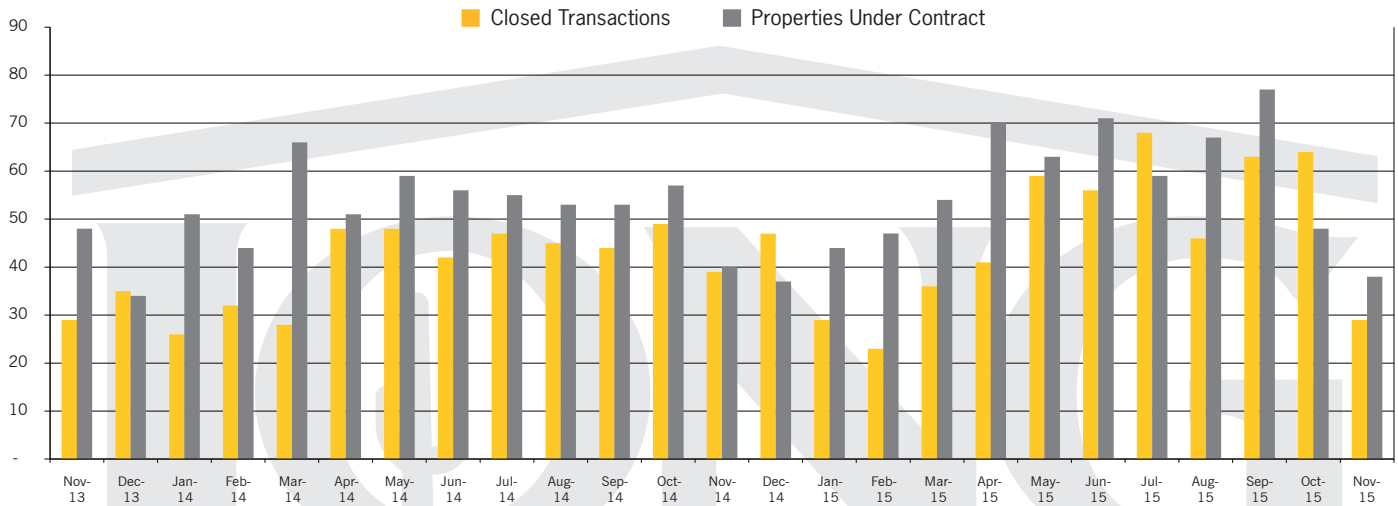




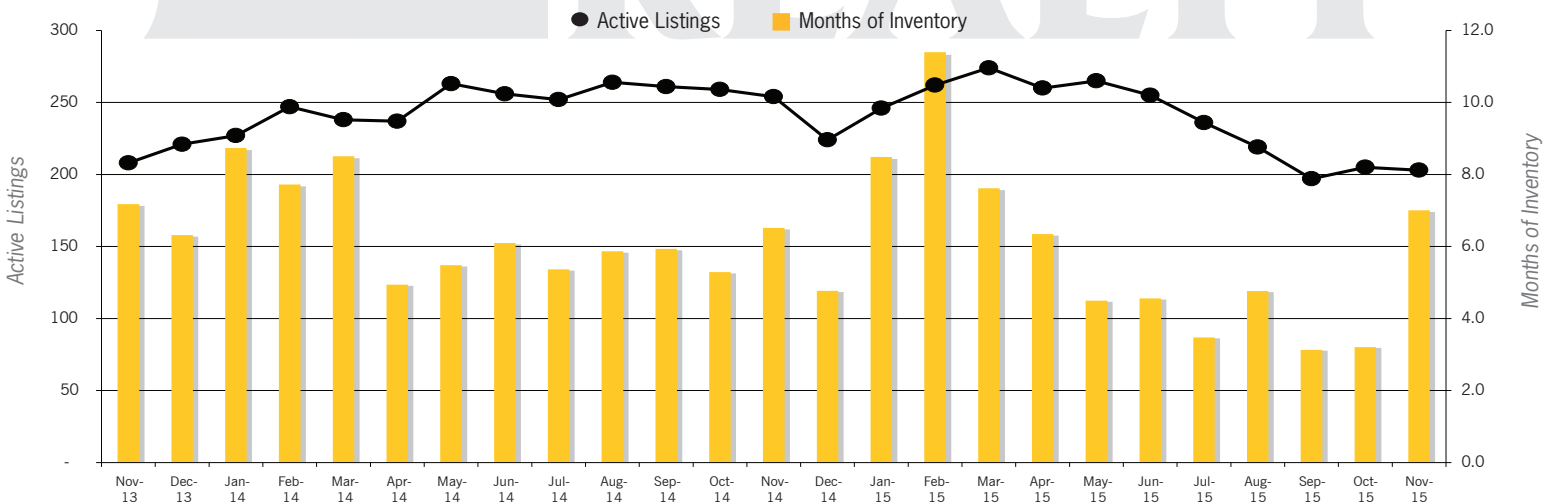
## Vail | December 2015

In the Vail area, November 2015 active inventory was 203, a 20% decrease from November 2014. There were 29 closings in November 2015, a 26% decrease from November 2014. Year-to-date 2015 there were 502 closings, a 15% increase from year-to-date 2014. Months of Inventory was 7.0, up from 6.5 in November 2014. Median price of sold homes was \$210,465 for the month of November 2015, virtually unchanged from November 2014. The Vail area had 38 new properties under contract in November 2015, down 5% from November 2014.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



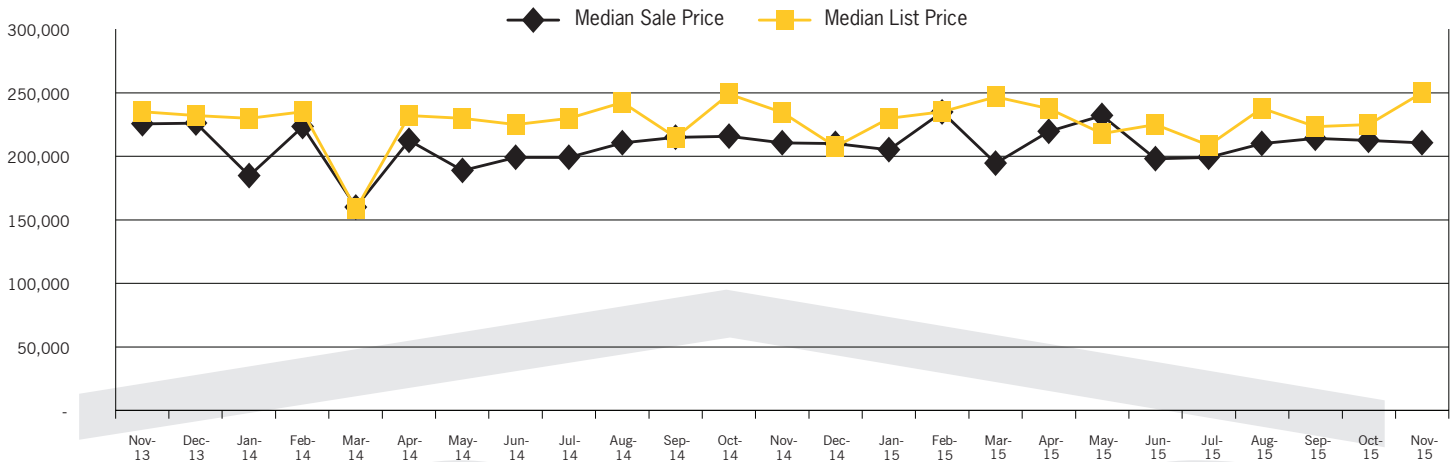
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 12/03/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

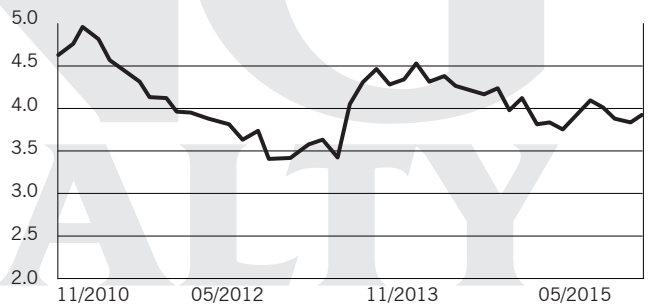


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$209,950	4.020%	\$954.52
2015	\$210,465	3.850%	\$937.34

## 30 YEAR FIXED MORTGAGE RATE

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

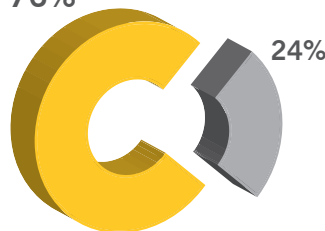


Source: Bankrate.com

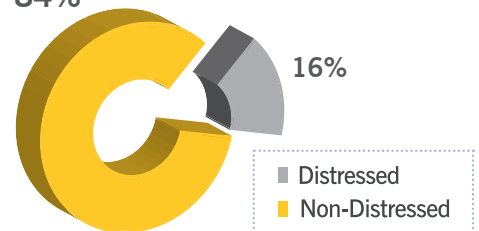
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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 | December 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
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15			
\$1 - 49,999	2	0	1	1	0	1	0	n/a	6.0	Balanced
\$50,000 - 74,999	3	0	2	0	5	2	1	3.0	1.1	Seller
\$75,000 - 99,999	6	0	0	1	3	0	0	n/a	6.0	Balanced
\$100,000 - 124,999	7	1	1	1	1	3	0	n/a	4.3	Slightly Seller
\$125,000 - 149,999	10	0	4	3	5	7	3	3.3	1.8	Seller
\$150,000 - 174,999	14	10	5	5	4	6	4	3.5	3.1	Seller
\$175,000 - 199,999	21	10	13	6	11	10	3	7.0	3.0	Seller
\$200,000 - 224,999	13	9	14	9	7	9	5	2.6	2.5	Seller
\$225,000 - 249,999	22	9	6	5	8	4	1	22.0	4.5	Slightly Seller
\$250,000 - 274,999	8	5	7	3	2	6	3	2.7	2.6	Seller
\$275,000 - 299,999	15	3	6	4	7	1	2	7.5	4.7	Slightly Seller
\$300,000 - 349,999	16	3	7	5	5	6	3	5.3	3.6	Seller
\$350,000 - 399,999	17	5	4	2	2	3	2	8.5	6.7	Slightly Buyer
\$400,000 - 499,999	31	2	0	4	2	6	1	31.0	8.8	Buyer
\$500,000 - 599,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	6	0	1	1	0	0	1	6.0	17.0	Buyer
\$700,000 - 799,999	1	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	1	0	0	n/a	0.0	Seller
<b>TOTAL</b>	<b>203</b>	<b>57</b>	<b>71</b>	<b>50</b>	<b>63</b>	<b>64</b>	<b>29</b>	<b>7.0</b>	<b>3.9</b>	<b>Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/03/2015.

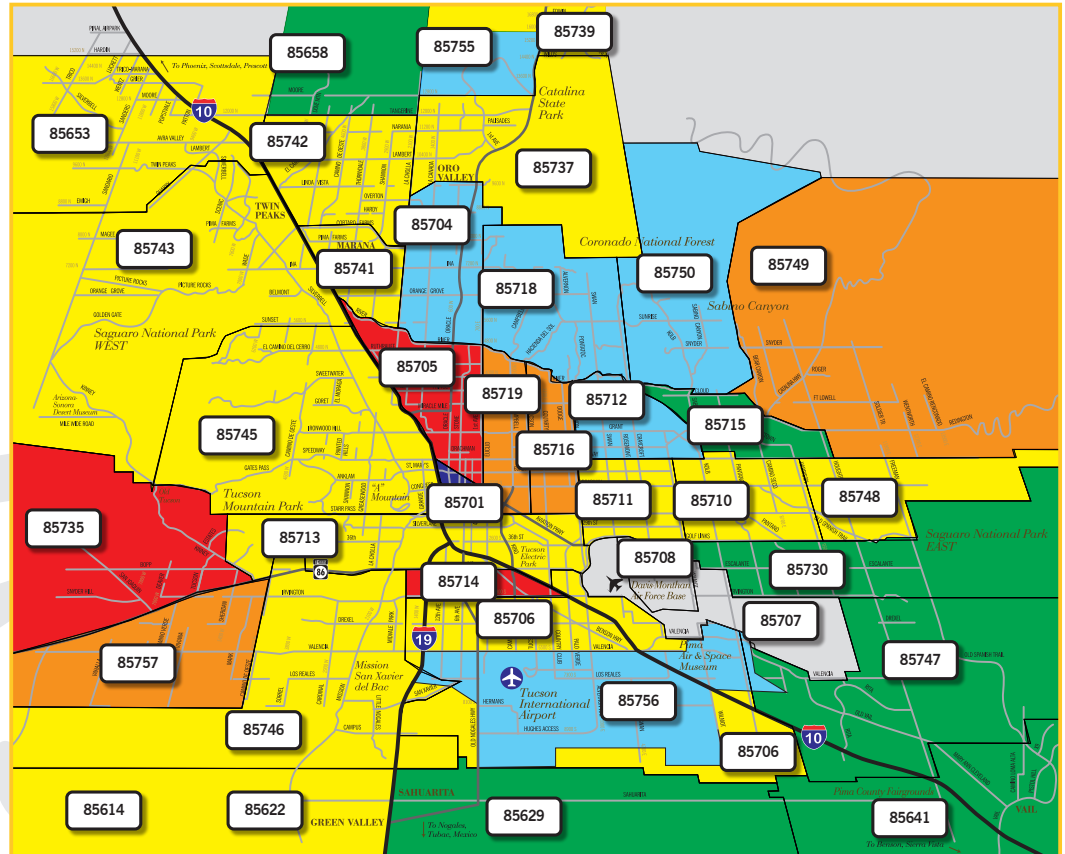
3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2015 - 11/30/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2014-NOV 2014 TO SEP 2015-NOV 2015

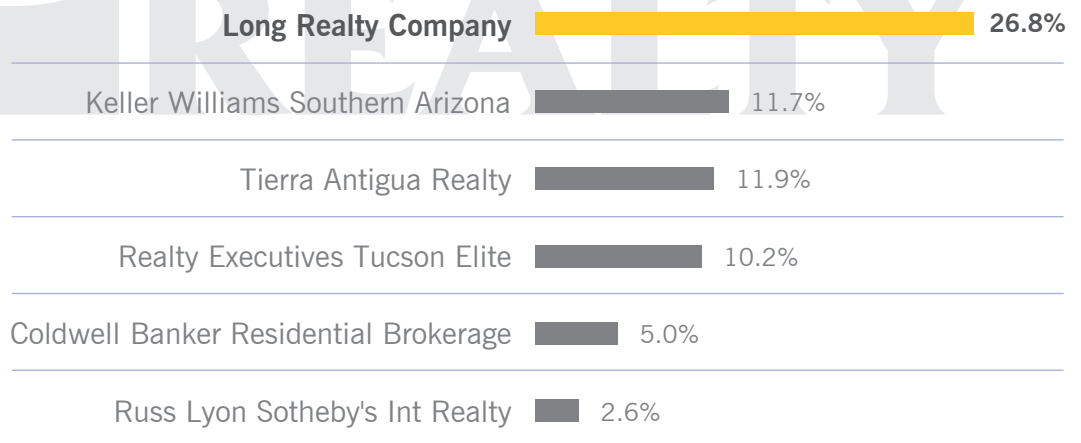
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2014-November 2014 to September 2015-November 2015 by zip code.*



## MARKET SHARE – VAIL

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

*Data Obtained 12/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2014 – 11/30/2015 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.