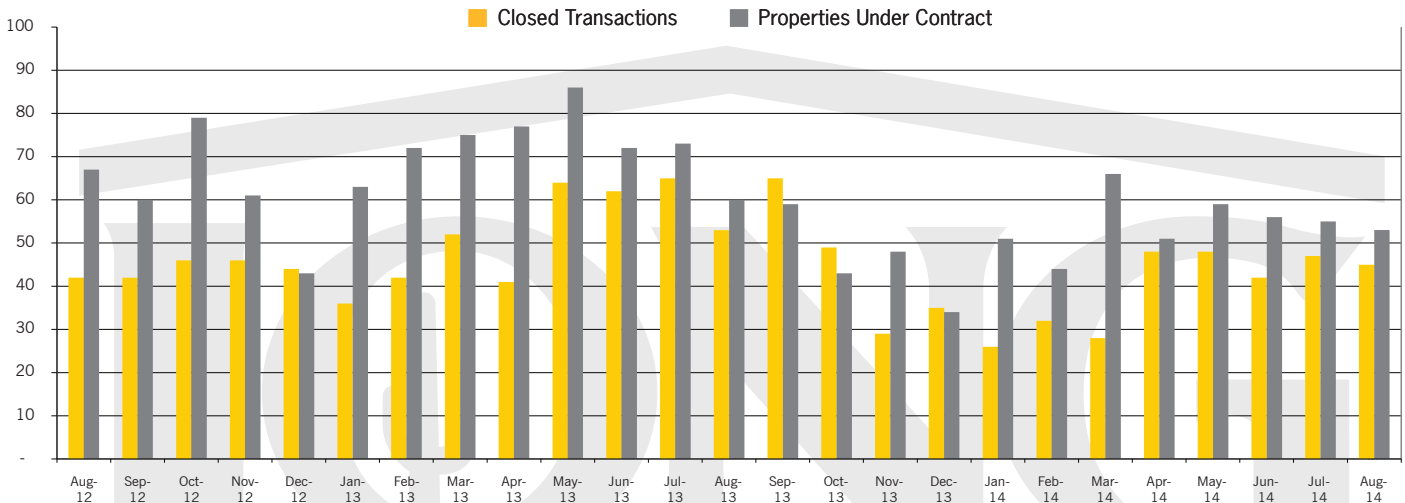




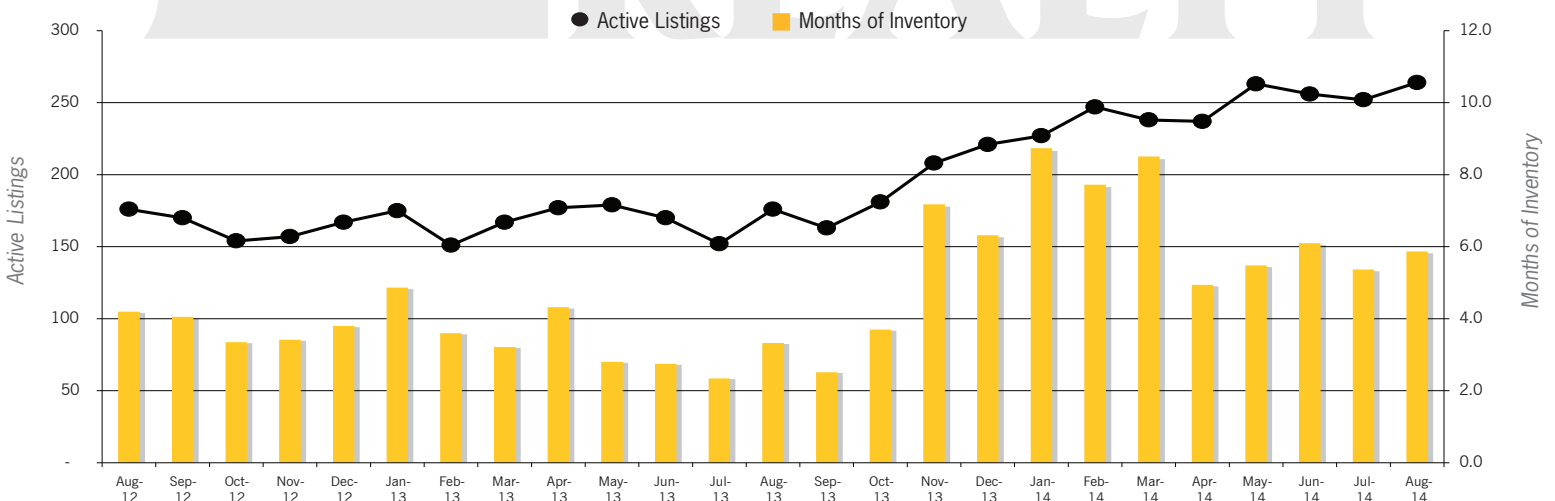
## Vail | September 2014

In the Vail area, August 2014 active inventory was 264, a 50% increase from August 2013. There were 45 closings in August 2014, a 15% decrease from August 2013. Months of Inventory was 5.9, up from 3.3 in August 2013. Median price of sold homes was \$210,500 for the month of August 2014, down 3% from August 2013. The Vail area had 53 new properties under contract in August 2014, down 12% from August 2013.

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



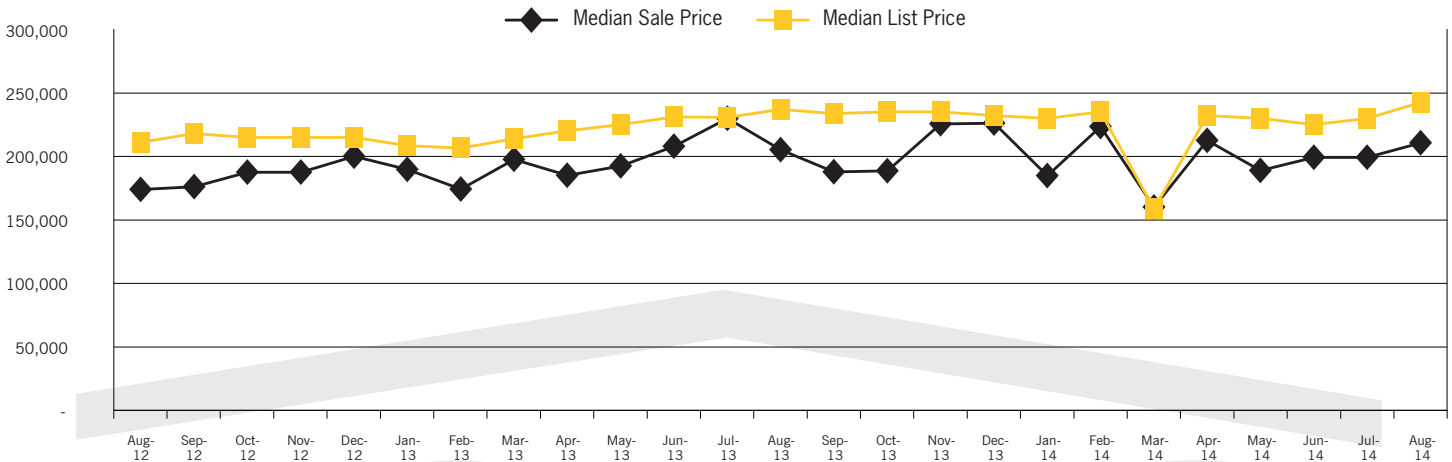
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 09/04/2014 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



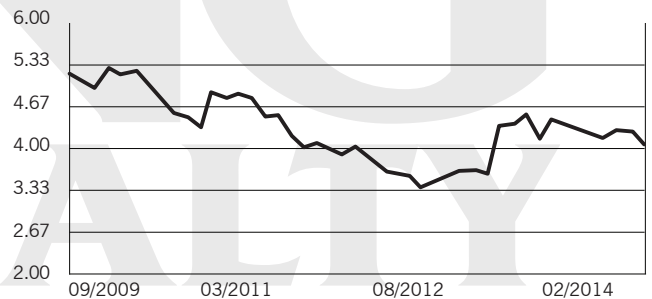
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2013	\$217,781	4.375%	\$1,032.98
2014	\$210,500	4.125%	\$969.18

Source: Residential median sales prices. Data obtained 09/04/2014 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.

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2009 levels.

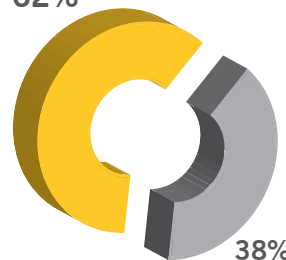


Source: Bankrate.com

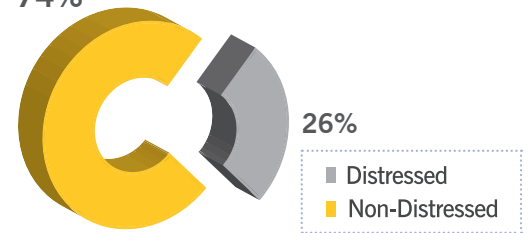
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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.

2013  
62%



2014 Year to Date  
74%





## 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
		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14			
\$1 - 49,999	1	3	1	1	2	1	0	n/a	0.7	Seller
\$50,000 - 74,999	5	4	1	3	1	2	2	2.5	3.4	Seller
\$75,000 - 99,999	4	2	1	2	1	0	3	1.3	3.3	Seller
\$100,000 - 124,999	3	3	4	2	2	1	2	1.5	2.8	Seller
\$125,000 - 149,999	10	1	2	4	5	5	4	2.5	2.2	Seller
\$150,000 - 174,999	16	3	7	9	7	2	3	5.3	3.6	Seller
\$175,000 - 199,999	44	5	7	10	5	10	6	7.3	5.8	Balanced
\$200,000 - 224,999	22	1	7	7	7	4	5	4.4	4.3	Slightly Seller
\$225,000 - 249,999	31	3	9	5	4	7	8	3.9	4.2	Slightly Seller
\$250,000 - 274,999	18	4	3	1	3	4	3	6.0	6.0	Balanced
\$275,000 - 299,999	25	0	2	1	5	7	3	8.3	4.4	Slightly Seller
\$300,000 - 349,999	23	1	4	5	0	2	4	5.8	11.3	Buyer
\$350,000 - 399,999	23	0	1	1	1	1	1	23.0	22.3	Buyer
\$400,000 - 499,999	23	0	1	2	2	2	1	23.0	14.4	Buyer
\$500,000 - 599,999	7	0	0	0	0	1	0	n/a	16.0	Buyer
\$600,000 - 699,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	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	3	0	1	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>264</b>	<b>30</b>	<b>51</b>	<b>53</b>	<b>45</b>	<b>49</b>	<b>45</b>	<b>5.9</b>	<b>5.6</b>	<b>Balanced</b>

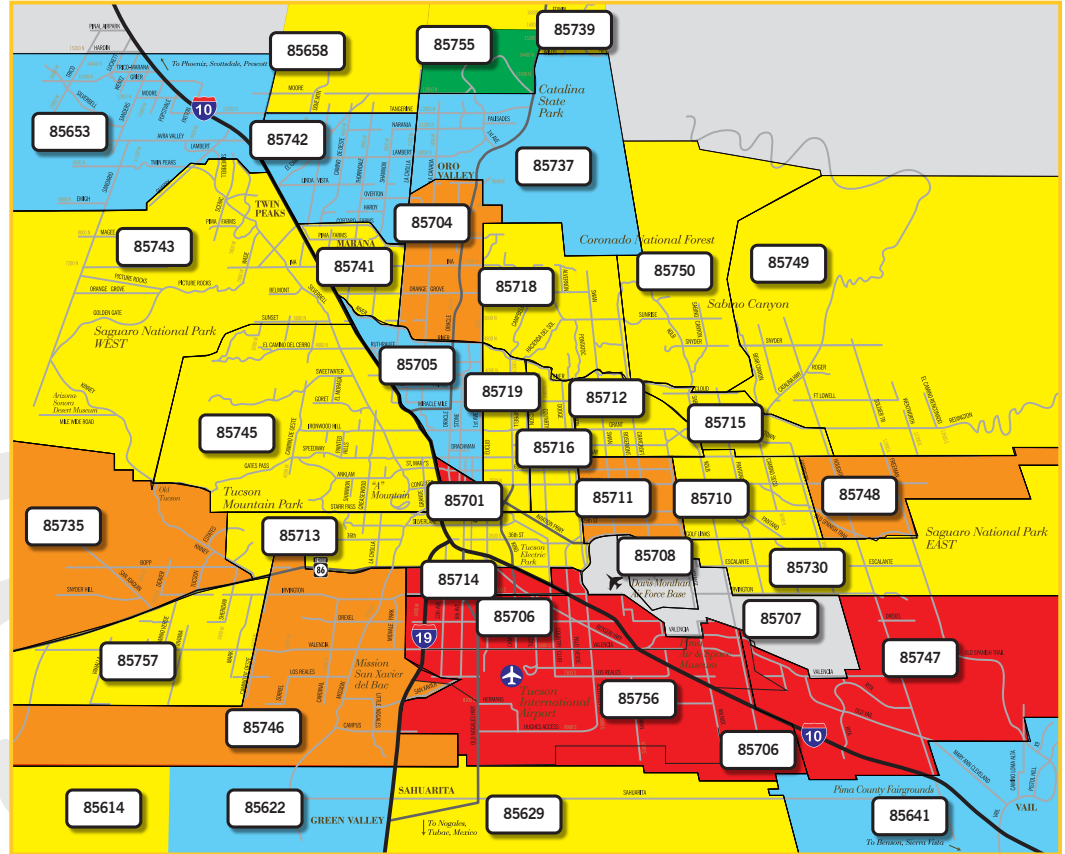
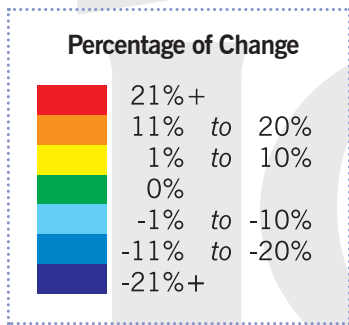




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN-AUG 2013 TO JUN-AUG 2014

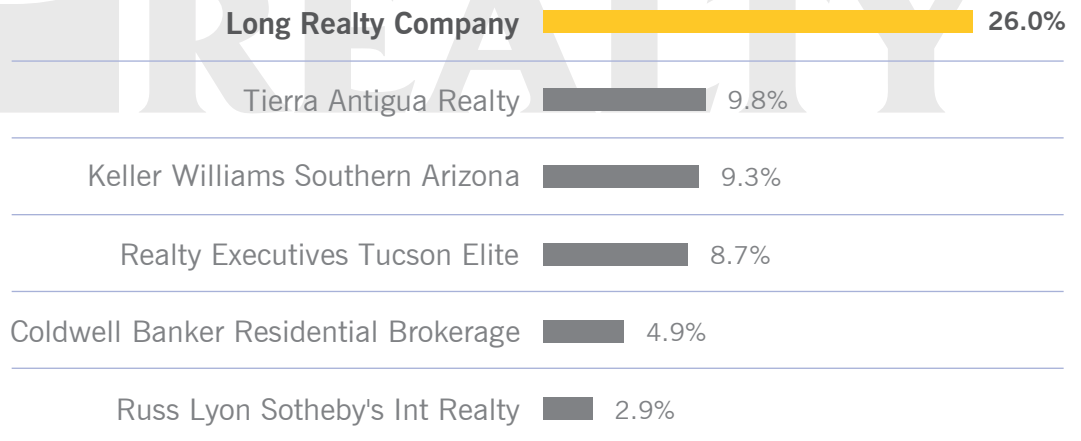
This heat map represents the percentage of change in Tucson metro median sales prices from June-August 2013 to June-August 2014 by zip code.



## MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 09/04/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 09/01/2013 – 08/31/2014 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.