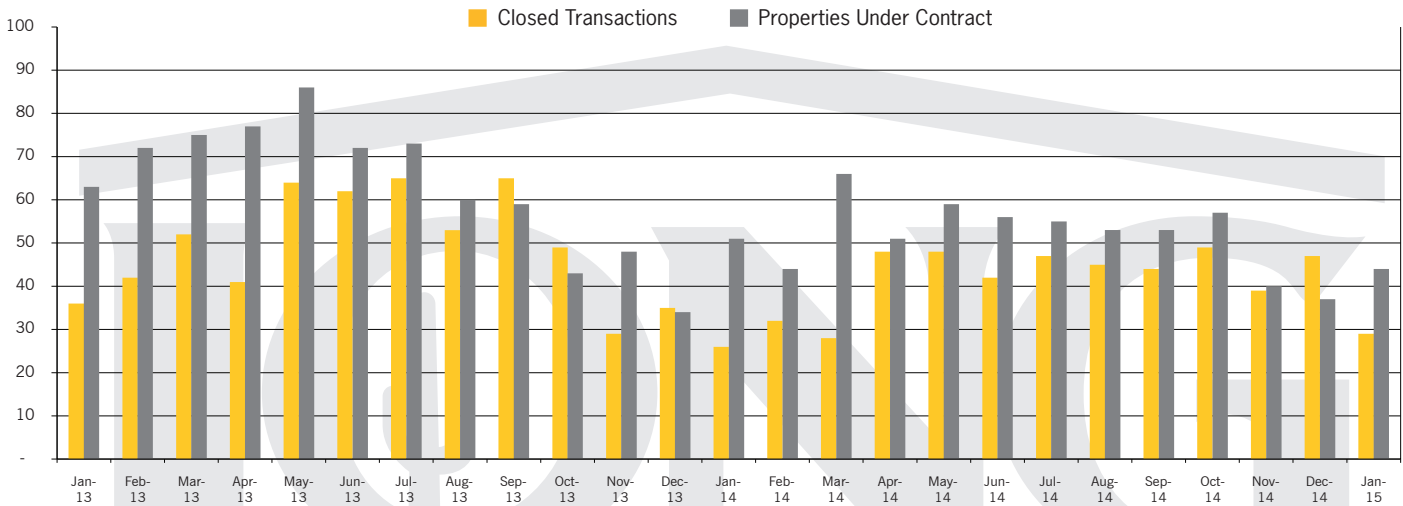




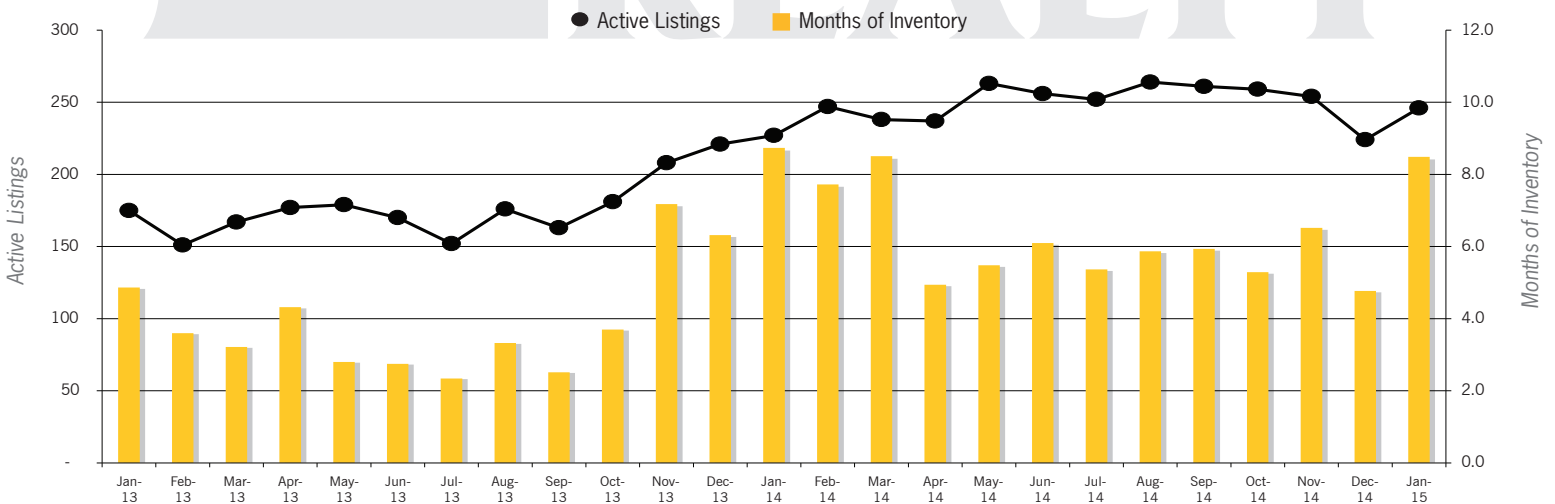
## Vail | February 2015

In the Vail area, January 2015 active inventory was 246, an 8% increase from January 2014. There were 29 closings in January 2015, a 12% increase from January 2014. Months of Inventory was 8.5, down from 8.7 in January 2014. Median price of sold homes was \$205,000 for the month of January 2015, up 11% from January 2014. The Vail area had 44 new properties under contract in January 2015, down 14% from January 2014.

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



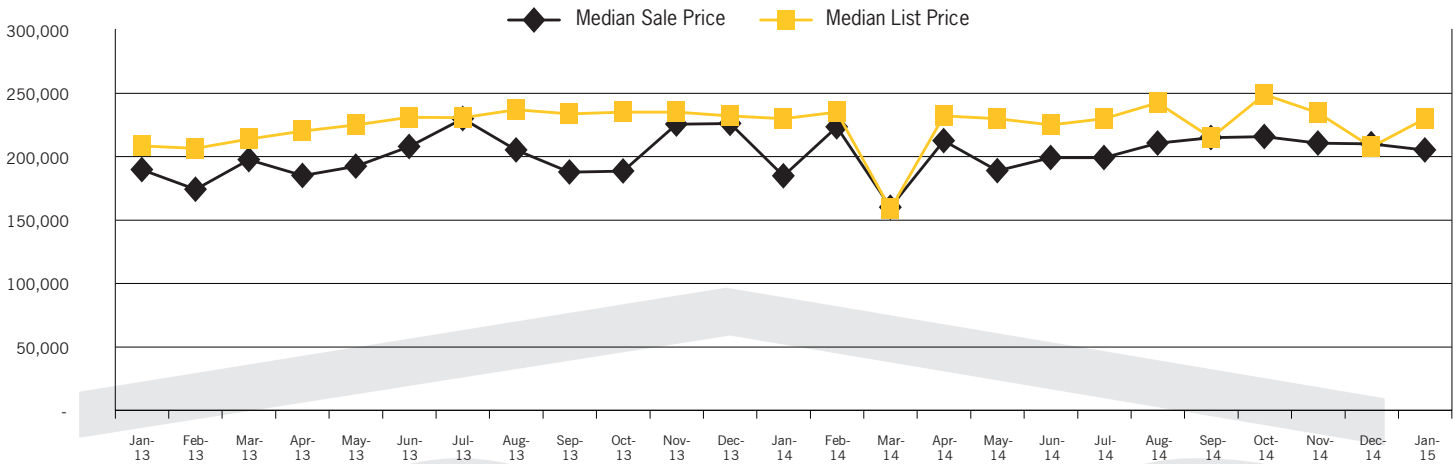
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 02/04/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

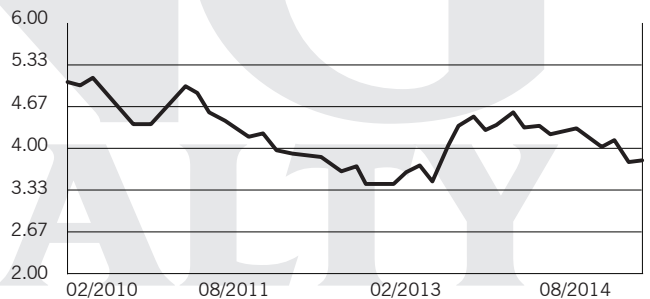


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$205,000	4.375%	\$972.36
2015	\$212,000	3.625%	\$918.49

## 30 YEAR FIXED MORTGAGE RATE

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

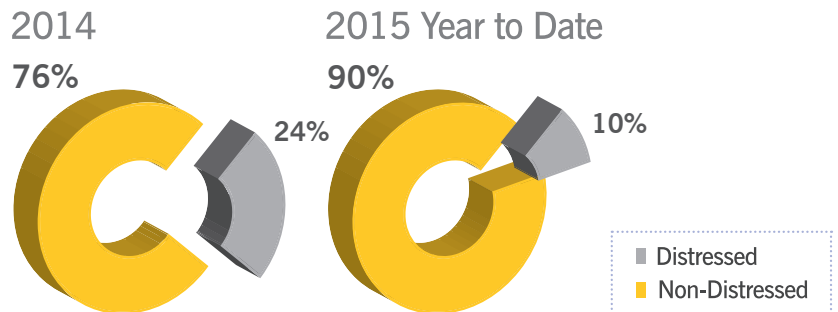


Source: Residential median sales prices. Data obtained 02/04/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





# The Housing Report



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Vail | February 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
		Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15			
\$1 - 49,999	0	0	1	1	1	3	0	n/a	0.0	Seller
\$50,000 - 74,999	4	2	3	4	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	3	1	2	0	2	1	0.0	1.0	Seller
\$100,000 - 124,999	8	2	1	2	2	4	2	4.0	2.5	Seller
\$125,000 - 149,999	5	6	3	3	4	3	2	2.5	1.4	Seller
\$150,000 - 174,999	20	3	2	4	5	6	3	6.7	4.3	Slightly Seller
\$175,000 - 199,999	32	6	8	7	6	6	4	8.0	6.6	Slightly Buyer
\$200,000 - 224,999	21	5	8	6	8	9	7	3.0	2.7	Seller
\$225,000 - 249,999	33	8	7	5	2	5	2	16.5	10.2	Buyer
\$250,000 - 274,999	17	3	6	6	3	4	3	5.7	4.0	Seller
\$275,000 - 299,999	23	3	1	2	3	1	1	23.0	12.6	Buyer
\$300,000 - 349,999	22	4	4	2	0	6	1	22.0	9.9	Buyer
\$350,000 - 399,999	19	1	0	5	2	0	1	19.0	20.0	Buyer
\$400,000 - 499,999	19	1	2	2	1	1	2	9.5	14.5	Buyer
\$500,000 - 599,999	10	0	0	0	1	0	0	n/a	29.0	Buyer
\$600,000 - 699,999	8	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	0	0	0	0	1	0	0	n/a	0.0	Seller
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>246</b>	<b>47</b>	<b>47</b>	<b>51</b>	<b>39</b>	<b>50</b>	<b>29</b>	<b>8.5</b>	<b>6.1</b>	<b>Balanced</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 02/04/2015.

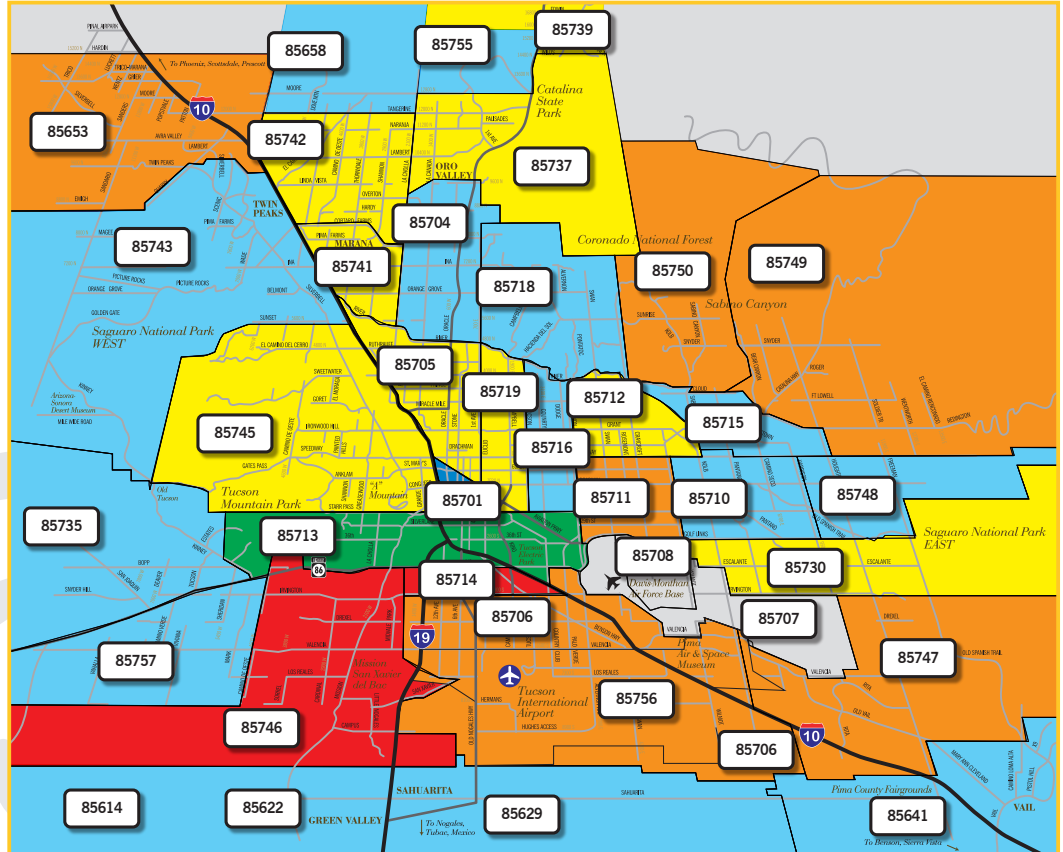
3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2014 - 01/31/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2013-JAN 2014 TO NOV 2014-JAN 2015

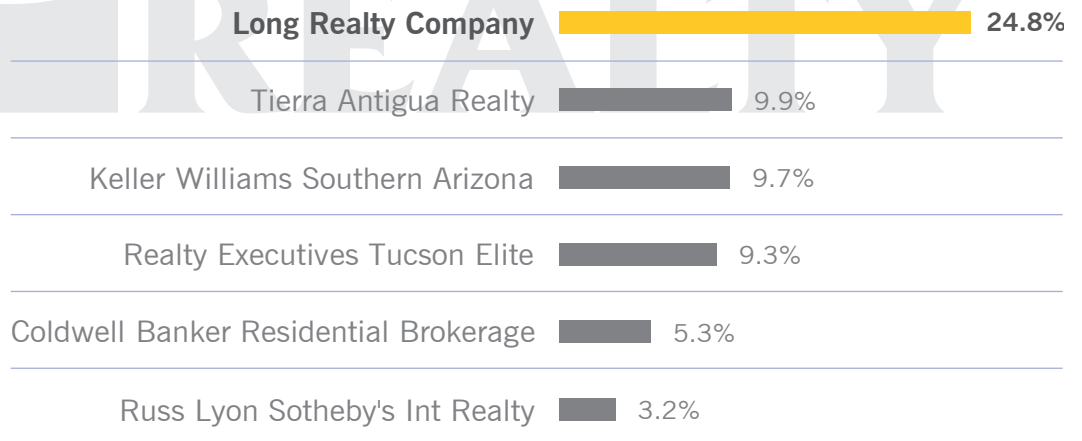
This heat map represents the percentage of change in Tucson metro median sales prices from November 2013-January 2014 to November 2014-January 2015 by zip code.



## MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 02/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2014 – 01/31/2015 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.