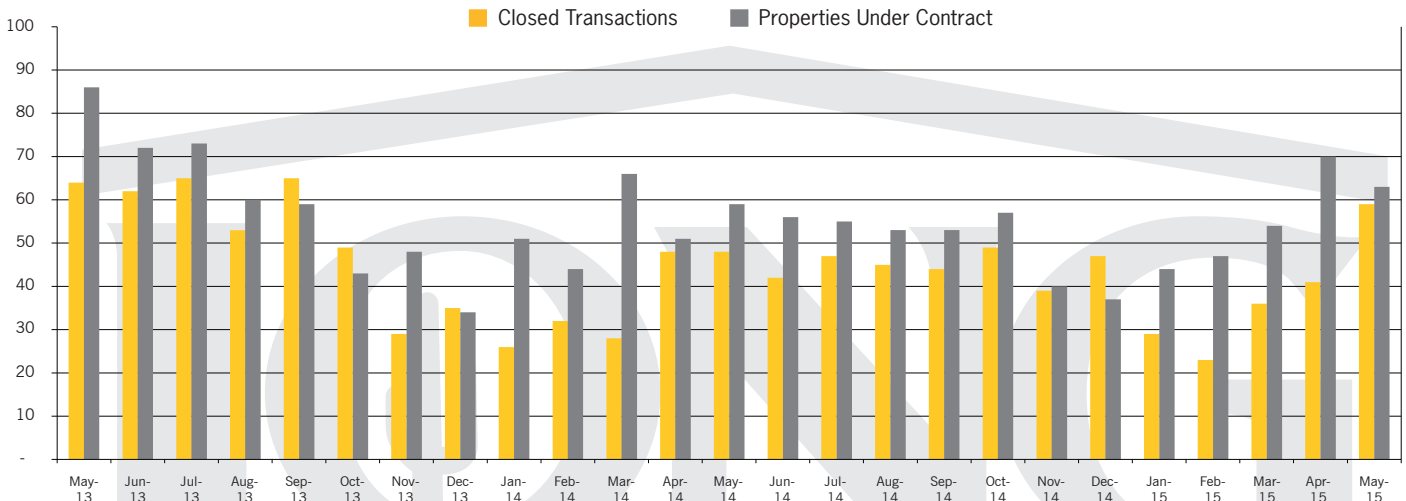




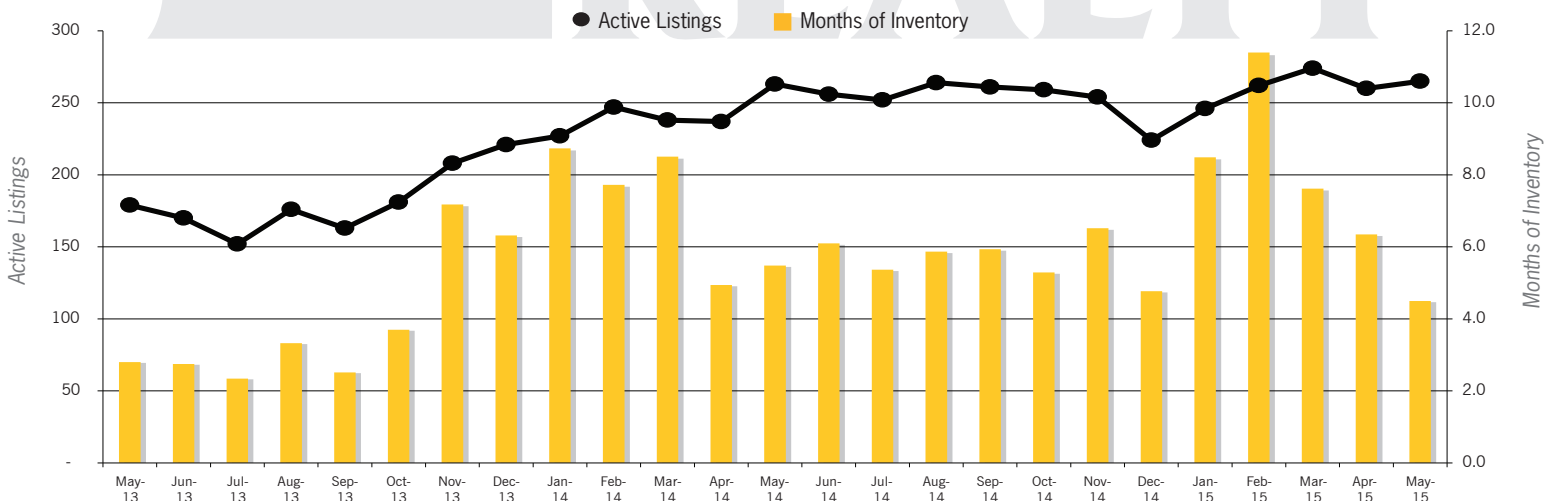
## Vail | June 2015

In the Vail area, May 2015 active inventory was 265, virtually unchanged from May 2014. There were 59 closings in May 2015, a 23% increase from May 2014. Year-to-date 2015 there were 188 closings, a 3% increase from year-to-date 2014. Months of Inventory was 4.5, down from 5.5 in May 2014. Median price of sold homes was \$232,000 for the month of May 2015, up 22% from May 2014. The Vail area had 63 new properties under contract in May 2015, up 7% from May 2014.

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



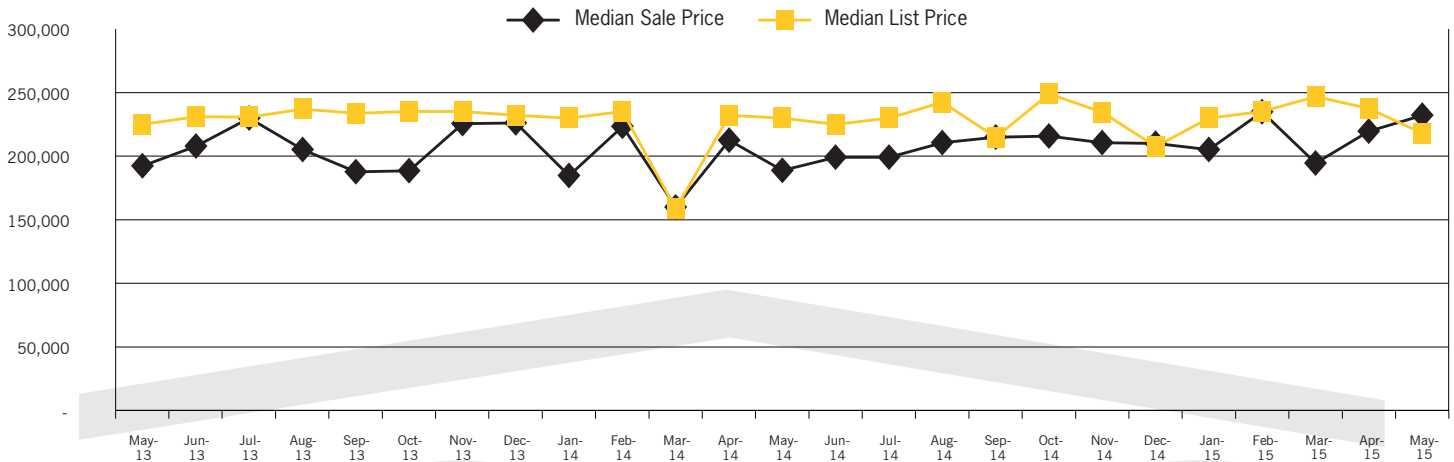
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 06/03/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



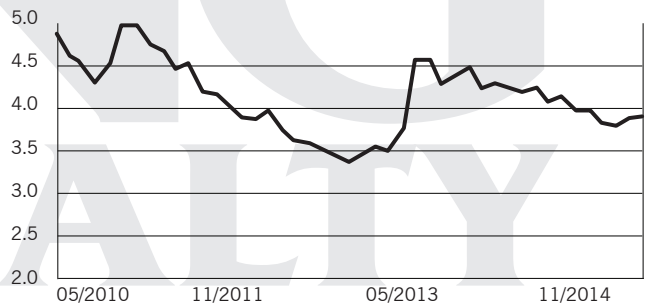
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$218,000	4.250%	\$1,018.81
2015	\$188,700	3.800%	\$835.30

Source: Residential median sales prices. Data obtained 06/03/2015 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.

## 30 YEAR FIXED MORTGAGE RATE

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

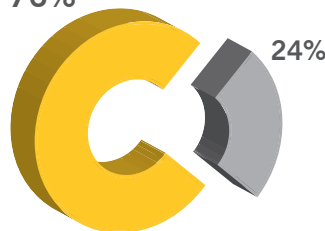


Source: Bankrate.com

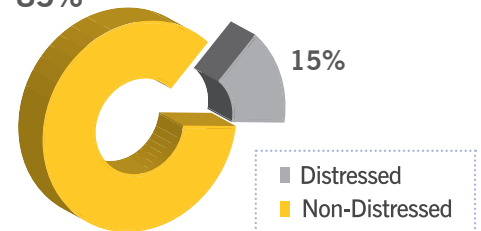
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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  
85%





# The Housing Report



Stephen Woodall | (520) 818-4504  
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Vail | June 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
		Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15			
\$1 - 49,999	4	3	0	0	0	1	0	n/a	6.0	Balanced
\$50,000 - 74,999	0	1	0	0	0	0	1	0.0	4.0	Seller
\$75,000 - 99,999	4	2	1	0	1	0	2	2.0	2.3	Seller
\$100,000 - 124,999	5	4	2	1	3	1	0	n/a	3.8	Seller
\$125,000 - 149,999	12	3	3	1	3	3	6	2.0	2.6	Seller
\$150,000 - 174,999	16	6	3	3	8	4	6	2.7	3.6	Seller
\$175,000 - 199,999	41	6	4	3	4	7	8	5.1	5.7	Balanced
\$200,000 - 224,999	29	9	7	1	6	7	5	5.8	4.1	Slightly Seller
\$225,000 - 249,999	28	4	3	6	4	5	7	4.0	5.6	Balanced
\$250,000 - 274,999	17	5	2	4	3	3	7	2.4	4.2	Slightly Seller
\$275,000 - 299,999	25	1	1	1	2	4	6	4.2	6.6	Slightly Buyer
\$300,000 - 349,999	16	6	1	0	1	2	4	4.0	8.7	Buyer
\$350,000 - 399,999	19	0	1	3	2	3	4	4.8	6.2	Balanced
\$400,000 - 499,999	31	1	2	2	1	2	3	10.3	14.8	Buyer
\$500,000 - 599,999	12	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	4	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	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
<b>TOTAL</b>	<b>265</b>	<b>51</b>	<b>30</b>	<b>25</b>	<b>38</b>	<b>42</b>	<b>59</b>	<b>4.5</b>	<b>5.7</b>	<b>Balanced</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 06/03/2015.

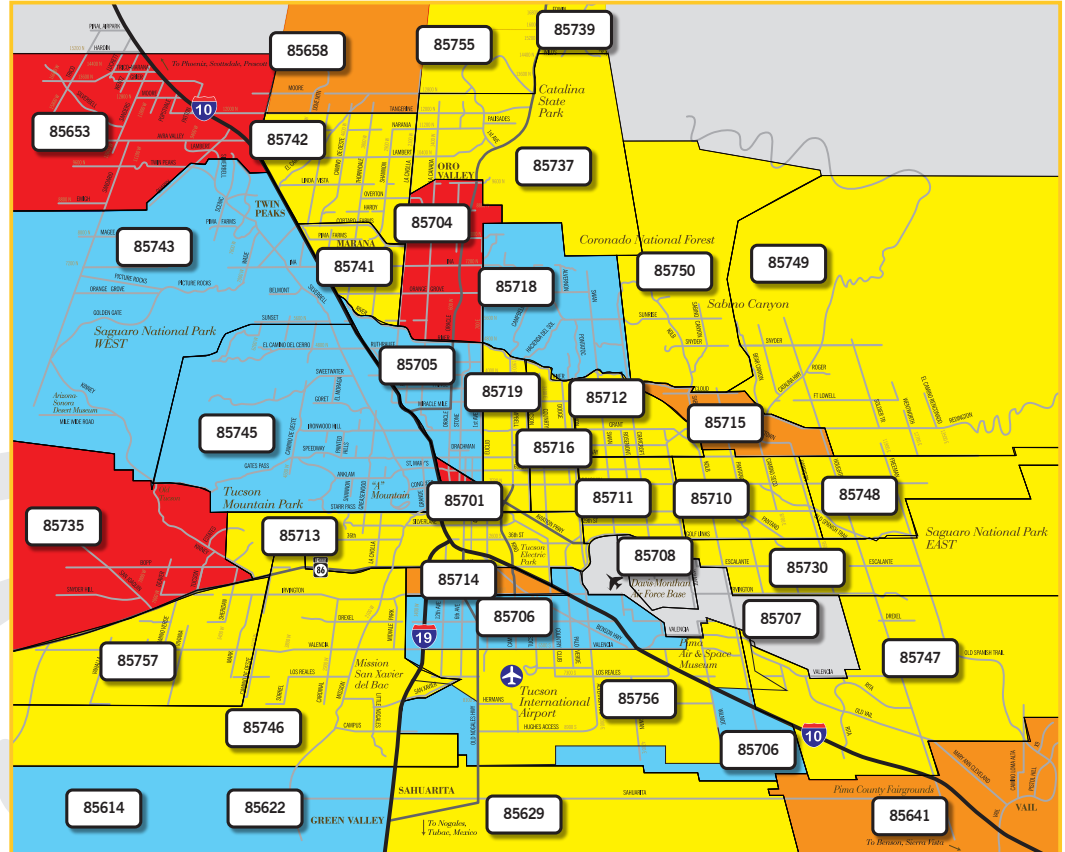
3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2015 - 05/31/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2014-MAY 2014 TO  
MAR 2015-MAY 2015

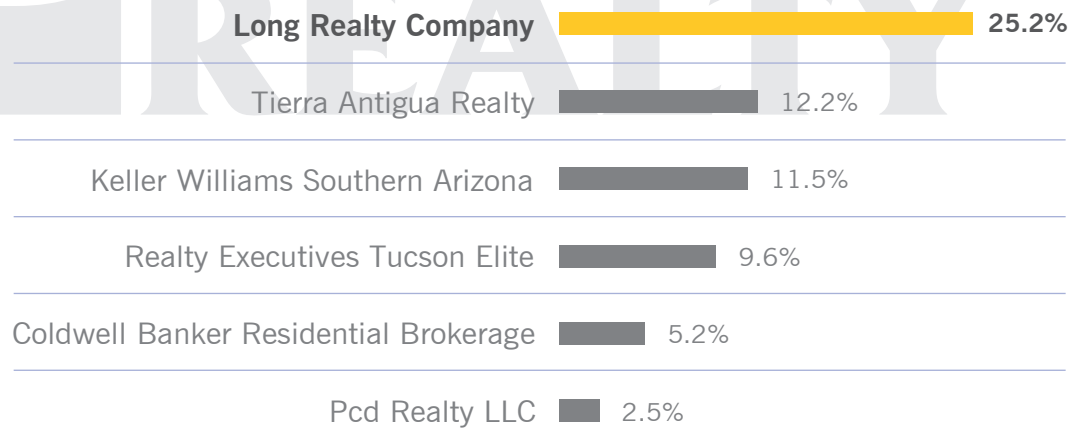
*This heat map represents the percentage of change in Tucson metro median sales prices from March 2014-May 2014 to March 2015-May 2015 by zip code.*



## MARKET SHARE – VAIL

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

*Data Obtained 06/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 06/01/2014 – 05/31/2015 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.