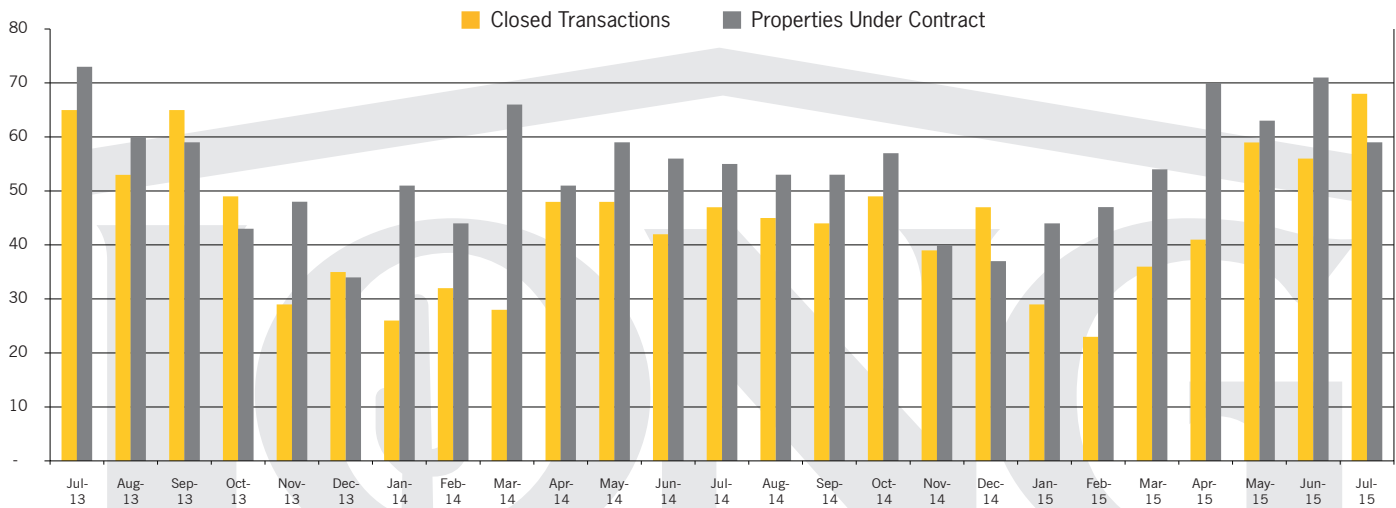




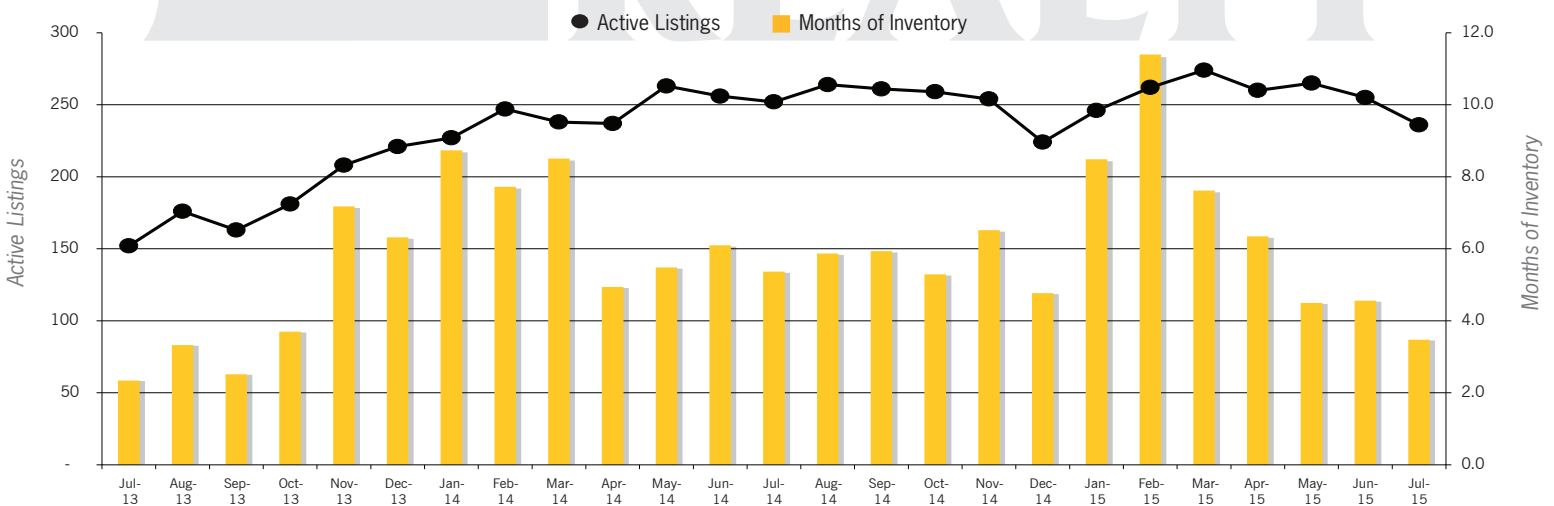
Vail | August 2015

In the Vail area, July 2015 active inventory was 236, a 6% decrease from July 2014. There were 68 closings in July 2015, a 45% increase from July 2014. Year-to-date 2015 there were 321 closings, a 10% increase from year-to-date 2014. Months of Inventory was 3.5, down from 5.4 in July 2014. Median price of sold homes was \$199,000 for the month of July 2015, virtually unchanged from July 2014. The Vail area had 59 new properties under contract in July 2015, up 7% from July 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



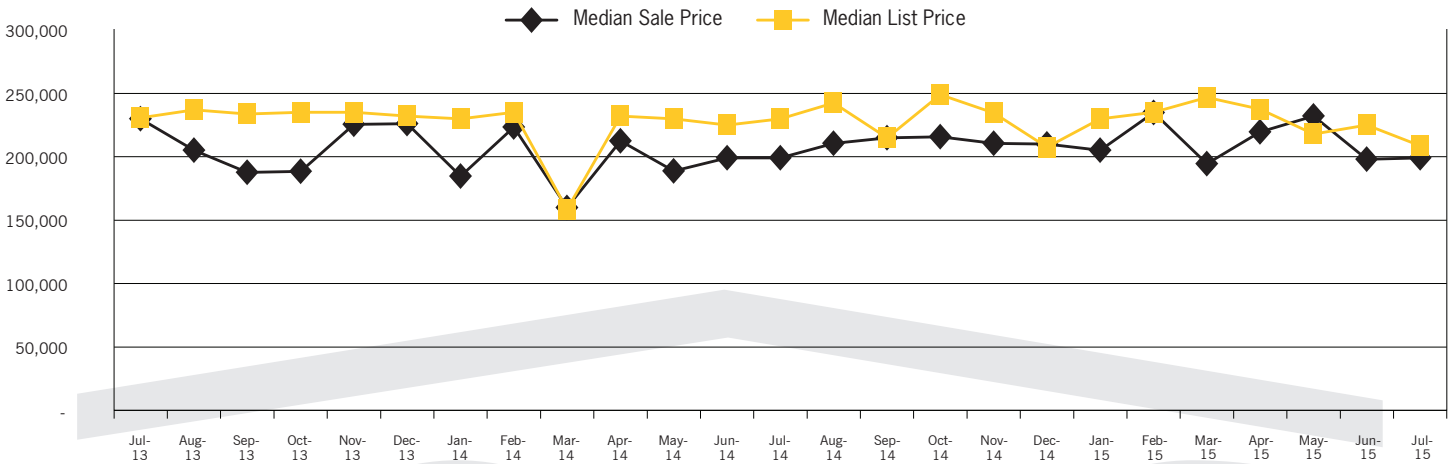
ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 08/05/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

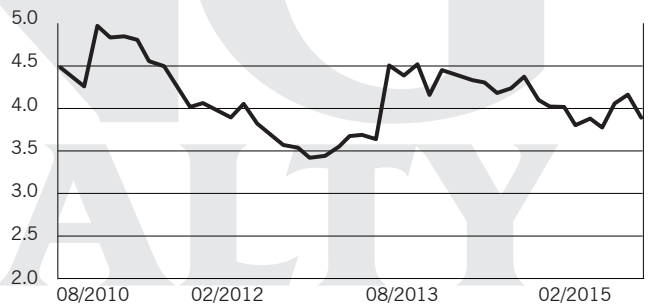


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$218,900	4.125%	\$1,007.85
2015	\$199,000	4.000%	\$902.55

30 YEAR FIXED MORTGAGE RATE

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



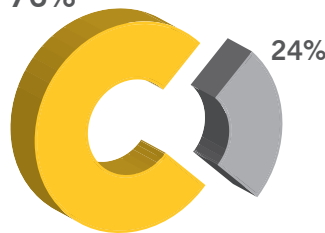
Source: Residential median sales prices. Data obtained 08/05/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

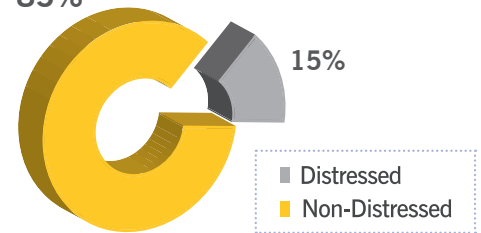
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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
85%





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
		Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15			
\$1 - 49,999	3	0	0	1	0	0	1	3.0	10.0	Buyer
\$50,000 - 74,999	1	0	0	0	1	0	2	0.5	1.0	Seller
\$75,000 - 99,999	6	0	1	0	2	0	0	n/a	8.0	Slightly Buyer
\$100,000 - 124,999	5	1	3	1	0	1	1	5.0	8.0	Slightly Buyer
\$125,000 - 149,999	12	1	3	3	6	0	4	3.0	3.8	Seller
\$150,000 - 174,999	17	3	8	4	6	10	5	3.4	2.3	Seller
\$175,000 - 199,999	40	3	4	7	8	10	12	3.3	4.0	Slightly Seller
\$200,000 - 224,999	20	1	6	7	5	9	13	1.5	2.7	Seller
\$225,000 - 249,999	24	6	4	5	7	9	6	4.0	3.6	Seller
\$250,000 - 274,999	20	4	3	3	7	5	6	3.3	3.1	Seller
\$275,000 - 299,999	17	1	2	4	6	3	6	2.8	3.8	Seller
\$300,000 - 349,999	18	0	1	2	4	3	7	2.6	4.1	Slightly Seller
\$350,000 - 399,999	13	3	2	3	5	5	4	3.3	3.4	Seller
\$400,000 - 499,999	26	2	1	2	3	2	0	n/a	17.4	Buyer
\$500,000 - 599,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	3	0	0	0	0	0	1	3.0	10.0	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	0	0	n/a	n/a	n/a
TOTAL	236	25	38	42	60	57	68	3.5	4.1	Slightly Seller

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market



The Housing Report



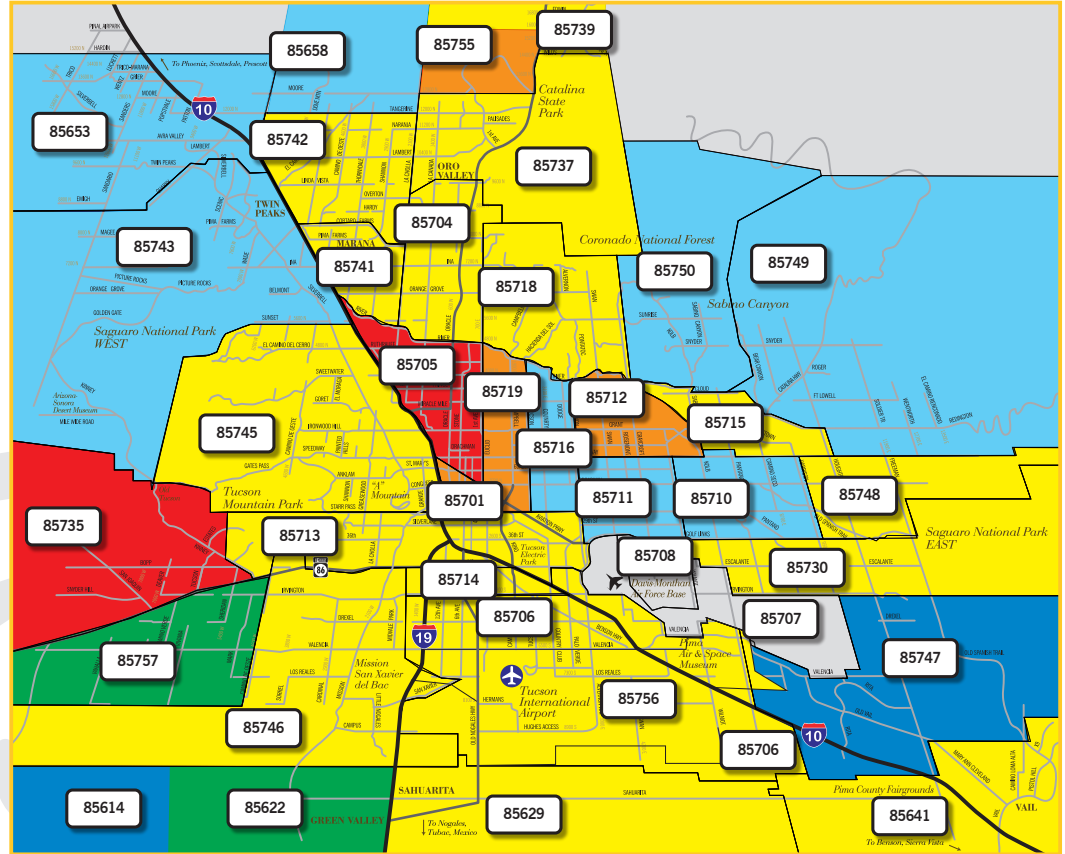
Stephen Woodall | (520) 818-4504
 Stephen@TeamWoodall.com | TeamWoodall.com

Vail | August 2015

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2014-JUL 2014 TO MAY 2015-JUL 2015

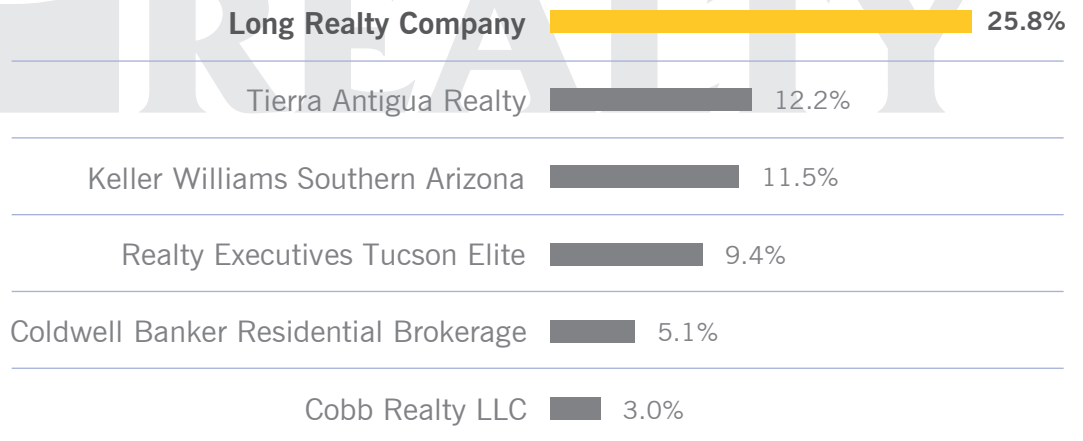
This heat map represents the percentage of change in Tucson metro median sales prices from May 2014-July 2014 to May 2015-July 2015 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 08/01/2014 – 07/31/2015 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.

These statistics are based on information obtained from the TARMLS and GVARMLS on 08/05/2015. Information is believed to be reliable, but not guaranteed.