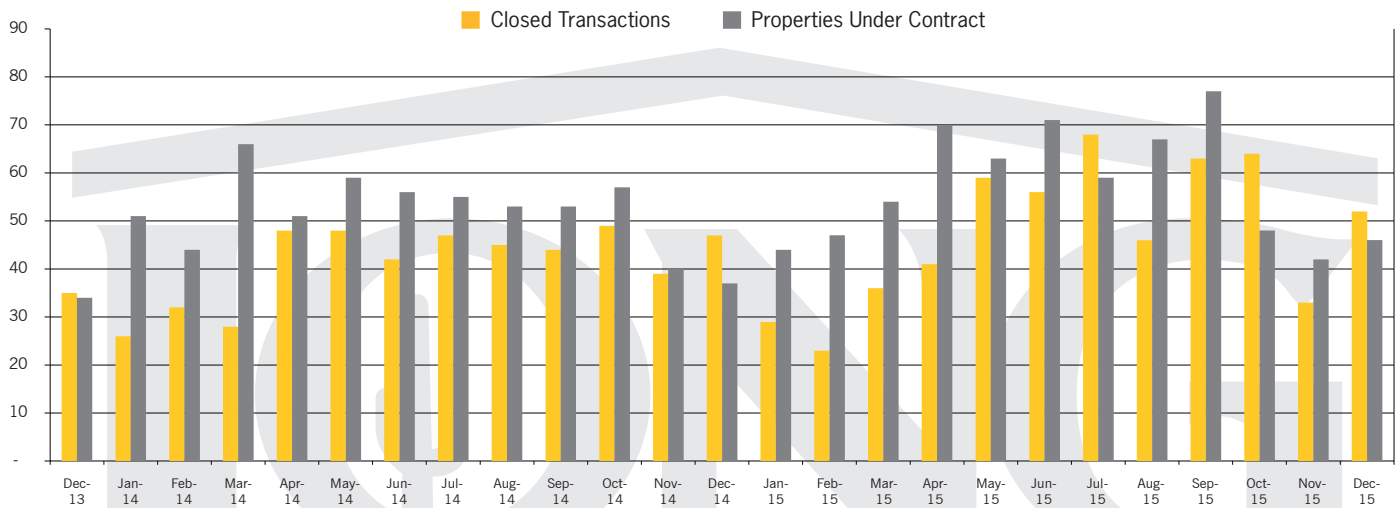




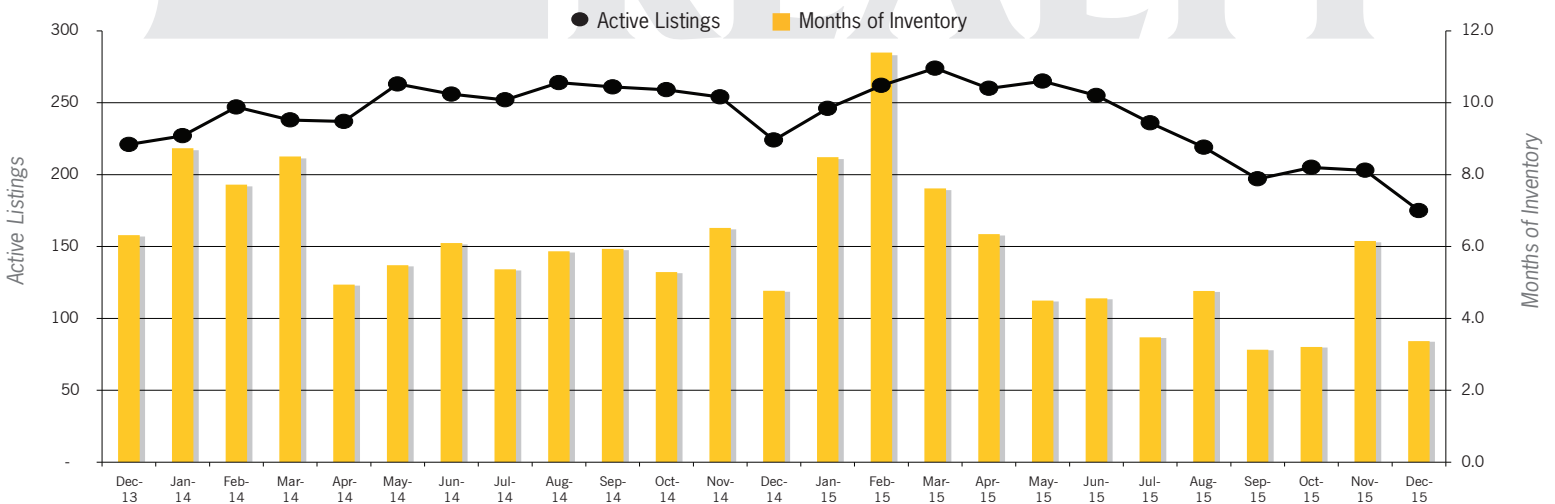
## Vail | January 2016

In the Vail area, December 2015 active inventory was 175, a 22% decrease from December 2014. There were 52 closings in December 2015, an 11% increase from December 2014. Year-to-date 2015 there were 588 closings, a 12% increase from year-to-date 2014. Months of Inventory was 3.4, down from 4.8 in December 2014. Median price of sold homes was \$206,500 for the month of December 2015, down 2% from December 2014. The Vail area had 46 new properties under contract in December 2015, up 24% from December 2014.

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



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

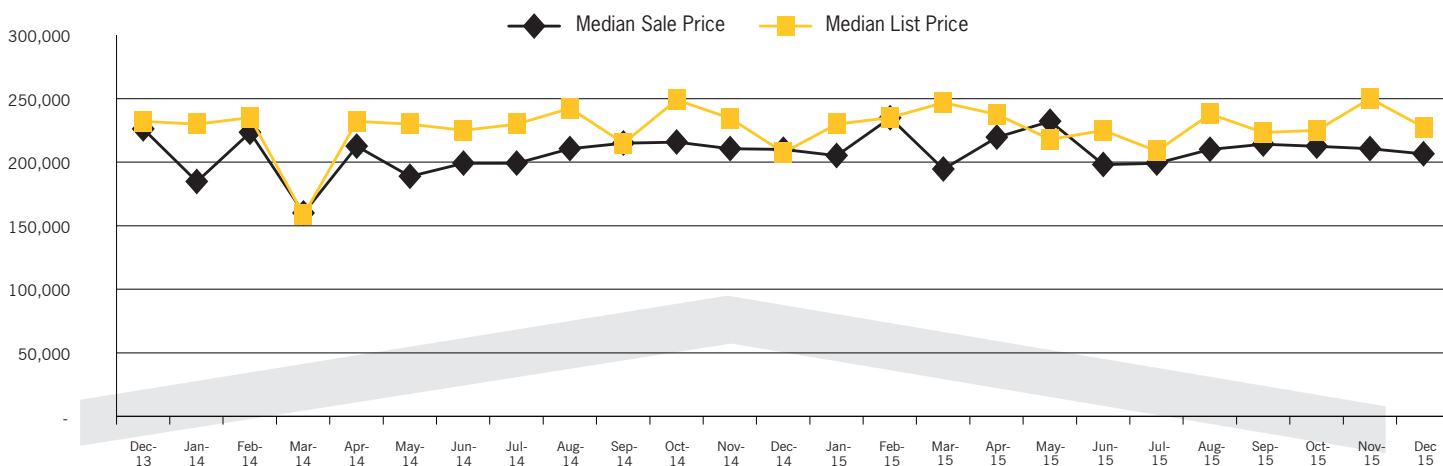


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
 All data obtained 01/06/2016 is believed to be reliable, but not guaranteed.



Vail | January 2016

## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

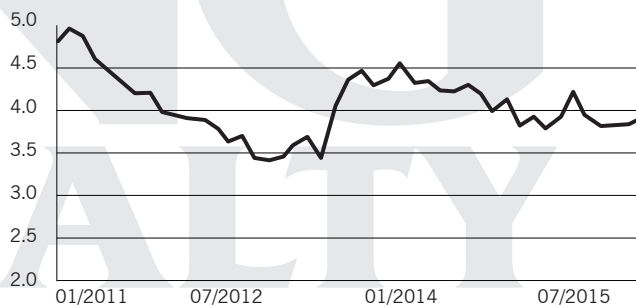


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$216,145	3.830%	\$960.30
2015	\$206,500	3.900%	\$925.30

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2011 levels.



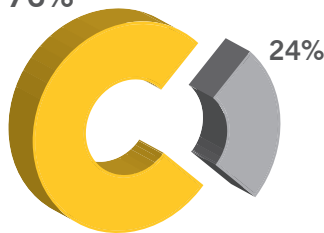
Source: Bankrate.com

Source: Residential median sales prices. Data obtained 01/06/2016 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.

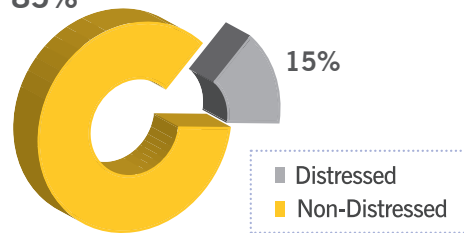
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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
		Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15			
\$1 - 49,999	2	1	1	0	1	0	1	2.0	3.0	Seller
\$50,000 - 74,999	6	2	0	5	2	1	0	n/a	3.7	Seller
\$75,000 - 99,999	5	0	1	3	0	0	2	2.5	8.5	Buyer
\$100,000 - 124,999	7	1	1	1	3	0	0	n/a	7.0	Slightly Buyer
\$125,000 - 149,999	9	4	3	5	7	3	0	n/a	3.0	Seller
\$150,000 - 174,999	10	5	5	4	6	5	5	2.0	2.4	Seller
\$175,000 - 199,999	17	13	6	11	10	4	9	1.9	2.9	Seller
\$200,000 - 224,999	10	14	9	7	9	6	11	0.9	1.6	Seller
\$225,000 - 249,999	17	6	5	8	4	1	4	4.3	6.1	Balanced
\$250,000 - 274,999	6	7	3	2	6	3	5	1.2	1.6	Seller
\$275,000 - 299,999	13	6	4	7	1	2	1	13.0	10.3	Buyer
\$300,000 - 349,999	14	7	5	5	6	3	1	14.0	5.0	Balanced
\$350,000 - 399,999	14	4	2	2	3	2	5	2.8	4.7	Slightly Seller
\$400,000 - 499,999	27	0	4	2	6	1	7	3.9	5.9	Balanced
\$500,000 - 599,999	9	0	0	0	0	1	0	n/a	27.0	Buyer
\$600,000 - 699,999	6	1	1	0	0	1	1	6.0	9.0	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	1	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>175</b>	<b>71</b>	<b>50</b>	<b>63</b>	<b>64</b>	<b>33</b>	<b>52</b>	<b>3.4</b>	<b>3.9</b>	<b>Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2016.

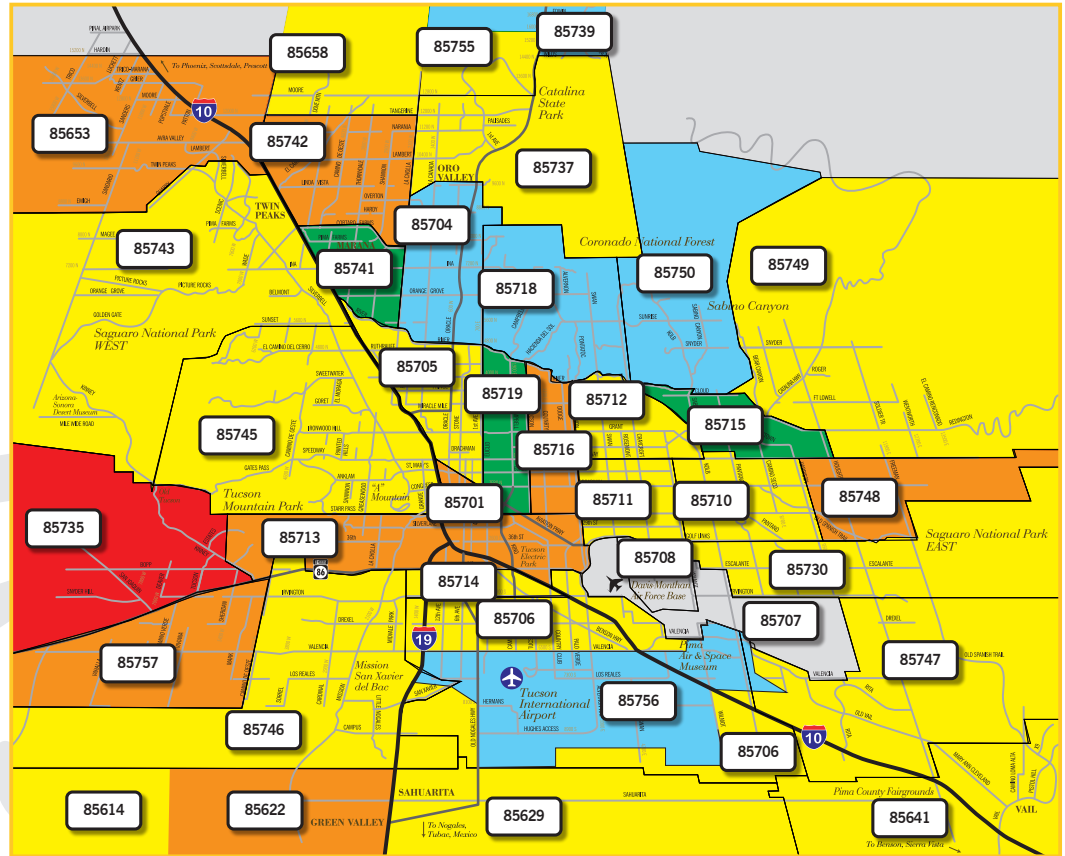
3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2015 - 12/31/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2014-DEC 2014 TO OCT 2015-DEC 2015

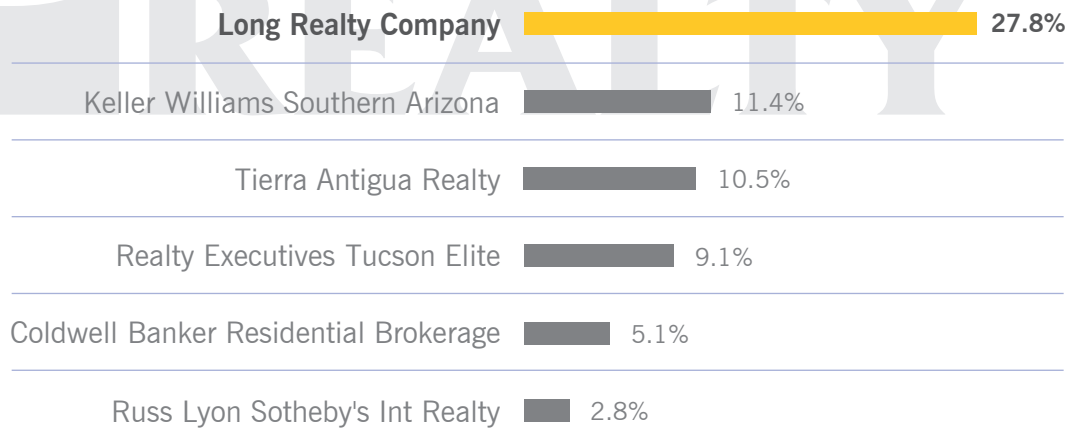
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2014-December 2014 to October 2015-December 2015 by zip code.*



## MARKET SHARE – VAIL

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

*Data Obtained 01/06/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2015 – 12/31/2015 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.