In the Vail area, January 2016 active inventory was 195, a 21% decrease from January 2015. There were 31 closings in January 2016, a 7% increase from January 2015. Months of Inventory was 6.3, down from 8.5 in January 2015. Median price of sold homes was $222,500 for the month of January 2016, up 9% from January 2015. The Vail area had 51 new properties under contract in January 2016, up 16% from January 2015.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL
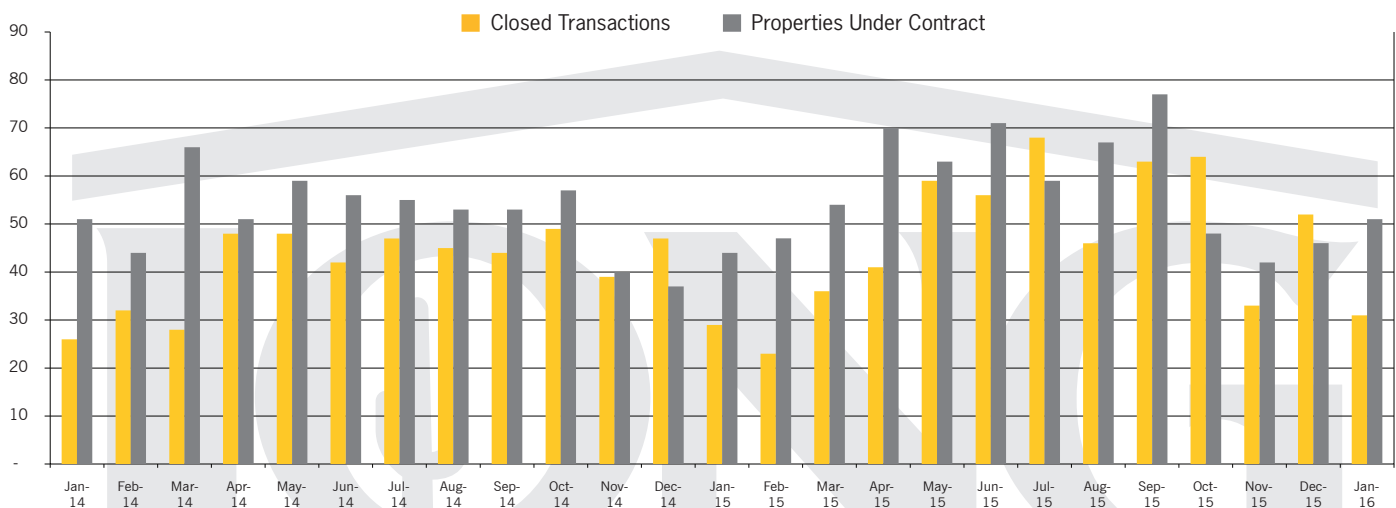
ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL
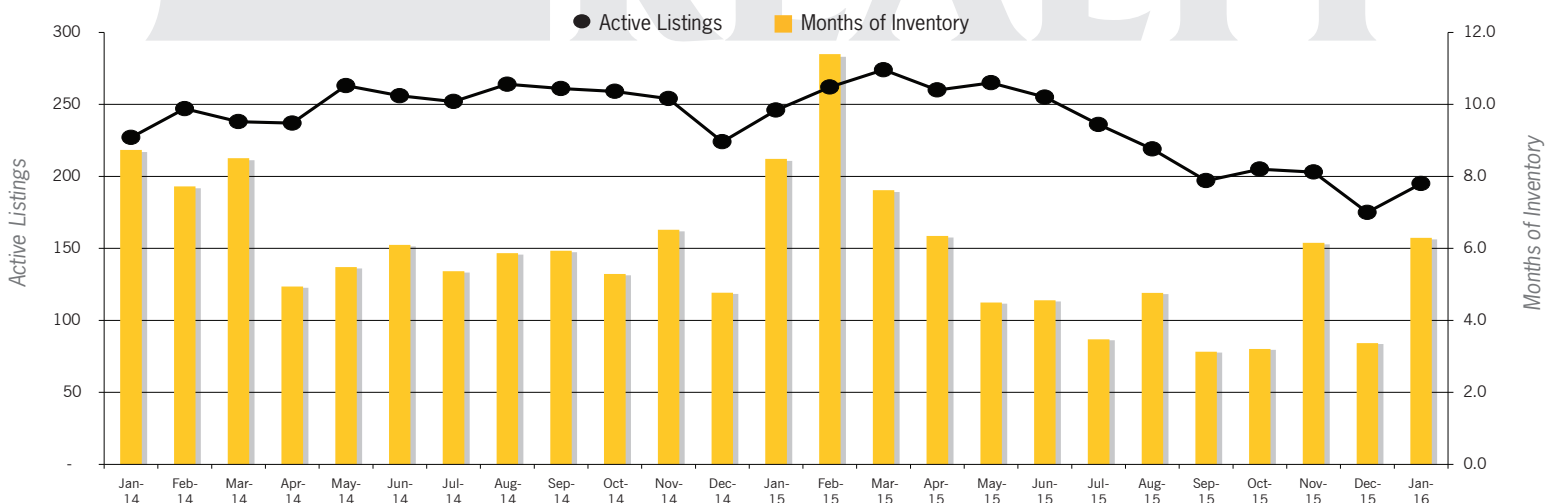
Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 02/03/2016 is believed to be reliable, but not guaranteed.

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL


Legend: ◆ Median Sale Price   ■ Median List Price
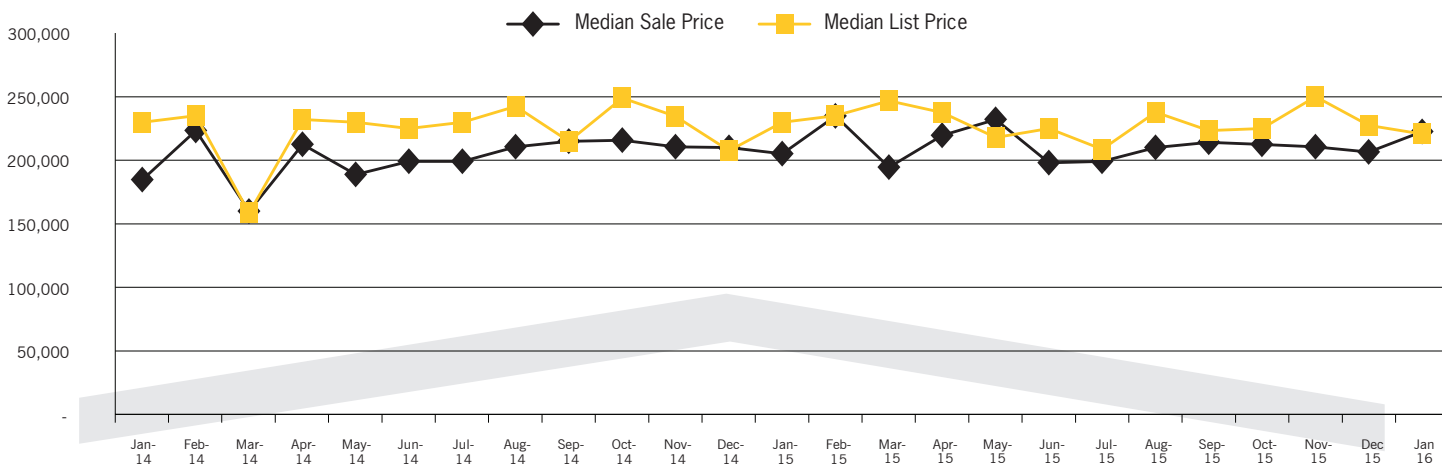
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	$255,000	6.140%	$1,474.29
2015	$220,125	3.660%	$957.81
2016	$205,000	3.730%	$899.71

Source: *Residential median sales prices. Data obtained 02/03/2016 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.*

30 YEAR FIXED MORTGAGE RATE

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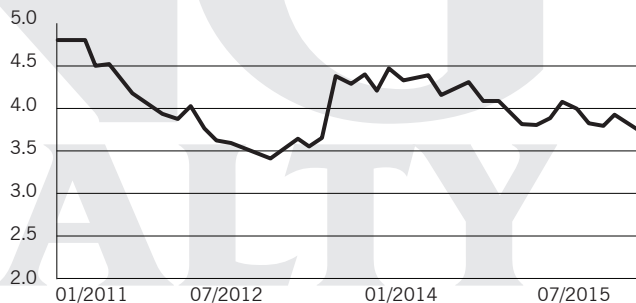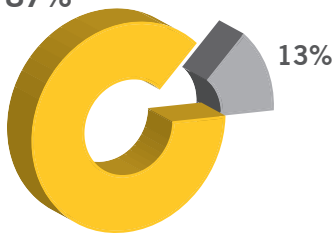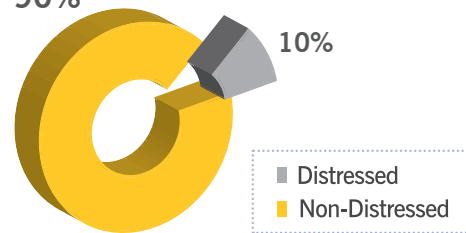

Source: *Bankrate.com*

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.

2015
87%   13%

2016 Year to Date
90%   10%

■ Distressed
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the TARMLS on 02/03/2016. Information is believed to be reliable, but not guaranteed.

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-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16			
$1 - 49,999	2	1	0	1	0	1	0	n/a	6.0	Balanced
$50,000 - 74,999	3	0	5	2	1	0	0	n/a	12.0	Buyer
$75,000 - 99,999	6	1	3	0	0	2	0	n/a	8.5	Buyer
$100,000 - 124,999	5	1	1	3	0	0	3	1.7	6.3	Balanced
$125,000 - 149,999	11	3	5	7	3	1	2	5.5	5.3	Balanced
$150,000 - 174,999	9	5	4	6	5	5	4	2.3	2.4	Seller
$175,000 - 199,999	27	6	11	10	4	9	4	6.8	3.8	Seller
$200,000 - 224,999	18	9	7	9	6	11	3	6.0	2.1	Seller
$225,000 - 249,999	15	5	8	4	1	4	5	3.0	5.3	Balanced
$250,000 - 274,999	10	3	2	6	3	5	0	n/a	3.0	Seller
$275,000 - 299,999	17	4	7	1	2	1	1	17.0	11.0	Buyer
$300,000 - 349,999	13	5	5	6	3	2	6	2.2	4.2	Slightly Seller
$350,000 - 399,999	17	2	2	3	2	5	0	n/a	6.6	Slightly Buyer
$400,000 - 499,999	24	4	2	6	1	7	3	8.0	7.5	Slightly Buyer
$500,000 - 599,999	8	0	0	0	1	0	0	n/a	26.0	Buyer
$600,000 - 699,999	8	1	0	0	1	1	0	n/a	10.0	Buyer
$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	1	0	0	0	0	n/a	n/a	n/a
TOTAL	195	50	63	64	33	54	31	6.3	4.9	Slightly Seller

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

Vail | February 2016

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2014-JAN 2015 TO NOV 2015-JAN 2016

This heat map represents the percentage of change in Tucson metro median sales prices from November 2014-January 2015 to November 2015-January 2016 by zip code.

Percentage of Change

	21%+	
11%	*to*	20%
1%	*to*	10%
	0%	
-1%	*to*	-10%
-11%	*to*	-20%
	-21%+	
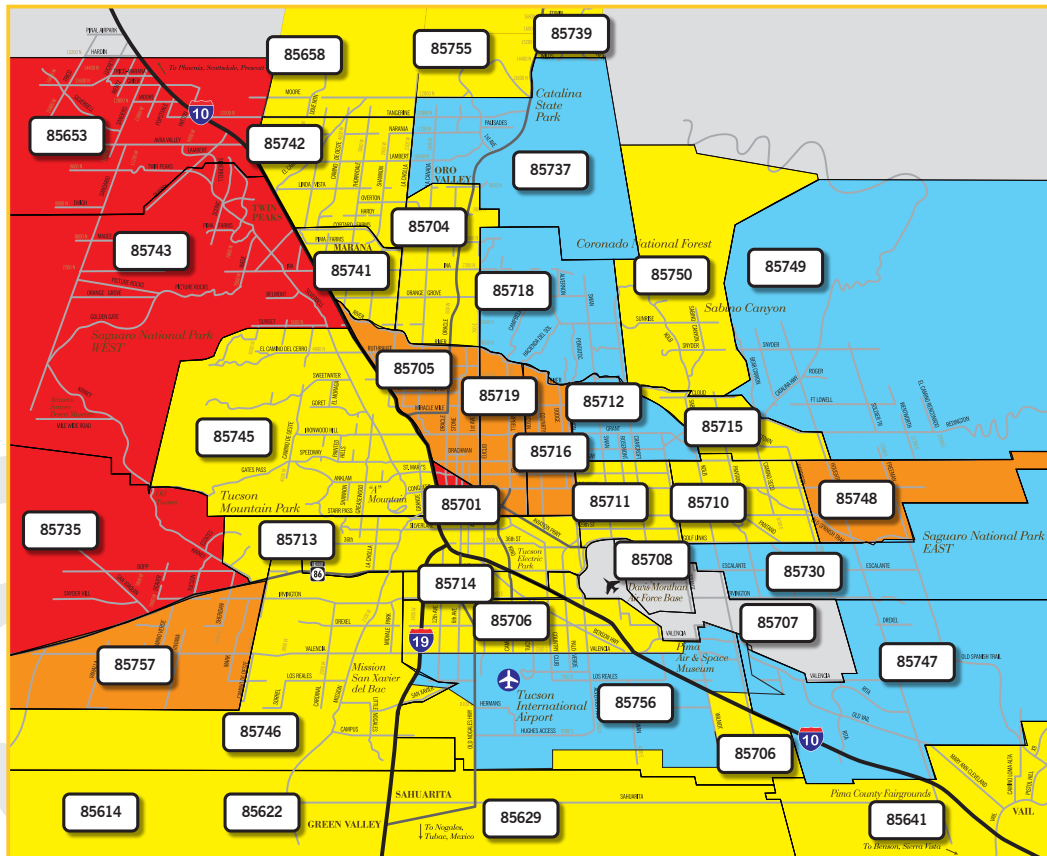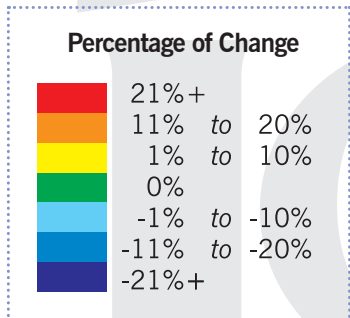
MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 02/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2015 – 01/31/2016 rounded to the nearest tenth of one percent and deemed to be correct.
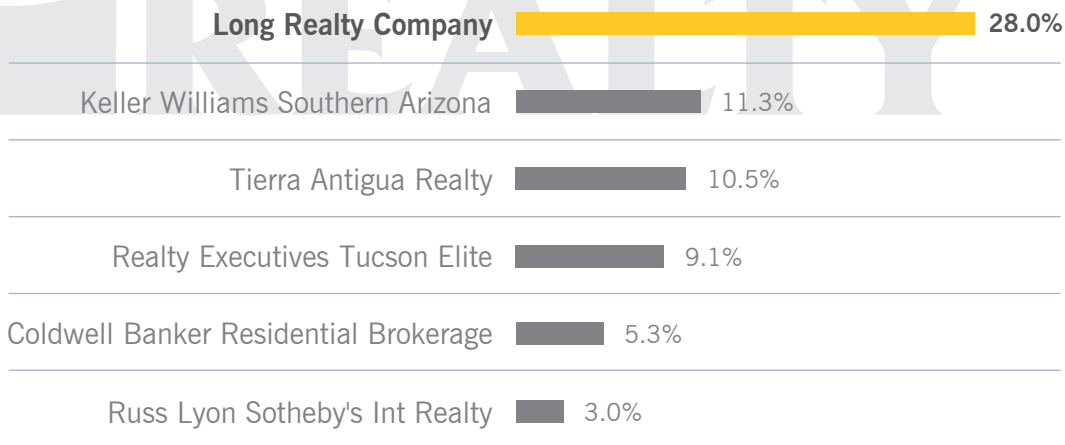
Long Realty Company	**28.0%**
Keller Williams Southern Arizona	11.3%
Tierra Antigua Realty	10.5%
Realty Executives Tucson Elite	9.1%
Coldwell Banker Residential Brokerage	5.3%
Russ Lyon Sotheby's Int Realty	3.0%

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 02/03/2016. Information is believed to be reliable, but not guaranteed.