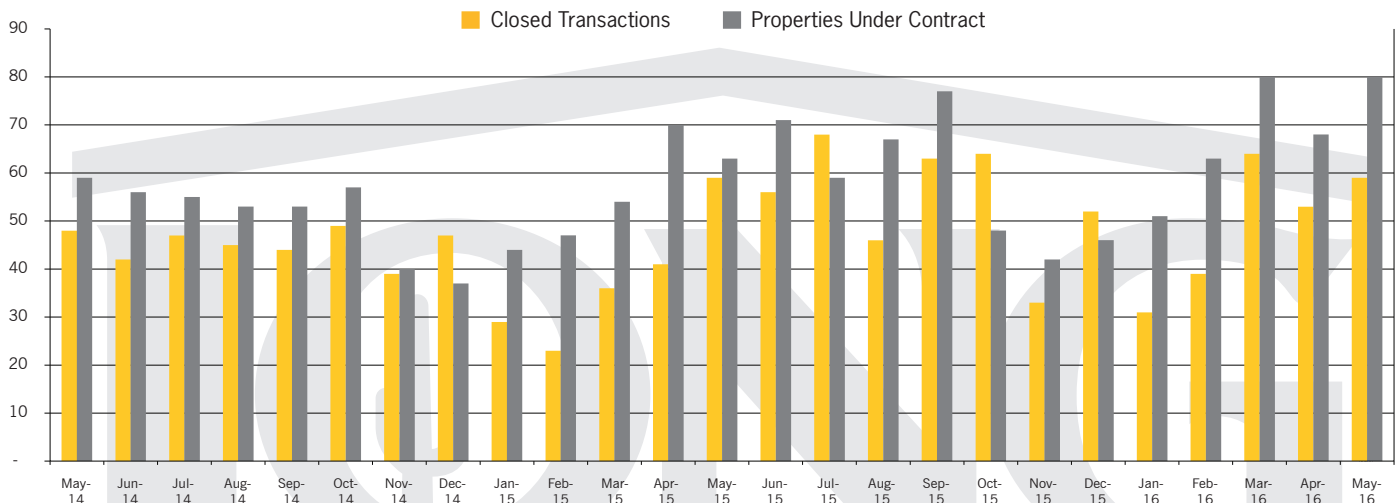




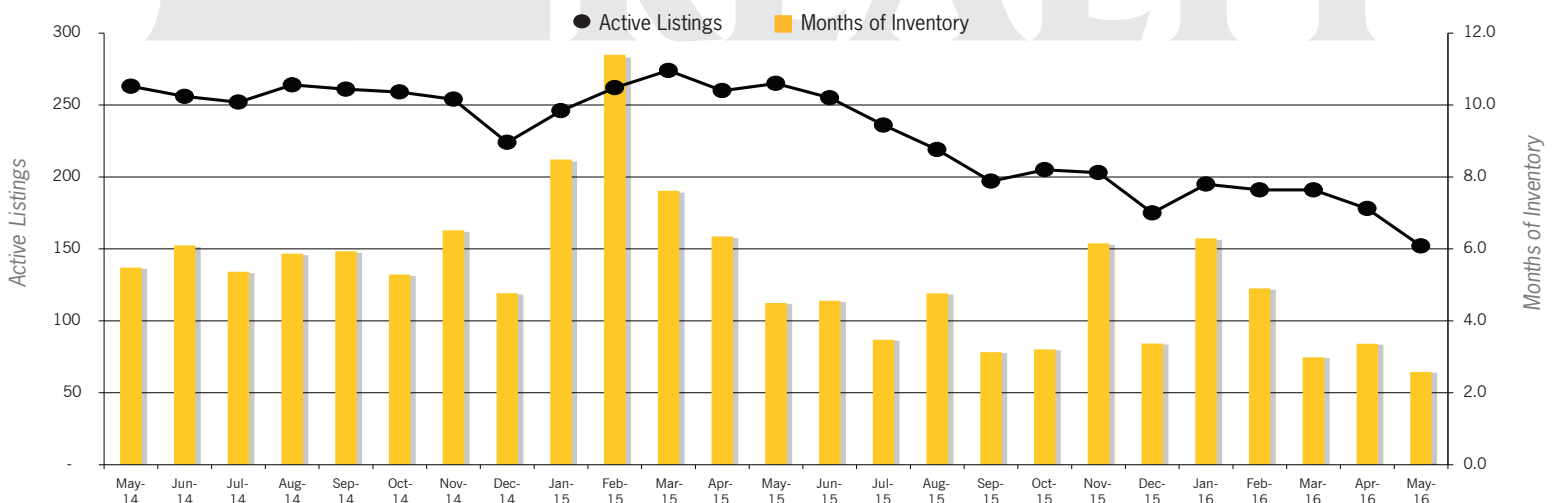
Vail | June 2016

In the Vail area, May 2016 active inventory was 152, a 43% decrease from May 2015. There were 59 closings in May 2016, virtually unchanged from May 2015. Year-to-date 2016 there were 255 closings, a 29% increase from year-to-date 2015. Months of Inventory was 2.6, down from 4.5 in May 2015. Median price of sold homes was \$205,000 for the month of May 2016, down 12% from May 2015. The Vail area had 80 new properties under contract in May 2016, up 27% from May 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

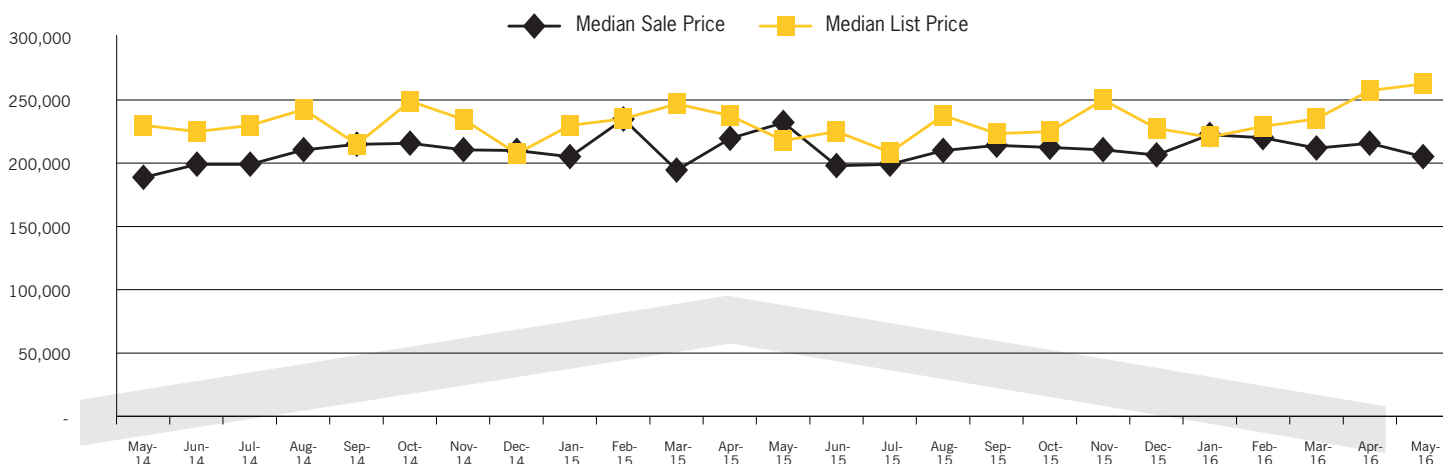


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/03/2016 is believed to be reliable, but not guaranteed.



Vail | June 2016

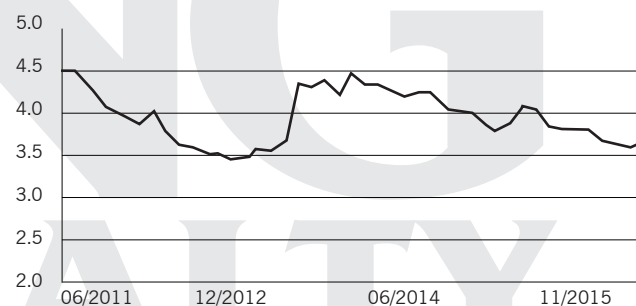
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2015	\$200,000	3.800%	\$885.32
2016	\$219,135	3.600%	\$946.47

30 YEAR FIXED MORTGAGE RATE



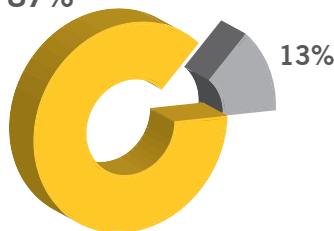
Source: Residential median sales prices. Data obtained 06/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

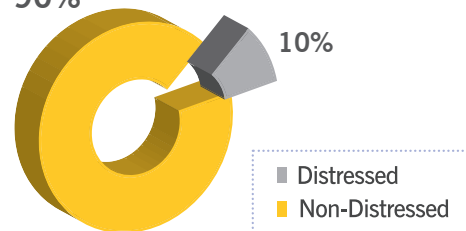
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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.

2015
87%



2016 Year to Date
90%





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-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16			
\$1 - 49,999	0	1	0	1	1	2	1	0.0	1.0	Seller
\$50,000 - 74,999	2	0	0	2	2	1	1	2.0	1.3	Seller
\$75,000 - 99,999	2	2	0	0	4	2	1	2.0	1.3	Seller
\$100,000 - 124,999	4	0	3	1	1	2	2	2.0	3.6	Seller
\$125,000 - 149,999	5	1	3	3	5	1	4	1.3	2.1	Seller
\$150,000 - 174,999	6	5	4	3	9	4	8	0.8	0.8	Seller
\$175,000 - 199,999	19	9	4	4	17	9	11	1.7	1.5	Seller
\$200,000 - 224,999	14	11	3	6	9	10	6	2.3	1.4	Seller
\$225,000 - 249,999	8	5	5	6	7	6	8	1.0	2.4	Seller
\$250,000 - 274,999	11	5	1	3	3	9	3	3.7	2.5	Seller
\$275,000 - 299,999	11	1	1	1	0	3	4	2.8	5.3	Balanced
\$300,000 - 349,999	21	2	6	5	3	4	4	5.3	5.5	Balanced
\$350,000 - 399,999	15	5	0	1	1	2	1	15.0	12.3	Buyer
\$400,000 - 499,999	24	7	4	3	5	0	3	8.0	10.1	Buyer
\$500,000 - 599,999	4	0	0	1	0	0	1	4.0	18.0	Buyer
\$600,000 - 699,999	5	1	0	0	0	0	1	5.0	17.0	Buyer
\$700,000 - 799,999	0	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
TOTAL	152	55	34	40	67	55	59	2.6	2.9	Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/03/2016.

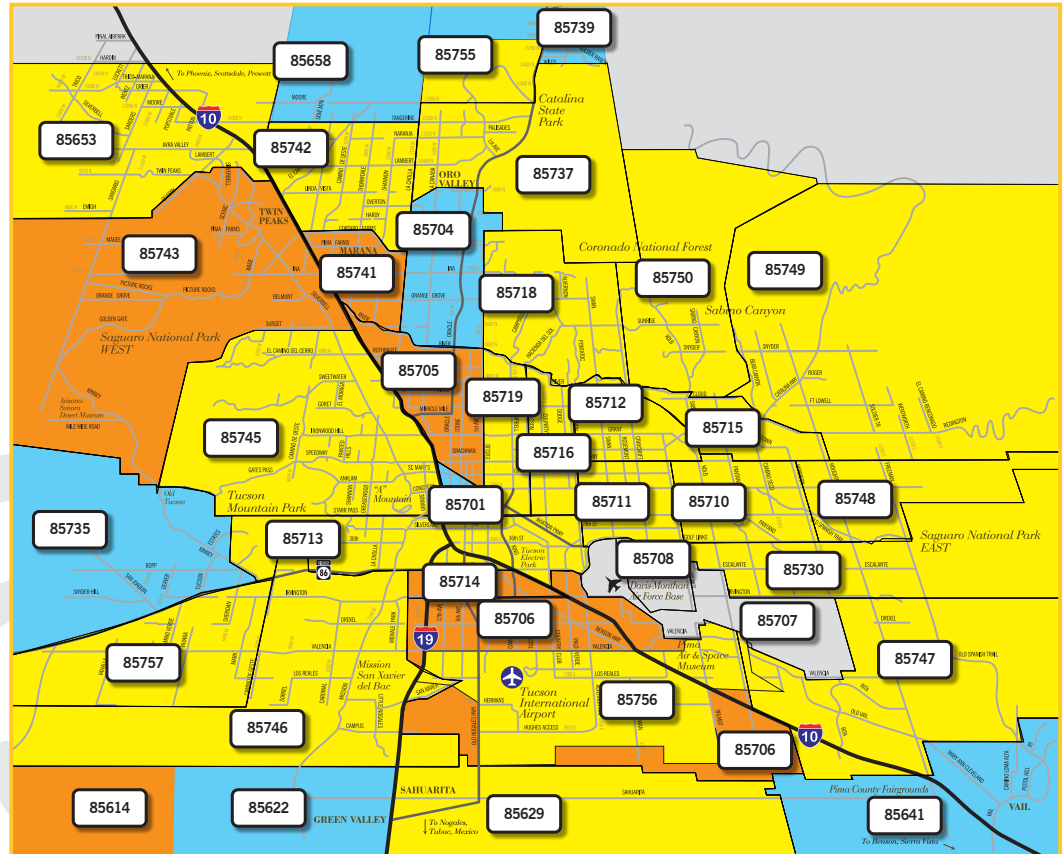
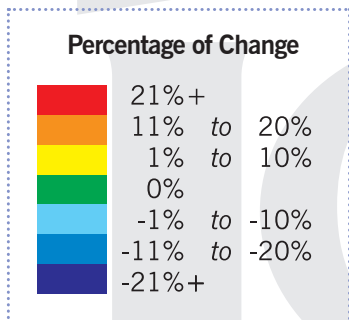
3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2016 - 05/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2015-MAY 2015 TO MAR 2016-MAY 2016

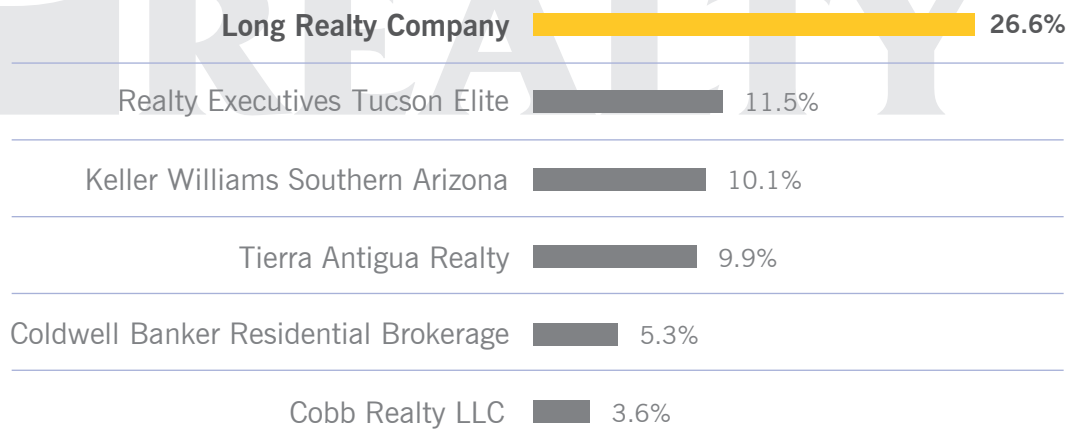
This heat map represents the percentage of change in Tucson metro median sales prices from March 2015-May 2015 to March 2016-May 2016 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 06/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2015 – 05/31/2016 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 MLSSAZ. 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.