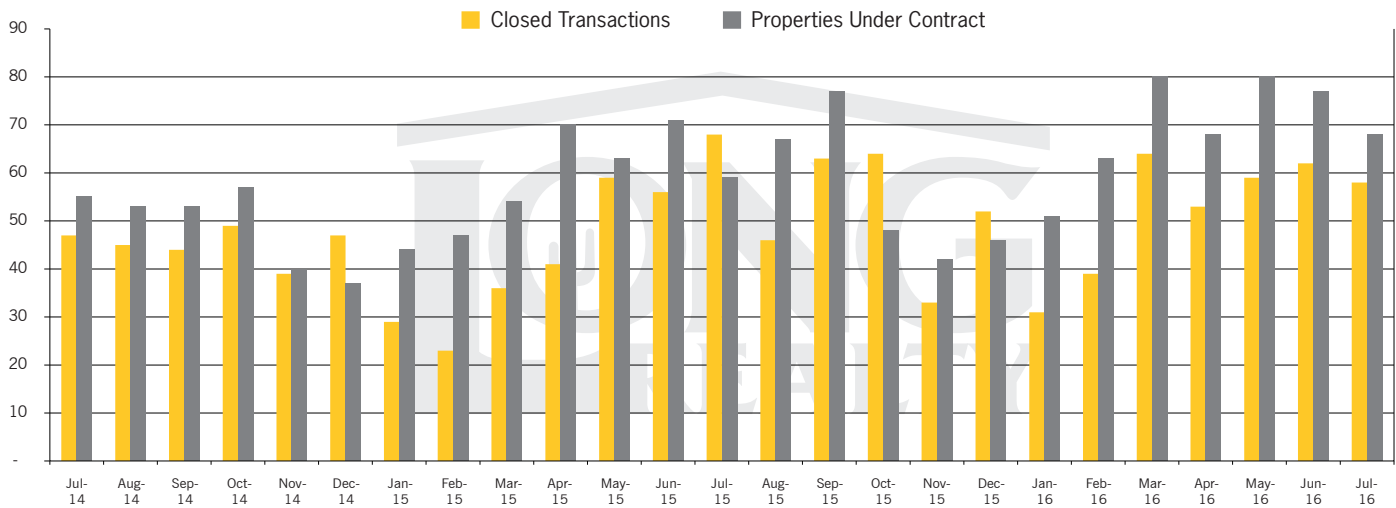




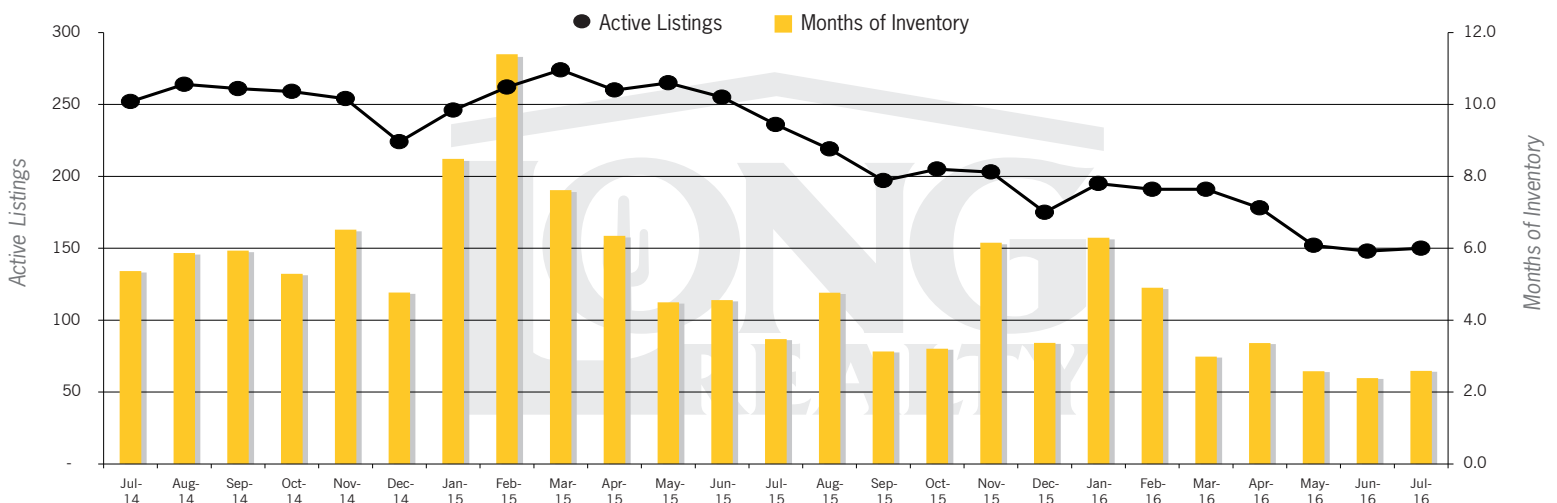
Vail | August 2016

In the Vail area, July 2016 active inventory was 150, a 36% decrease from July 2015. There were 58 closings in July 2016, a 15% decrease from July 2015. Year-to-date 2016 there were 381 closings, a 17% increase from year-to-date 2015. Months of Inventory was 2.6, down from 3.5 in July 2015. Median price of sold homes was \$227,500 for the month of July 2016, up 14% from July 2015. The Vail area had 68 new properties under contract in July 2016, up 15% from July 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



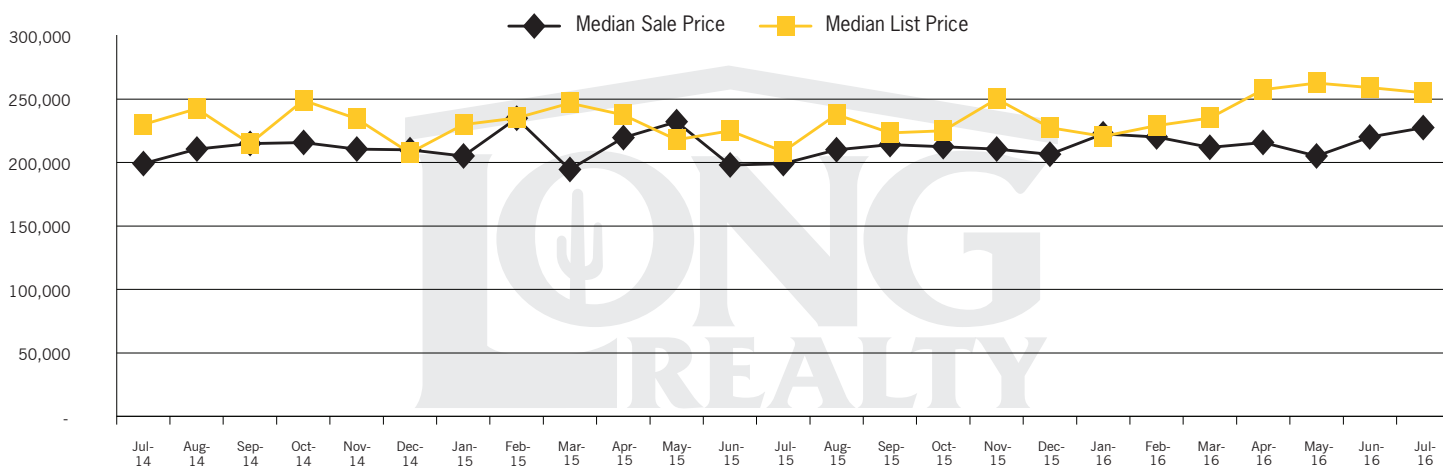
ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 08/03/2016 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
2015	\$219,000	4.000%	\$993.26
2016	\$218,900	3.375%	\$919.36

30 YEAR FIXED MORTGAGE RATE

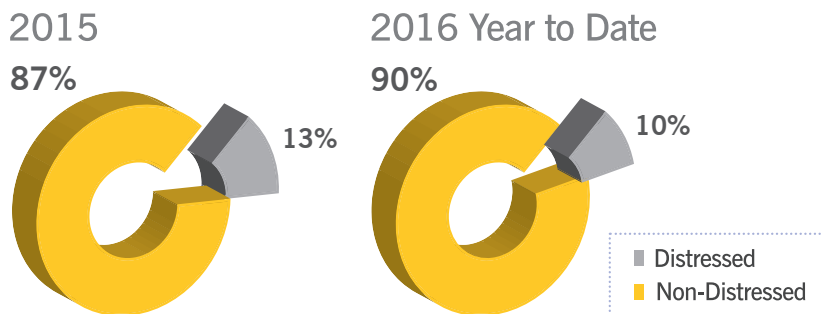


Source: Residential median sales prices. Data obtained 08/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16			
\$1 - 49,999	1	1	1	2	1	0	1	1.0	0.5	Seller
\$50,000 - 74,999	0	2	2	1	2	0	1	0.0	1.0	Seller
\$75,000 - 99,999	3	0	4	2	1	5	1	3.0	1.1	Seller
\$100,000 - 124,999	3	1	1	2	2	2	2	1.5	1.8	Seller
\$125,000 - 149,999	8	3	5	1	4	2	2	4.0	2.0	Seller
\$150,000 - 174,999	8	3	9	4	8	10	4	2.0	1.0	Seller
\$175,000 - 199,999	21	4	17	9	11	8	8	2.6	2.3	Seller
\$200,000 - 224,999	13	6	9	10	6	8	9	1.4	1.7	Seller
\$225,000 - 249,999	11	6	7	6	9	7	10	1.1	1.0	Seller
\$250,000 - 274,999	13	3	3	9	4	3	4	3.3	3.3	Seller
\$275,000 - 299,999	14	1	0	3	4	4	4	3.5	2.9	Seller
\$300,000 - 349,999	20	5	3	4	4	12	5	4.0	2.8	Seller
\$350,000 - 399,999	8	1	1	2	1	1	3	2.7	7.4	Slightly Buyer
\$400,000 - 499,999	18	3	5	0	3	1	3	6.0	9.7	Buyer
\$500,000 - 599,999	5	1	0	0	1	1	1	5.0	4.3	Slightly Seller
\$600,000 - 699,999	3	0	0	0	1	0	0	n/a	11.0	Buyer
\$700,000 - 799,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	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	1	0	n/a	0.0	Seller
TOTAL	150	40	67	55	62	65	58	2.6	2.4	Seller

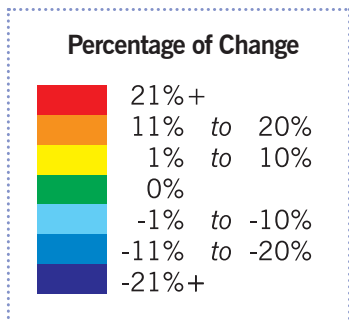
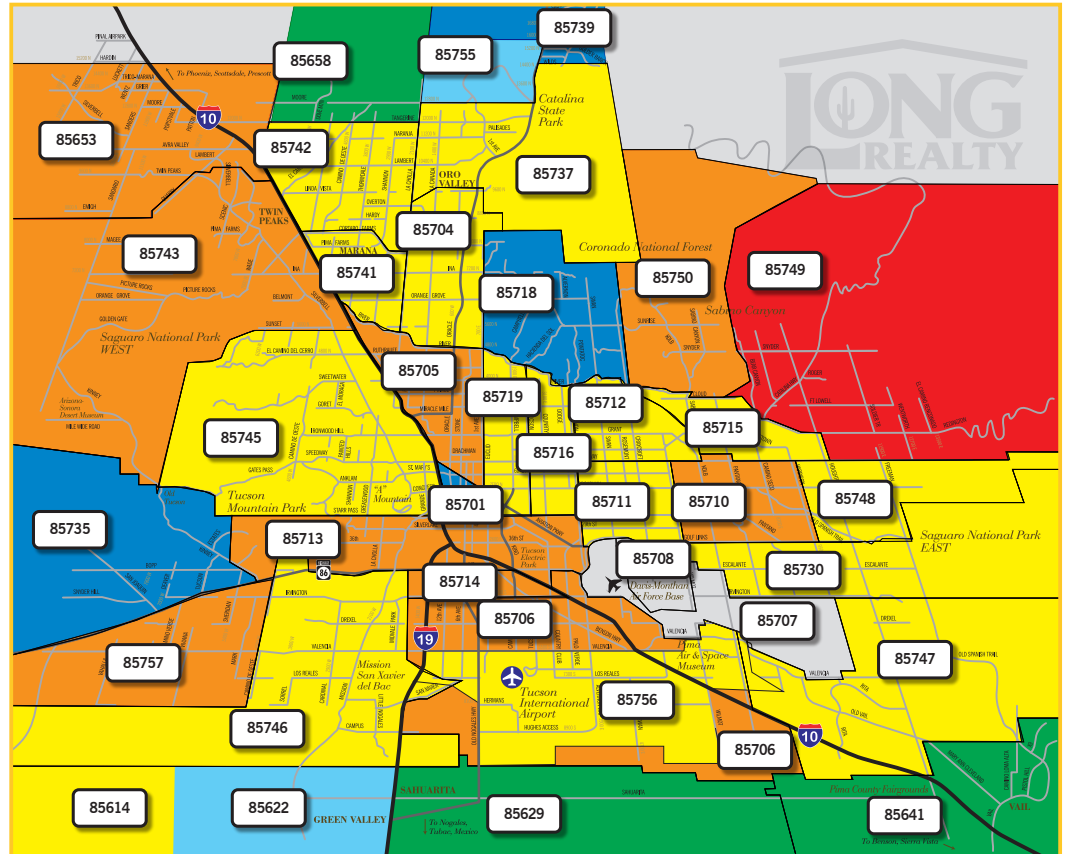




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO MAY 2016-JUL 2016

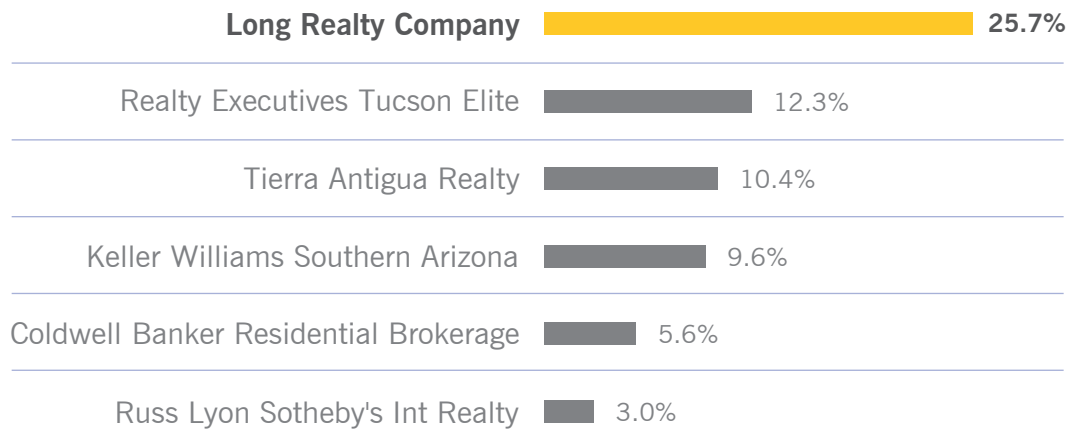
This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2015 – 07/31/2016 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.