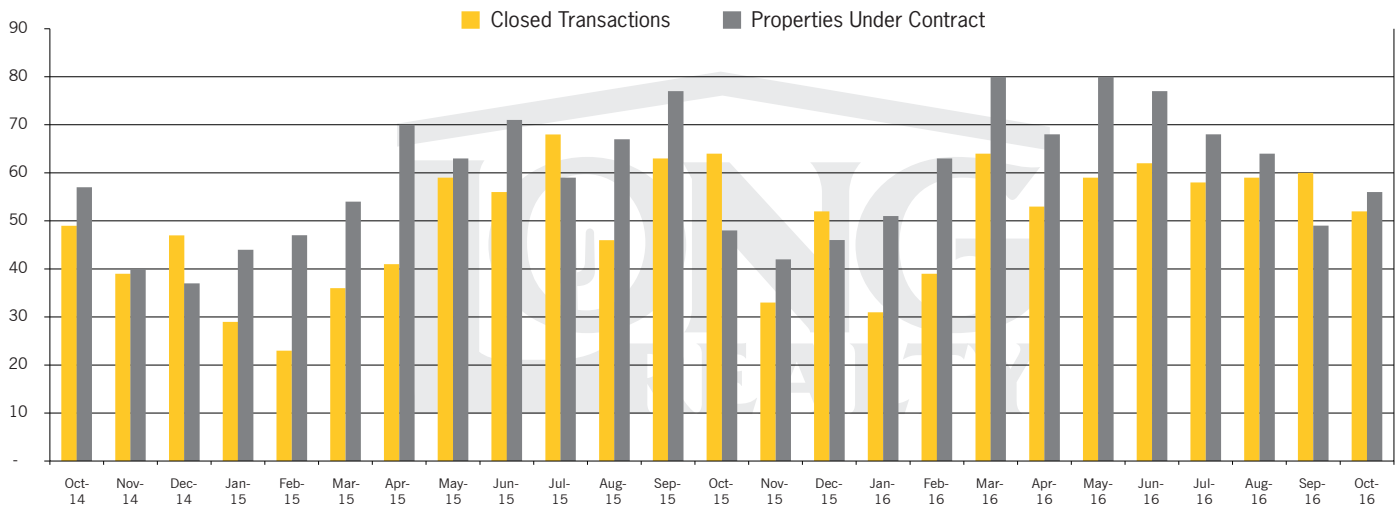




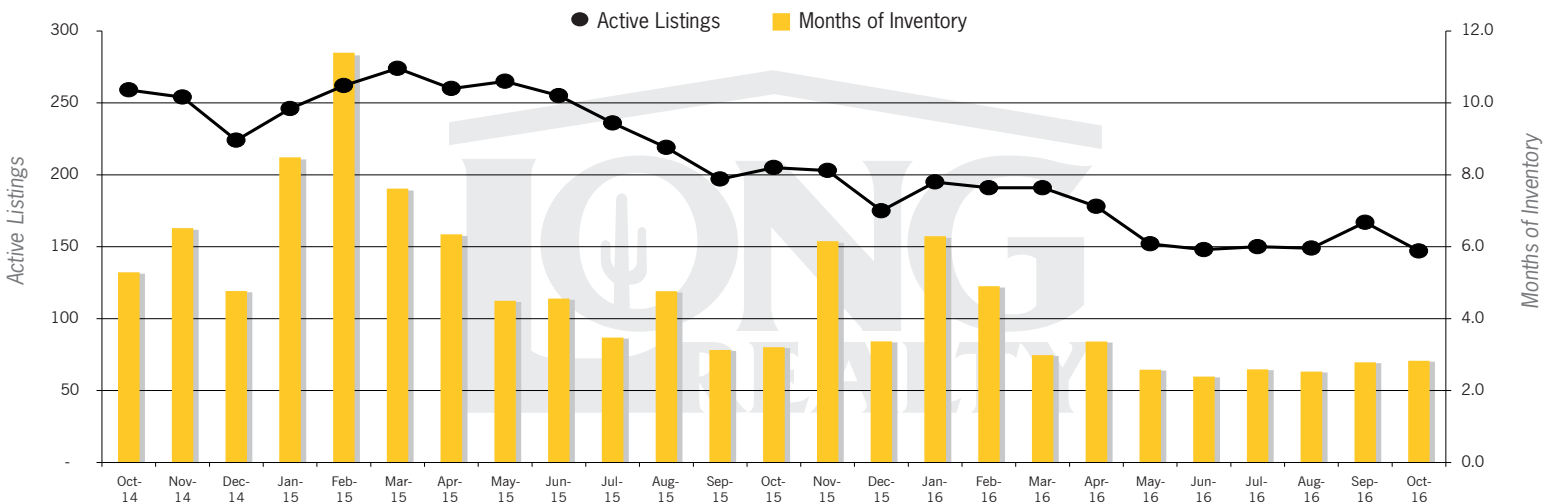
## Vail | November 2016

In the Vail area, October 2016 active inventory was 147, a 28% decrease from October 2015. There were 52 closings in October 2016, a 19% decrease from October 2015. Year-to-date 2016 there were 561 closings, a 13% increase from year-to-date 2015. Months of Inventory was 2.8, down from 3.2 in October 2015. Median price of sold homes was \$219,500 for the month of October 2016, up 3% from October 2015. The Vail area had 56 new properties under contract in October 2016, up 17% from October 2015.

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



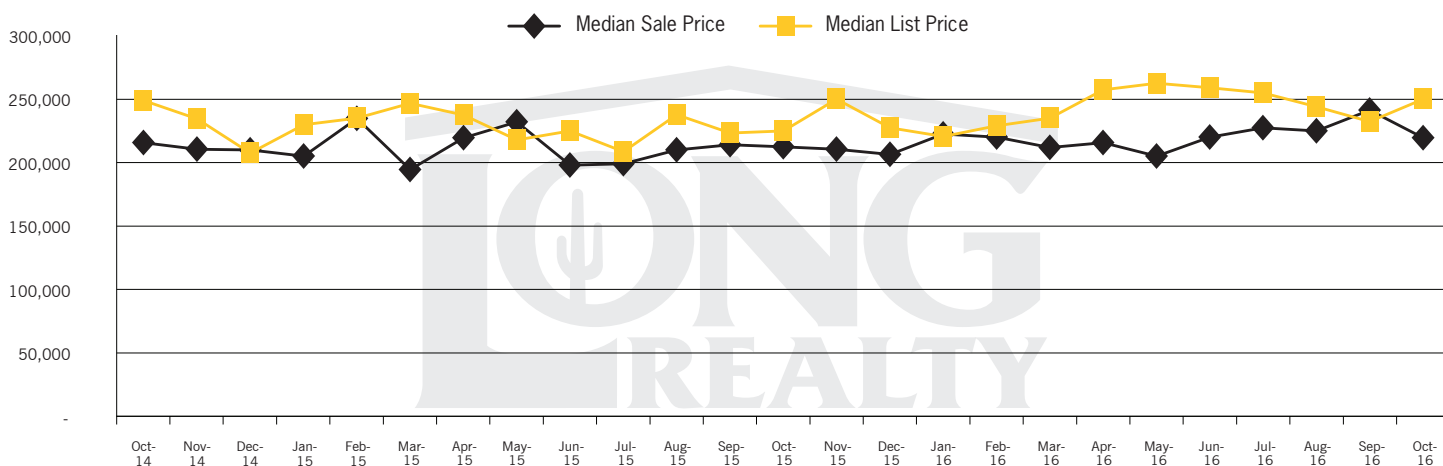
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 11/03/2016 is believed to be reliable, but not guaranteed.*



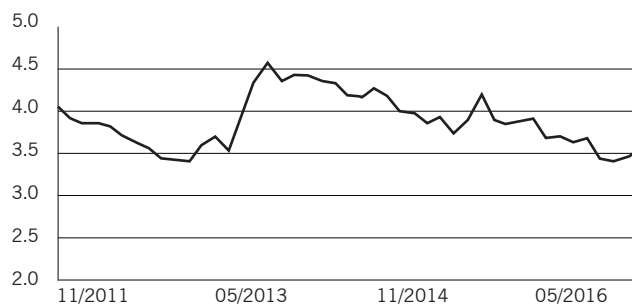
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2015	\$212,500	3.750%	\$934.91
2016	\$219,500	3.500%	\$936.37

## 30 YEAR FIXED MORTGAGE RATE



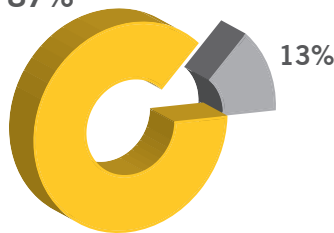
Source: Residential median sales prices. Data obtained 11/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

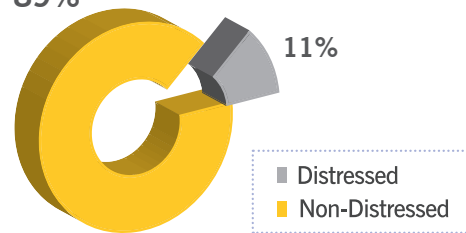
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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  
89%





## 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
		May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16			
\$1 - 49,999	2	1	0	1	1	2	1	2.0	1.0	Seller
\$50,000 - 74,999	0	2	0	1	0	0	1	0.0	4.0	Seller
\$75,000 - 99,999	0	1	5	1	1	1	0	n/a	2.5	Seller
\$100,000 - 124,999	3	2	2	2	3	3	3	1.0	1.1	Seller
\$125,000 - 149,999	9	4	2	2	2	3	2	4.5	3.4	Seller
\$150,000 - 174,999	5	8	10	6	4	6	3	1.7	1.7	Seller
\$175,000 - 199,999	17	11	8	8	7	9	12	1.4	2.1	Seller
\$200,000 - 224,999	15	6	8	9	10	4	5	3.0	2.8	Seller
\$225,000 - 249,999	14	9	7	11	8	7	11	1.3	1.6	Seller
\$250,000 - 274,999	13	4	3	4	8	9	6	2.2	1.7	Seller
\$275,000 - 299,999	15	4	4	4	4	5	3	5.0	3.7	Seller
\$300,000 - 349,999	13	4	12	5	2	6	2	6.5	3.8	Seller
\$350,000 - 399,999	11	1	1	3	7	7	1	11.0	1.9	Seller
\$400,000 - 499,999	21	3	1	3	4	1	2	10.5	8.7	Buyer
\$500,000 - 599,999	6	1	1	1	1	0	0	n/a	16.0	Buyer
\$600,000 - 699,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$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	1	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>147</b>	<b>62</b>	<b>65</b>	<b>61</b>	<b>62</b>	<b>63</b>	<b>52</b>	<b>2.8</b>	<b>2.6</b>	<b>Seller</b>

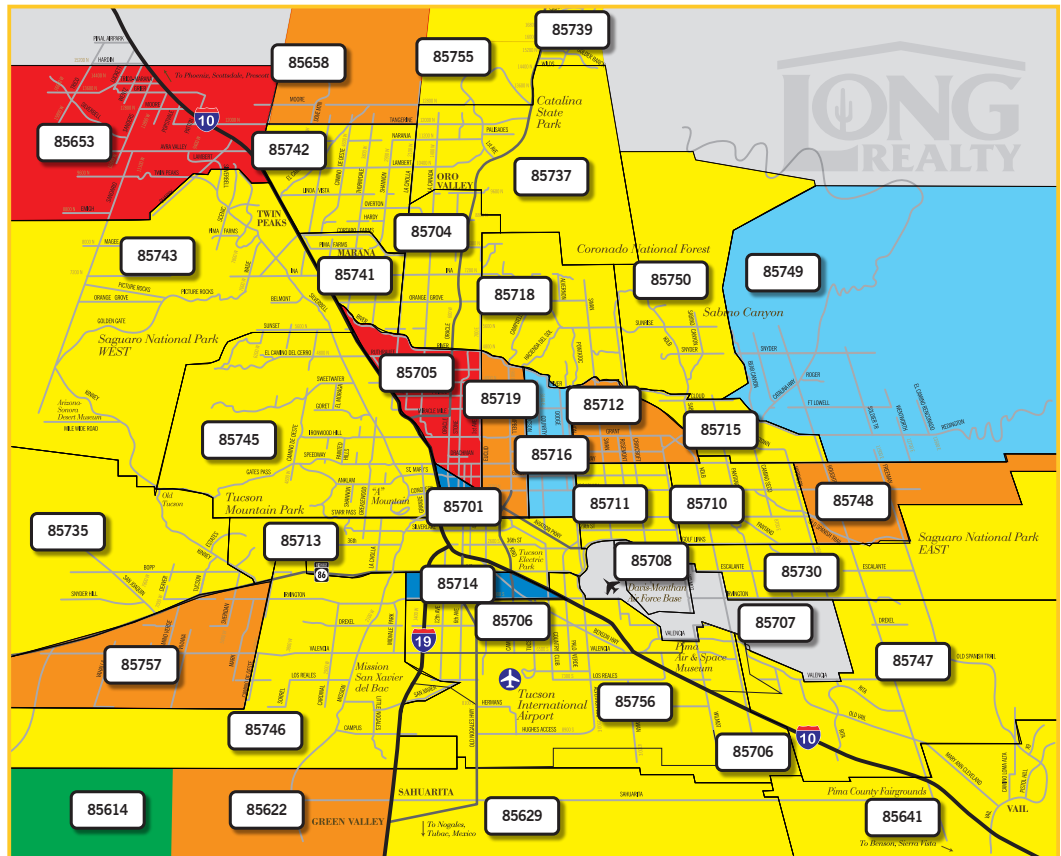
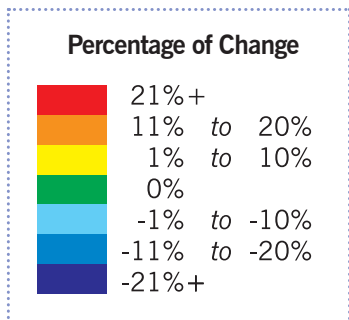




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO  
AUG 2016-OCT 2016

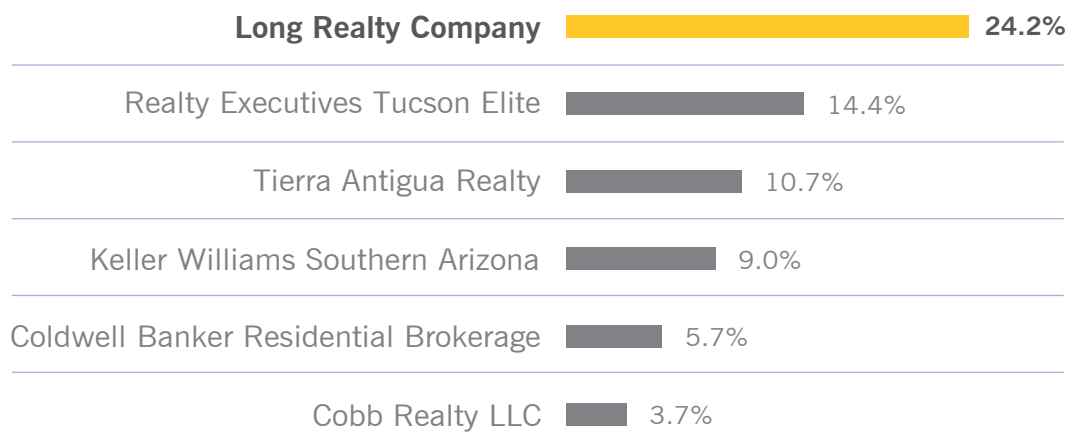
This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.



## MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2015 – 10/31/2016 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 Vail 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.