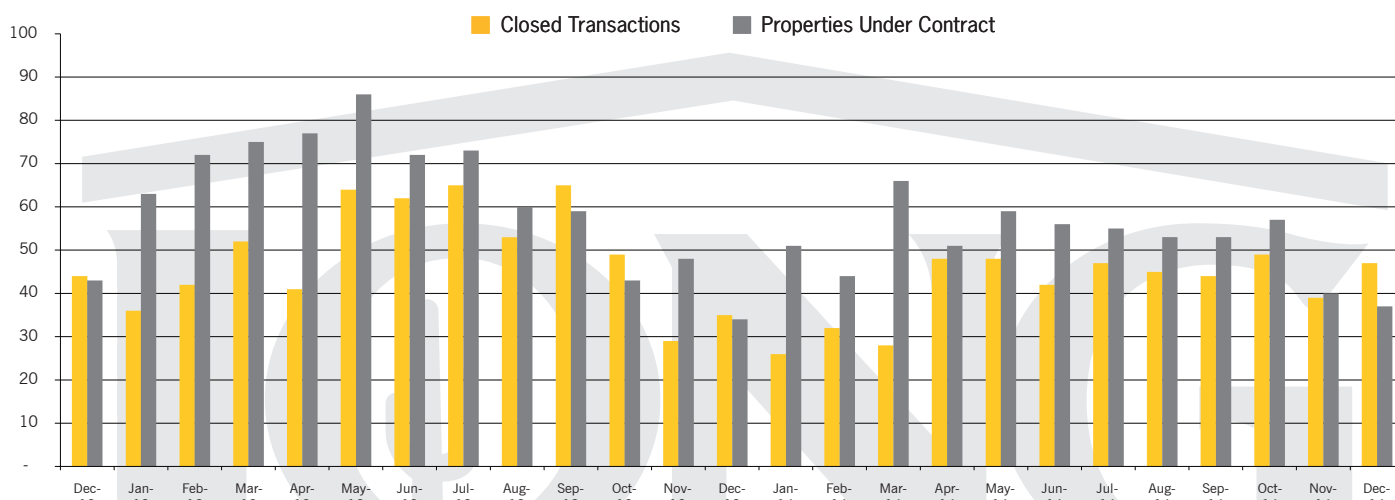




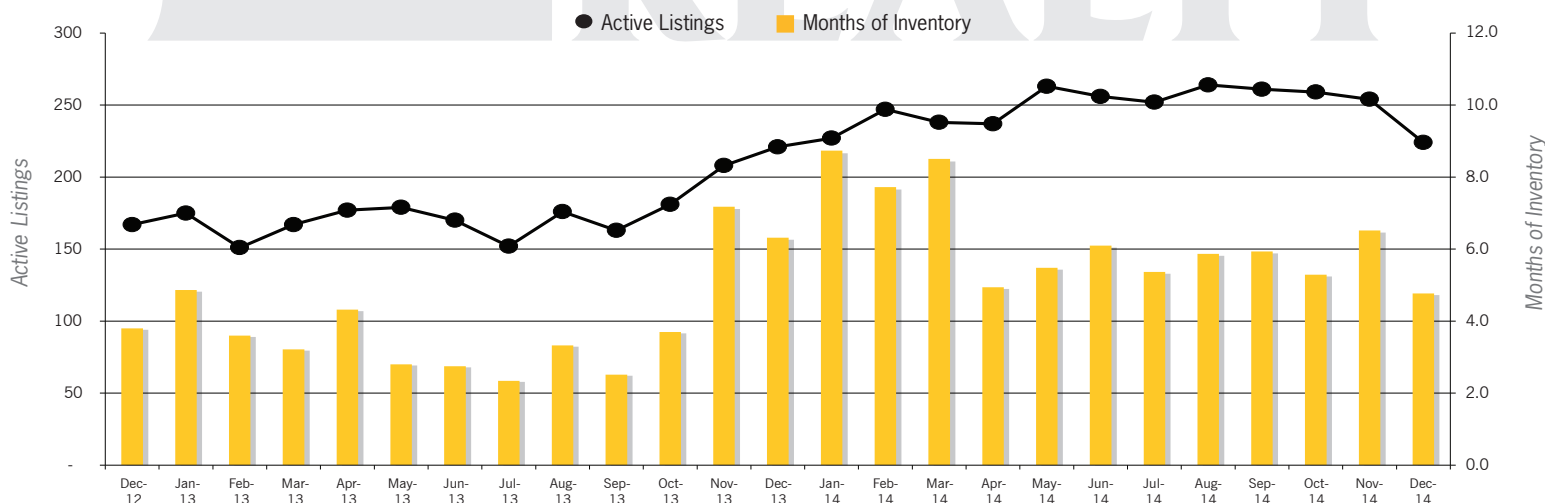
Vail | January 2015

In the Vail area, December 2014 active inventory was 224, a 1% increase from December 2013. There were 47 closings in December 2014, a 34% increase from December 2013. Year-to-date 2014 there were 495 closings, a 17% decrease from year-to-date 2013. Months of Inventory was 4.8, down from 6.3 in December 2013. Median price of sold homes was \$210,000 for the month of December 2014, down 7% from December 2013. The Vail area had 37 new properties under contract in December 2014, up 9% from December 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

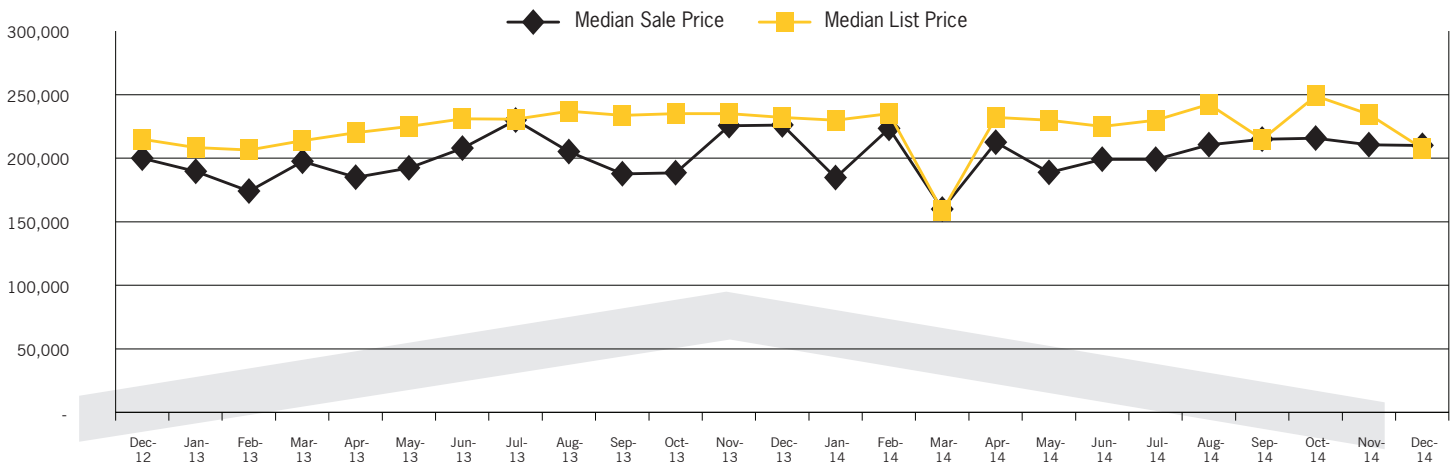


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 01/06/2015 is believed to be reliable, but not guaranteed.



Vail | January 2015

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

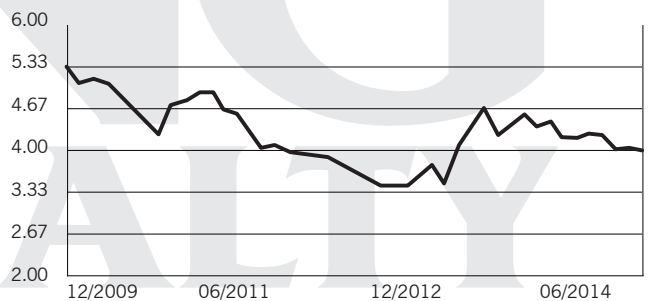


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2013	\$207,000	4.500%	\$996.40
2014	\$209,930	3.875%	\$937.81

30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2009 levels.

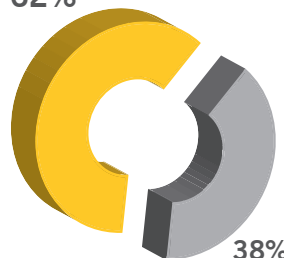


Source: Bankrate.com

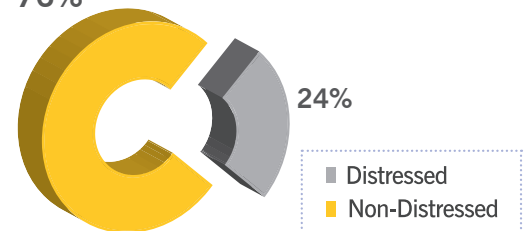
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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.

2013
62%



2014 Year to Date
76%





The Housing Report

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Vail | January 2015

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-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14			
\$1 - 49,999	0	1	0	1	1	1	3	0.0	0.2	Seller
\$50,000 - 74,999	3	2	2	3	4	0	0	n/a	2.3	Seller
\$75,000 - 99,999	1	0	3	1	2	0	2	0.5	1.5	Seller
\$100,000 - 124,999	7	1	2	1	2	2	3	2.3	2.1	Seller
\$125,000 - 149,999	4	5	6	3	3	4	2	2.0	1.4	Seller
\$150,000 - 174,999	17	2	3	2	4	5	6	2.8	4.1	Slightly Seller
\$175,000 - 199,999	33	10	6	8	7	6	5	6.6	5.9	Balanced
\$200,000 - 224,999	23	4	5	8	6	8	9	2.6	3.2	Seller
\$225,000 - 249,999	24	7	8	7	5	2	5	4.8	8.1	Slightly Buyer
\$250,000 - 274,999	11	4	3	6	6	3	4	2.8	3.0	Seller
\$275,000 - 299,999	20	7	3	1	2	3	1	20.0	10.2	Buyer
\$300,000 - 349,999	21	2	4	4	2	0	6	3.5	8.9	Buyer
\$350,000 - 399,999	20	1	1	0	5	2	0	n/a	8.9	Buyer
\$400,000 - 499,999	19	2	1	2	2	1	1	19.0	15.3	Buyer
\$500,000 - 599,999	10	1	0	0	0	1	0	n/a	25.0	Buyer
\$600,000 - 699,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$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	1	0	n/a	0.0	Seller
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	224	49	47	47	51	39	47	4.8	5.4	Balanced

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

Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2014 - 12/31/2014. Information is believed to be reliable, but not guaranteed.

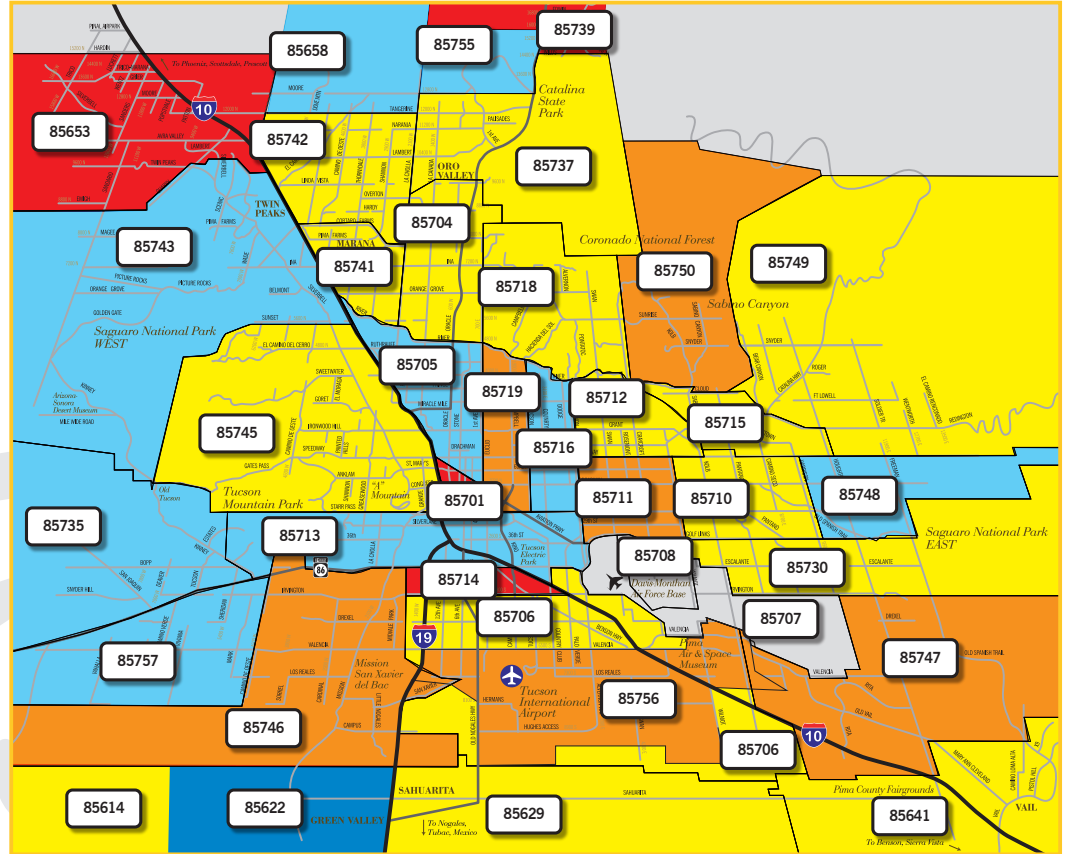
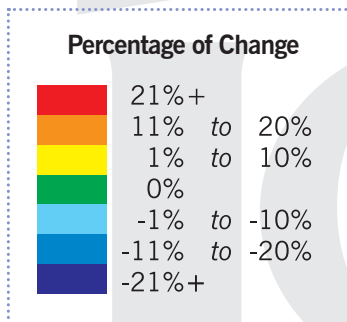


Vail | January 2015

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT-DEC 2013 TO
OCT-DEC 2014

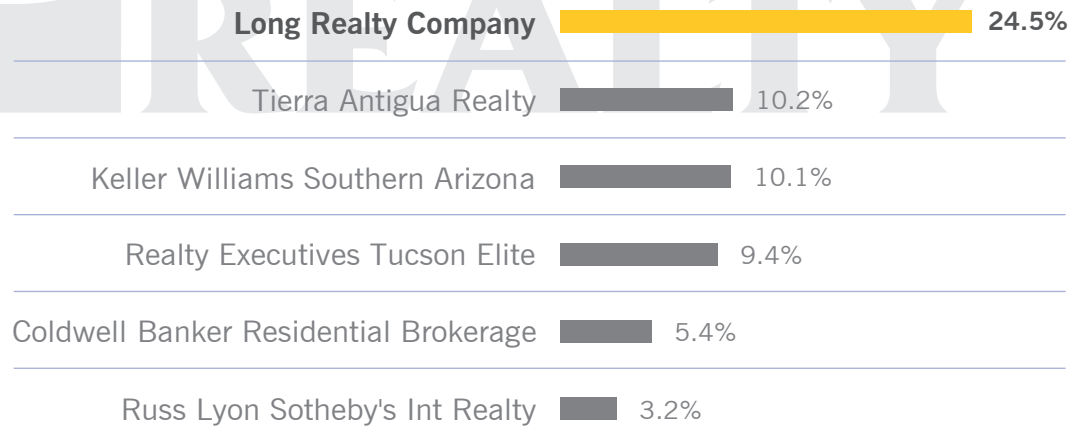
This heat map represents the percentage of change in Tucson metro median sales prices from October-December 2013 to October-December 2014 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2014 – 12/31/2014 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.