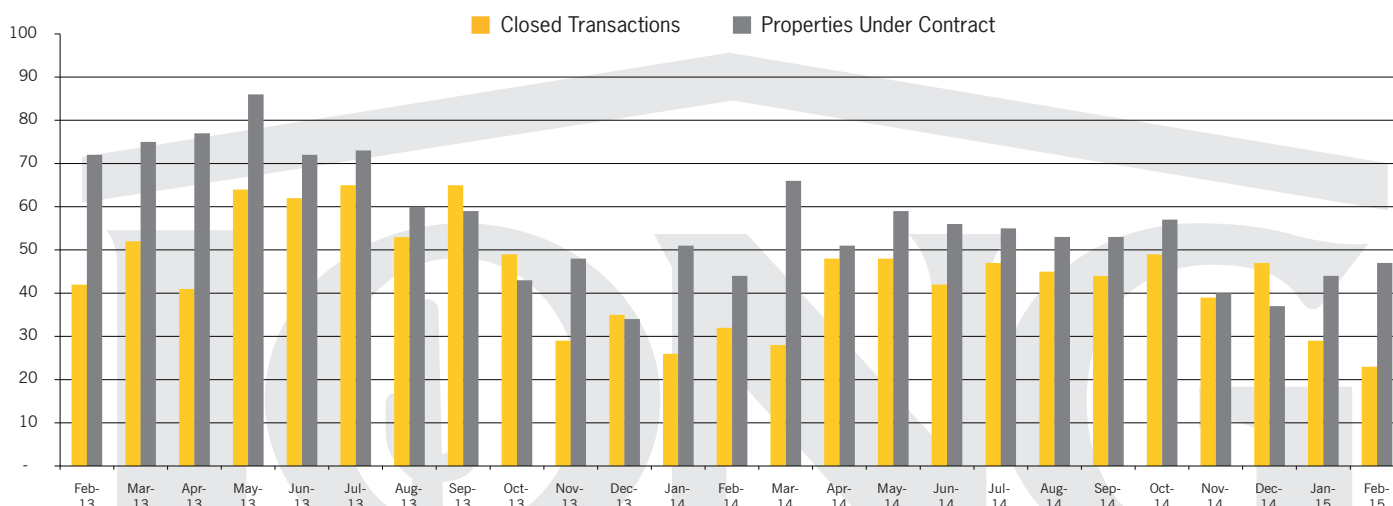




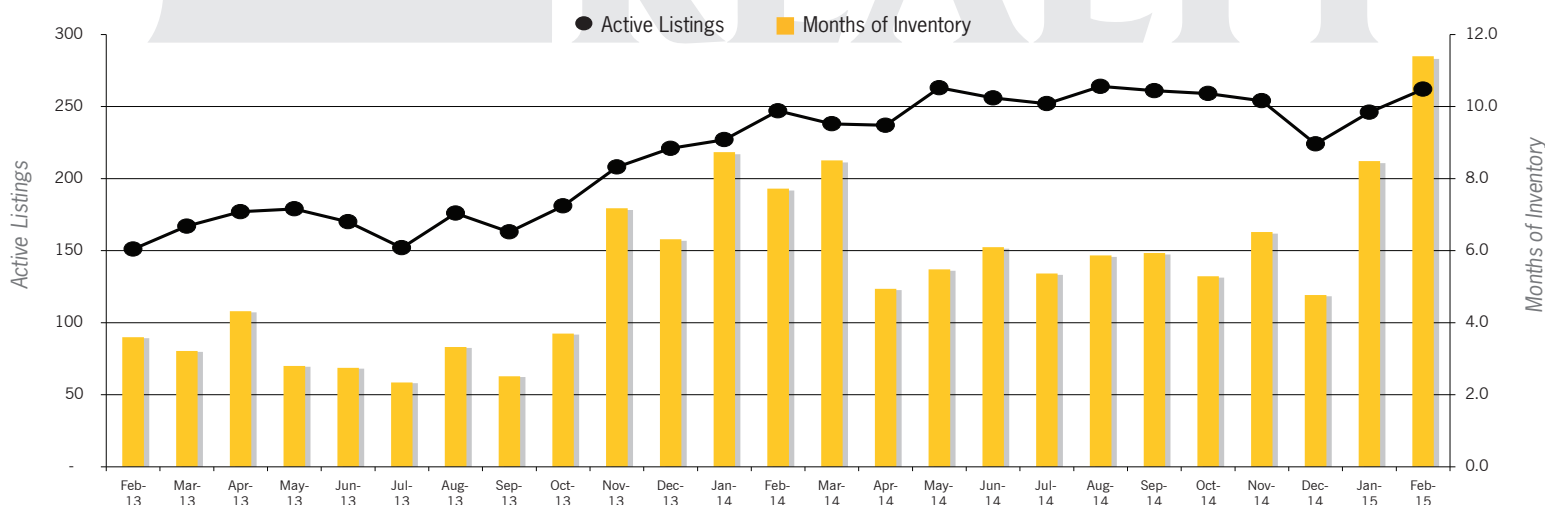
Vail | March 2015

In the Vail area, February 2015 active inventory was 262, a 6% increase from February 2014. There were 23 closings in February 2015, a 28% decrease from February 2014. Year-to-date 2015 there were 52 closings, a 10% decrease from year-to-date 2014. Months of Inventory was 11.4, up from 7.7 in February 2014. Median price of sold homes was \$234,895 for the month of February 2015, up 5% from February 2014. The Vail area had 47 new properties under contract in February 2015, up 7% from February 2014.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

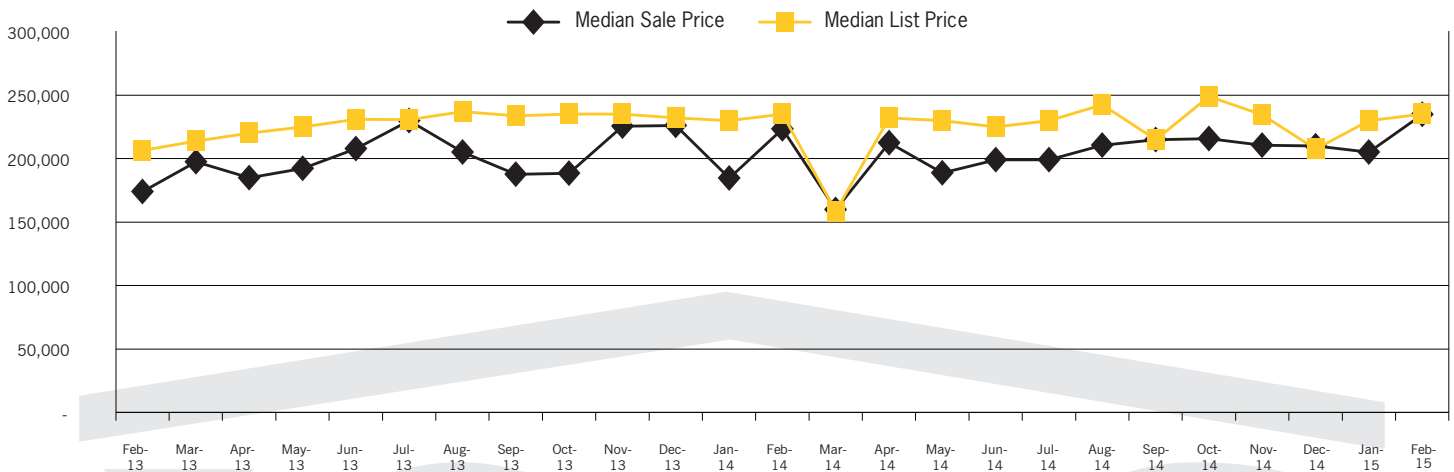


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 03/04/2015 is believed to be reliable, but not guaranteed.



Vail | March 2015

## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

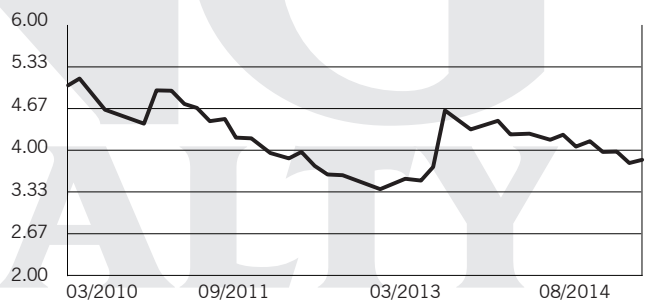


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$210,000	4.250%	\$981.42
2015	\$216,783	3.750%	\$953.76

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.



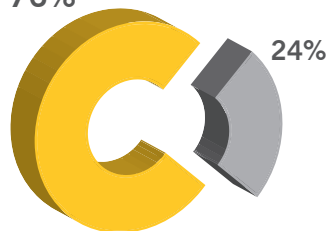
Source: Bankrate.com

Source: Residential median sales prices. Data obtained 03/04/2015 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.

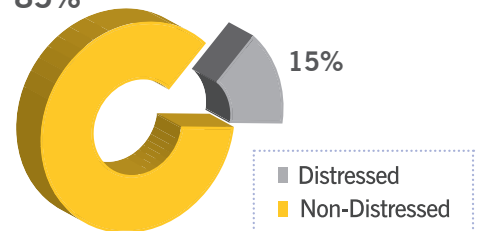
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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.

2014  
76%



2015 Year to Date  
85%





# The Housing Report

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Vail | March 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
		Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15			
\$1 - 49,999	1	1	1	1	3	0	0	n/a	0.3	Seller
\$50,000 - 74,999	4	3	4	0	1	0	0	n/a	11.0	Buyer
\$75,000 - 99,999	0	1	2	0	2	1	0	n/a	0.3	Seller
\$100,000 - 124,999	7	1	2	2	4	2	1	7.0	3.1	Seller
\$125,000 - 149,999	6	3	3	4	3	3	1	6.0	2.1	Seller
\$150,000 - 174,999	28	2	4	5	6	3	3	9.3	5.4	Balanced
\$175,000 - 199,999	35	8	7	6	6	4	1	35.0	9.1	Buyer
\$200,000 - 224,999	21	8	6	8	9	7	1	21.0	3.8	Seller
\$225,000 - 249,999	29	7	6	2	4	2	6	4.8	7.2	Slightly Buyer
\$250,000 - 274,999	21	6	6	3	5	3	4	5.3	4.1	Slightly Seller
\$275,000 - 299,999	26	1	2	3	1	1	1	26.0	23.0	Buyer
\$300,000 - 349,999	21	4	2	0	6	1	0	n/a	9.1	Buyer
\$350,000 - 399,999	19	0	5	2	0	1	3	6.3	14.5	Buyer
\$400,000 - 499,999	25	2	2	1	1	2	2	12.5	12.6	Buyer
\$500,000 - 599,999	11	0	0	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	6	0	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	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	1	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
<b>TOTAL</b>	<b>262</b>	<b>47</b>	<b>52</b>	<b>39</b>	<b>51</b>	<b>30</b>	<b>23</b>	<b>11.4</b>	<b>7.0</b>	<b>Slightly Buyer</b>

				
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 03/04/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2014 - 02/28/2015. Information is believed to be reliable, but not guaranteed.

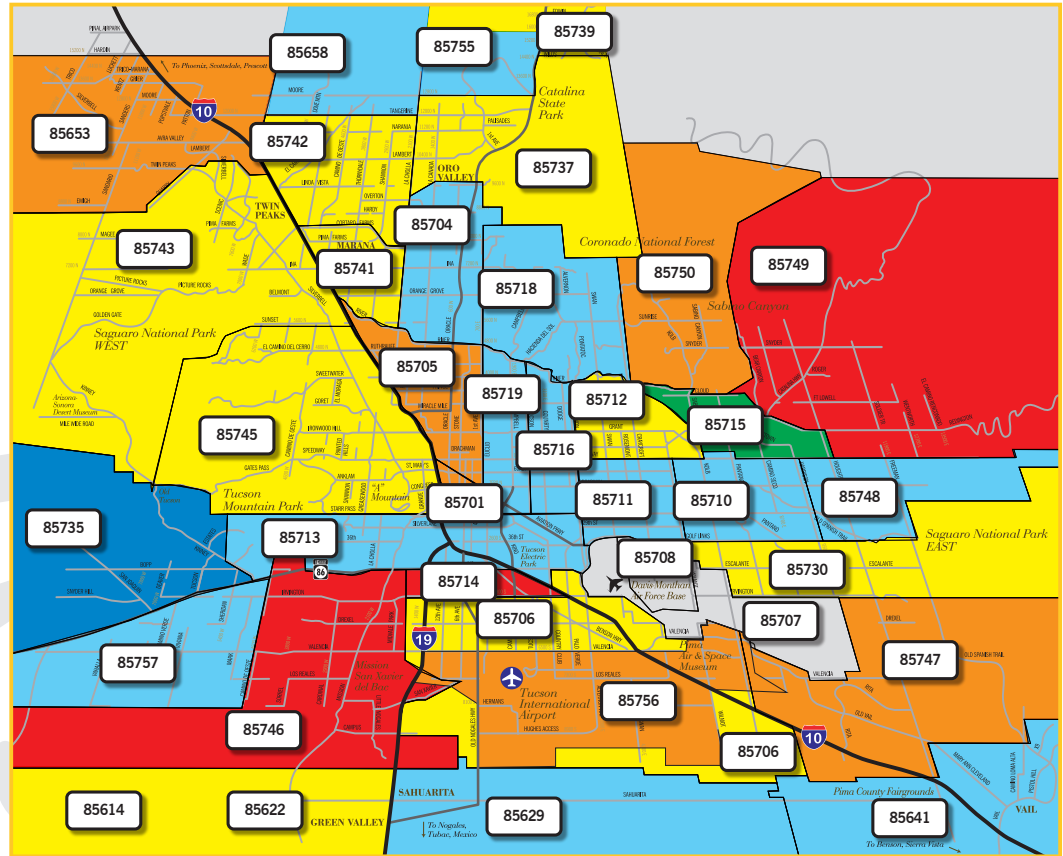
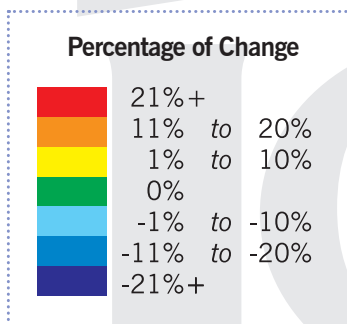


Vail | March 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2013-FEB 2014 TO  
DEC 2014-FEB 2015

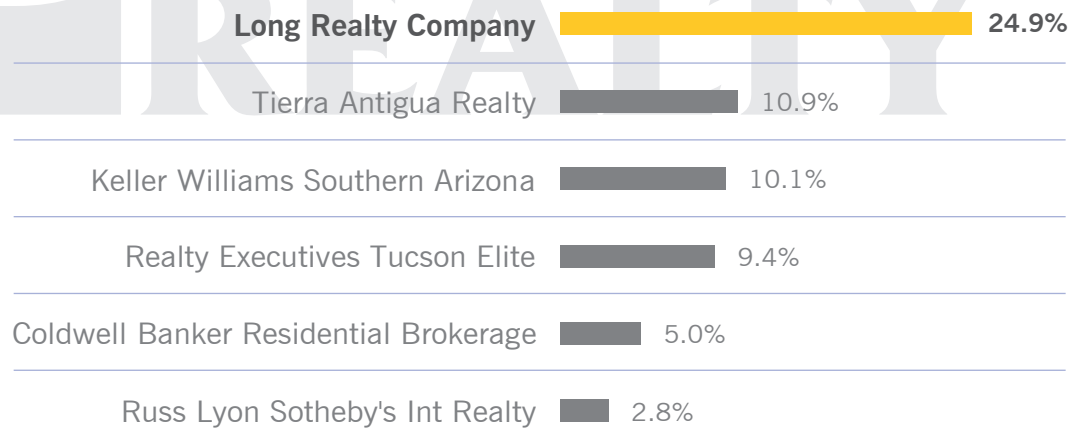
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2013-February 2014 to December 2014-February 2015 by zip code.*



## MARKET SHARE – VAIL

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 03/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 03/01/2014 – 02/28/2015 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.