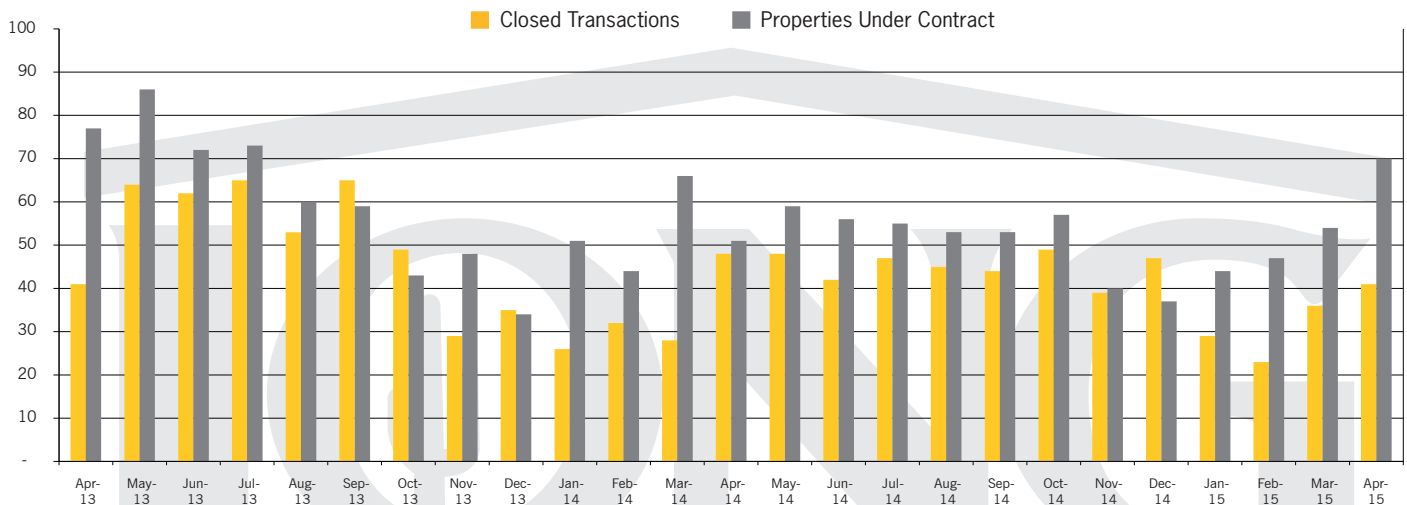




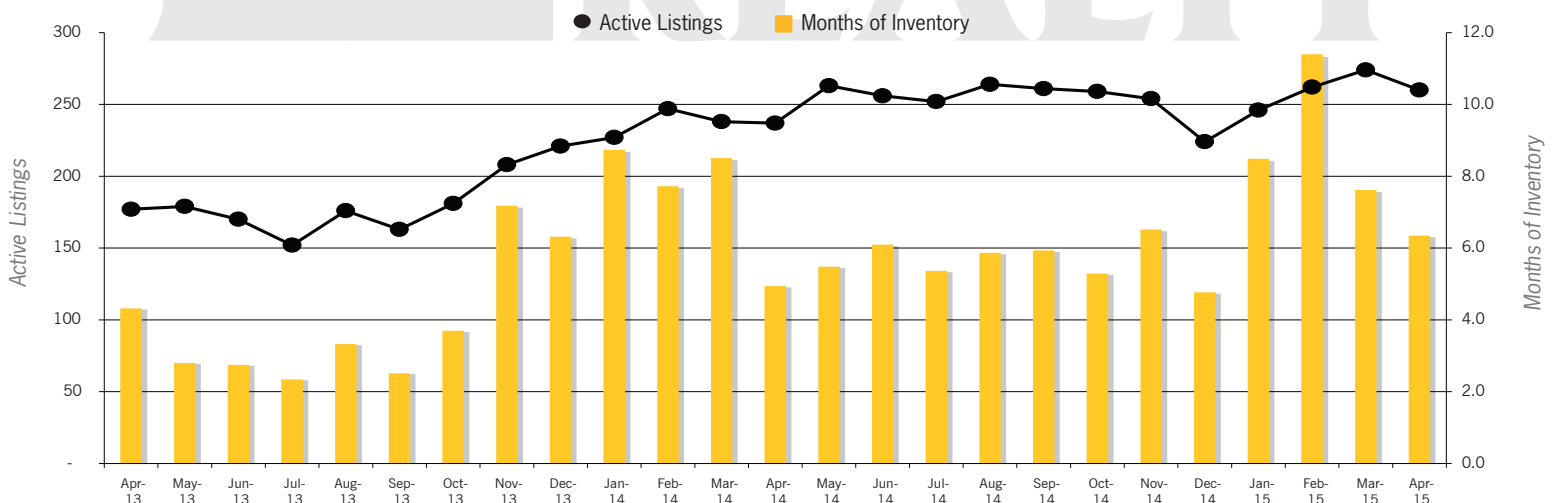
Vail | May 2015

In the Vail area, April 2015 active inventory was 260, a 10% increase from April 2014. There were 41 closings in April 2015, a 15% decrease from April 2014. Year-to-date 2015 there were 129 closings, a 4% decrease from year-to-date 2014. Months of Inventory was 6.3, up from 4.9 in April 2014. Median price of sold homes was \$219,400 for the month of April 2015, up 3% from April 2014. The Vail area had 70 new properties under contract in April 2015, up 37% from April 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

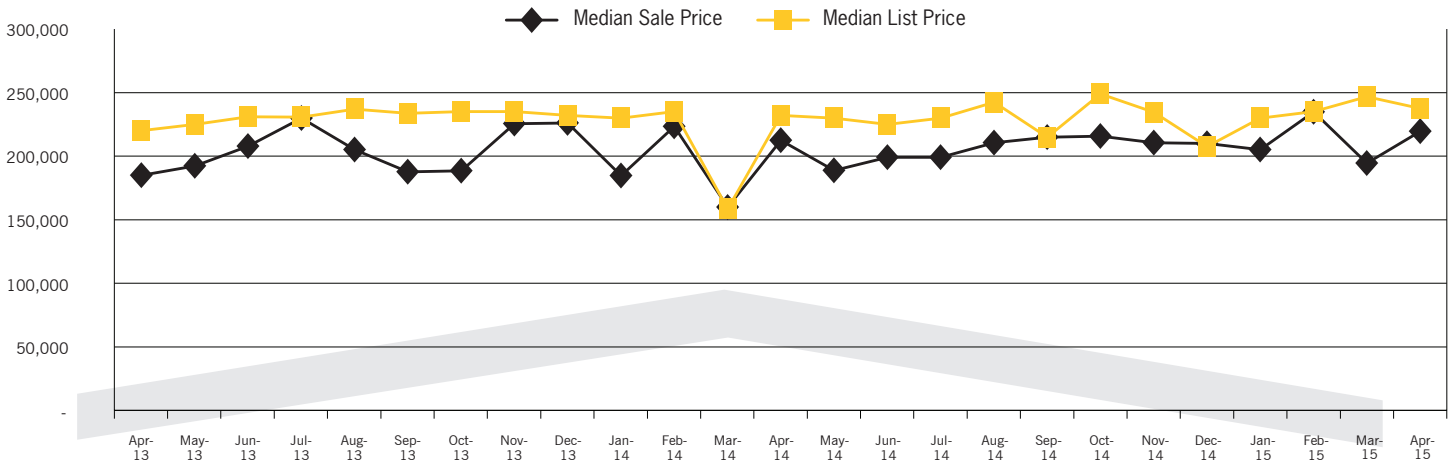


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 05/05/2015 is believed to be reliable, but not guaranteed.



Vail | May 2015

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL

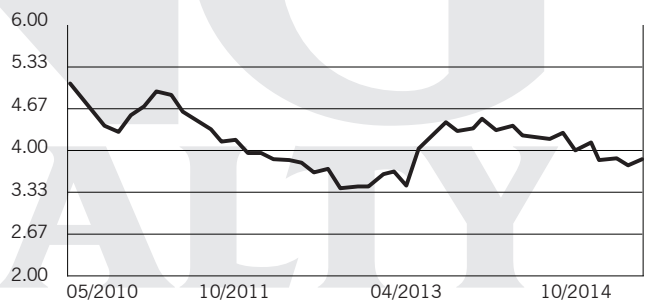


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$219,268	4.250%	\$1,024.73
2015	\$205,424	3.675%	\$895.50

30 YEAR FIXED MORTGAGE RATE

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

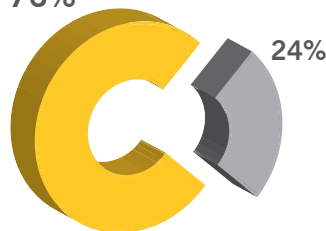


Source: Bankrate.com

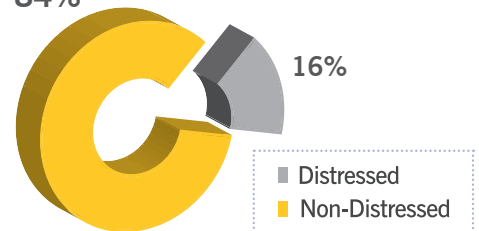
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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.

2014
76%



2015 Year to Date
84%





The Housing Report

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Vail | May 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
		Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15			
\$1 - 49,999	2	1	3	0	0	0	1	2.0	3.0	Seller
\$50,000 - 74,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	2	0	2	1	0	1	0	n/a	3.0	Seller
\$100,000 - 124,999	6	2	4	2	1	3	1	6.0	3.4	Seller
\$125,000 - 149,999	8	4	3	3	1	3	3	2.7	3.6	Seller
\$150,000 - 174,999	22	5	6	3	3	8	4	5.5	5.1	Balanced
\$175,000 - 199,999	33	6	6	4	3	4	7	4.7	7.4	Slightly Buyer
\$200,000 - 224,999	24	8	9	7	1	6	7	3.4	4.7	Slightly Seller
\$225,000 - 249,999	30	2	4	3	6	4	5	6.0	6.0	Balanced
\$250,000 - 274,999	14	3	5	2	4	3	2	7.0	6.4	Balanced
\$275,000 - 299,999	30	3	1	1	1	2	4	7.5	11.4	Buyer
\$300,000 - 349,999	22	0	6	1	0	1	2	11.0	22.0	Buyer
\$350,000 - 399,999	18	2	0	1	3	2	3	6.0	7.0	Slightly Buyer
\$400,000 - 499,999	29	1	1	2	2	1	2	14.5	16.6	Buyer
\$500,000 - 599,999	11	1	0	0	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	1	1	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	260	39	51	30	25	38	41	6.3	7.7	Slightly Buyer

				
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 05/05/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2015 - 04/30/2015. Information is believed to be reliable, but not guaranteed.

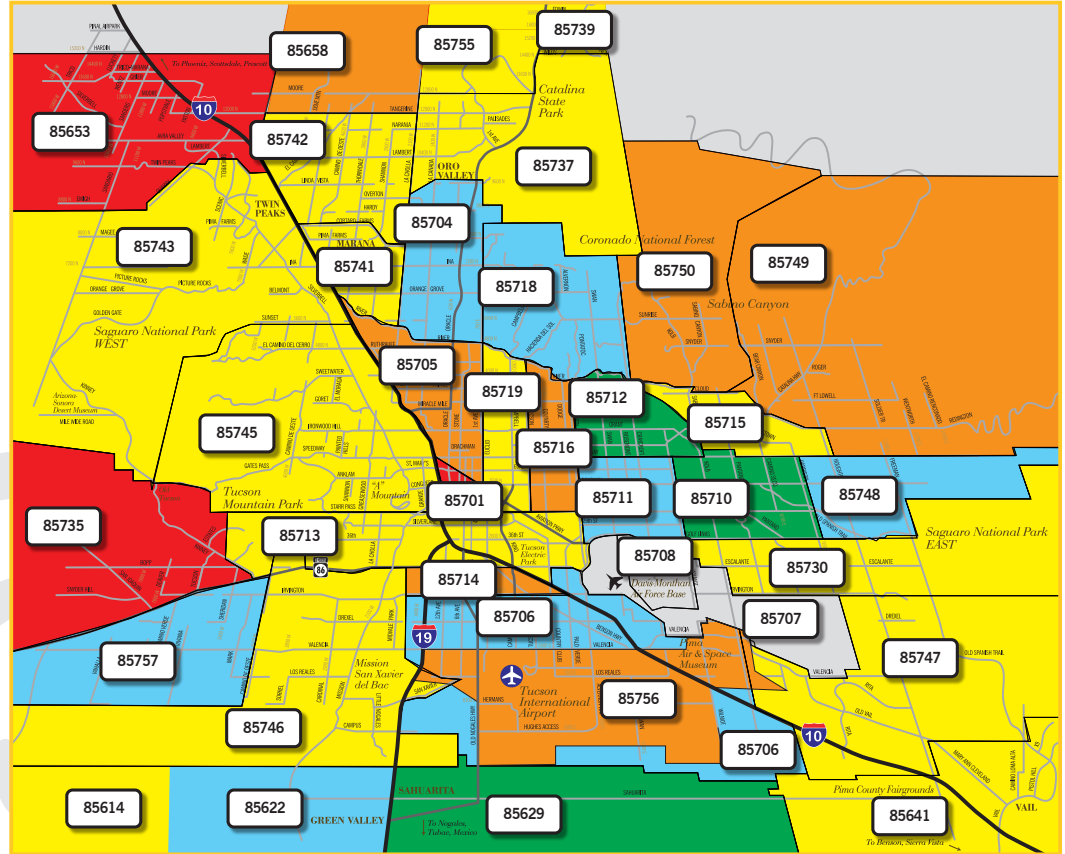
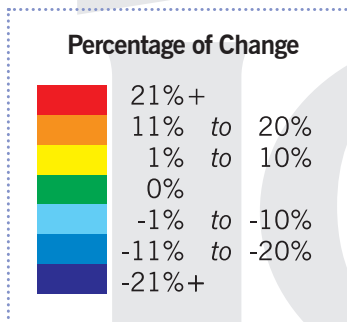


Vail | May 2015

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2014-APR 2014 TO
FEB 2015-APR 2015

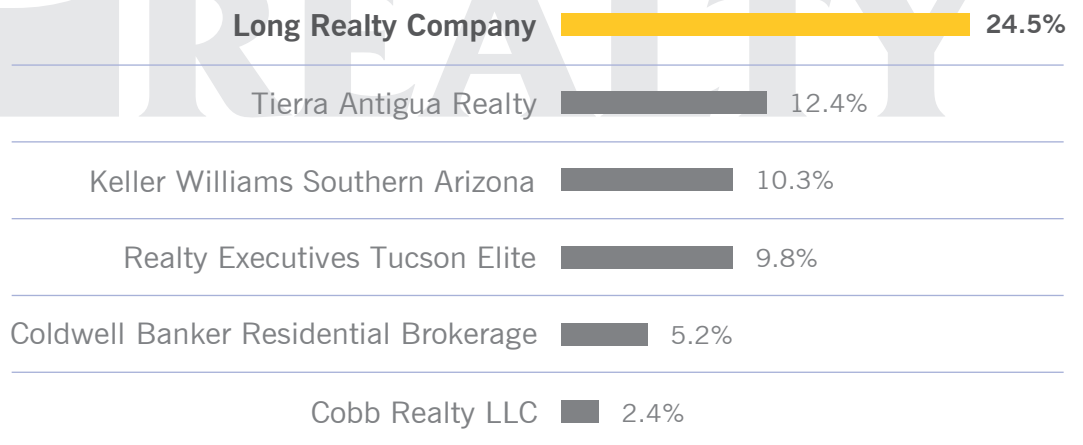
This heat map represents the percentage of change in Tucson metro median sales prices from February 2014-April 2014 to February 2015-April 2015 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2014 – 03/31/2015 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.