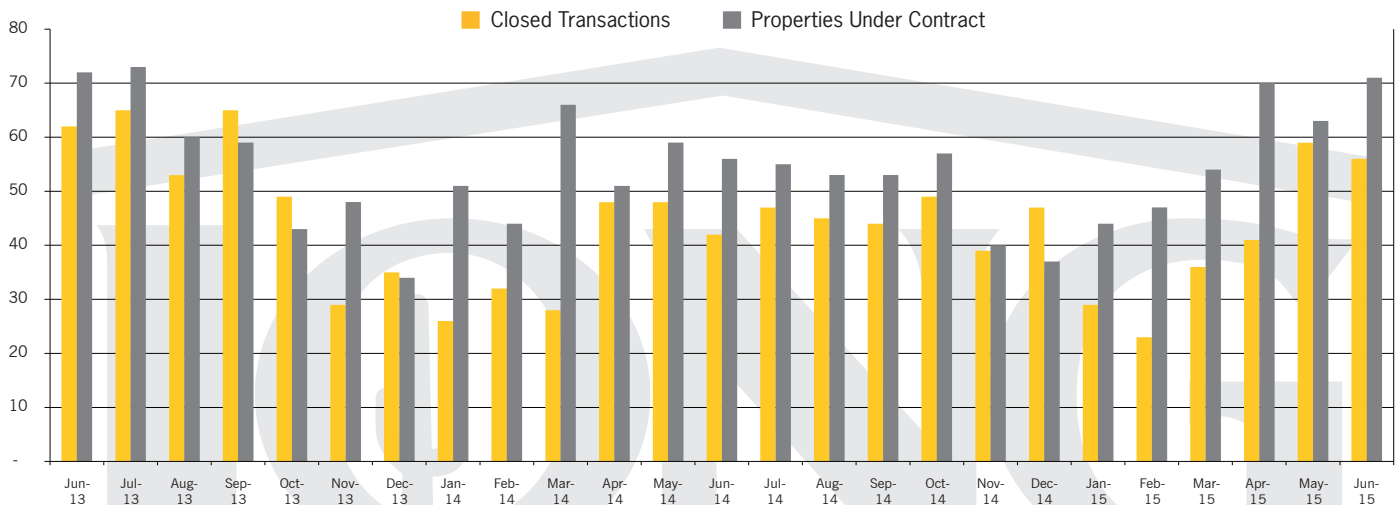




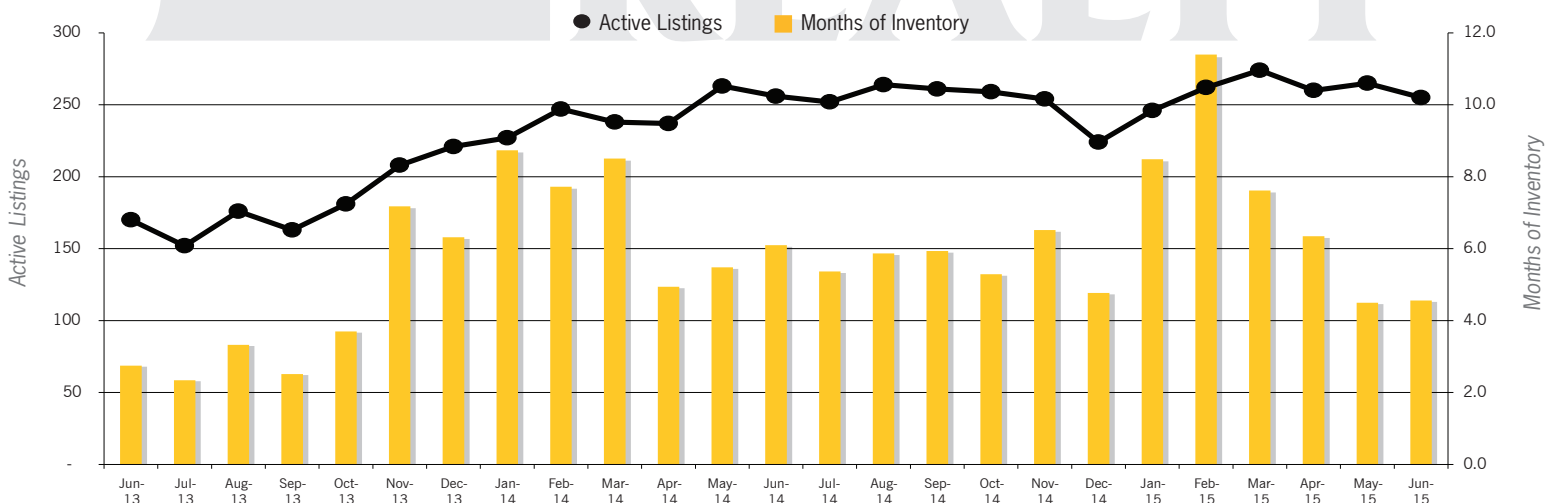
Vail | July 2015

In the Vail area, June 2015 active inventory was 255, virtually unchanged from June 2014. There were 56 closings in June 2015, a 33% increase from June 2014. Year-to-date 2015 there were 252 closings, a 4% increase from year-to-date 2014. Months of Inventory was 4.6, down from 6.1 in June 2014. Median price of sold homes was \$216,450 for the month of June 2015, up 5% from June 2014. The Vail area had 71 new properties under contract in June 2015, up 27% from June 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

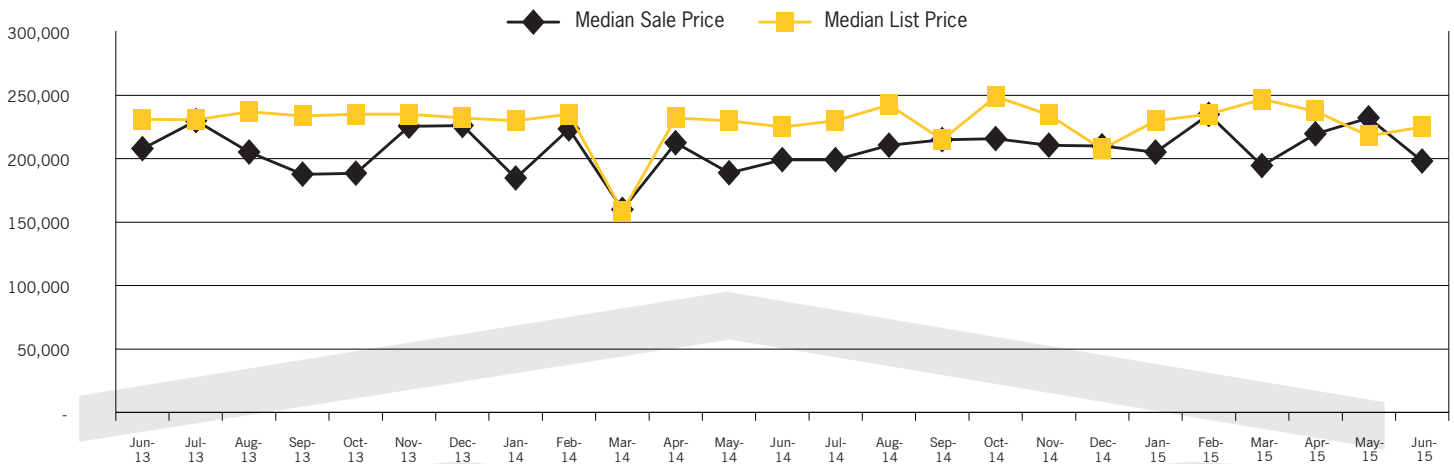


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 07/06/2015 is believed to be reliable, but not guaranteed.



Vail | July 2015

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



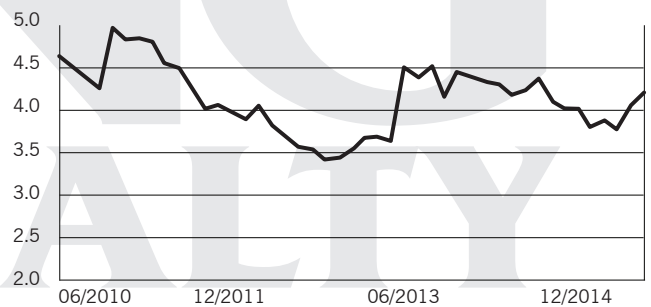
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2014	\$220,000	4.250%	\$1,028.15
2015	\$198,000	4.080%	\$906.72

Source: Residential median sales prices. Data obtained 07/06/2015 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.

30 YEAR FIXED MORTGAGE RATE

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

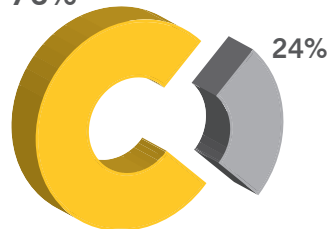


Source: Bankrate.com

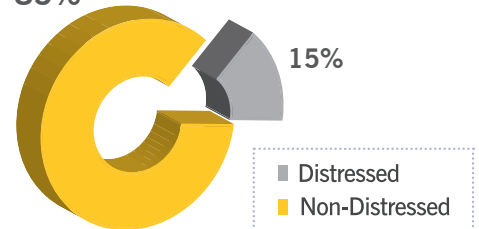
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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
85%





The Housing Report

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Vail | July 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
		Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15			
\$1 - 49,999	3	0	0	0	1	0	0	n/a	9.0	Buyer
\$50,000 - 74,999	2	0	0	0	0	1	0	n/a	2.0	Seller
\$75,000 - 99,999	6	1	0	1	0	2	0	n/a	6.0	Balanced
\$100,000 - 124,999	6	2	1	3	1	0	1	6.0	8.5	Buyer
\$125,000 - 149,999	14	3	1	3	3	6	0	n/a	3.8	Seller
\$150,000 - 174,999	15	3	3	8	4	6	10	1.5	2.7	Seller
\$175,000 - 199,999	40	4	3	4	7	8	10	4.0	4.6	Slightly Seller
\$200,000 - 224,999	23	7	1	6	7	5	9	2.6	3.6	Seller
\$225,000 - 249,999	28	3	6	4	5	7	9	3.1	4.1	Slightly Seller
\$250,000 - 274,999	19	3	4	3	3	7	5	3.8	3.3	Seller
\$275,000 - 299,999	15	1	1	2	4	6	2	7.5	5.8	Balanced
\$300,000 - 349,999	23	1	0	1	2	4	3	7.7	6.8	Slightly Buyer
\$350,000 - 399,999	15	1	3	2	3	5	5	3.0	4.0	Seller
\$400,000 - 499,999	30	2	2	1	2	3	2	15.0	12.9	Buyer
\$500,000 - 599,999	11	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	3	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	2	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	0	0	n/a	n/a	n/a
TOTAL	255	31	25	38	42	60	56	4.6	4.9	Slightly Seller

				
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 07/06/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2015 - 06/30/2015. Information is believed to be reliable, but not guaranteed.

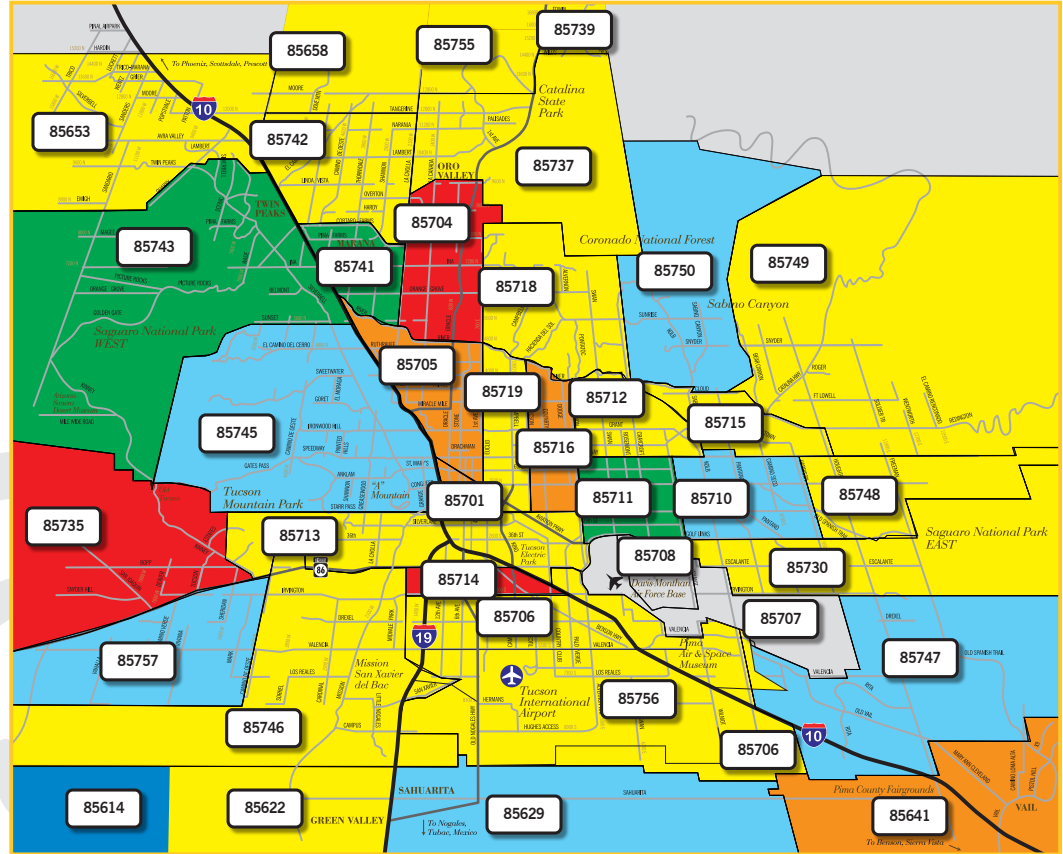
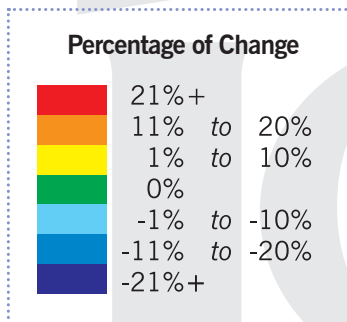


Vail | July 2015

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2014-JUN 2014 TO
APR 2015-JUN 2015

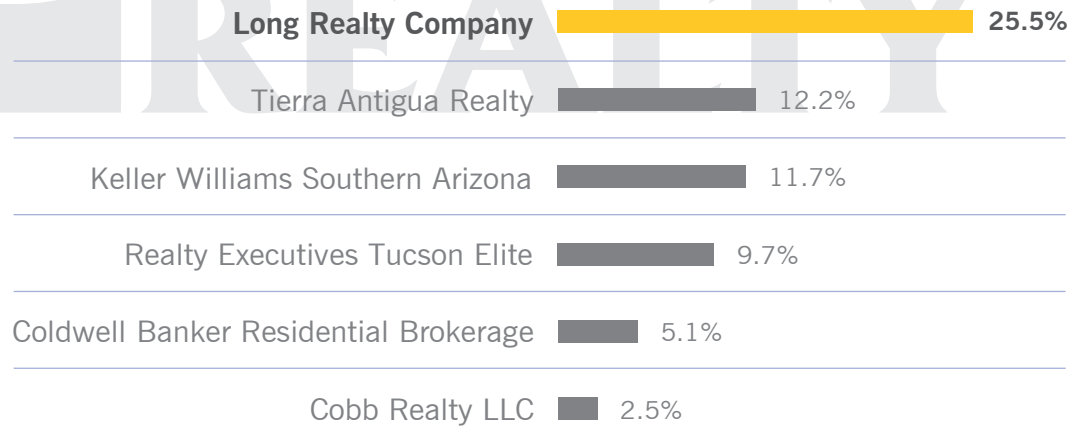
This heat map represents the percentage of change in Tucson metro median sales prices from April 2014-June 2014 to April 2015-June 2015 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 07/01/2014 – 06/30/2015 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.