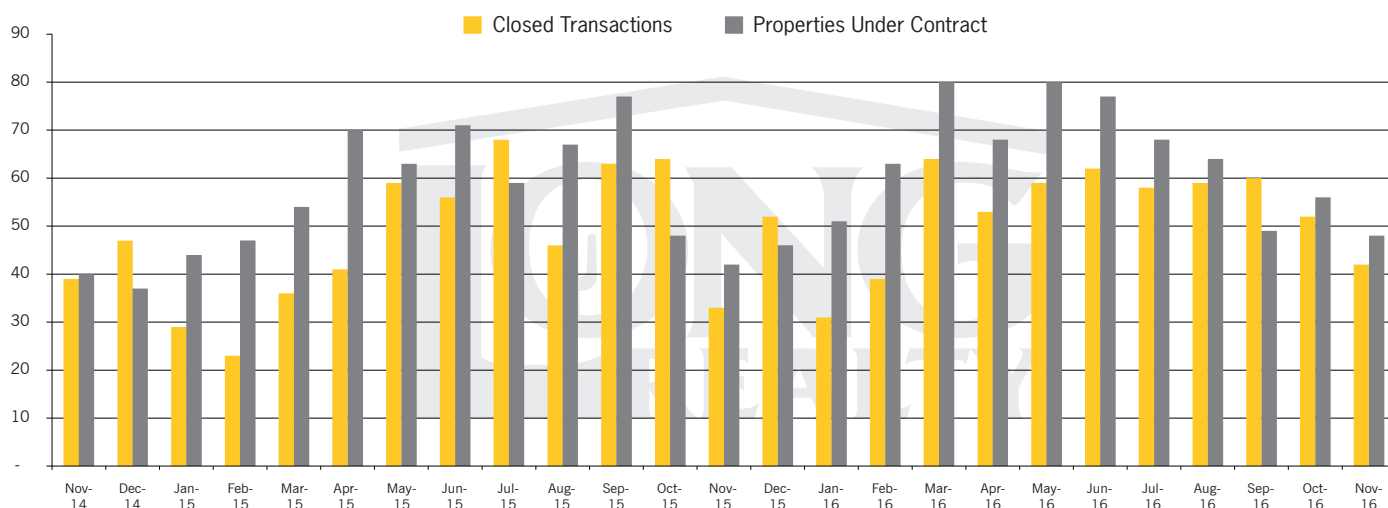




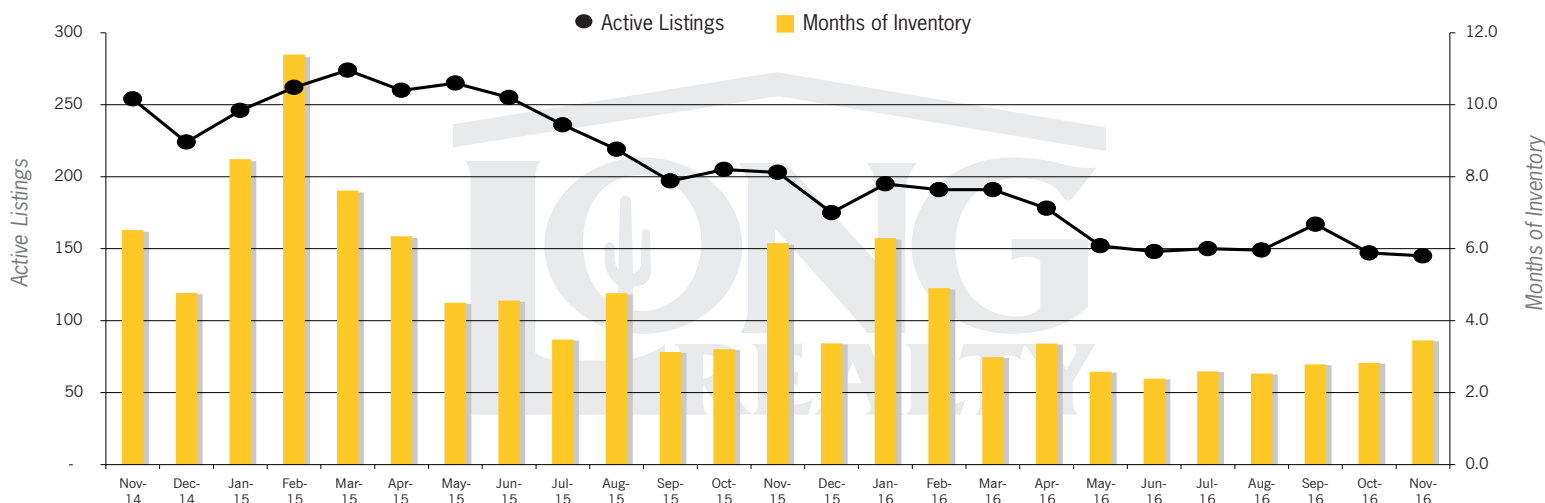
Vail | December 2016

In the Vail area, November 2016 active inventory was 145, a 29% decrease from November 2015. There were 42 closings in November 2016, a 27% increase from November 2015. Year-to-date 2016 there were 607 closings, a 13% increase from year-to-date 2015. Months of Inventory was 3.5, down from 6.2 in November 2015. Median price of sold homes was \$211,434 for the month of November 2016, virtually unchanged from November 2015. The Vail area had 48 new properties under contract in November 2016, up 14% from November 2015.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

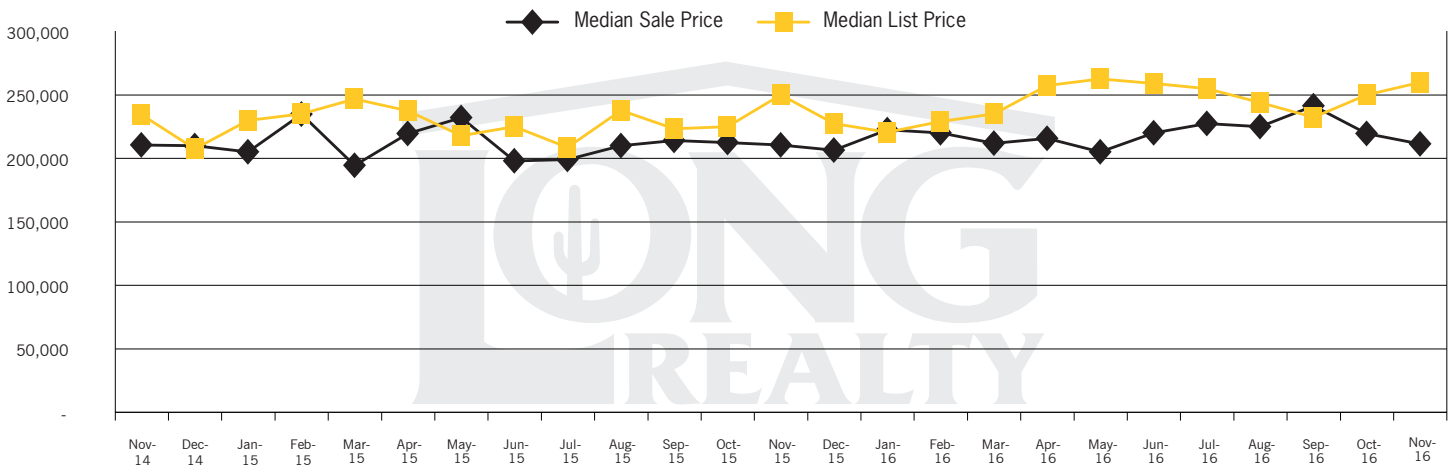


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2016 is believed to be reliable, but not guaranteed.



Vail | December 2016

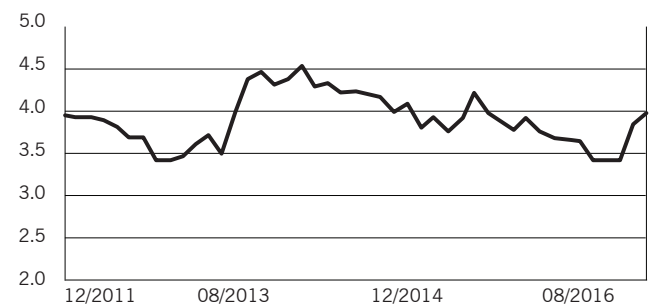
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2015	\$210,465	4.000%	\$954.55
2016	\$211,434	3.875%	\$944.53

## 30 YEAR FIXED MORTGAGE RATE



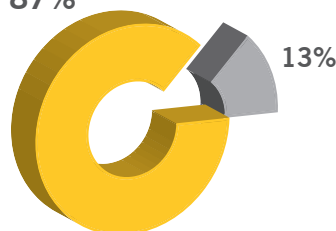
Source: Residential median sales prices. Data obtained 12/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

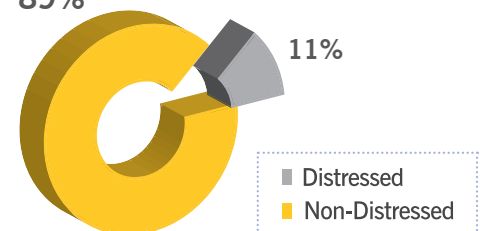
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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%





Vail | December 2016

## 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
		Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16			
\$1 - 49,999	1	0	1	1	2	1	0	n/a	0.7	Seller
\$50,000 - 74,999	0	0	1	0	0	1	1	0.0	1.5	Seller
\$75,000 - 99,999	0	5	1	1	1	0	2	0.0	1.7	Seller
\$100,000 - 124,999	5	2	2	3	3	3	0	n/a	2.8	Seller
\$125,000 - 149,999	9	2	2	2	3	2	2	4.5	5.0	Balanced
\$150,000 - 174,999	3	10	6	4	6	4	6	0.5	3.1	Seller
\$175,000 - 199,999	10	8	8	7	9	12	8	1.3	2.2	Seller
\$200,000 - 224,999	15	8	9	10	4	5	6	2.5	3.3	Seller
\$225,000 - 249,999	17	7	11	8	7	12	5	3.4	1.7	Seller
\$250,000 - 274,999	16	3	4	8	9	7	5	3.2	1.9	Seller
\$275,000 - 299,999	15	4	4	4	6	3	4	3.8	3.6	Seller
\$300,000 - 349,999	15	12	5	2	6	2	2	7.5	2.9	Seller
\$350,000 - 399,999	13	1	3	7	7	1	1	13.0	2.6	Seller
\$400,000 - 499,999	19	1	3	4	1	2	0	n/a	15.0	Buyer
\$500,000 - 599,999	4	1	1	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	2	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	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	1	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>145</b>	<b>65</b>	<b>61</b>	<b>62</b>	<b>64</b>	<b>55</b>	<b>42</b>	<b>3.5</b>	<b>2.9</b>	<b>Seller</b>

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

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 12/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2016 - 11/30/2016. Information is believed to be reliable, but not guaranteed.

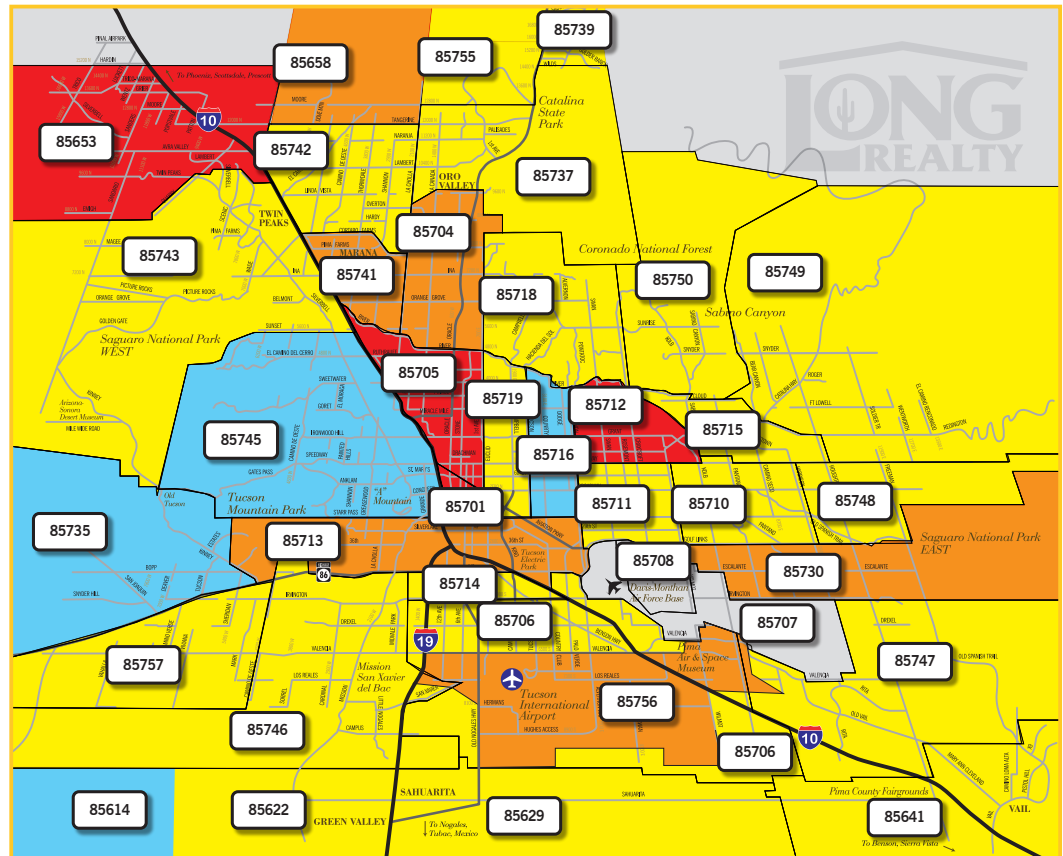


Vail | December 2016

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2015-NOV 2015 TO  
SEP 2016-NOV 2016

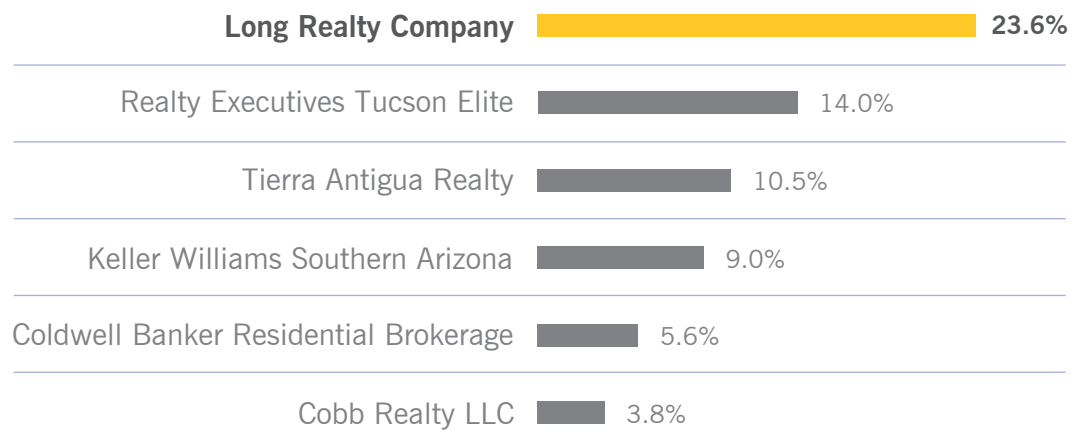
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2015-November 2015 to September 2016-November 2016 by zip code.*



## MARKET SHARE – VAIL

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

*Data Obtained 12/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2015 – 11/30/2016 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.