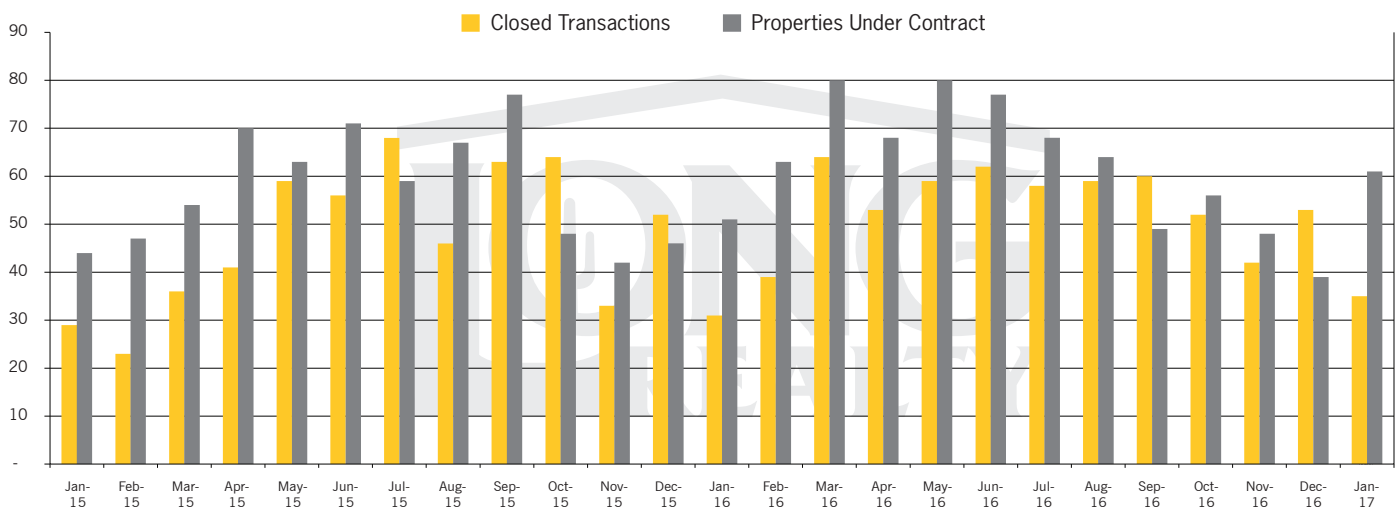




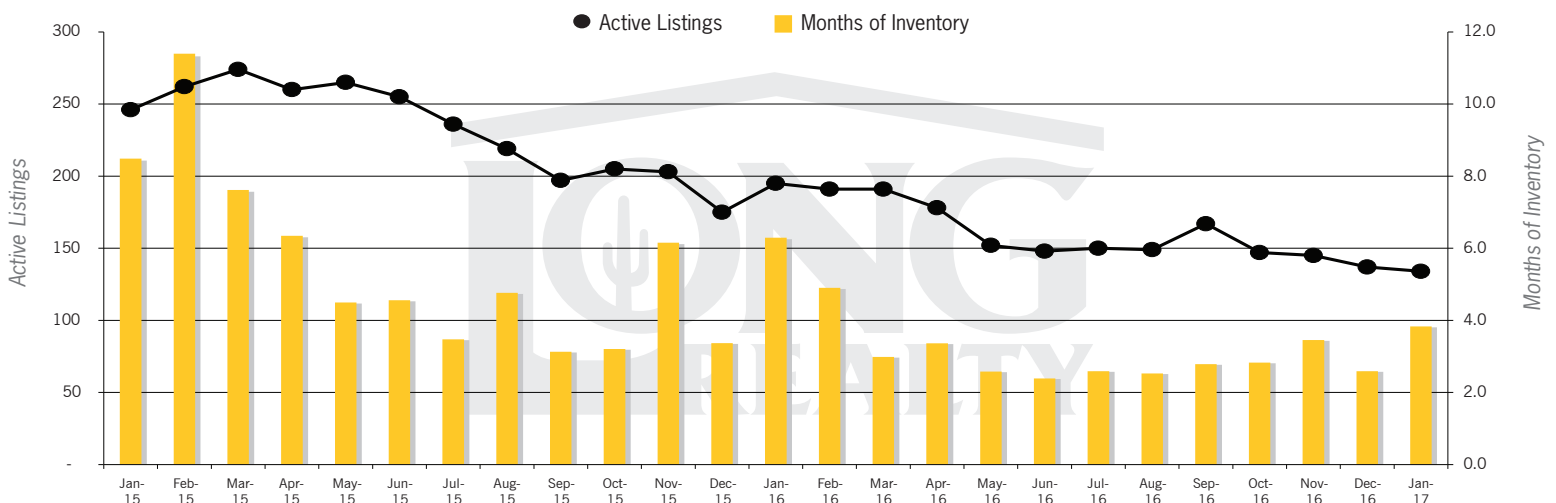
Vail | February 2017

In the Vail area, January 2017 active inventory was 134, a 31% decrease from January 2016. There were 35 closings in January 2017, a 13% increase from January 2016. Year-to-date 2017 there were 35 closings, a 13% increase from year-to-date 2016. Months of Inventory was 3.8, down from 6.3 in January 2016. Median price of sold homes was \$205,000 for the month of January 2017, down 8% from January 2016. The Vail area had 61 new properties under contract in January 2017, up 20% from January 2016.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

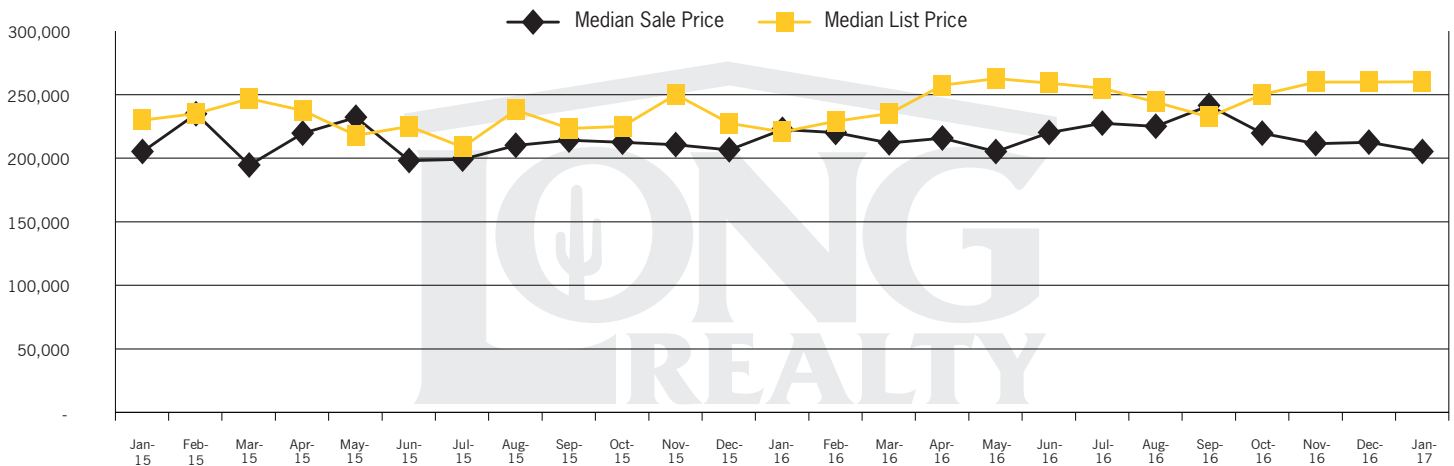


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/03/2017 is believed to be reliable, but not guaranteed.



Vail | February 2017

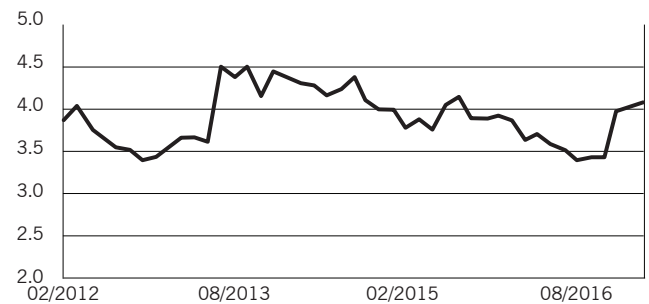
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2016	\$222,500	3.625%	\$963.98
2017	\$205,000	4.250%	\$958.05

## 30 YEAR FIXED MORTGAGE RATE



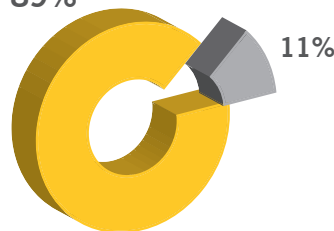
Source: Residential median sales prices. Data obtained 02/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

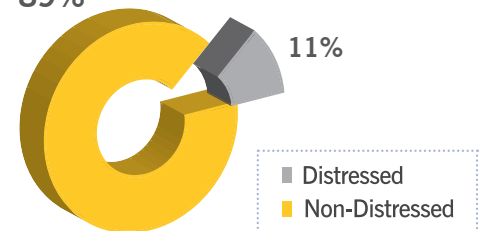
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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.

2016  
89%



2017 Year to Date  
89%



■ Distressed  
■ Non-Distressed



Vail | February 2017

## 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
		Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17			
\$1 - 49,999	0	1	2	1	0	1	1	0.0	0.0	Seller
\$50,000 - 74,999	0	0	0	1	1	1	0	n/a	0.5	Seller
\$75,000 - 99,999	2	1	1	0	2	1	1	2.0	1.3	Seller
\$100,000 - 124,999	1	3	3	3	0	2	5	0.2	2.0	Seller
\$125,000 - 149,999	4	2	3	2	2	3	1	4.0	4.3	Slightly Seller
\$150,000 - 174,999	2	4	6	4	6	9	4	0.5	2.0	Seller
\$175,000 - 199,999	11	7	9	12	10	5	5	2.2	2.4	Seller
\$200,000 - 224,999	18	10	4	5	6	6	3	6.0	2.9	Seller
\$225,000 - 249,999	21	8	7	12	5	10	2	10.5	3.1	Seller
\$250,000 - 274,999	13	8	10	7	5	4	3	4.3	3.8	Seller
\$275,000 - 299,999	9	4	6	3	4	6	4	2.3	2.8	Seller
\$300,000 - 349,999	12	2	6	2	2	4	5	2.4	2.7	Seller
\$350,000 - 399,999	12	7	7	1	1	1	0	n/a	12.0	Buyer
\$400,000 - 499,999	21	4	1	2	1	1	0	n/a	23.5	Buyer
\$500,000 - 599,999	3	1	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	2	0	0	0	0	0	1	2.0	4.0	Seller
\$700,000 - 799,999	2	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	1	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
<b>TOTAL</b>	<b>134</b>	<b>62</b>	<b>65</b>	<b>55</b>	<b>45</b>	<b>54</b>	<b>35</b>	<b>3.8</b>	<b>3.2</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 02/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2016 - 01/31/2017. Information is believed to be reliable, but not guaranteed.

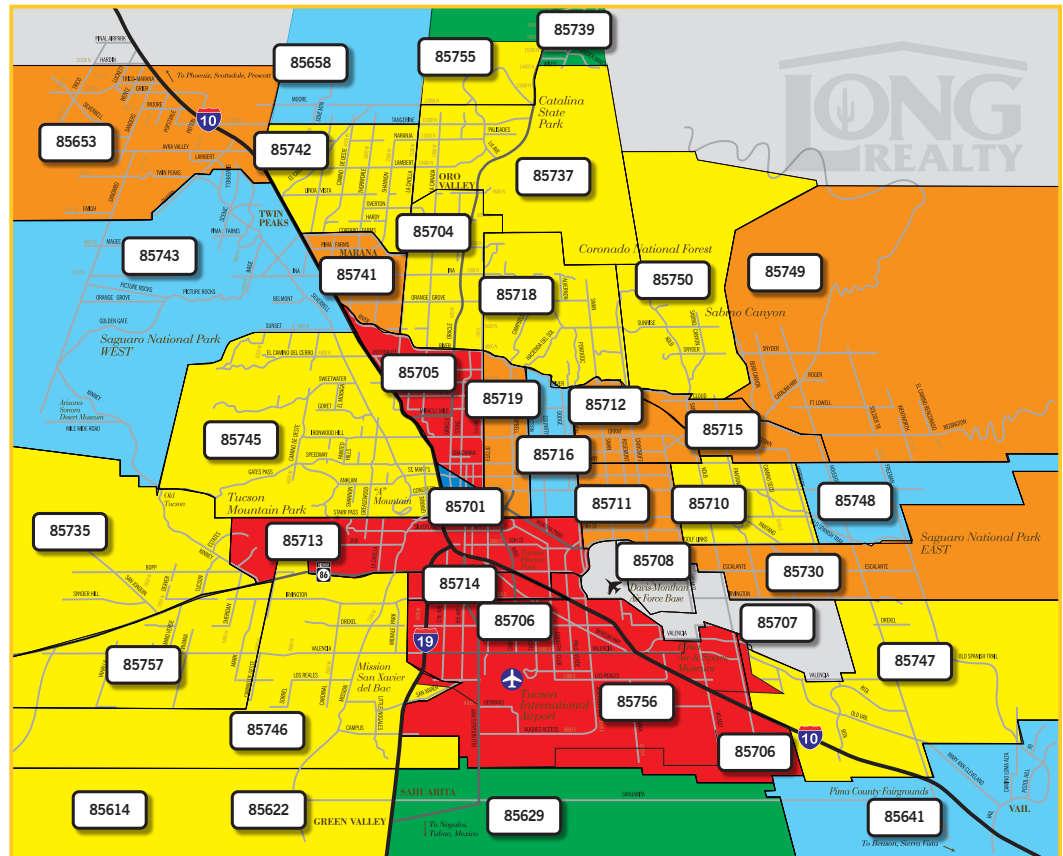


Vail | February 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2015-JAN 2016 TO  
NOV 2016-JAN 2017

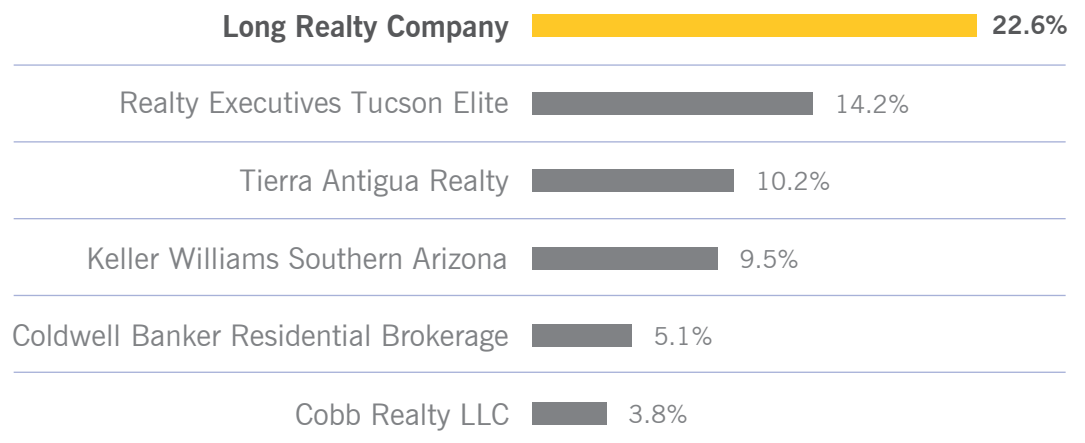
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2015-January 2016 to November 2016-January 2017 by zip code.*



## MARKET SHARE – VAIL

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

*Data Obtained 02/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2016 – 01/31/2017 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.