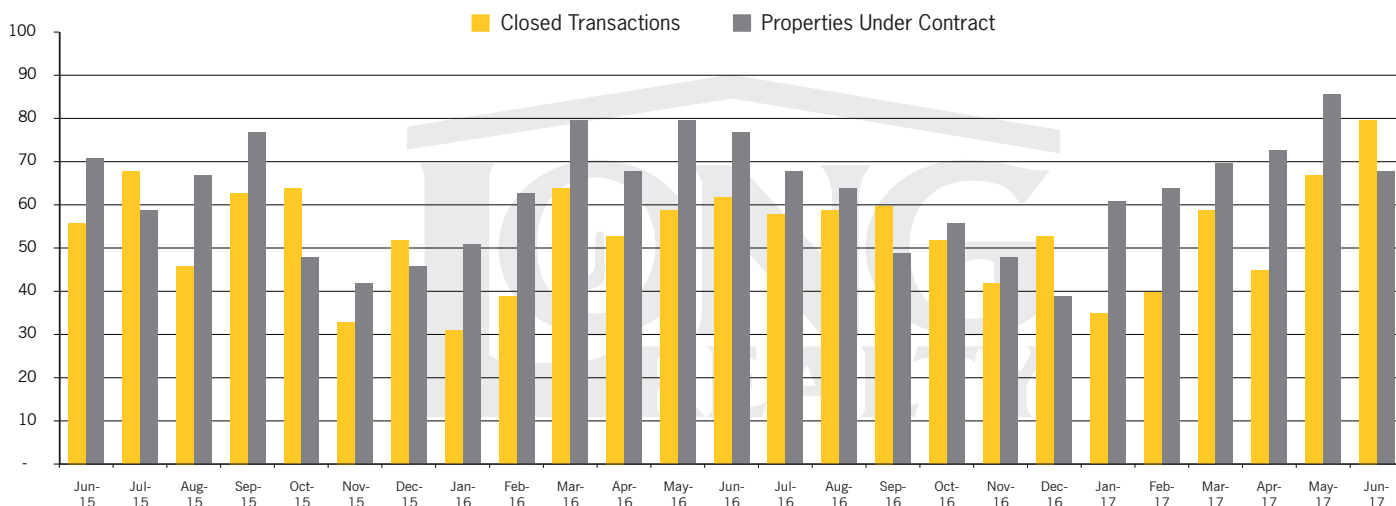




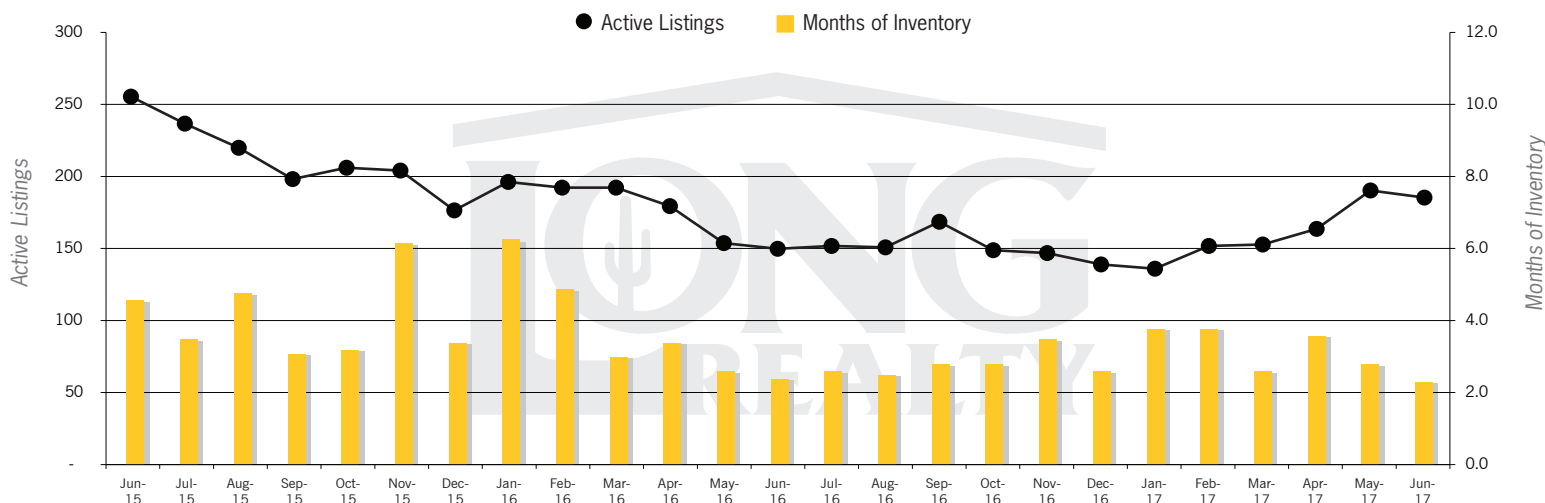
Vail | July 2017

In the Vail area, June 2017 active inventory was 184, a 24% increase from June 2016. There were 80 closings in June 2017, a 29% increase from June 2016. Year-to-date 2017 there were 340 closings, a 5% increase from year-to-date 2016. Months of Inventory was 2.3, down from 2.4 in June 2016. Median price of sold homes was \$229,950 for the month of June 2017, up 5% from June 2016. The Vail area had 68 new properties under contract in June 2017, down 12% from June 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

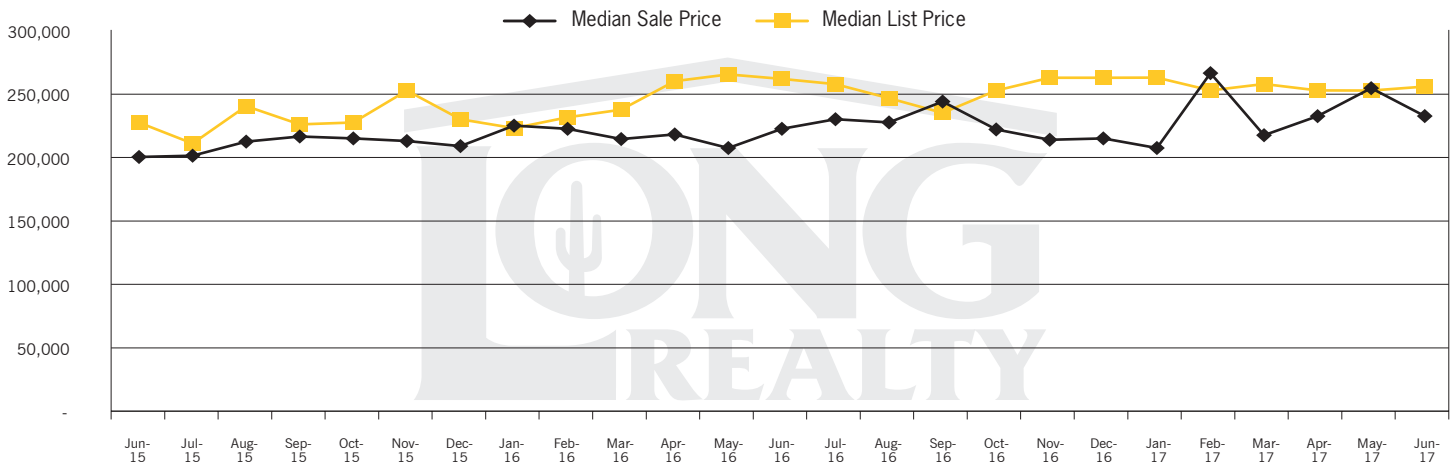


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2017 is believed to be reliable, but not guaranteed.



Vail | July 2017

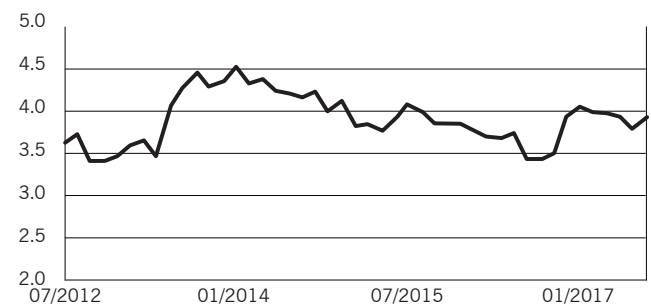
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2016	\$220,000	3.750%	\$967.91
2017	\$229,950	4.000%	\$1,042.93

30 YEAR FIXED MORTGAGE RATE



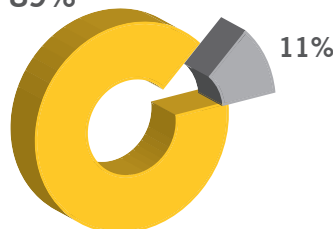
Source: Residential median sales prices. Data obtained 07/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

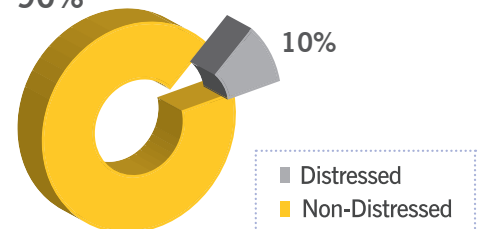
DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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
90%





Vail | July 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
		Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17			
\$1 - 49,999	0	1	0	0	1	0	0	n/a	1.0	Seller
\$50,000 - 74,999	0	0	1	0	0	1	0	n/a	1.0	Seller
\$75,000 - 99,999	2	2	2	3	1	2	1	2.0	0.5	Seller
\$100,000 - 124,999	3	5	2	3	2	0	2	1.5	2.5	Seller
\$125,000 - 149,999	4	2	4	3	2	0	5	0.8	1.6	Seller
\$150,000 - 174,999	7	5	3	1	4	2	4	1.8	1.8	Seller
\$175,000 - 199,999	29	5	2	11	8	12	13	2.2	2.0	Seller
\$200,000 - 224,999	13	3	3	13	5	6	13	1.0	2.7	Seller
\$225,000 - 249,999	22	2	4	6	8	10	9	2.4	2.6	Seller
\$250,000 - 274,999	17	3	5	6	6	10	8	2.1	2.5	Seller
\$275,000 - 299,999	9	4	3	3	1	7	4	2.3	2.7	Seller
\$300,000 - 349,999	18	6	4	5	2	5	5	3.6	3.8	Seller
\$350,000 - 399,999	14	0	5	2	5	6	10	1.4	2.3	Seller
\$400,000 - 499,999	25	0	6	4	1	8	3	8.3	4.9	Slightly Seller
\$500,000 - 599,999	9	0	0	0	0	0	1	9.0	21.0	Buyer
\$600,000 - 699,999	2	1	0	0	1	0	1	2.0	2.0	Seller
\$700,000 - 799,999	5	0	0	0	0	1	0	n/a	12.0	Buyer
\$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	1	0.0	0.0	Seller
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	184	39	44	60	47	70	80	2.3	2.7	Seller

				
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 07/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2017 - 06/30/2017. Information is believed to be reliable, but not guaranteed.

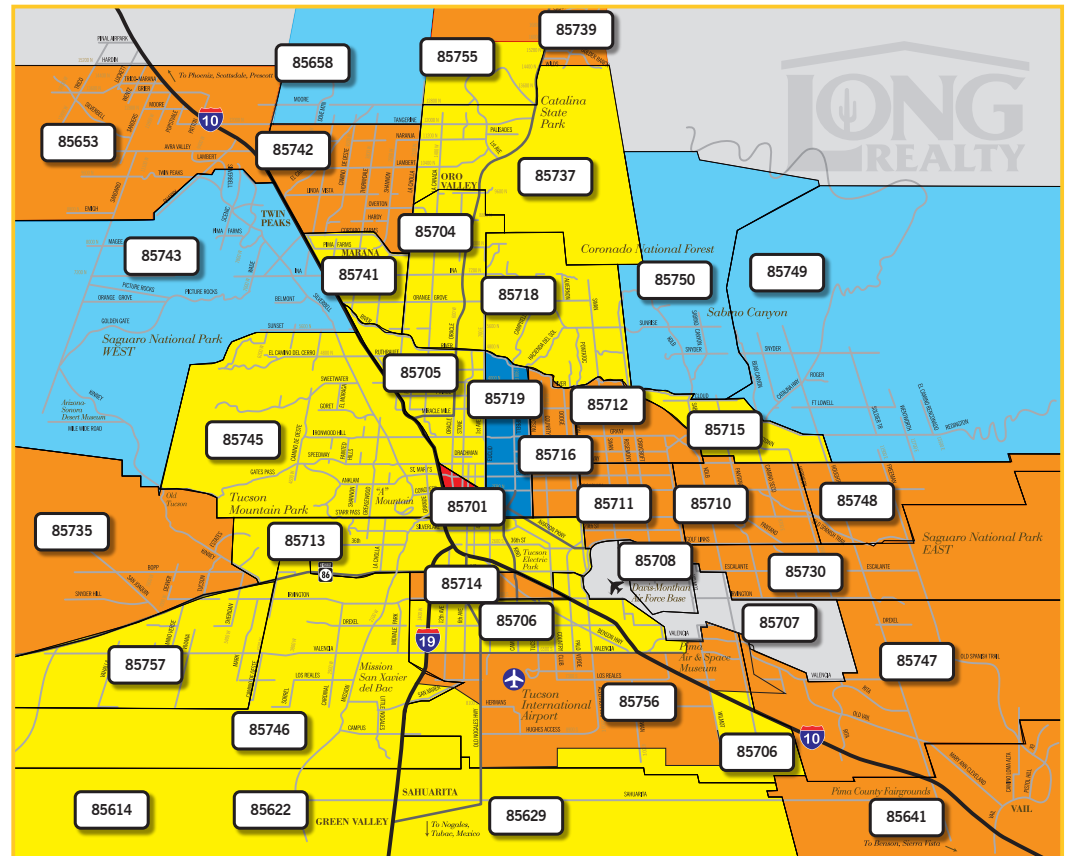


Vail | July 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2016-JUN 2016 TO
APR 2017-JUN 2017

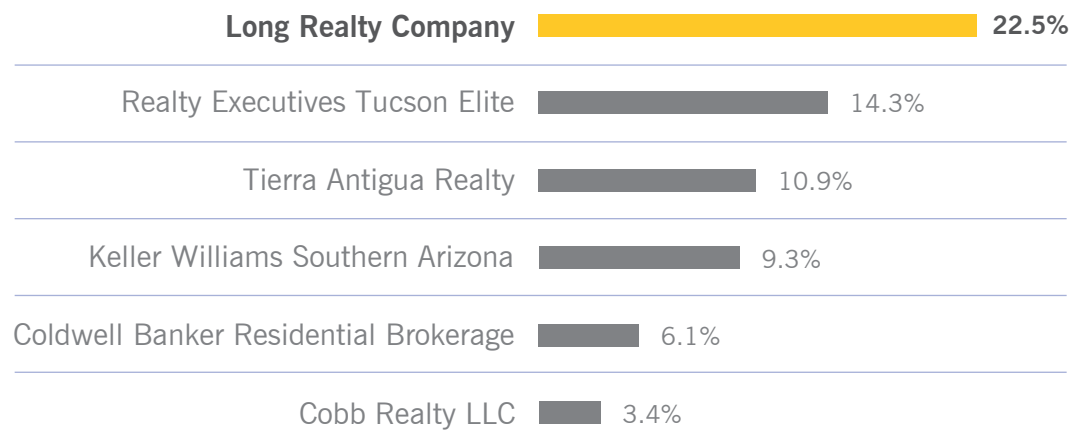
This heat map represents the percentage of change in Tucson metro median sales prices from April 2016-June 2016 to April 2017-June 2017 by zip code.



MARKET SHARE – VAIL

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2016 – 06/30/2017 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.