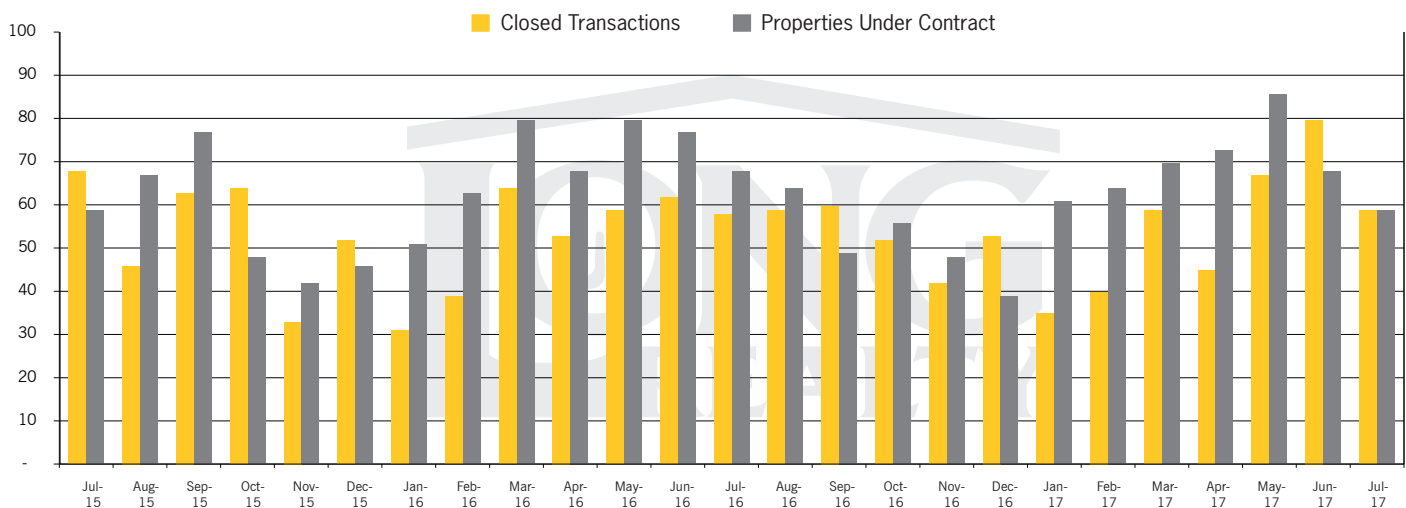




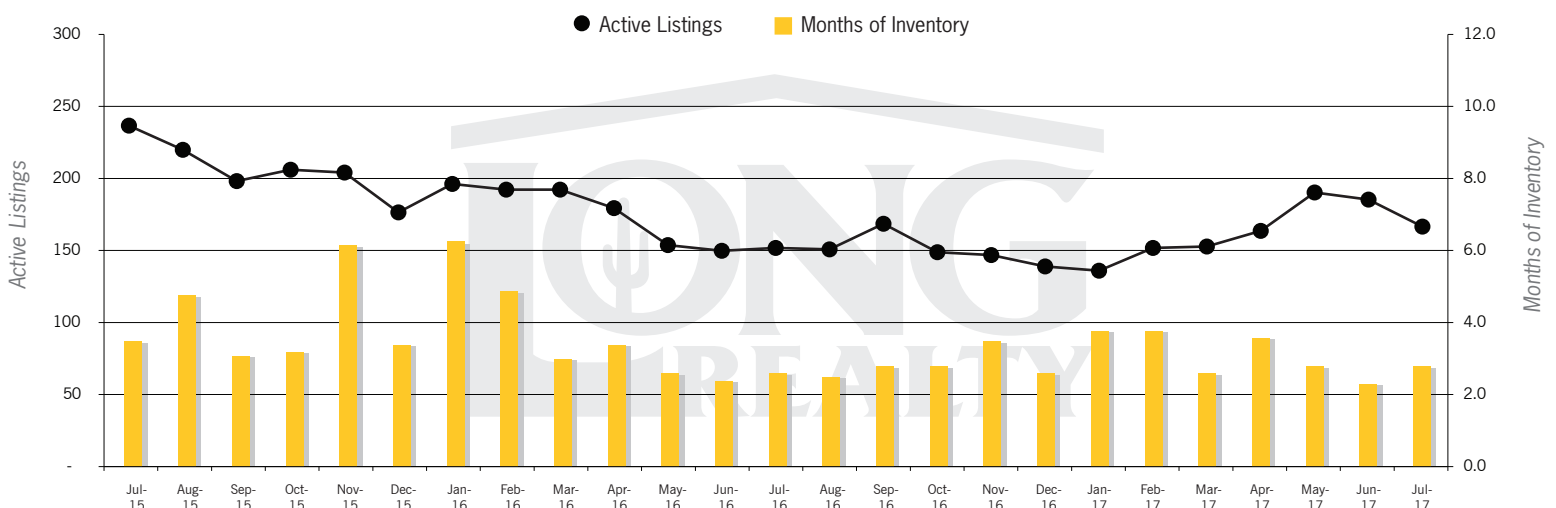
Vail | August 2017

In the Vail area, July 2017 active inventory was 165, a 10% increase from July 2016. There were 59 closings in July 2017, a 2% increase from July 2016. Year-to-date 2017 there were 406 closings, a 6% increase from year-to-date 2016. Months of Inventory was 2.8, up from 2.6 in July 2016. Median price of sold homes was \$239,500 for the month of July 2017, up 5% from July 2016. The Vail area had 59 new properties under contract in July 2017, down 13% from July 2016.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL

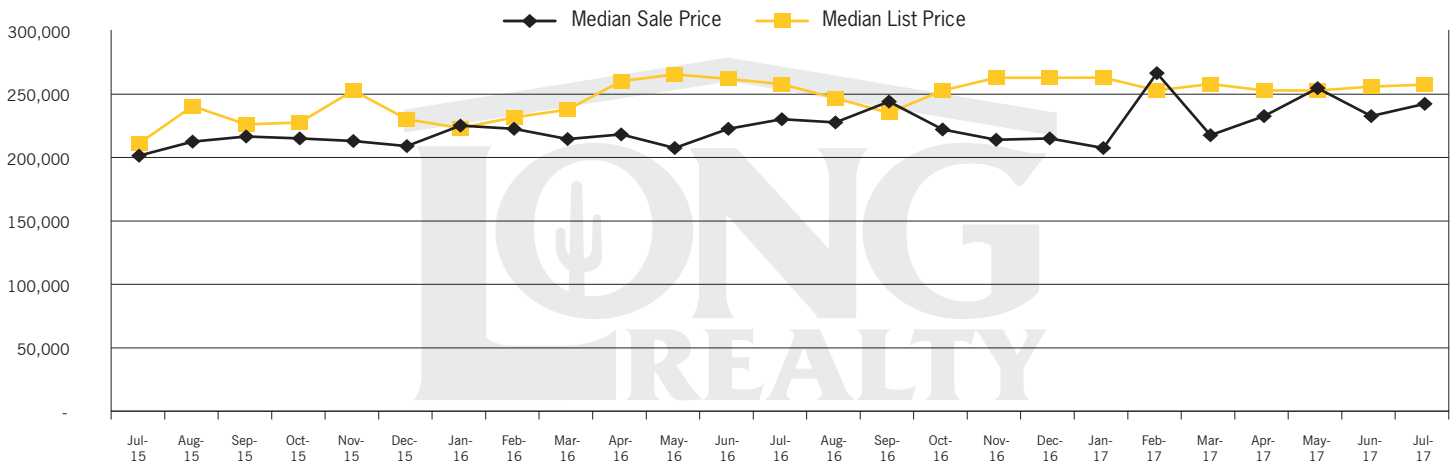


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/03/2017 is believed to be reliable, but not guaranteed.



Vail | August 2017

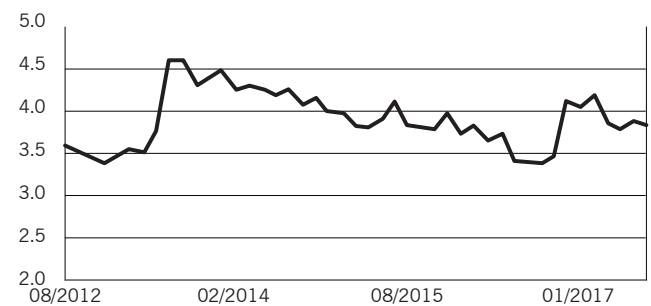
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

Year	Median Price	Int. Rate	MO. Payment
2006	\$255,000	6.140%	\$1,474.29
2016	\$227,500	3.557%	\$977.39
2017	\$239,500	4.140%	\$1,104.68

## 30 YEAR FIXED MORTGAGE RATE

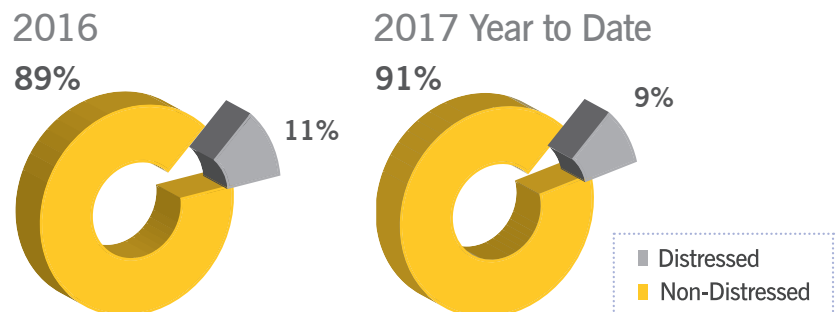


Source: Residential median sales prices. Data obtained 08/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Vail | August 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
		Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17			
\$1 - 49,999	0	0	0	1	0	0	1	0.0	1.0	Seller
\$50,000 - 74,999	1	1	0	0	1	0	1	1.0	1.0	Seller
\$75,000 - 99,999	1	2	3	1	2	1	1	1.0	0.8	Seller
\$100,000 - 124,999	2	2	3	2	0	2	1	2.0	3.0	Seller
\$125,000 - 149,999	1	4	3	2	0	7	2	0.5	1.1	Seller
\$150,000 - 174,999	7	3	1	4	3	4	2	3.5	2.4	Seller
\$175,000 - 199,999	17	2	11	8	12	13	7	2.4	2.1	Seller
\$200,000 - 224,999	16	3	13	5	6	15	10	1.6	1.7	Seller
\$225,000 - 249,999	22	4	6	8	11	9	9	2.4	2.4	Seller
\$250,000 - 274,999	20	5	6	6	10	9	6	3.3	2.4	Seller
\$275,000 - 299,999	6	3	3	1	7	4	6	1.0	1.5	Seller
\$300,000 - 349,999	13	4	5	2	5	5	2	6.5	3.6	Seller
\$350,000 - 399,999	17	5	2	5	6	10	7	2.4	2.0	Seller
\$400,000 - 499,999	22	6	4	1	8	3	3	7.3	4.7	Slightly Seller
\$500,000 - 599,999	8	0	0	0	0	1	1	8.0	12.0	Buyer
\$600,000 - 699,999	2	0	0	1	0	1	0	n/a	5.0	Balanced
\$700,000 - 799,999	5	0	0	0	1	0	0	n/a	14.0	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	1	0	n/a	0.0	Seller
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>165</b>	<b>44</b>	<b>60</b>	<b>47</b>	<b>72</b>	<b>85</b>	<b>59</b>	<b>2.8</b>	<b>2.5</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 08/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2017 - 07/31/2017. Information is believed to be reliable, but not guaranteed.

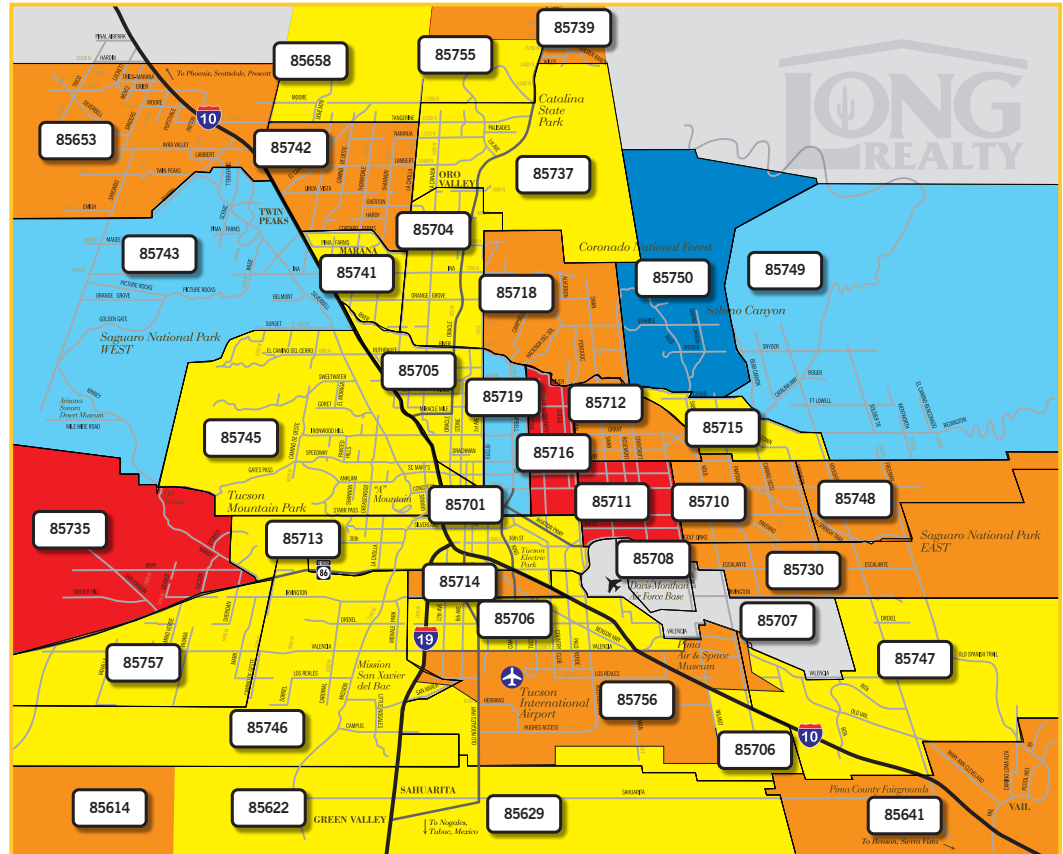


Vail | August 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2016-JUL 2016 TO  
MAY 2017-JUL 2017

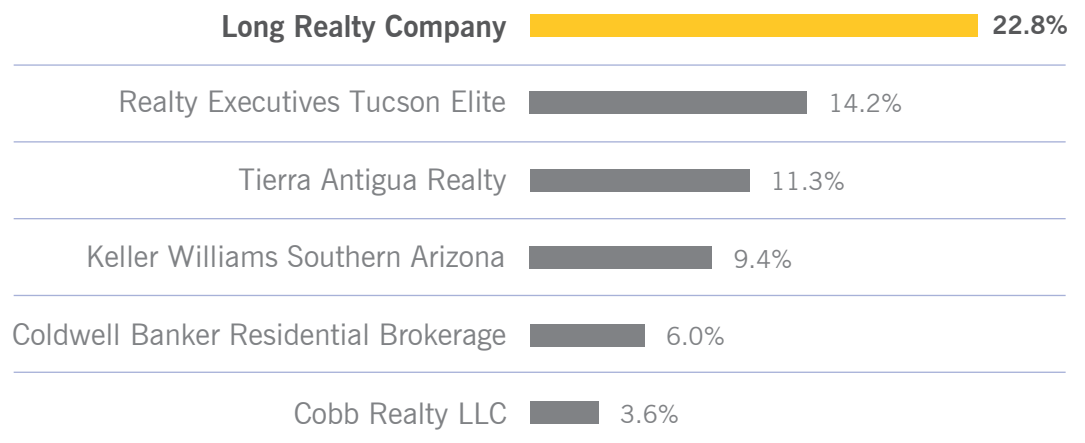
*This heat map represents the percentage of change in Tucson metro median sales prices from May 2016-July 2016 to May 2017-July 2017 by zip code.*



## MARKET SHARE – VAIL

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

*Data Obtained 08/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2016 – 07/31/2017 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.