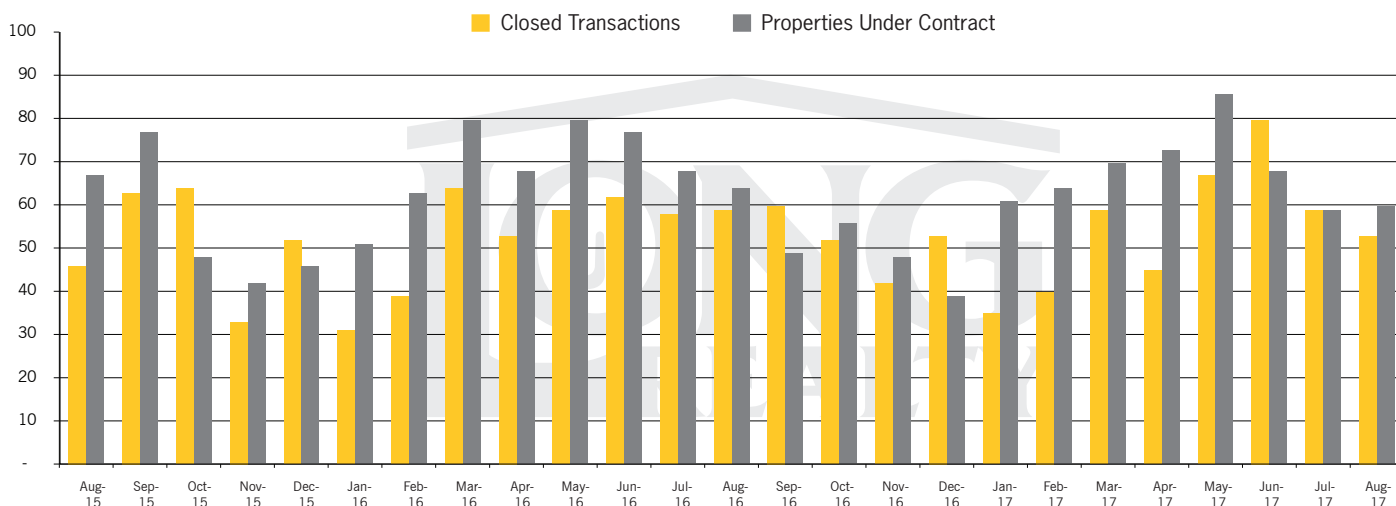




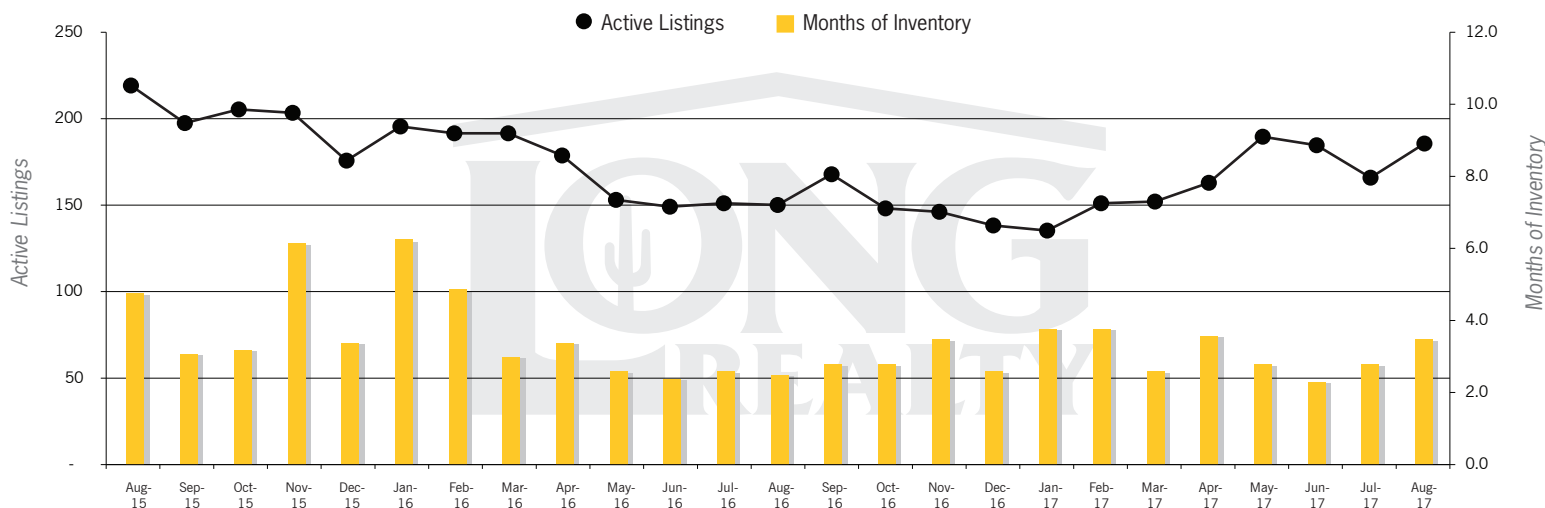
Vail | September 2017

In the Vail area, August 2017 active inventory was 185, a 24% increase from August 2016. There were 53 closings in August 2017, a 10% decrease from August 2016. Year-to-date 2017 there were 464 closings, a 4% increase from year-to-date 2016. Months of Inventory was 3.5, up from 2.5 in August 2016. Median price of sold homes was \$236,000 for the month of August 2017, up 5% from August 2016. The Vail area had 60 new properties under contract in August 2017, down 6% from August 2016.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – VAIL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – VAIL



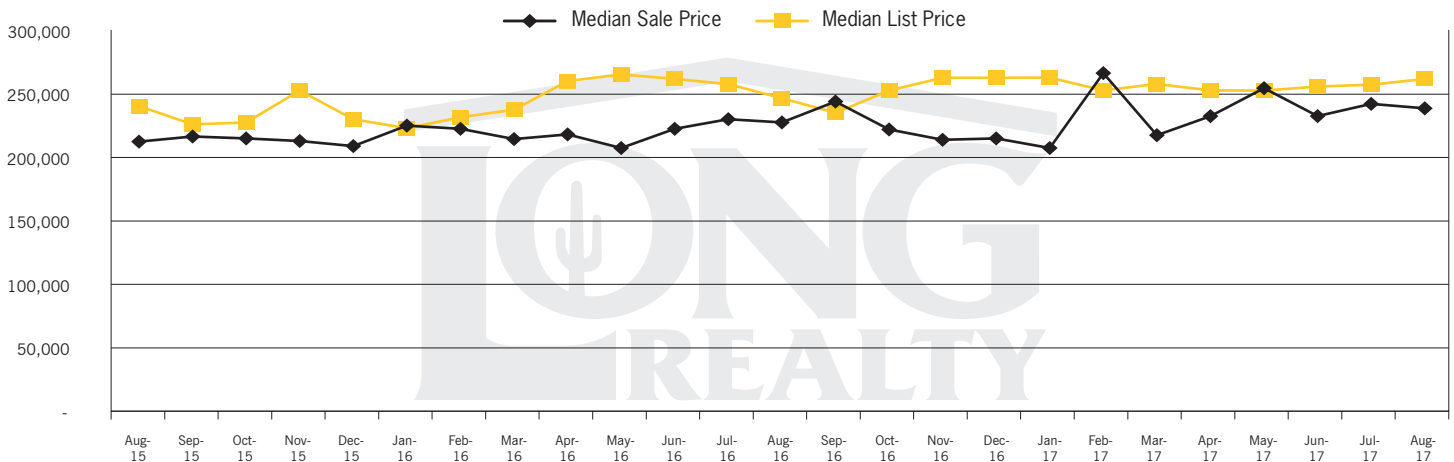
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/06/2017 is believed to be reliable, but not guaranteed.





Vail | September 2017

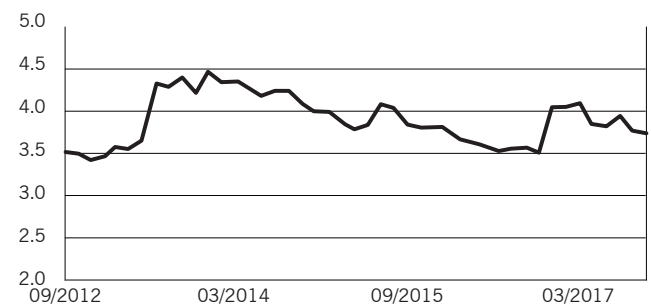
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – VAIL



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – VAIL

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$255,000    | 6.140%    | \$1,474.29  |
| 2016 | \$225,000    | 3.500%    | \$959.83    |
| 2017 | \$236,000    | 4.000%    | \$1,070.37  |

## 30 YEAR FIXED MORTGAGE RATE



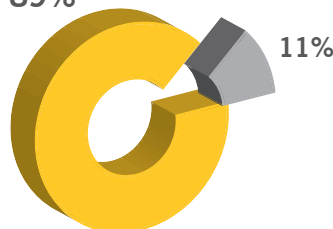
Source: Residential median sales prices. Data obtained 09/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

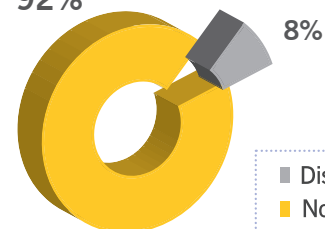
## DISTRESSED VS. NON-DISTRESSED SALES – VAIL

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  
92%



■ Distressed  
■ Non-Distressed





Vail | September 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
|                        |                 | Mar-17                     | Apr-17    | May-17    | Jun-17    | Jul-17    | Aug-17    |                             |  |                   |
| \$1 - 49,999           | 0               | 0                          | 1         | 0         | 0         | 1         | 1         | 0.0                         | 0.0                                    | Seller            |
| \$50,000 - 74,999      | 0               | 0                          | 0         | 1         | 0         | 1         | 0         | n/a                         | 1.0                                    | Seller            |
| \$75,000 - 99,999      | 1               | 3                          | 1         | 2         | 1         | 1         | 0         | n/a                         | 2.0                                    | Seller            |
| \$100,000 - 124,999    | 3               | 3                          | 2         | 0         | 2         | 1         | 3         | 1.0                         | 1.3                                    | Seller            |
| \$125,000 - 149,999    | 5               | 3                          | 2         | 0         | 7         | 2         | 3         | 1.7                         | 0.8                                    | Seller            |
| \$150,000 - 174,999    | 10              | 1                          | 4         | 3         | 4         | 4         | 3         | 3.3                         | 2.2                                    | Seller            |
| \$175,000 - 199,999    | 16              | 11                         | 8         | 12        | 13        | 7         | 9         | 1.8                         | 2.1                                    | Seller            |
| \$200,000 - 224,999    | 16              | 13                         | 5         | 6         | 15        | 11        | 5         | 3.2                         | 1.5                                    | Seller            |
| \$225,000 - 249,999    | 23              | 6                          | 8         | 11        | 9         | 9         | 6         | 3.8                         | 2.8                                    | Seller            |
| \$250,000 - 274,999    | 23              | 6                          | 6         | 10        | 9         | 7         | 5         | 4.6                         | 2.9                                    | Seller            |
| \$275,000 - 299,999    | 12              | 3                          | 1         | 7         | 4         | 6         | 2         | 6.0                         | 2.3                                    | Seller            |
| \$300,000 - 349,999    | 14              | 5                          | 2         | 5         | 6         | 2         | 8         | 1.8                         | 2.8                                    | Seller            |
| \$350,000 - 399,999    | 23              | 2                          | 5         | 6         | 10        | 7         | 3         | 7.7                         | 2.7                                    | Seller            |
| \$400,000 - 499,999    | 20              | 4                          | 1         | 8         | 3         | 3         | 2         | 10.0                        | 8.4                                    | Slightly Buyer    |
| \$500,000 - 599,999    | 5               | 0                          | 0         | 0         | 1         | 1         | 3         | 1.7                         | 4.4                                    | Slightly Seller   |
| \$600,000 - 699,999    | 3               | 0                          | 1         | 0         | 1         | 0         | 0         | n/a                         | 7.0                                    | Slightly Buyer    |
| \$700,000 - 799,999    | 6               | 0                          | 0         | 1         | 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    | 1               | 0                          | 0         | 0         | 1         | 0         | 0         | n/a                         | 1.0                                    | Seller            |
| \$1,000,000 - and over | 2               | 0                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| <b>TOTAL</b>           | <b>185</b>      | <b>60</b>                  | <b>47</b> | <b>72</b> | <b>86</b> | <b>63</b> | <b>53</b> | <b>3.5</b>                  | <b>2.6</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 09/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2017 - 08/31/2017. Information is believed to be reliable, but not guaranteed.



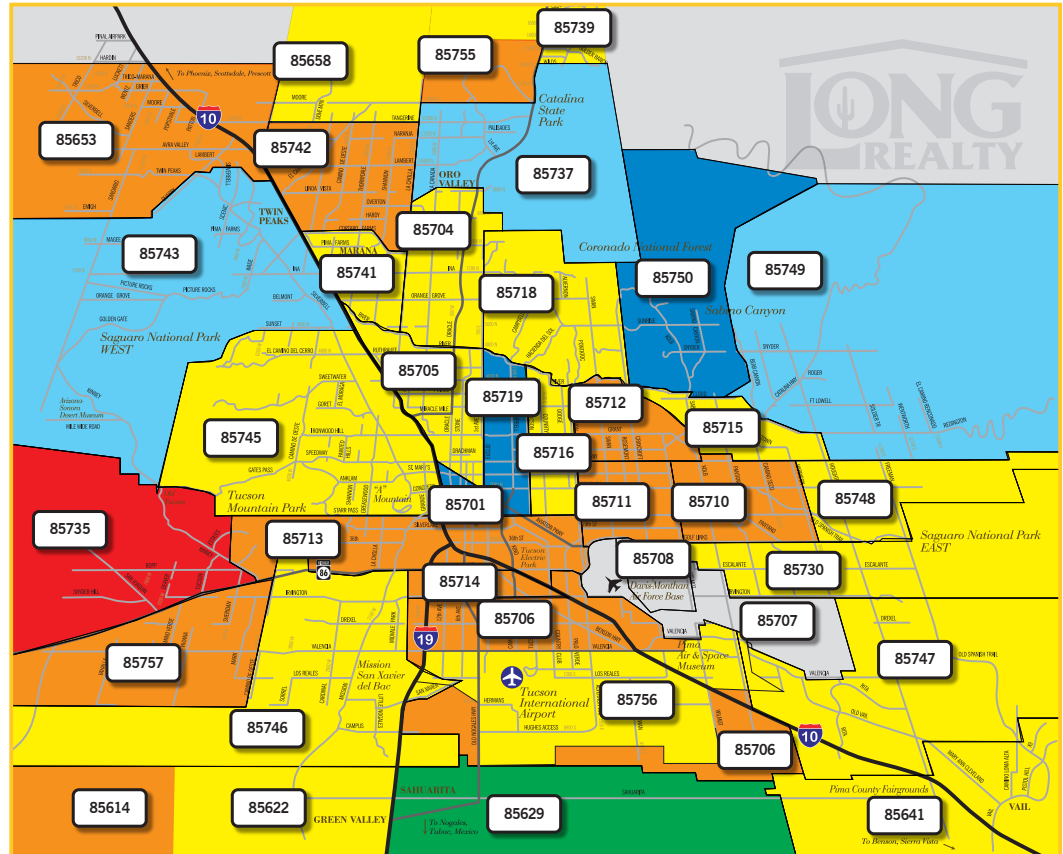
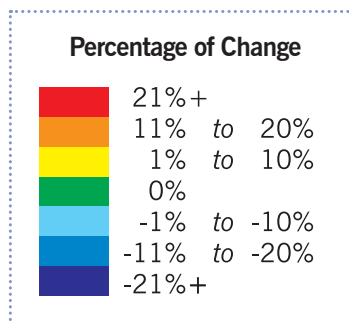


Vail | September 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2016-AUG 2016 TO  
JUN 2017-AUG 2017

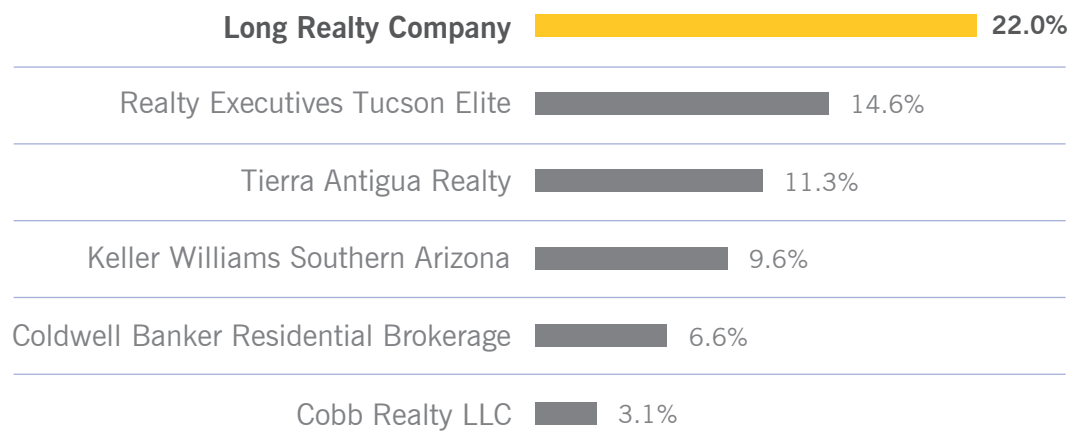
*This heat map represents the percentage of change in Tucson metro median sales prices from June 2016-August 2016 to June 2017-August 2017 by zip code.*



## MARKET SHARE – VAIL

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

*Data Obtained 09/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2016 – 08/31/2017 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.