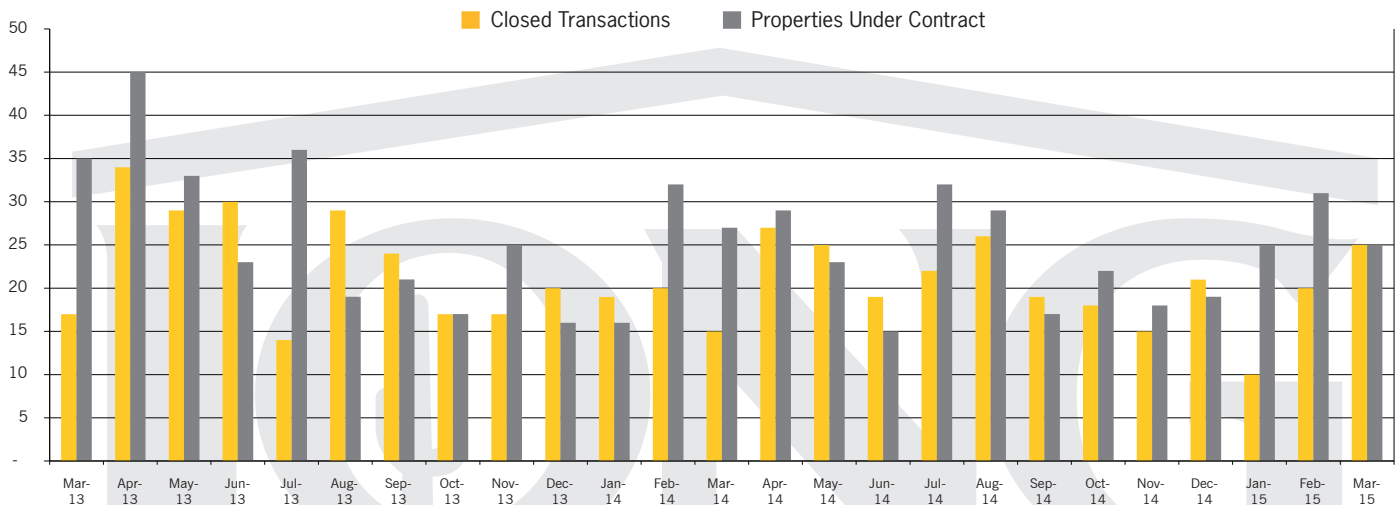




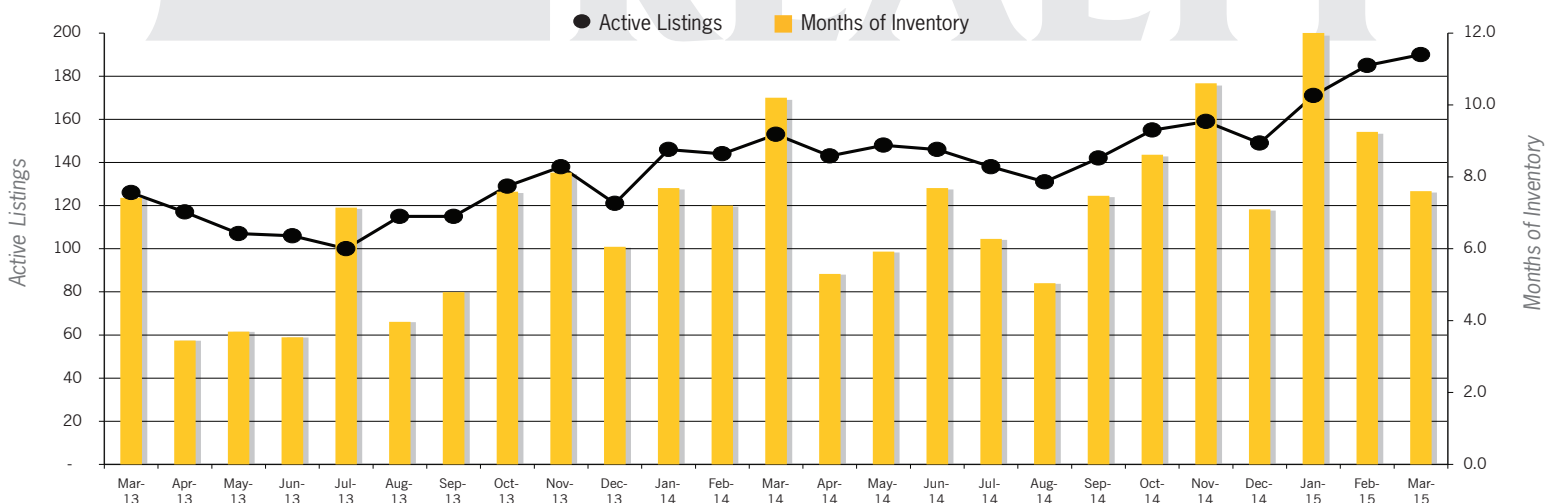
Rancho Vistoso | April 2015

In the Rancho Vistoso area, March 2015 active inventory was 190, a 24% increase from March 2014. There were 25 closings in March 2015, a 67% increase from March 2014. Year-to-date 2015 there were 55 closings, a 2% increase from year-to-date 2014. Months of Inventory was 7.6, down from 10.2 in March 2014. Median price of sold homes was \$263,000 for the month of March 2015, up 15% from March 2014. The Rancho Vistoso area had 25 new properties under contract in March 2015, down 7% from March 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



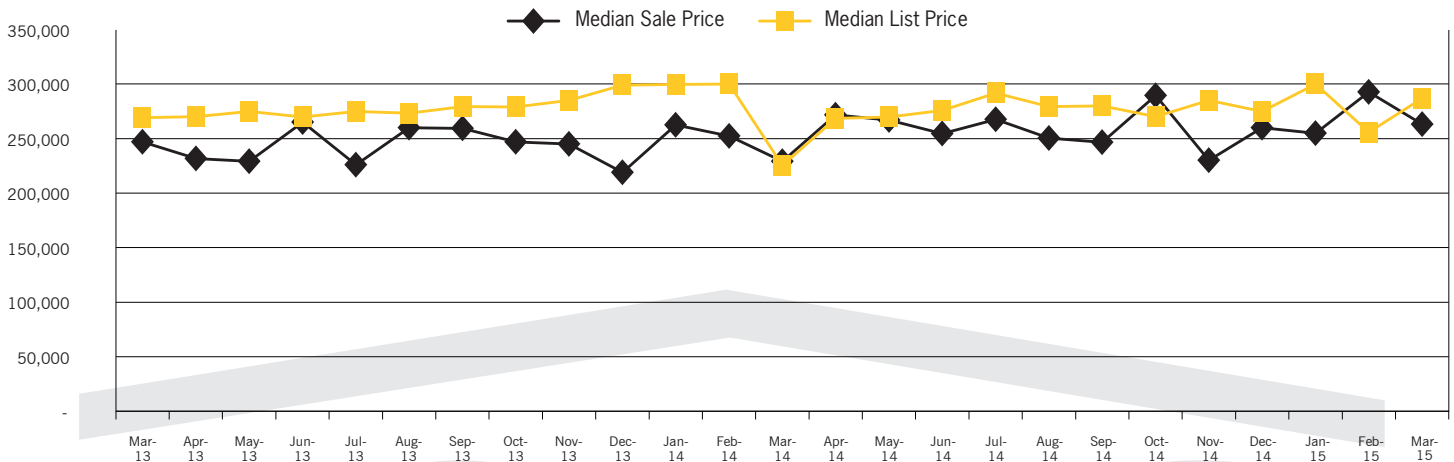
ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 04/03/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO

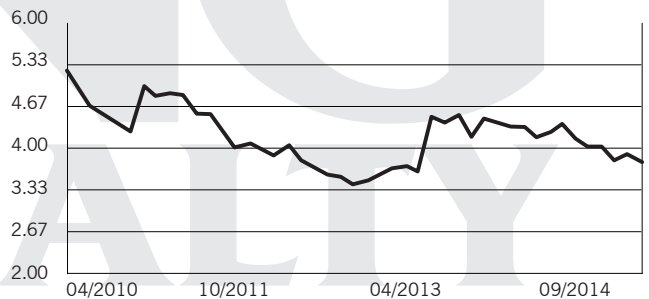


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2014	\$229,000	4.375%	\$1,086.20
2015	\$263,000	3.875%	\$1,174.89

30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.

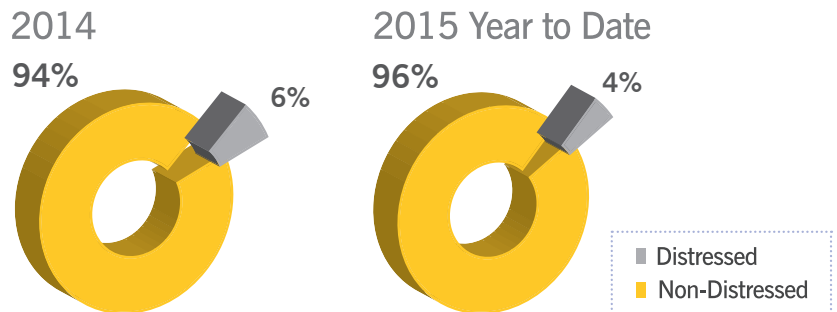


Source: Residential median sales prices. Data obtained 04/03/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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.





MARKET CONDITIONS BY PRICE BAND – RANCHO VISTOSO

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	13	0	1	1	1	0	0	n/a	25.0	Buyer
\$175,000 - 199,999	26	1	1	3	0	3	2	13.0	14.6	Buyer
\$200,000 - 224,999	16	3	3	3	1	1	2	8.0	13.5	Buyer
\$225,000 - 249,999	19	2	3	3	3	2	7	2.7	5.5	Balanced
\$250,000 - 274,999	17	2	2	3	3	3	4	4.3	5.4	Balanced
\$275,000 - 299,999	16	2	0	3	2	4	2	8.0	4.3	Slightly Seller
\$300,000 - 349,999	24	3	1	2	0	1	0	n/a	63.0	Buyer
\$350,000 - 399,999	16	0	1	1	0	3	3	5.3	7.3	Slightly Buyer
\$400,000 - 499,999	10	1	2	2	0	0	1	10.0	29.0	Buyer
\$500,000 - 599,999	4	1	1	0	1	1	0	n/a	5.5	Balanced
\$600,000 - 699,999	4	2	0	0	0	1	1	4.0	5.5	Balanced
\$700,000 - 799,999	1	0	0	0	0	1	1	1.0	4.0	Seller
\$800,000 - 899,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	0	0	0	0	2	2.5	5.0	Balanced
\$1,000,000 - and over	17	1	0	0	0	1	0	n/a	57.0	Buyer
TOTAL	190	19	15	22	11	21	25	7.6	9.6	Buyer

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



The Housing Report



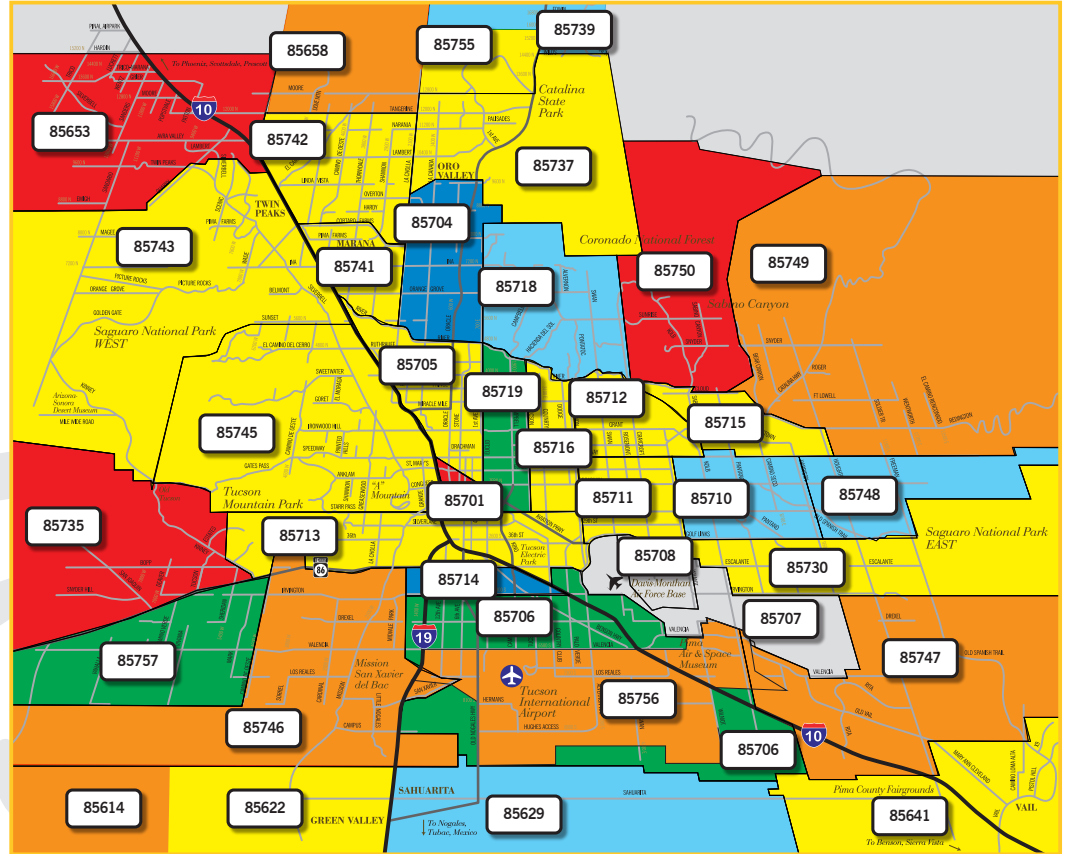
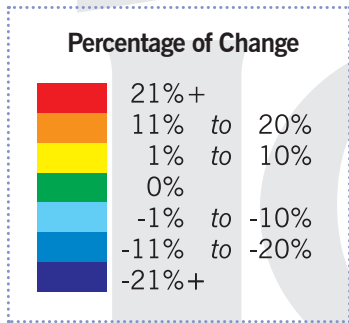
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 Stephen@TeamWoodall.com | TeamWoodall.com

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2014-MAR 2014 TO JAN 2015-MAR 2015

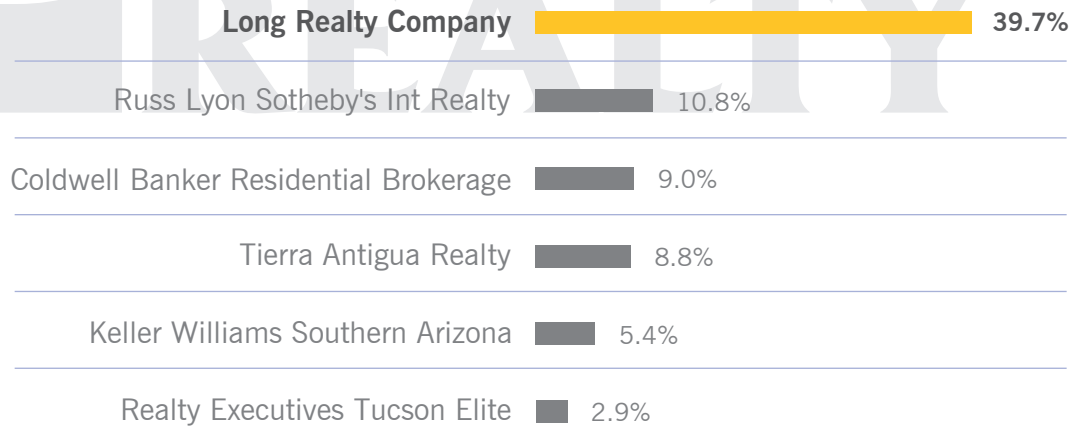
This heat map represents the percentage of change in Tucson metro median sales prices from January 2014-March 2014 to January 2015-March 2015 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2014 – 03/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Rancho Vistoso Housing Report is comprised of data for residential properties in the community of Rancho Vistoso in Oro Valley. 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.

These statistics are based on information obtained from the TARMLS and GVARMLS on 04/03/2015. Information is believed to be reliable, but not guaranteed.