



# The Housing Report

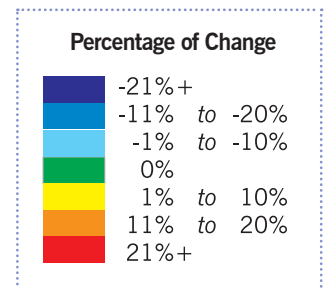
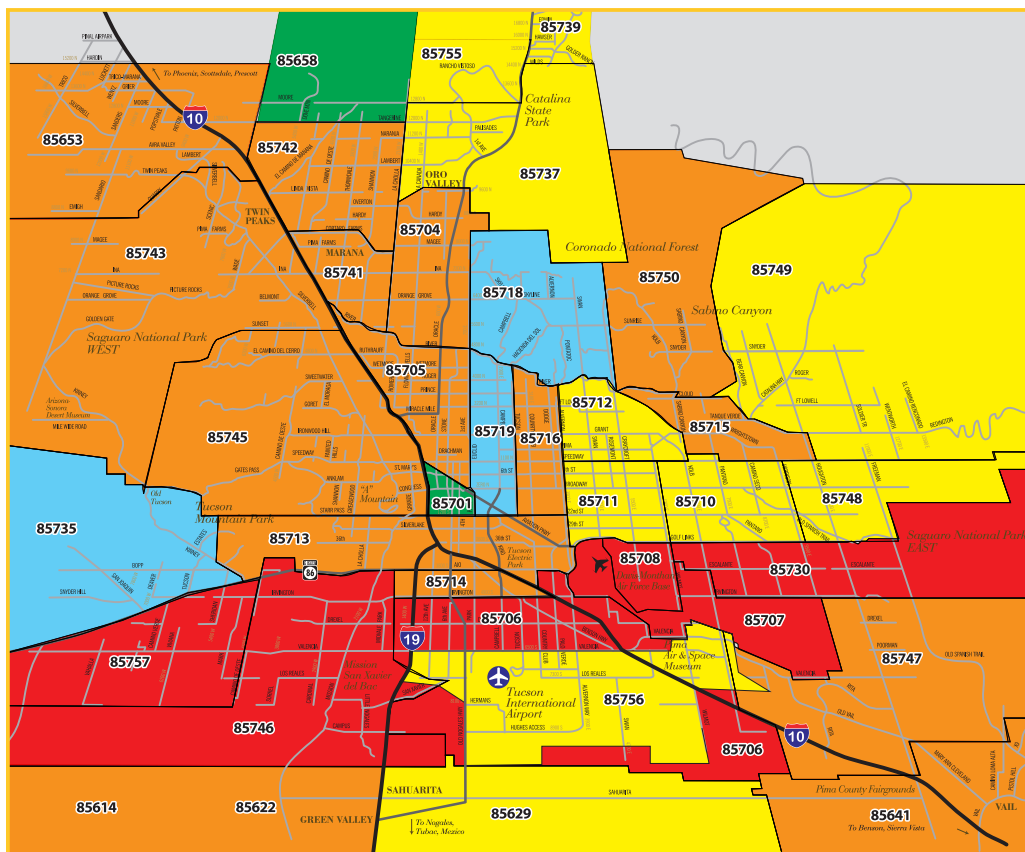


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Rancho Vistoso | October 2013

In the Rancho Vistoso area, September 2013 active inventory was 115, a 2.7% increase from September 2012. There were 24 closings in September 2013, a 20.0% increase from September 2012. Months of Inventory was 4.8 down from 5.6 in September 2012. Median price of sold homes was \$259,248 for the month of September 2013, up 19.5% from September 2012. The Rancho Vistoso area had 21 new properties under contract in September 2013, down 8.7% from September 2012.

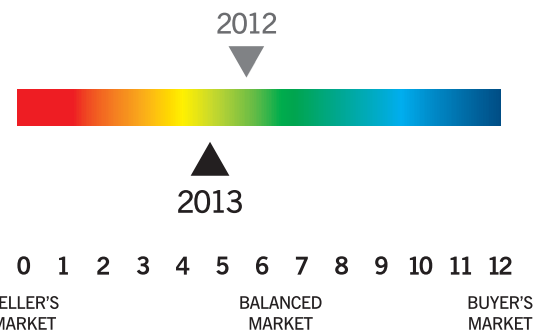
## TUCSON METRO HOME SALES PRICES - PERCENTAGE OF CHANGE



*This heat map represents the changes in median sold home prices from the current month to the same month last year.*

## MARKET CONDITIONS - RANCHO VISTOSO

*Months of inventory is an important indicator of the overall health of the housing market. The balance of supply and demand is reflected by taking into account current inventory levels and the rate of home sales.*



*These statistics are based on information obtained from the TARMLS on 10/03/2013. Information is believed to be reliable, but not guaranteed.*



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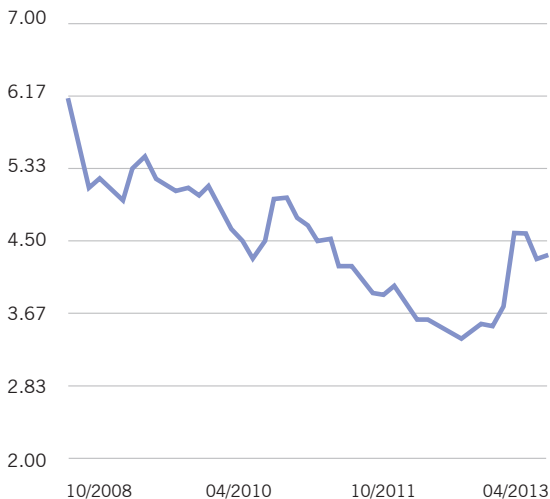
## CLOSED HOME SALES – RANCHO VISTOSO

This chart reflects the number of closed property sales year to date as compared to same time period last year.



## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2008 levels.



Source: Bankrate.com

## PROPERTIES UNDER CONTRACT – RANCHO VISTOSO

The number of properties under contract is a leading indicator of future closed sales. This graphic compares year to date properties under contract to the same time period last year.



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$401,000	6.70%	\$2,497.00
2012	\$217,000	3.50%	\$925.71
2013	\$259,248	4.50%	\$1,247.89

Source: Residential median sales prices. Data obtained 10/03/2013 from TARMLS using Brokermetrics software. 2006 Monthly payments based on an FHA mortgage with a 3.5% down payment on a median priced home, 2012 and 2013 amounts based on 5% down payment. All data obtained is believed to be reliable, but not guaranteed.



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## MARKET CONDITIONS BY PRICE BAND – RANCHO VISTOSO

	Active Listings	Sept 2012 Closed Sales	Last 3 Months Closed Sale			Current Months of Inventory	3 Mo. Trend Months of Inventory	Market Conditions
			Jul-13	Aug-13	Sep-13			
\$1 - 49,999	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	1	0	0	n/a	0.0	<b>Seller</b>
\$125,000 - 149,999	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	4	3	1	1	1	4.0	3.3	<b>Slightly Seller</b>
\$175,000 - 199,999	7	2	3	2	3	2.3	2.4	<b>Seller</b>
\$200,000 - 224,999	5	7	1	4	2	2.5	2.4	<b>Seller</b>
\$225,000 - 249,999	26	1	3	5	5	5.2	4.6	<b>Slightly Seller</b>
\$250,000 - 274,999	12	5	2	5	4	3.0	4.2	<b>Slightly Seller</b>
\$275,000 - 299,999	11	1	1	2	1	11.0	10.5	<b>Buyer</b>
\$300,000 - 349,999	14	0	1	4	2	7.0	4.7	<b>Slightly Seller</b>
\$350,000 - 399,999	4	0	0	1	2	2.0	5.3	<b>Balanced</b>
\$400,000 - 499,999	9	1	2	2	3	3.0	3.1	<b>Slightly Seller</b>
\$500,000 - 599,999	3	0	0	0	1	3.0	10.0	<b>Buyer</b>
\$600,000 - 699,999	3	0	0	1	0	n/a	12.0	<b>Buyer</b>
\$700,000 - 799,999	4	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	1	0	n/a	10.0	<b>Buyer</b>
\$1,000,000 - and over	9	0	0	1	0	n/a	26.0	<b>Buyer</b>
<b>TOTAL</b>	<b>115</b>	<b>20</b>	<b>15</b>	<b>29</b>	<b>24</b>	<b>4.8</b>	<b>4.9</b>	<b>Slightly Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 10/03/2013.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2013 – 9/30/2013. Information is believed to be reliable, but not guaranteed.



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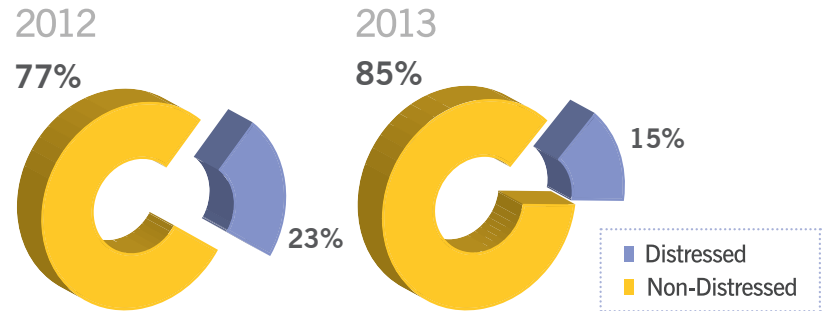


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## DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



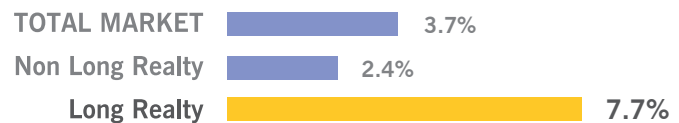
## TUCSON MARKET PERFORMANCE

Long Realty is outpacing the market in both sold units and total dollars sold in real estate.

### \$Volume - %Change



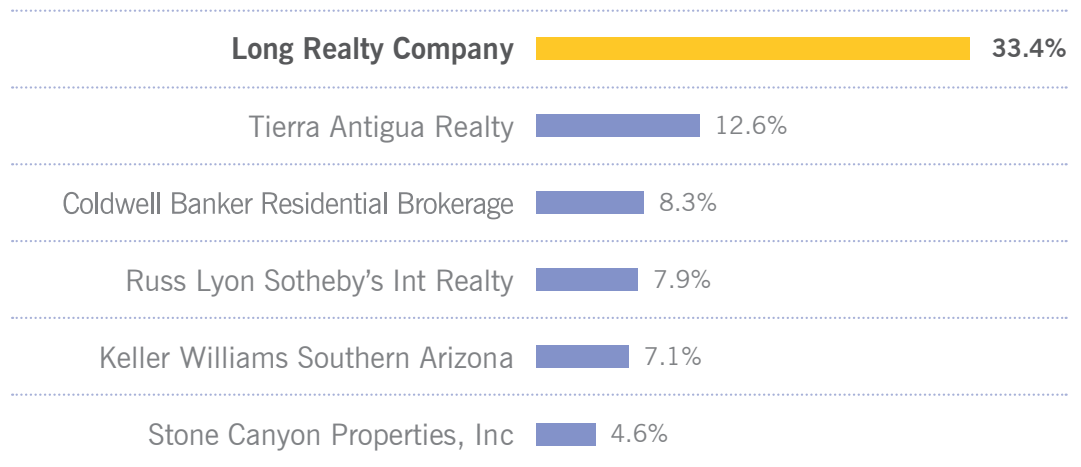
### Units - %Change



## MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2012 – 09/30/2013 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.

Distressed sales and market performance data is based on information obtained from the TARMLS on 10/03/2013. Information is believed to be reliable, but not guaranteed.