



# The Housing Report

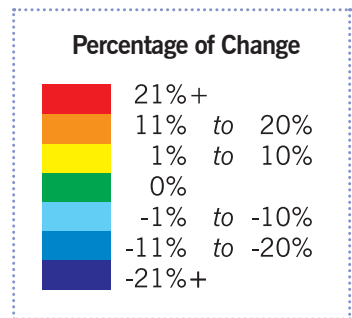
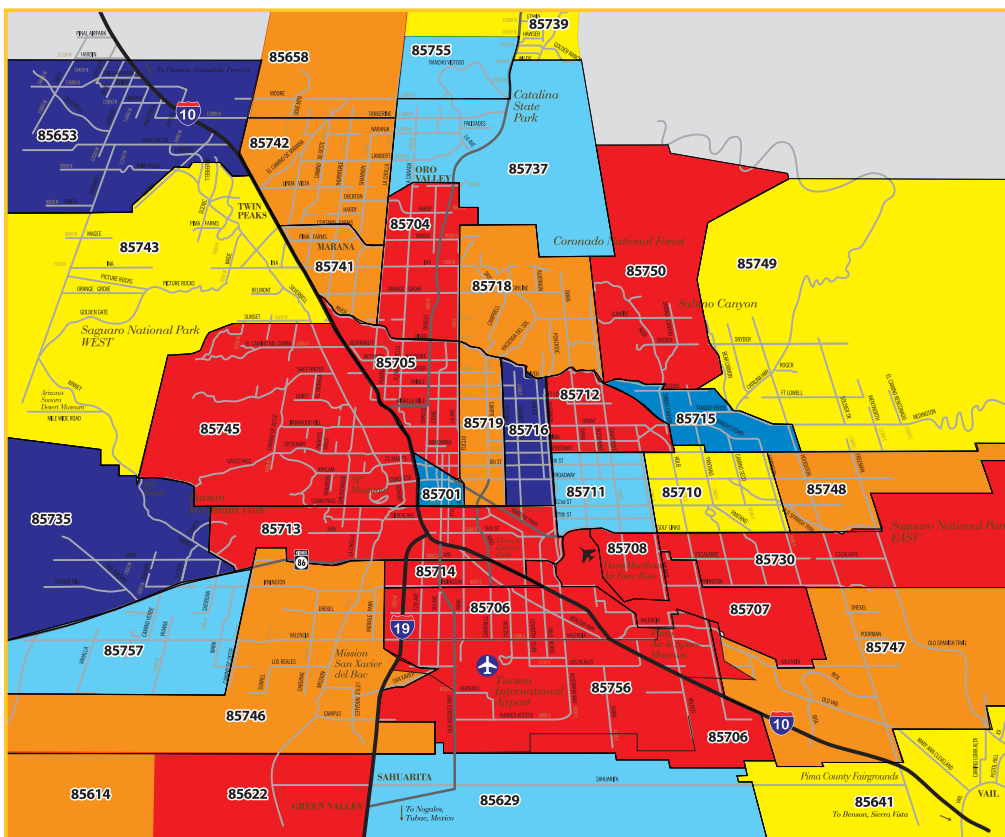


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Rancho Vistoso | November 2013

In the Rancho Vistoso area, October 2013 active inventory was 128, a 13.3% increase from October 2012. There were 17 closings in October 2013, a 22.7% decrease from October 2012. Months of Inventory was 7.5 up from 5.1 in October 2012. Median price of sold homes was \$247,000 for the month of October 2013, down .8% from October 2012. The Rancho Vistoso area had 17 new properties under contract in October 2013, down 34.6% from October 2012.

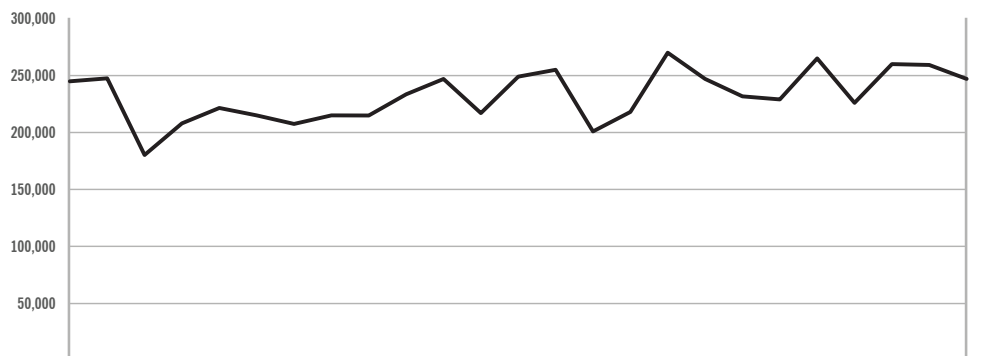
## TUCSON METRO HOME SALES PRICES – PERCENTAGE OF CHANGE



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

## MEDIAN PRICE TREND – RANCHO VISTOSO

*This graph represents the median sold home prices over the past two years.*



Oct-11 Nov-11 Dec-11 Jan-12 Feb-12 Mar-12 Apr-12 May-12 Jun-12 Jul-12 Aug-12 Sep-12 Oct-12 Nov-12 Dec-12 Jan-13 Feb-13 Mar-13 Apr-13 May-13 Jun-13 Jul-13 Aug-13 Sep-13 Oct-13

*These statistics are based on information obtained from the TARMLS on 11/05/2013. Information is believed to be reliable, but not guaranteed.*



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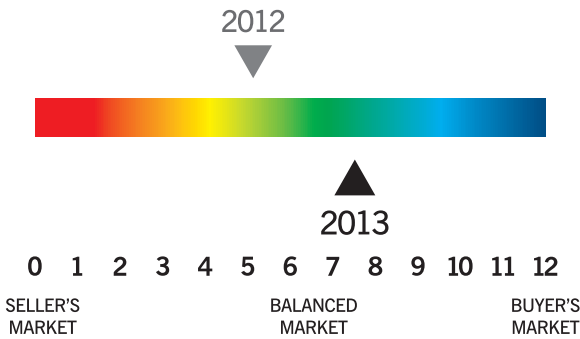
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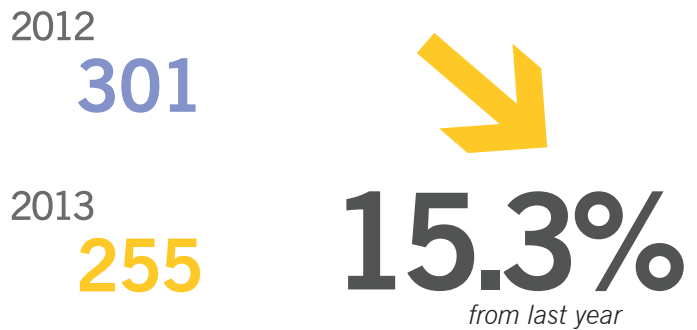
## MARKET CONDITIONS – RANCHO VISTOSO

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.



## 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.



## CLOSED HOME SALES – RANCHO VISTOSO

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



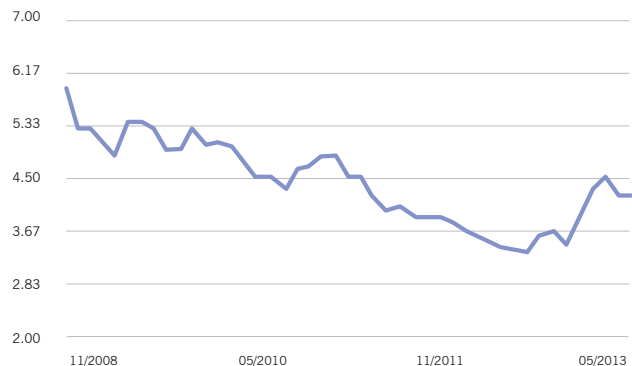
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$401,000	6.70%	\$2,497.00
2012	\$249,000	3.41%	\$1,050.37
2013	\$247,000	4.15%	\$1,140.64

Source: Residential median sales prices. Data obtained 11/05/2013 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.

## 30 YEAR FIXED MORTGAGE RATE

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



Source: Bankrate.com



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## MARKET CONDITIONS BY PRICE BAND – RANCHO VISTOSO

	Active Listings	Oct 2012 Closed Sales	Last 3 Months Closed Sale			Current Months of Inventory	3 Mo. Trend Months of Inventory	Market Conditions
			Aug-13	Sep-13	Oct-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	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	2	4	1	1	0	n/a	6.0	Balanced
\$175,000 - 199,999	4	3	2	3	3	1.3	2.6	Seller
\$200,000 - 224,999	12	3	4	2	1	12.0	3.3	Seller
\$225,000 - 249,999	28	1	5	5	6	4.7	4.5	Slightly Seller
\$250,000 - 274,999	10	6	5	4	2	5.0	3.5	Seller
\$275,000 - 299,999	11	2	2	1	3	3.7	6.8	Slightly Buyer
\$300,000 - 349,999	15	2	4	2	1	15.0	5.9	Balanced
\$350,000 - 399,999	6	0	1	2	0	n/a	5.0	Balanced
\$400,000 - 499,999	9	0	2	3	1	9.0	4.2	Slightly Seller
\$500,000 - 599,999	4	0	0	1	0	n/a	11.0	Buyer
\$600,000 - 699,999	3	0	1	0	0	n/a	12.0	Buyer
\$700,000 - 799,999	6	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	3	0	1	0	0	n/a	11.0	Buyer
\$1,000,000 - and over	14	1	1	0	0	n/a	29.0	Buyer
<b>TOTAL</b>	<b>128</b>	<b>22</b>	<b>29</b>	<b>24</b>	<b>17</b>	<b>7.5</b>	<b>5.2</b>	<b>Balanced</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 11/05/2013.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2013 – 10/31/2013. Information is believed to be reliable, but not guaranteed.



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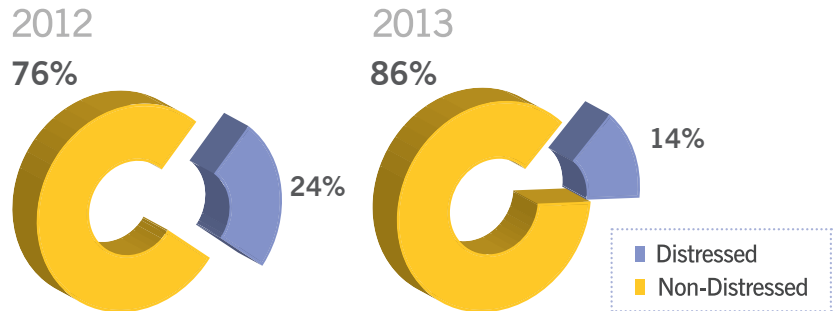


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## DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

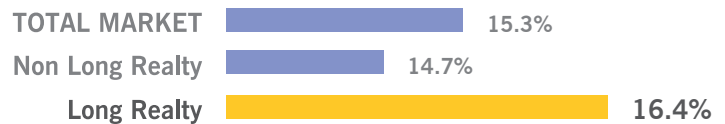
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## TUCSON MARKET PERFORMANCE

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

### \$Volume - %Change



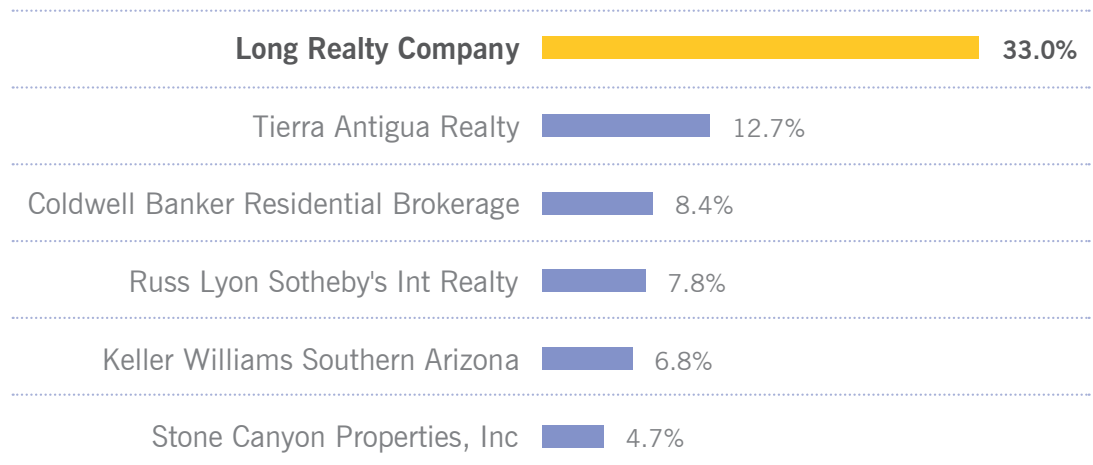
### Units - %Change



## MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2012 – 10/31/2013 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 11/05/2013. Information is believed to be reliable, but not guaranteed.