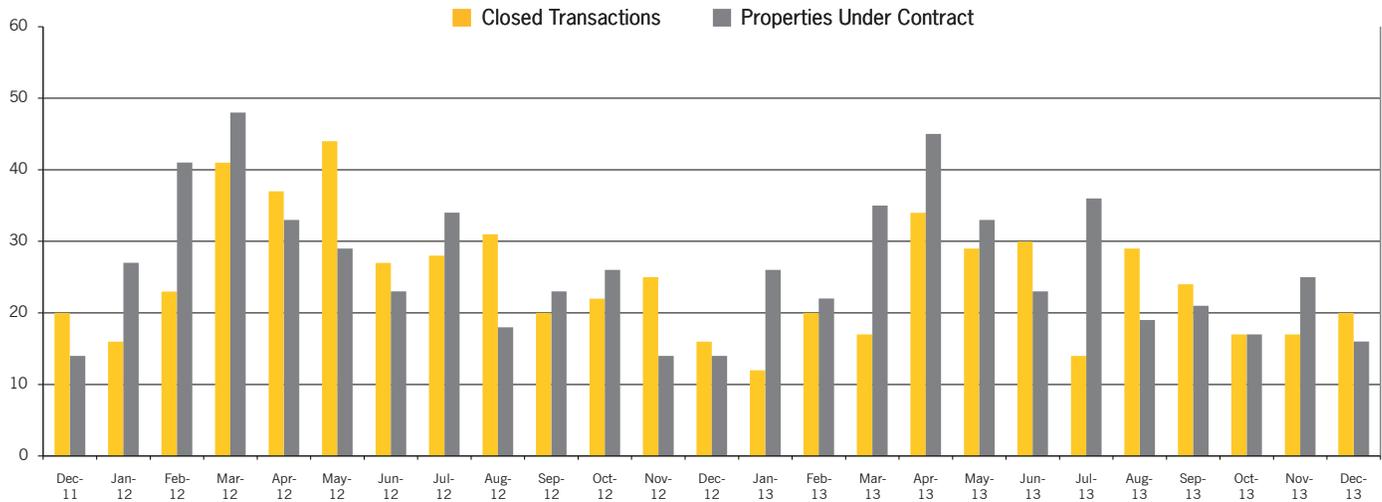




Rancho Vistoso | January 2014

In the Rancho Vistoso area, December 2013 active inventory was 121, a 5% decrease from December 2012. There were 20 closings in December 2013, a 25% increase from December 2012. Months of Inventory was 6.1, down from 8.0 in December 2012. Median price of sold homes was \$273,000 for the month of December 2013, up 36% from December 2012. The Rancho Vistoso area had 16 new properties under contract in December 2013, up 14% from December 2012.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

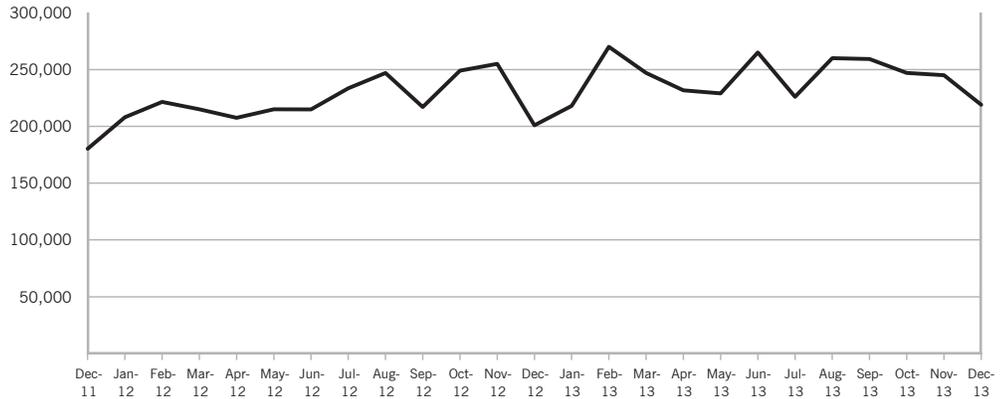


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 01/06/2014 is believed to be reliable, but not guaranteed.



MEDIAN PRICE – RANCHO VISTOSO

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



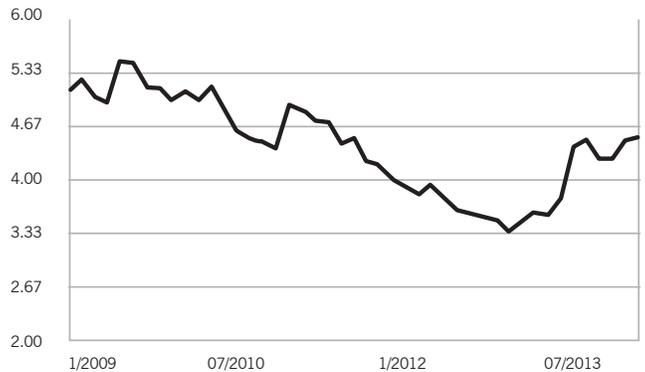
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$401,000	6.70%	\$2,497.00
2012	200,914	3.50%	\$857.08
2013	\$273,000	4.25%	\$1,275.85

Source: Residential median sales prices. Data obtained 01/06/2014 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

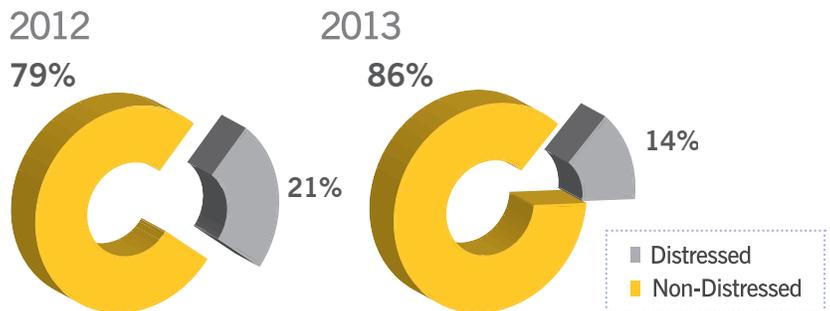
While mortgage rates have increased slightly recently, they are still well below 2009 levels.



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.





The Housing Report



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Rancho Vistoso | January 2014

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
		Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
\$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	1	0	0	0	0	1	n/a	n/a	n/a
\$125,000 - 149,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	2	1	1	1	0	0	1	2.0	11.0	Buyer
\$175,000 - 199,999	8	3	3	3	3	4	2	4.0	2.6	Seller
\$200,000 - 224,999	9	1	5	2	1	0	2	4.5	9.3	Buyer
\$225,000 - 249,999	19	3	5	5	6	5	3	6.3	5.0	Balanced
\$250,000 - 274,999	11	2	5	4	2	3	1	11.0	5.3	Balanced
\$275,000 - 299,999	14	1	2	1	3	2	4	3.5	4.4	Slightly Seller
\$300,000 - 349,999	10	1	4	2	1	2	0	n/a	13.3	Buyer
\$350,000 - 399,999	2	1	1	2	0	1	0	n/a	13.0	Buyer
\$400,000 - 499,999	7	2	2	3	1	0	4	1.8	4.6	Slightly Seller
\$500,000 - 599,999	3	0	0	1	0	0	1	3.0	13.0	Buyer
\$600,000 - 699,999	6	0	1	0	0	0	1	6.0	16.0	Buyer
\$700,000 - 799,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	19	0	1	0	0	0	0	n/a	n/a	n/a
TOTAL	121	16	31	24	17	17	20	6.1	7.2	Slightly Buyer



Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2014.

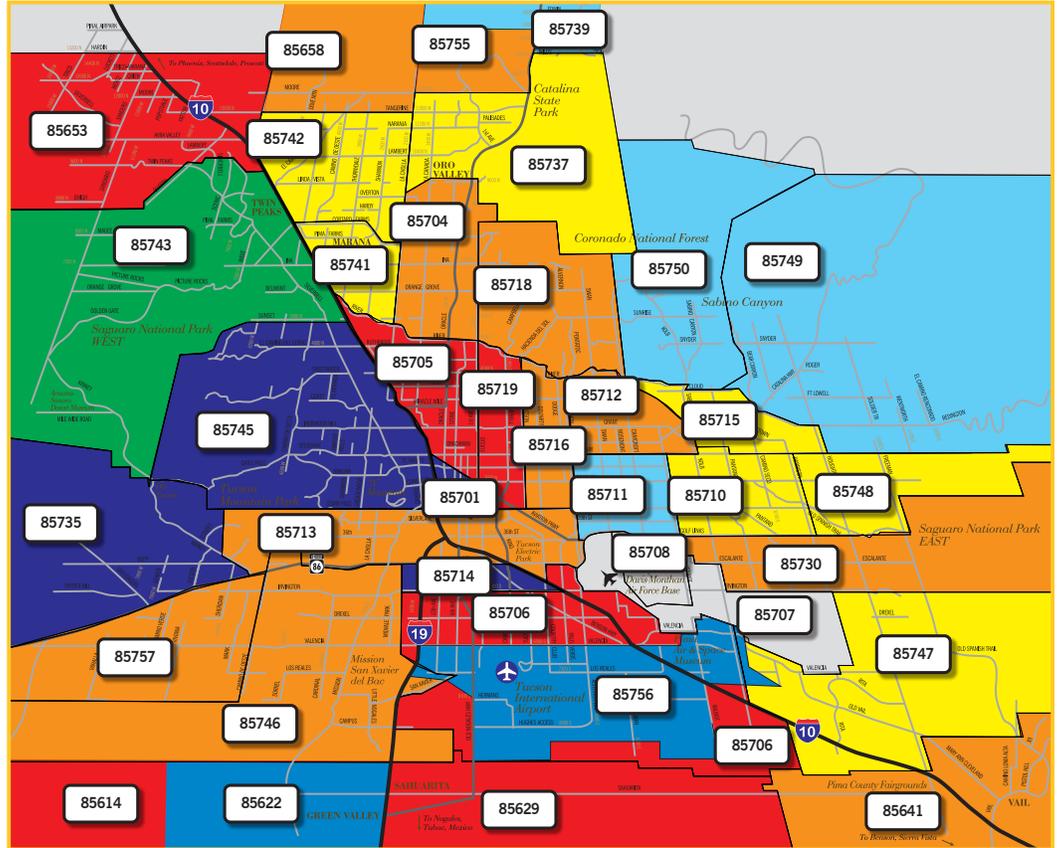
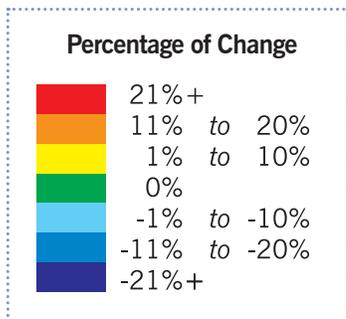
3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2013 - 12/31/2013. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DECEMBER 2012 TO DECEMBER 2013

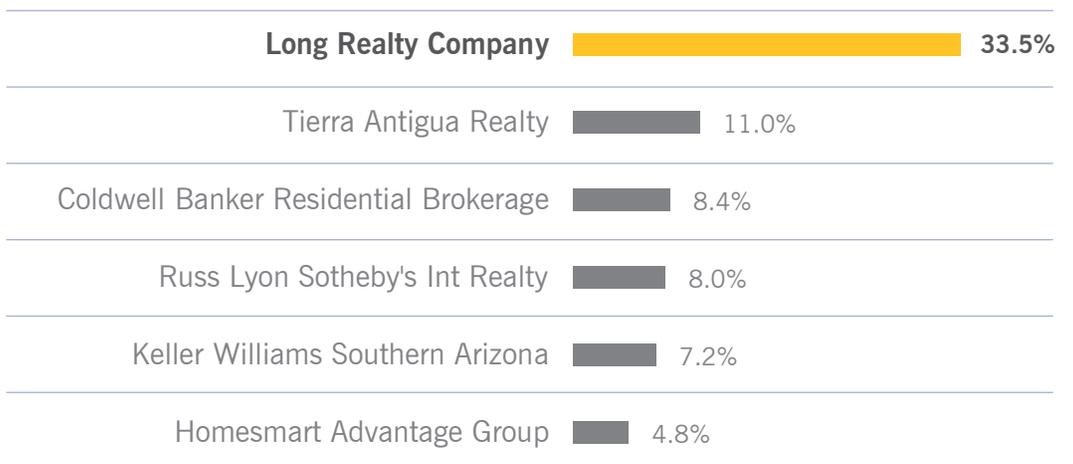
This heat map represents the percentage of change in Tucson metro median sales prices from December 2012 to December 2013 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2013 – 12/31/2013 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.