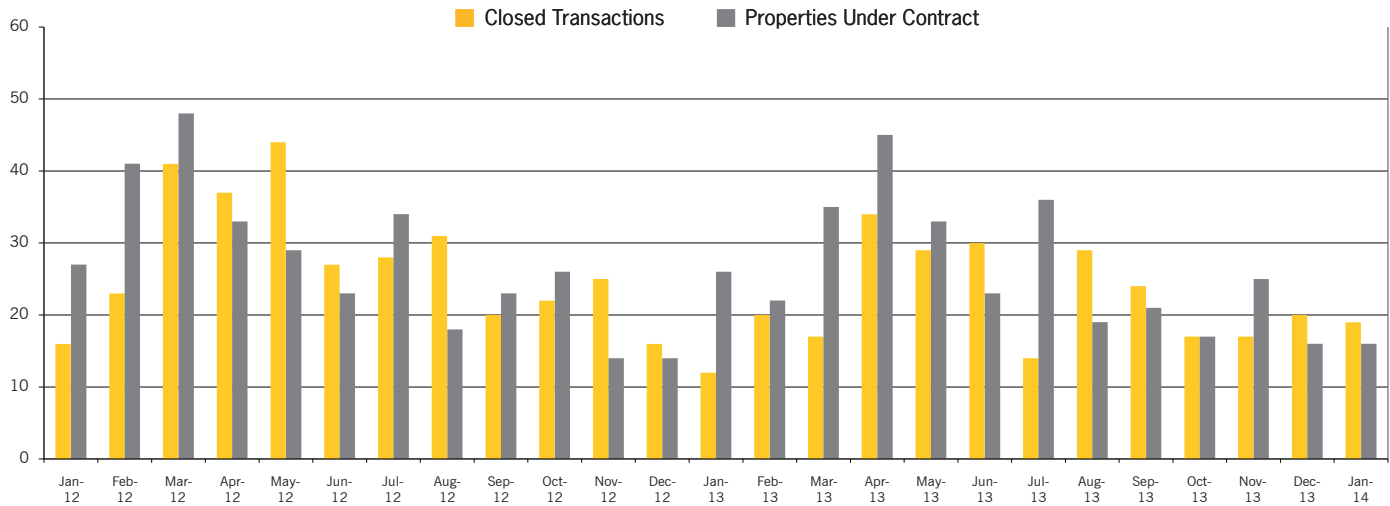




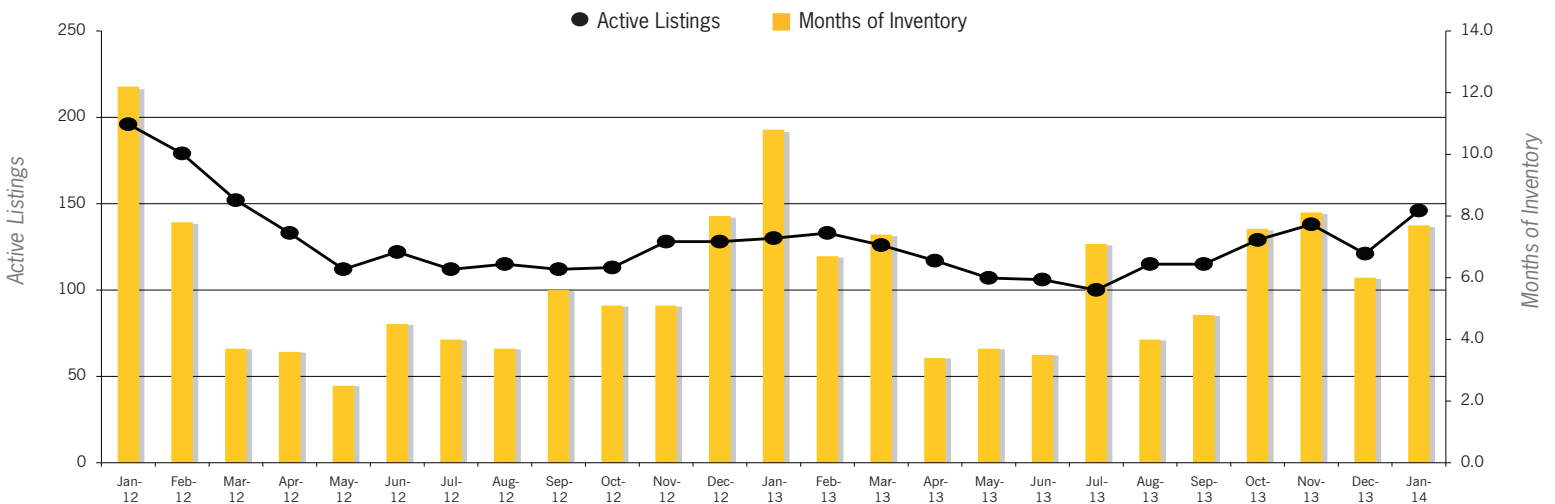
Rancho Vistoso | February 2014

In the Rancho Vistoso area, January 2014 active inventory was 146, a 12% increase from January 2013. There were 19 closings in January 2014, a 58% increase from January 2013. Months of Inventory was 7.7, down from 10.8 in January 2013. Median price of sold homes was \$262,500 for the month of January 2014, up 20% from January 2013. The Rancho Vistoso area had 16 new properties under contract in January 2014, down 38% from January 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



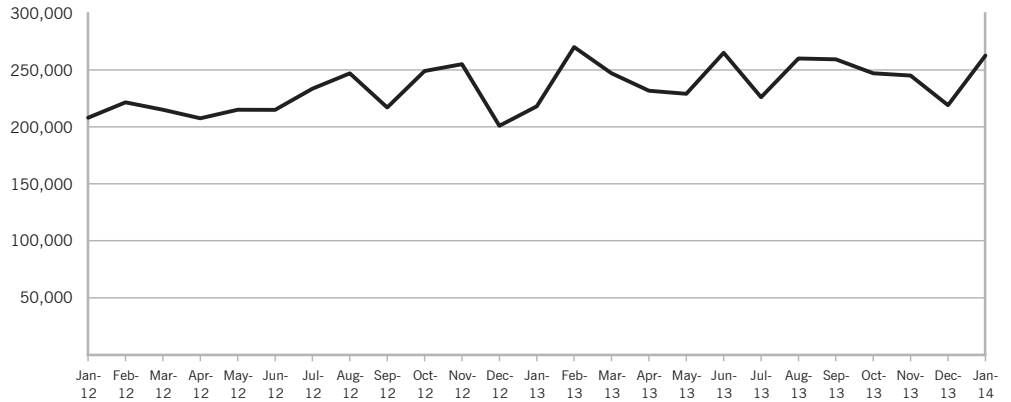
Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 02/05/2014 is believed to be reliable, but not guaranteed.



Rancho Vistoso | February 2014

MEDIAN PRICE – RANCHO VISTOSO

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



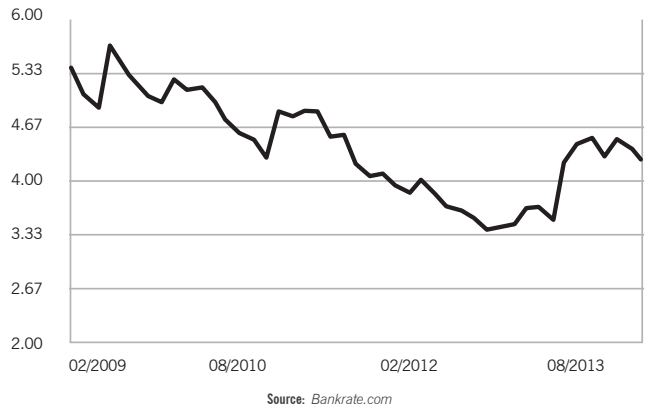
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.14%	\$2,168.07
2013	218,000	3.39%	\$917.30
2014	\$262,500	4.48%	\$1,260.58

Source: Residential median sales prices. Data obtained 02/05/2014 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.

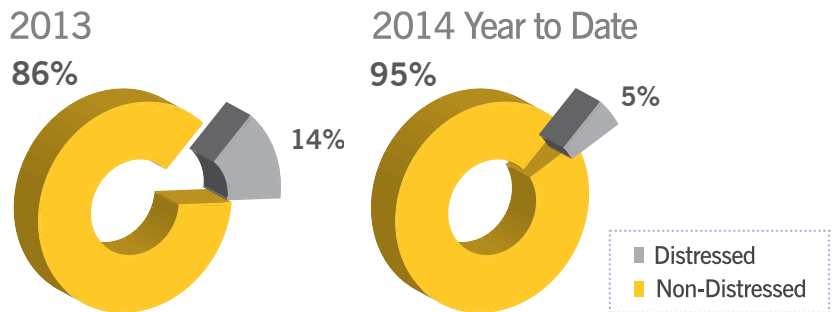
30 YEAR FIXED MORTGAGE RATE

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



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



Stephen Woodall | (520) 818-4504
 Stephen@TeamWoodall.com | TeamWoodall.com

Rancho Vistoso | February 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
		Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14			
\$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	1	0	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	1	1	1	0	0	1	2	0.5	2.7	Seller
\$175,000 - 199,999	8	3	3	3	4	2	0	n/a	4.0	Seller
\$200,000 - 224,999	9	5	2	1	0	2	2	4.5	6.8	Slightly Buyer
\$225,000 - 249,999	23	5	5	6	5	3	4	5.8	5.6	Balanced
\$250,000 - 274,999	12	5	4	2	3	1	3	4.0	4.7	Slightly Seller
\$275,000 - 299,999	13	2	1	3	3	4	1	13.0	4.9	Slightly Seller
\$300,000 - 349,999	13	4	2	1	2	0	1	13.0	12.7	Buyer
\$350,000 - 399,999	8	1	2	0	1	0	2	4.0	5.0	Balanced
\$400,000 - 499,999	13	2	3	1	0	4	1	13.0	5.2	Balanced
\$500,000 - 599,999	3	0	1	0	0	1	2	1.5	3.7	Seller
\$600,000 - 699,999	6	1	0	0	0	1	0	n/a	18.0	Buyer
\$700,000 - 799,999	6	0	0	0	0	0	1	6.0	19.0	Buyer
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	24	1	0	0	0	0	0	n/a	n/a	n/a
TOTAL	146	31	24	17	18	20	19	7.7	7.1	Slightly Buyer



Statistics based on information obtained from TARMLS and using Brokermetrics software on 02/05/2014.
 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2013 - 1/31/2014. Information is believed to be reliable, but not guaranteed.



The Housing Report



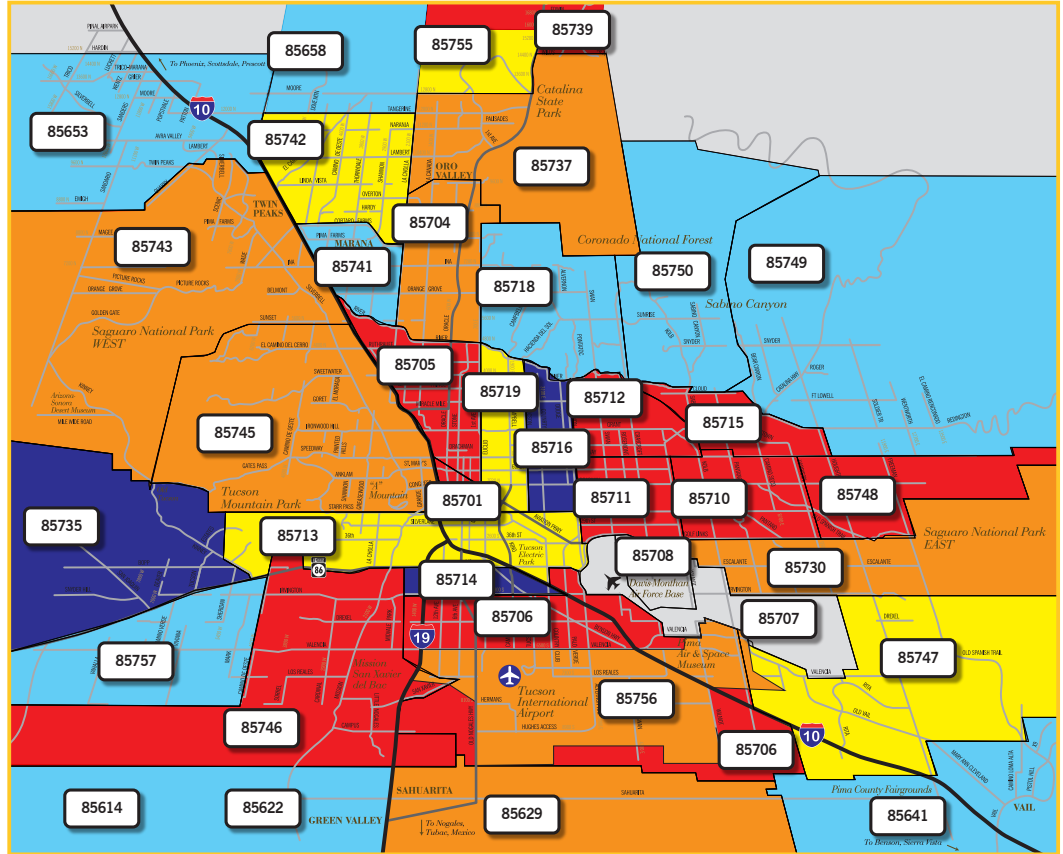
Stephen Woodall | (520) 818-4504
 Stephen@TeamWoodall.com | TeamWoodall.com

Rancho Vistoso | February 2014

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JANUARY 2013 TO JANUARY 2014

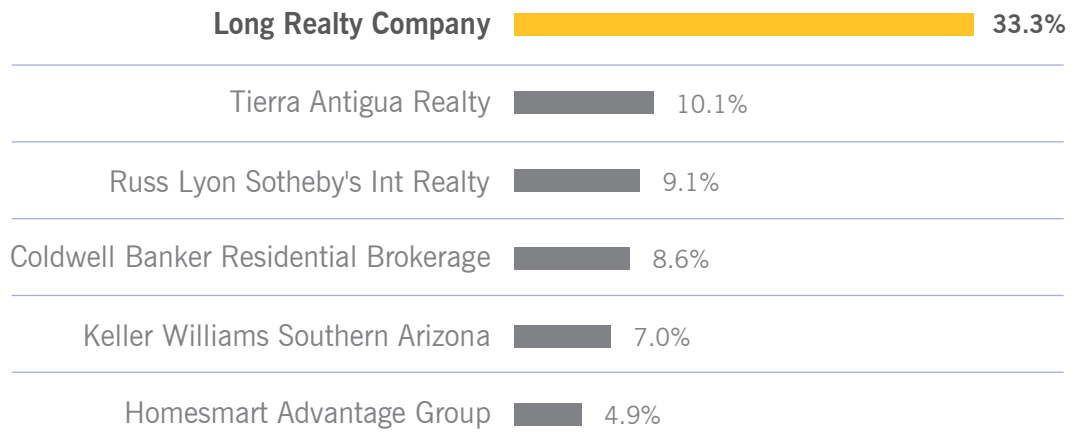
This heat map represents the percentage of change in Tucson metro median sales prices from January 2013 to January 2014 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2013 – 01/31/2014 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 02/05/2014. Information is believed to be reliable, but not guaranteed.