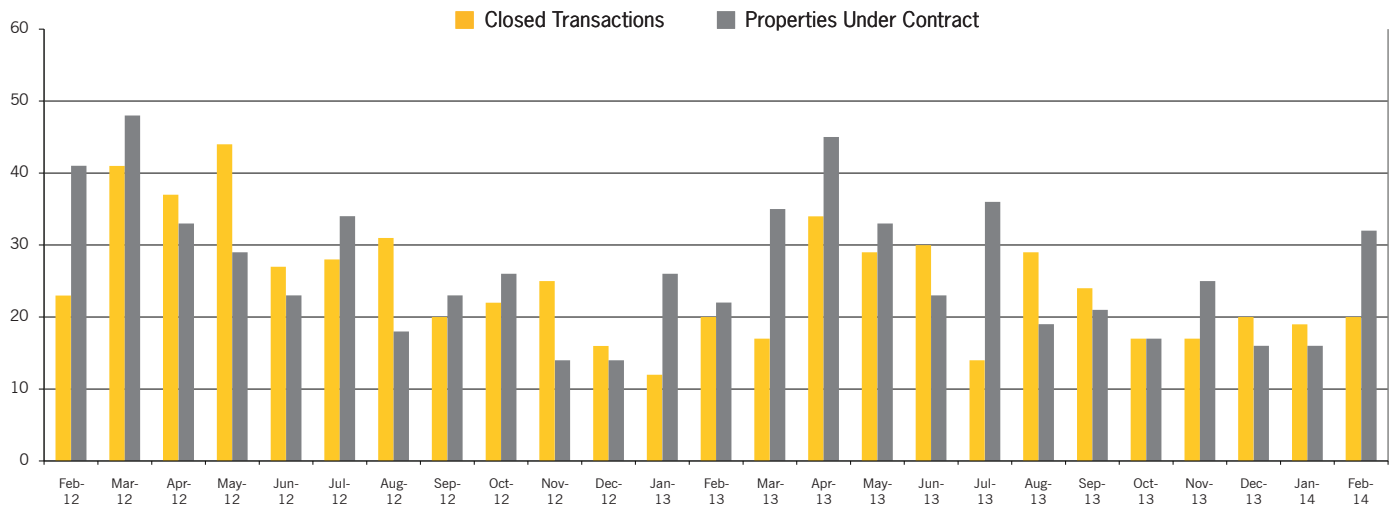




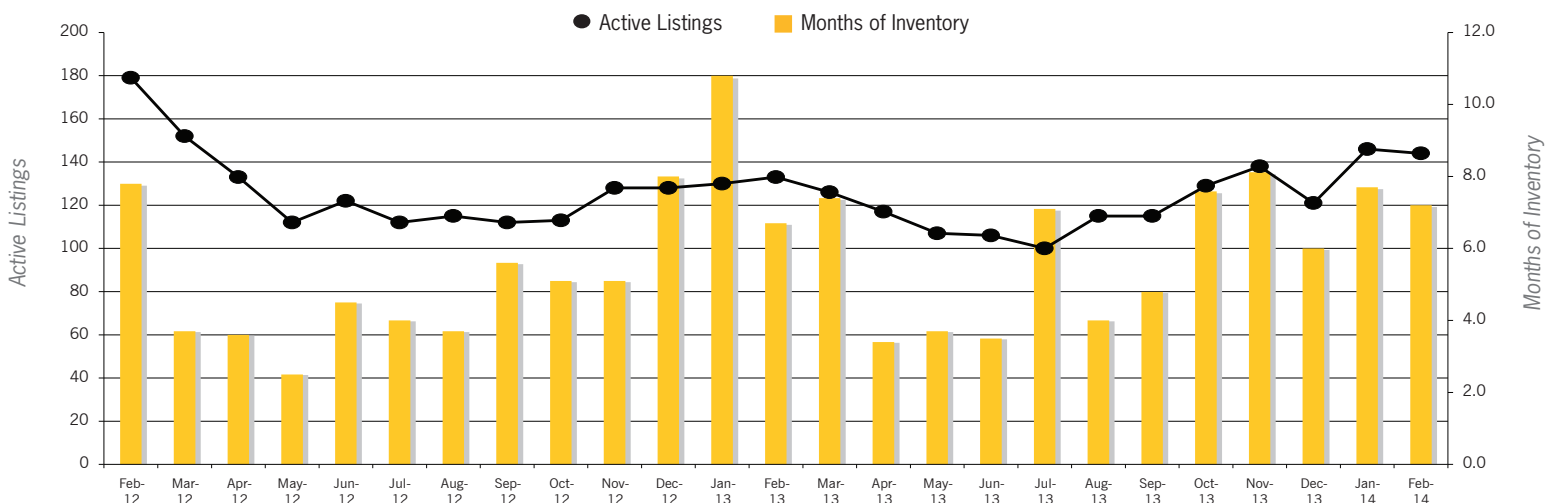
## Rancho Vistoso | March 2014

In the Rancho Vistoso area, February 2014 active inventory was 144, an 8% increase from February 2013. There were 20 closings in February 2014, virtually unchanged from February 2013. Months of Inventory was 7.2, up from 6.7 in February 2013. Median price of sold homes was \$252,286 for the month of February 2014, down 7% from February 2013. The Rancho Vistoso area had 32 new properties under contract in February 2014, up 45% from February 2013.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



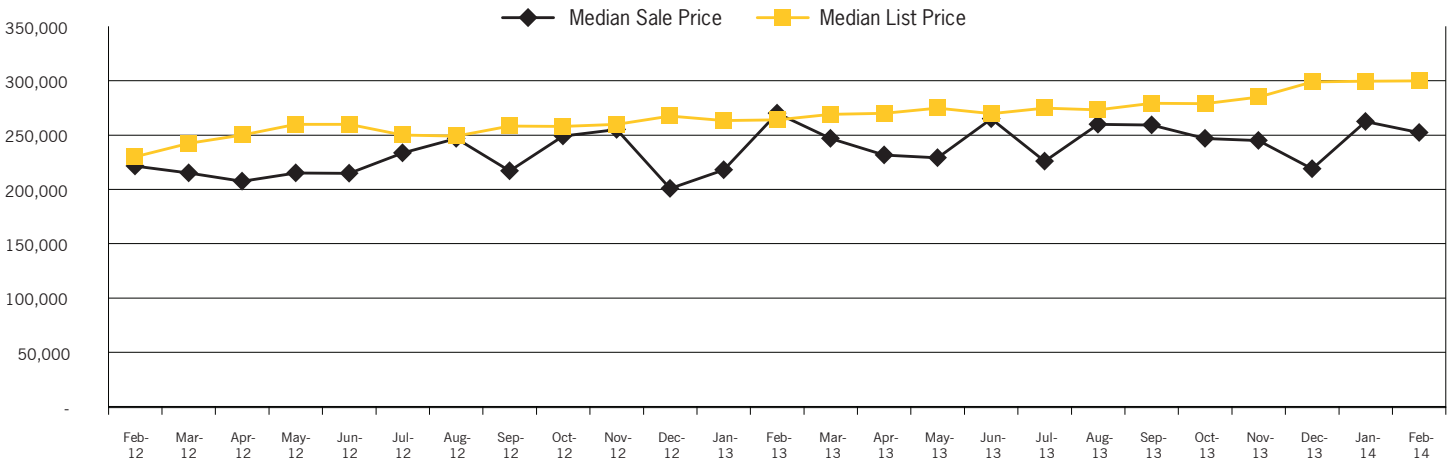
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 03/05/2014 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	6.14%	\$2,168.07
2013	\$270,000	3.50%	\$1,151.80
2014	\$252,286	4.25%	\$1,179.04

Source: Residential median sales prices. Data obtained 03/05/2014 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

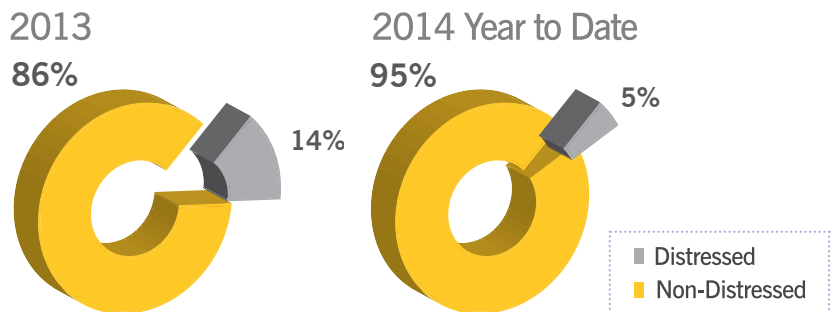
While mortgage rates have increased slightly recently, they are still well below 2009 levels.



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 | March 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
		Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-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	1	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	0	0	0	0	0	1	1.0	5.0	Balanced
\$150,000 - 174,999	2	1	0	0	1	2	1	2.0	1.3	Seller
\$175,000 - 199,999	10	3	3	4	2	0	2	5.0	6.5	Balanced
\$200,000 - 224,999	11	2	1	0	2	2	2	5.5	4.8	Slightly Seller
\$225,000 - 249,999	20	5	6	5	3	4	4	5.0	5.6	Balanced
\$250,000 - 274,999	9	4	2	3	1	3	3	3.0	4.6	Slightly Seller
\$275,000 - 299,999	12	1	3	3	4	1	1	12.0	6.5	Balanced
\$300,000 - 349,999	12	2	1	2	0	1	2	6.0	11.7	Buyer
\$350,000 - 399,999	8	2	0	1	0	2	0	n/a	9.0	Buyer
\$400,000 - 499,999	15	3	1	0	4	1	1	15.0	5.8	Balanced
\$500,000 - 599,999	5	1	0	0	1	2	2	2.5	2.2	Seller
\$600,000 - 699,999	4	0	0	0	1	0	0	n/a	16.0	Buyer
\$700,000 - 799,999	7	0	0	0	0	1	0	n/a	19.0	Buyer
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	25	0	0	0	0	0	1	25.0	68.0	Buyer
<b>TOTAL</b>	<b>144</b>	<b>24</b>	<b>17</b>	<b>18</b>	<b>20</b>	<b>19</b>	<b>20</b>	<b>7.2</b>	<b>7.0</b>	<b>Slightly Buyer</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 03/05/2014.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2013 - 2/28/2014. Information is believed to be reliable, but not guaranteed.



# The Housing Report



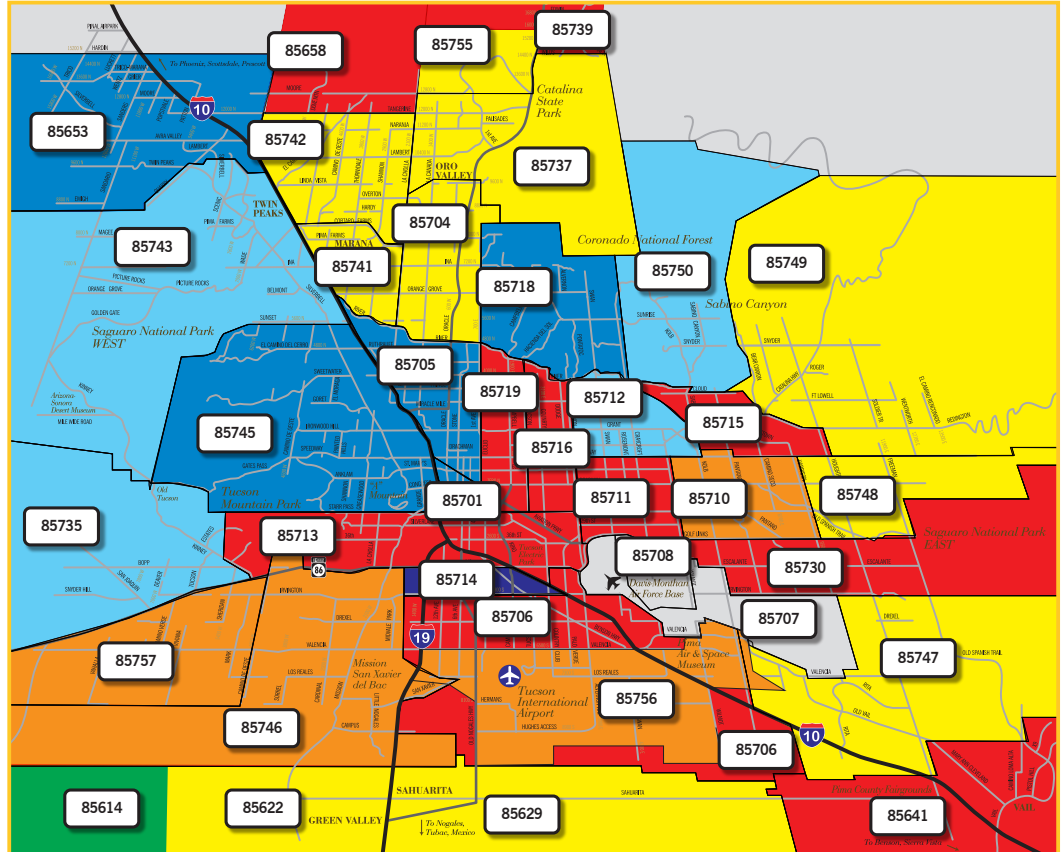
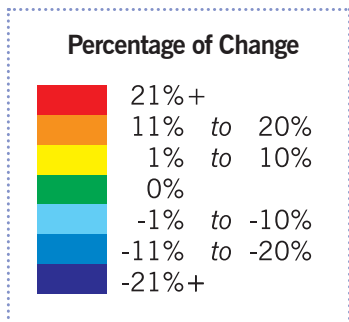
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Rancho Vistoso | March 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEBRUARY 2013 TO FEBRUARY 2014

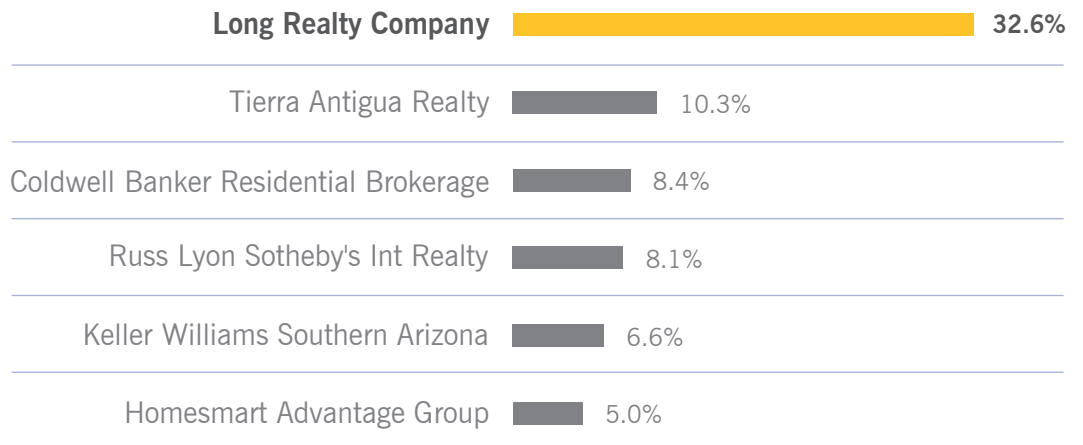
*This heat map represents the percentage of change in Tucson metro median sales prices from February 2013 to February 2014 by zip code.*



## MARKET SHARE – RANCHO VISTOSO

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 03/05/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 03/01/2013 – 02/28/2014 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 03/05/2014. Information is believed to be reliable, but not guaranteed.*