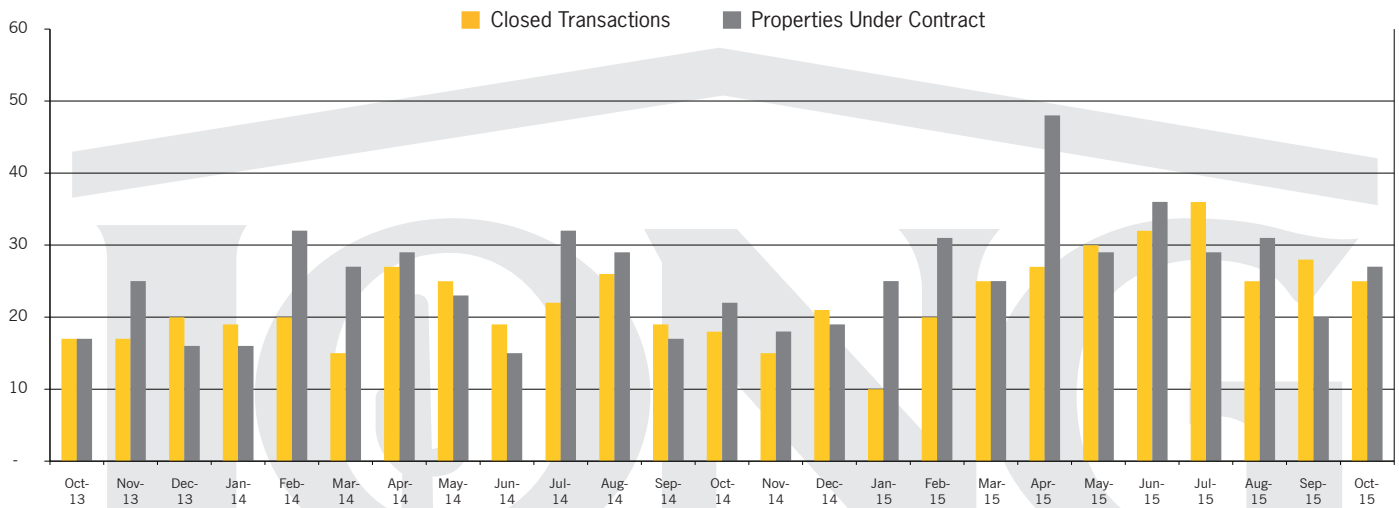




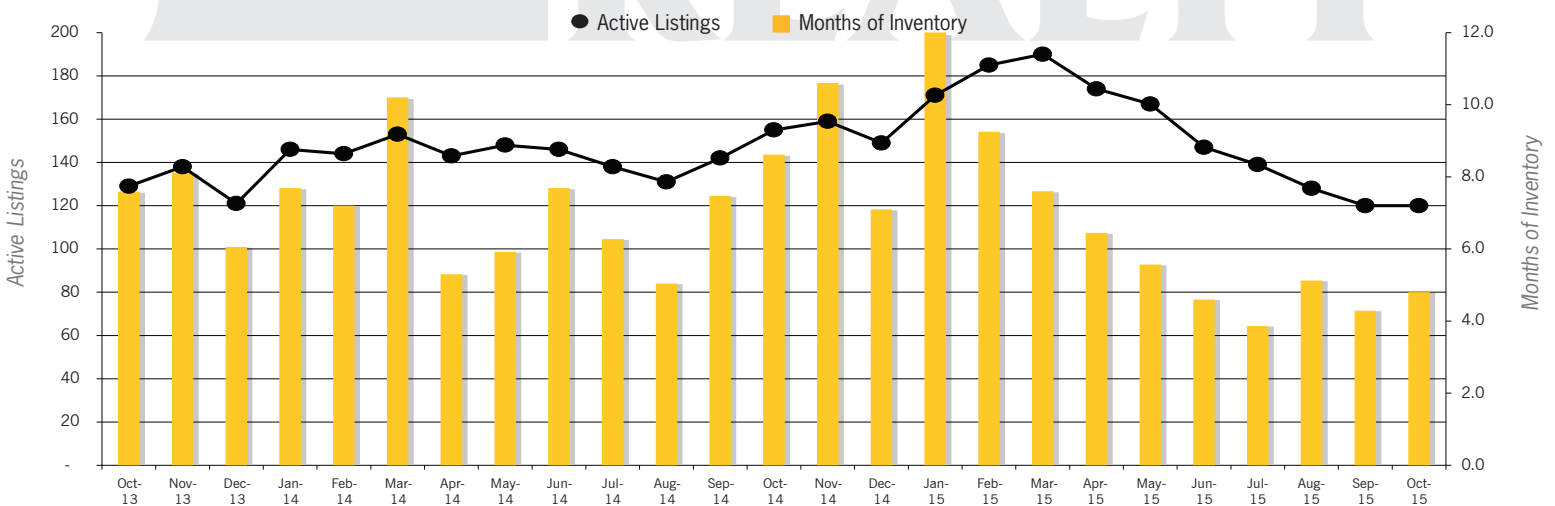
## Rancho Vistoso | November 2015

In the Rancho Vistoso area, October 2015 active inventory was 120, a 23% decrease from October 2014. There were 25 closings in October 2015, a 39% increase from October 2014. Year-to-date 2015 there were 267 closings, a 21% increase from year-to-date 2014. Months of Inventory was 4.8, down from 8.6 in October 2014. Median price of sold homes was \$268,200 for the month of October 2015, down 7% from October 2014. The Rancho Vistoso area had 27 new properties under contract in October 2015, up 23% from October 2014.

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



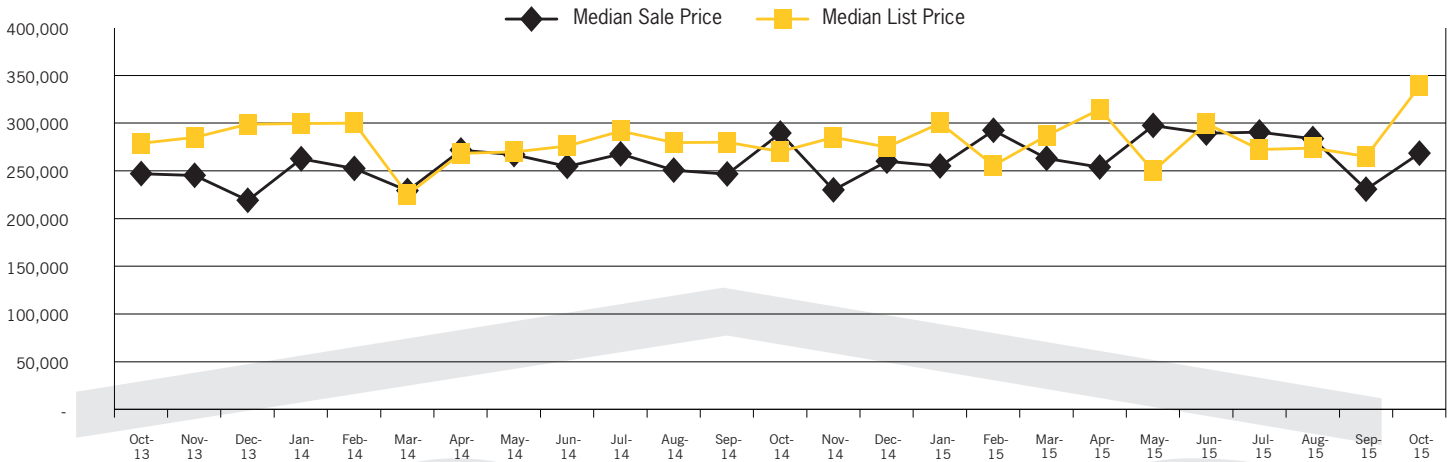
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 11/04/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



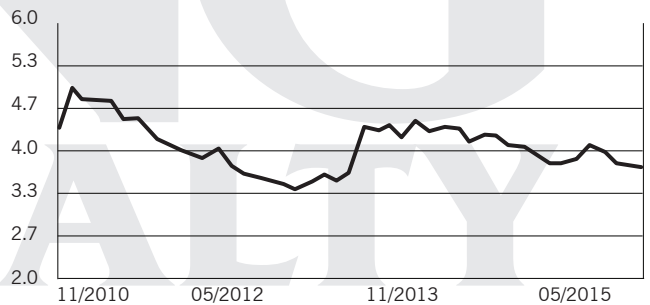
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2014	\$289,440	4.036%	\$1,318.45
2015	\$268,200	3.805%	\$1,187.94

Source: Residential median sales prices. Data obtained 11/04/2015 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 2010 levels.

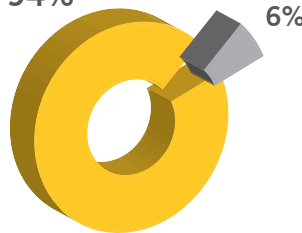


Source: Bankrate.com

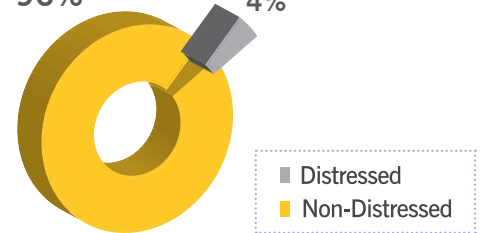
## DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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.

2014  
94%



2015 Year to Date  
96%





# The Housing Report



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

Rancho Vistoso | November 2015

## 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
		May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15			
\$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	0	0	n/a	n/a	n/a
\$125,000 - 149,999	2	1	0	0	0	0	1	2.0	7.0	Slightly Buyer
\$150,000 - 174,999	5	2	2	1	4	0	0	n/a	3.8	Seller
\$175,000 - 199,999	11	1	3	1	3	5	3	3.7	3.0	Seller
\$200,000 - 224,999	11	2	4	4	3	5	3	3.7	3.5	Seller
\$225,000 - 249,999	18	2	6	7	1	8	3	6.0	4.8	Slightly Seller
\$250,000 - 274,999	12	3	1	4	1	3	4	3.0	3.6	Seller
\$275,000 - 299,999	7	5	3	4	3	1	2	3.5	5.8	Balanced
\$300,000 - 349,999	13	3	8	5	5	1	3	4.3	3.9	Seller
\$350,000 - 399,999	10	3	2	6	2	0	1	10.0	9.0	Buyer
\$400,000 - 499,999	9	3	0	1	1	3	1	9.0	5.4	Balanced
\$500,000 - 599,999	2	1	2	0	0	1	2	1.0	2.3	Seller
\$600,000 - 699,999	1	2	1	0	0	0	1	1.0	7.0	Slightly Buyer
\$700,000 - 799,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	1	0	1	2	0	0	n/a	1.0	Seller
\$900,000 - 999,999	3	1	0	1	0	0	1	3.0	12.0	Buyer
\$1,000,000 - and over	14	0	1	2	1	1	0	n/a	16.5	Buyer
<b>TOTAL</b>	<b>120</b>	<b>31</b>	<b>33</b>	<b>37</b>	<b>26</b>	<b>28</b>	<b>25</b>	<b>4.8</b>	<b>4.7</b>	<b>Slightly Seller</b>

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from TARMLS and using Brokermetrics software on 11/04/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2015 - 10/31/2015. Information is believed to be reliable, but not guaranteed.



# The Housing Report



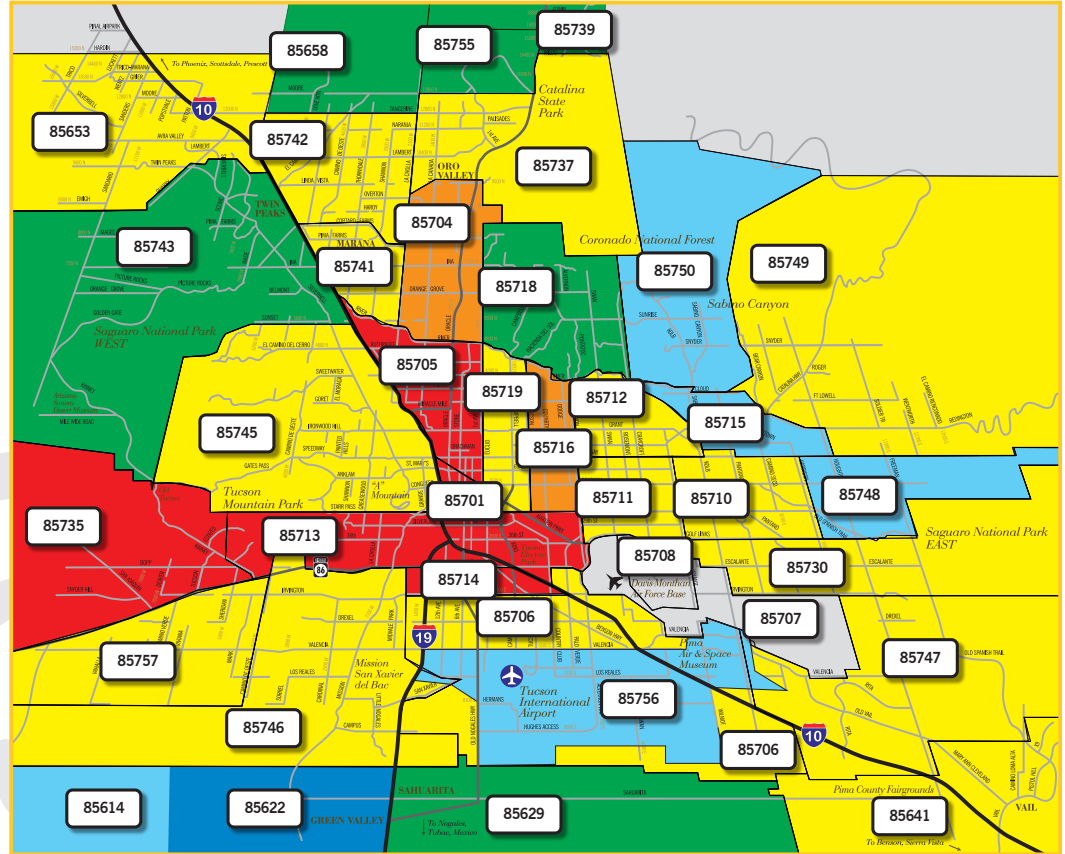
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Rancho Vistoso | November 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2014-OCT 2014 TO  
 AUG 2015-OCT 2015

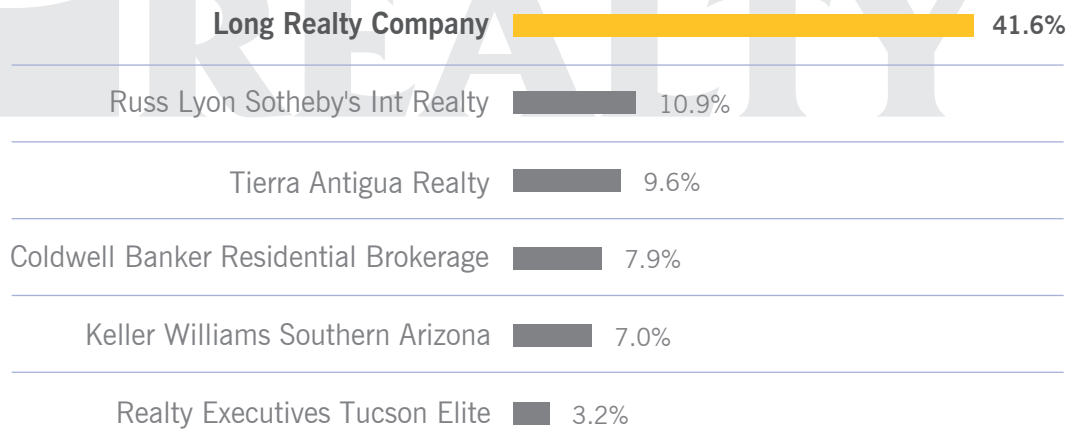
*This heat map represents the percentage of change in Tucson metro median sales prices from August 2014-October 2014 to August 2015-October 2015 by zip code.*



## MARKET SHARE – RANCHO VISTOSO

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

*Data Obtained 11/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2014 – 10/31/2015 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 11/04/2015. Information is believed to be reliable, but not guaranteed.*