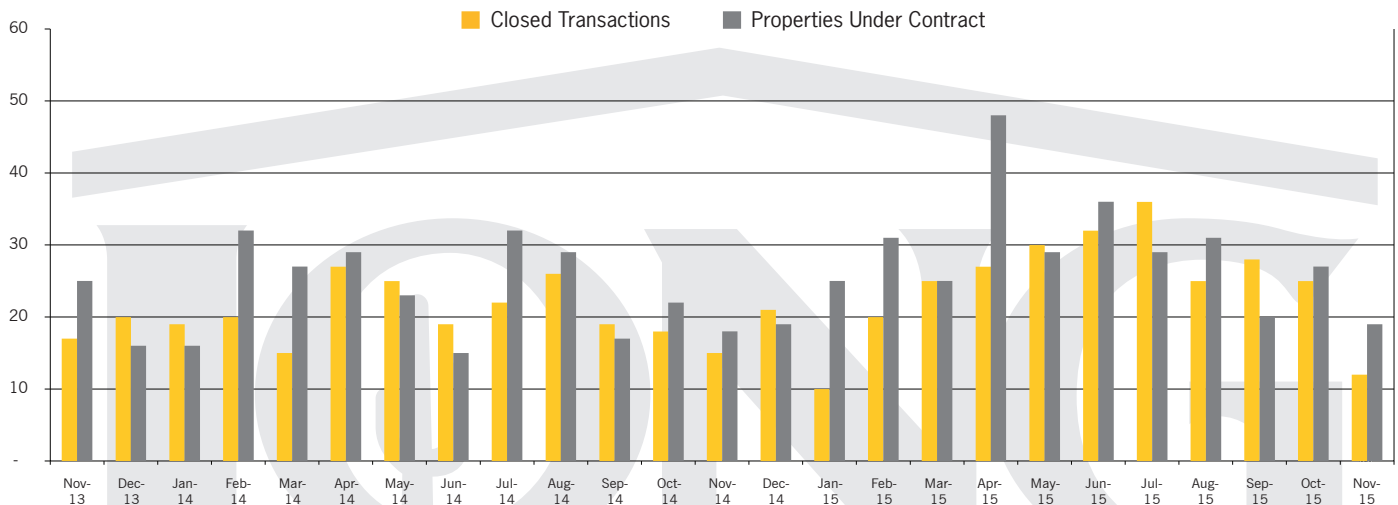




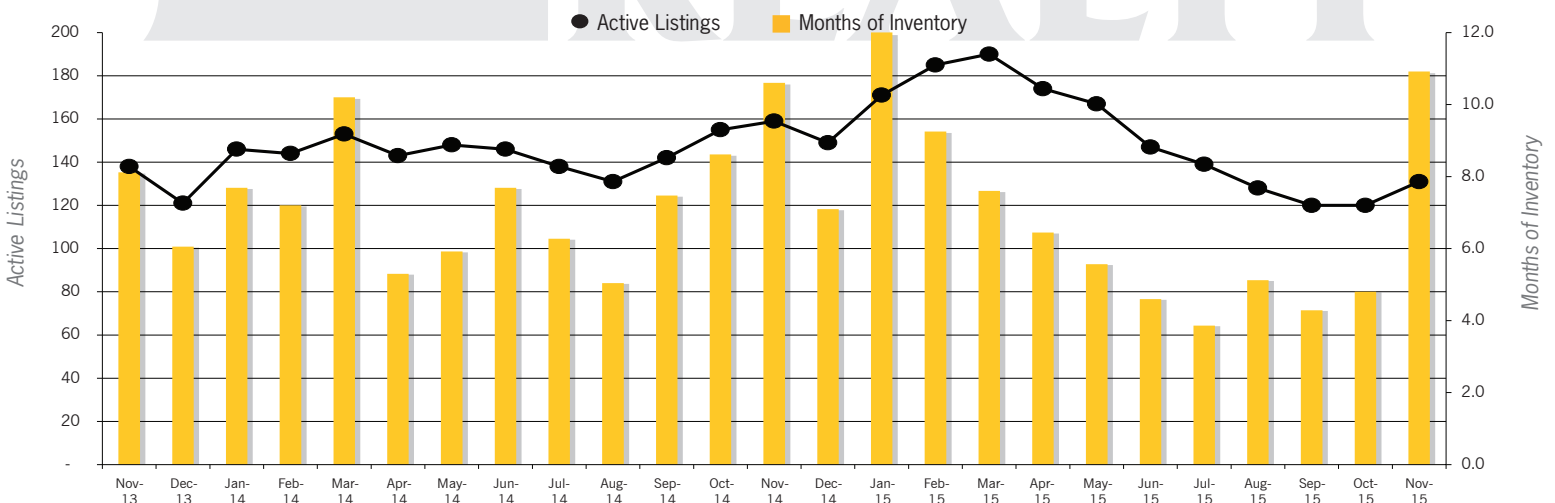
## Rancho Vistoso | December 2015

In the Rancho Vistoso area, November 2015 active inventory was 131, an 18% decrease from November 2014. There were 12 closings in November 2015, a 20% decrease from November 2014. Year-to-date 2015 there were 267 closings, a 21% increase from year-to-date 2014. Months of Inventory was 10.9, up from 10.6 in November 2014. Median price of sold homes was \$270,000 for the month of November 2015, up 17% from November 2014. The Rancho Vistoso area had 19 new properties under contract in November 2015, up 6% from November 2014.

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



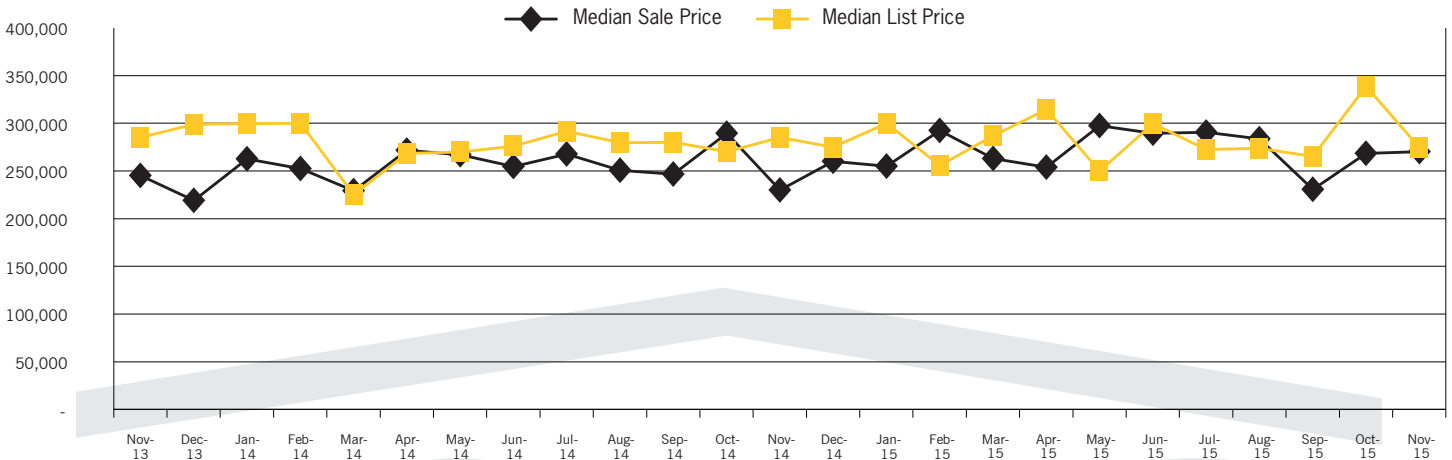
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 12/03/2015 is believed to be reliable, but not guaranteed.



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



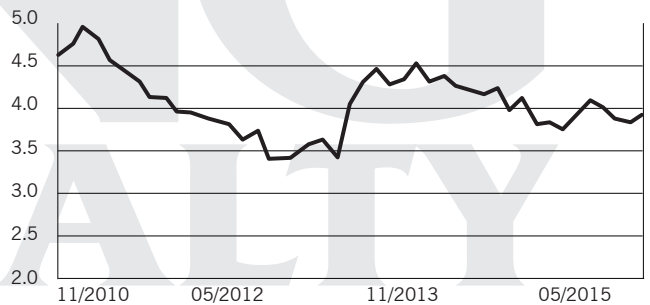
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2014	\$229,900	4.020%	\$1,045.22
2015	\$270,000	3.850%	\$1,202.49

Source: Residential median sales prices. Data obtained 12/03/2015 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.

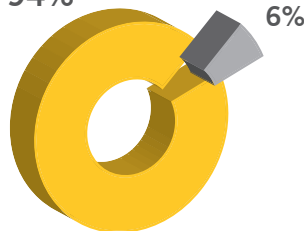


Source: Bankrate.com

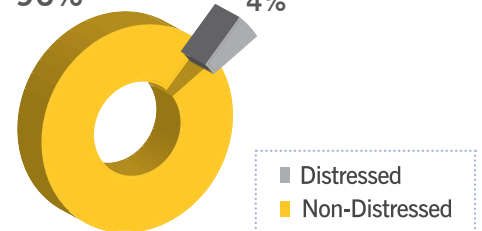
## DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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



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Rancho Vistoso | December 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
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-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	3	0	0	0	0	1	0	n/a	8.0	Slightly Buyer
\$150,000 - 174,999	4	2	1	4	0	0	2	2.0	6.5	Balanced
\$175,000 - 199,999	14	3	1	3	5	3	1	14.0	4.0	Seller
\$200,000 - 224,999	10	4	4	3	5	3	1	10.0	3.8	Seller
\$225,000 - 249,999	22	6	7	1	8	3	1	22.0	4.9	Slightly Seller
\$250,000 - 274,999	12	1	4	1	3	4	1	12.0	4.3	Slightly Seller
\$275,000 - 299,999	12	3	4	3	1	2	1	12.0	7.5	Slightly Buyer
\$300,000 - 349,999	12	8	5	5	1	3	2	6.0	6.0	Balanced
\$350,000 - 399,999	8	2	6	2	0	1	1	8.0	13.0	Buyer
\$400,000 - 499,999	10	0	1	1	3	1	2	5.0	4.7	Slightly Seller
\$500,000 - 599,999	4	2	0	0	1	2	0	n/a	2.7	Seller
\$600,000 - 699,999	1	1	0	0	0	1	0	n/a	5.0	Balanced
\$700,000 - 799,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	1	2	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	1	0	0	1	0	n/a	10.0	Buyer
\$1,000,000 - and over	14	1	2	1	1	0	0	n/a	38.0	Buyer
<b>TOTAL</b>	<b>131</b>	<b>33</b>	<b>37</b>	<b>26</b>	<b>28</b>	<b>25</b>	<b>12</b>	<b>10.9</b>	<b>5.7</b>	<b>Balanced</b>

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

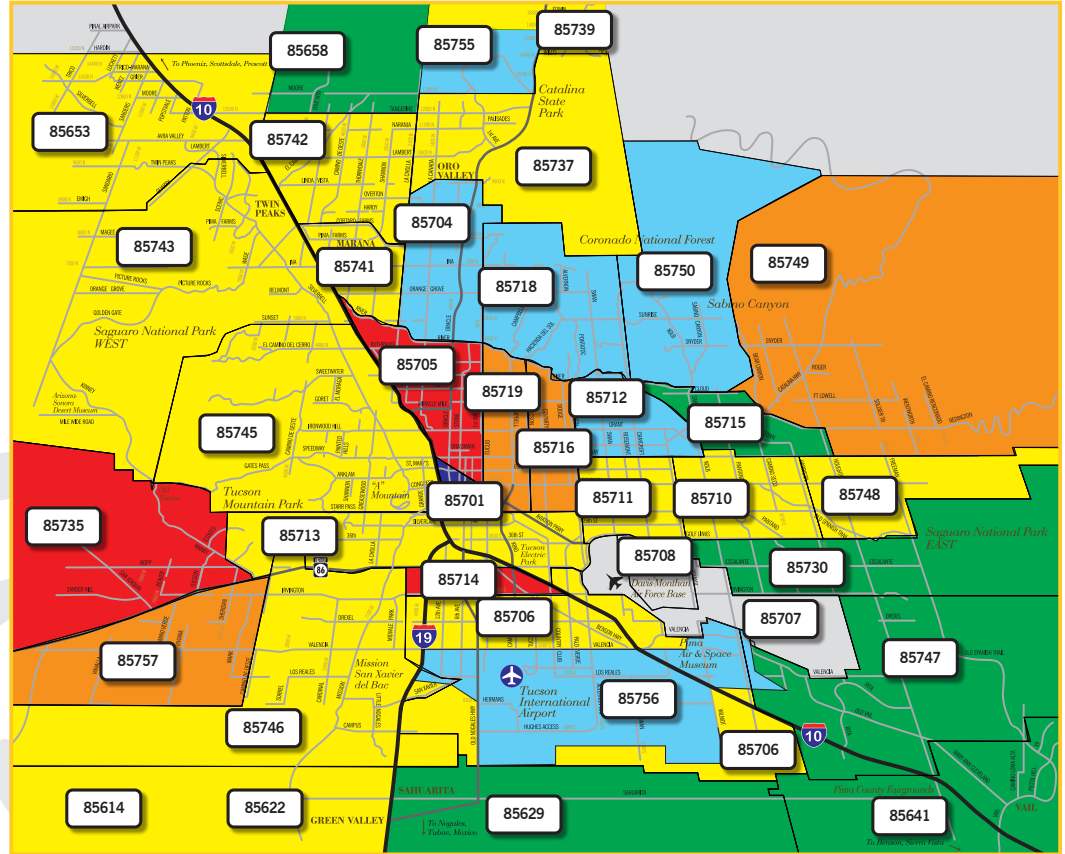
Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/03/2015.  
3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2015 - 11/30/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2014-NOV 2014 TO SEP 2015-NOV 2015

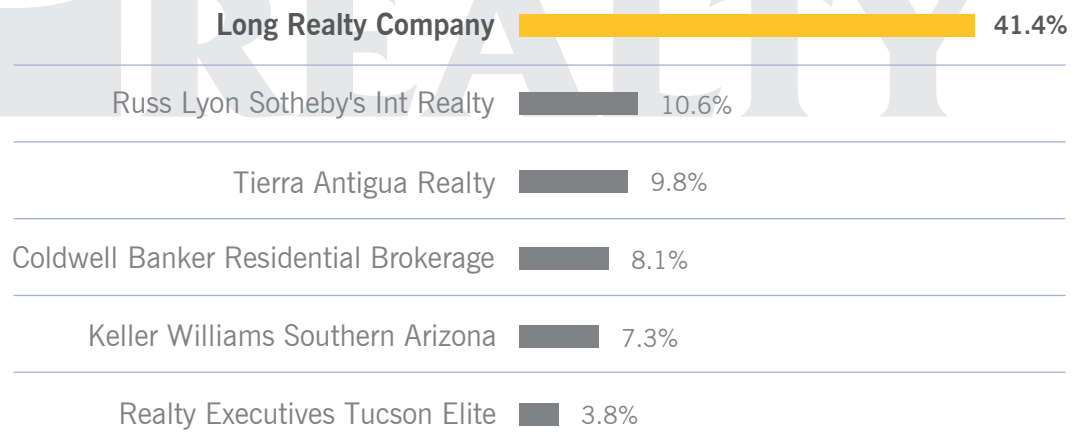
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2014-November 2014 to September 2015-November 2015 by zip code.*



## MARKET SHARE – RANCHO VISTOSO

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

*Data Obtained 12/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2014 – 11/30/2015 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.