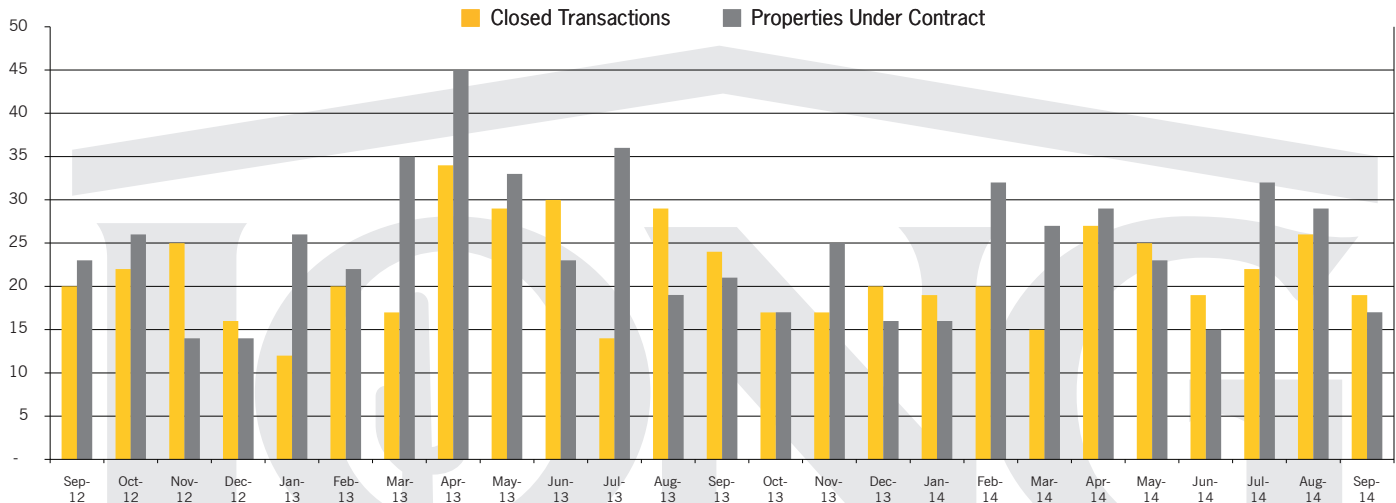




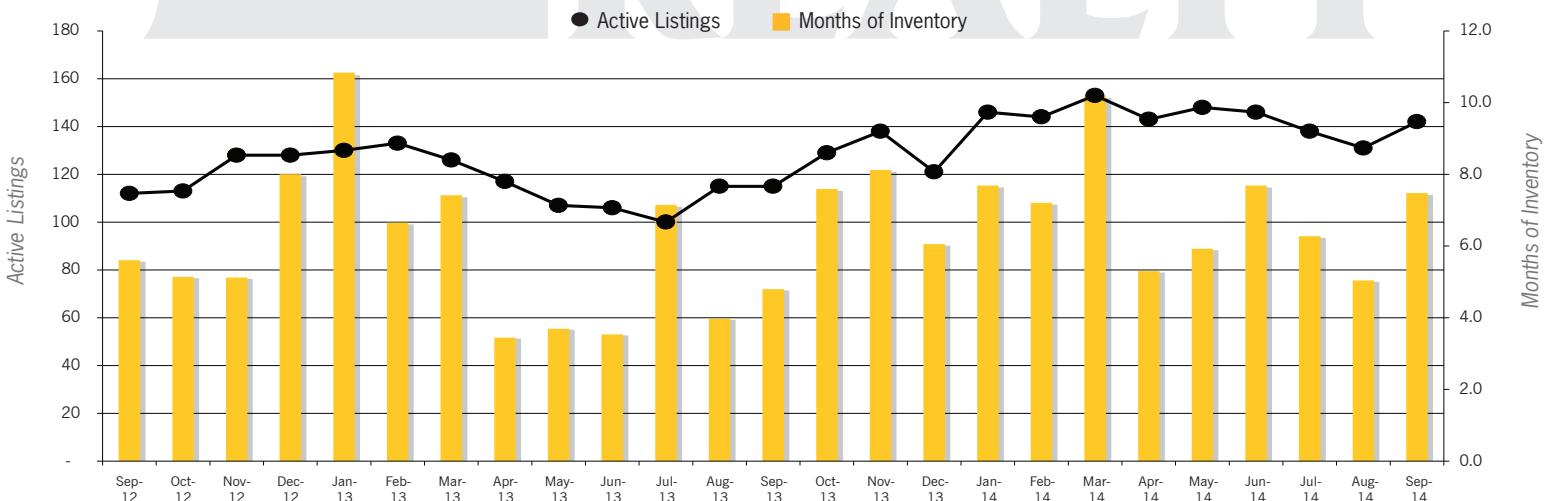
## Rancho Vistoso | October 2014

In the Rancho Vistoso area, September 2014 active inventory was 142, a 23% increase from September 2013. There were 19 closings in September 2014, a 21% decrease from September 2013. Months of Inventory was 7.5, up from 4.8 in September 2013. Median price of sold homes was \$246,616 for the month of September 2014, down 5% from September 2013. The Rancho Vistoso area had 17 new properties under contract in September 2014, down 19% from September 2013.

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



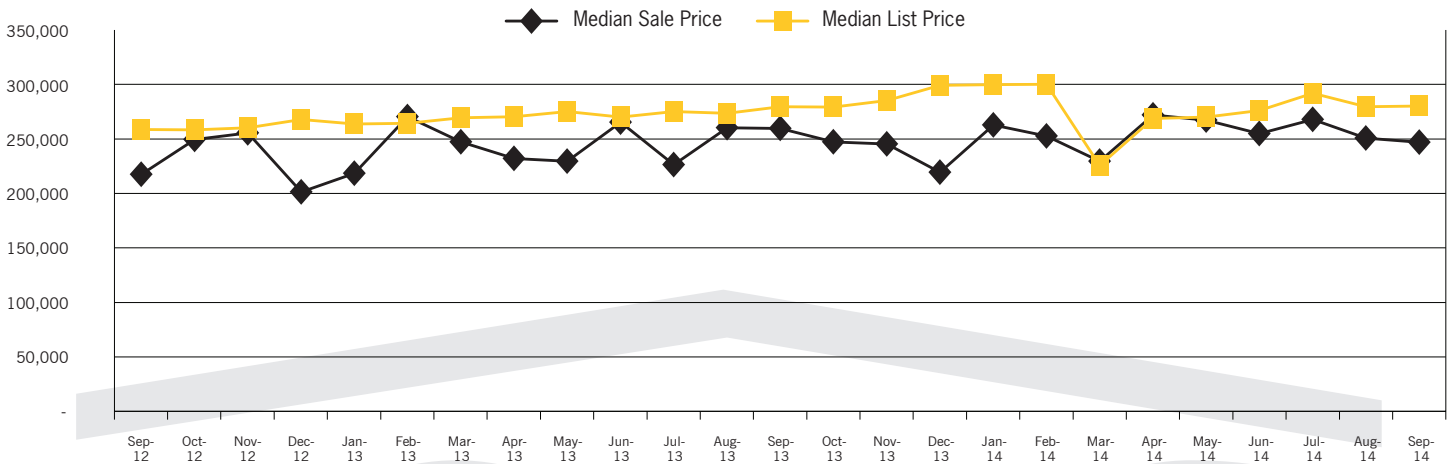
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 10/03/2014 is believed to be reliable, but not guaranteed.



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

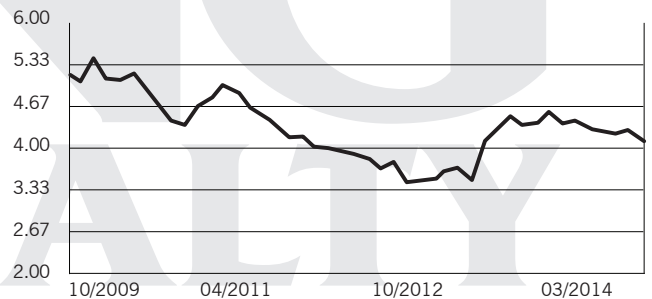


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2013	\$259,248	4.500%	\$1,247.89
2014	\$246,616	4.250%	\$1,152.54

## 30 YEAR FIXED MORTGAGE RATE

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

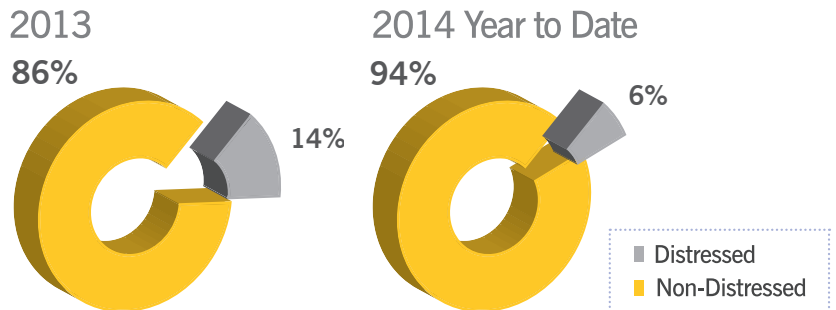


Source: Residential median sales prices. Data obtained 10/03/2014 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





## 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
		Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	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	1	1	0	0	1	0	0	n/a	1.0	Seller
\$150,000 - 174,999	3	0	1	1	1	0	0	n/a	11.0	Buyer
\$175,000 - 199,999	16	2	3	2	0	2	2	8.0	10.3	Buyer
\$200,000 - 224,999	14	6	2	1	5	4	3	4.7	3.3	Seller
\$225,000 - 249,999	19	4	4	3	3	7	5	3.8	3.3	Seller
\$250,000 - 274,999	15	3	5	4	3	2	1	15.0	6.2	Balanced
\$275,000 - 299,999	9	3	2	2	3	1	2	4.5	5.0	Balanced
\$300,000 - 349,999	22	1	5	2	1	3	3	7.3	10.1	Buyer
\$350,000 - 399,999	8	1	1	2	0	4	3	2.7	3.6	Seller
\$400,000 - 499,999	5	2	1	1	2	1	0	n/a	6.3	Balanced
\$500,000 - 599,999	6	0	1	1	1	1	0	n/a	7.0	Slightly Buyer
\$600,000 - 699,999	3	2	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	2	0	0	1	1	1	0	n/a	3.0	Seller
\$800,000 - 899,999	3	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	1	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	12	1	0	0	1	1	0	n/a	19.5	Buyer
<b>TOTAL</b>	<b>142</b>	<b>28</b>	<b>26</b>	<b>20</b>	<b>22</b>	<b>27</b>	<b>19</b>	<b>7.5</b>	<b>6.0</b>	<b>Balanced</b>





# The Housing Report



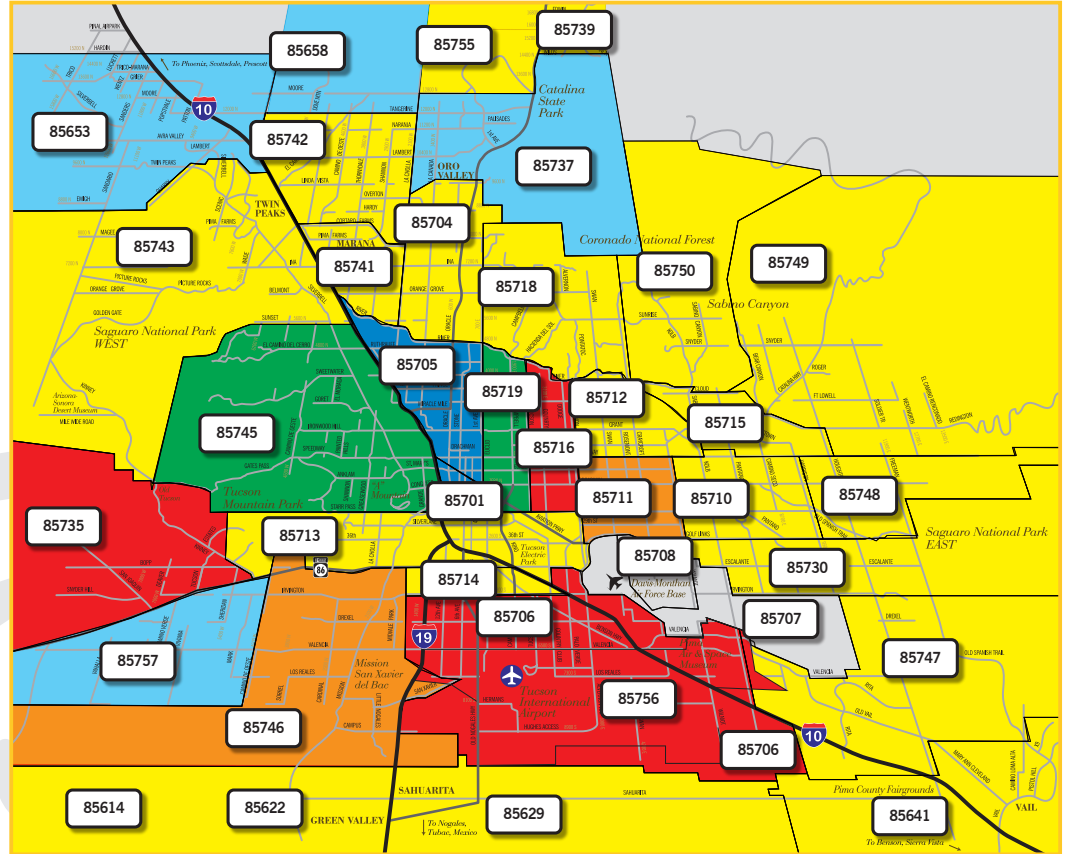
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Rancho Vistoso | October 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL-SEP 2013 TO JUL-SEP 2014

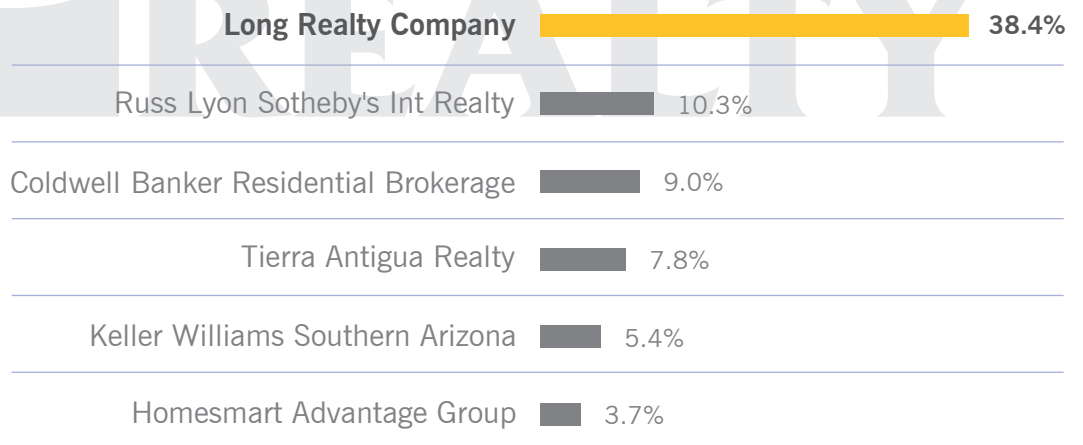
This heat map represents the percentage of change in Tucson metro median sales prices from July-September 2013 to July-September 2014 by zip code.



## MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2013 – 09/30/2014 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 10/03/2014. Information is believed to be reliable, but not guaranteed.*