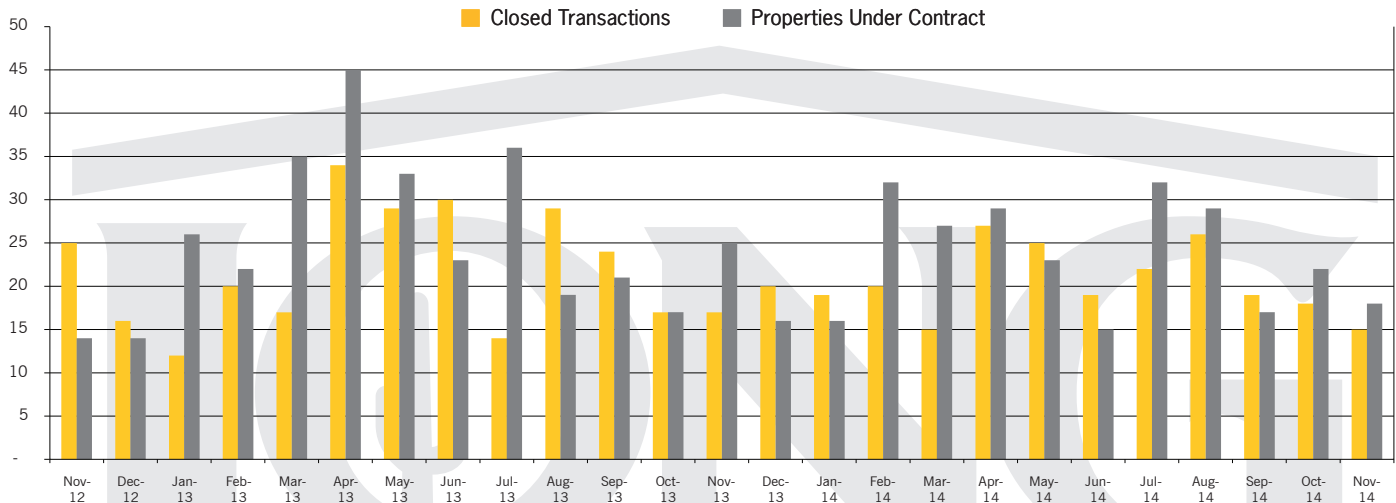




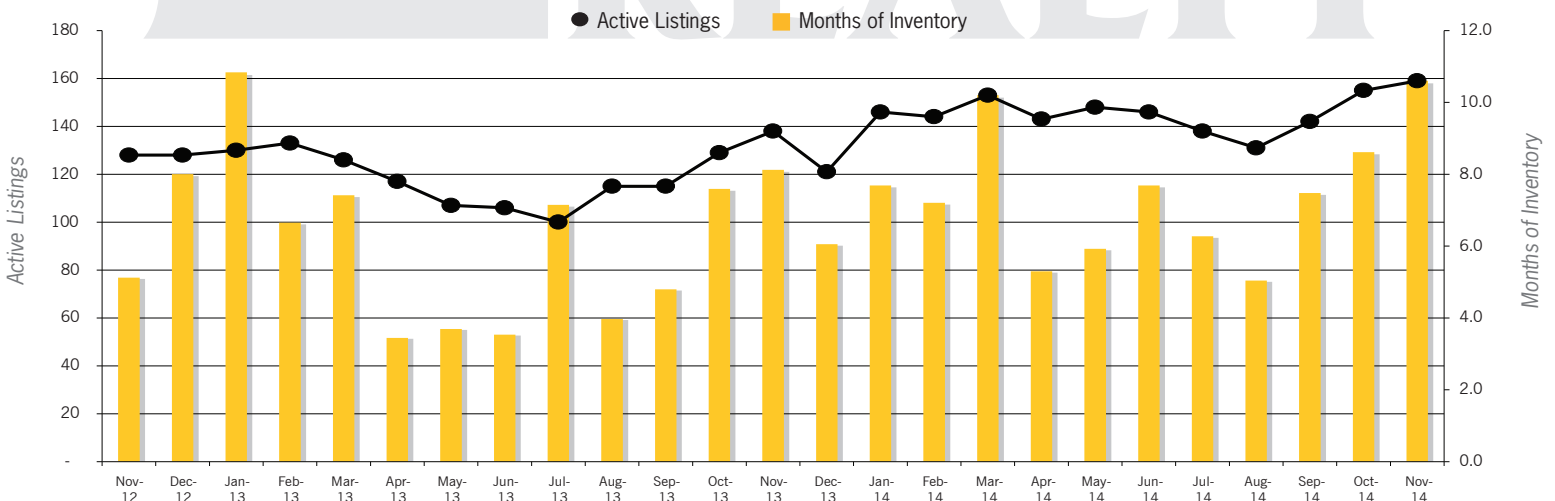
## Rancho Vistoso | December 2014

In the Rancho Vistoso area, November 2014 active inventory was 159, a 15% increase from November 2013. There were 15 closings in November 2014, a 12% decrease from November 2013. Months of Inventory was 10.6, up from 8.1 in November 2013. Median price of sold homes was \$229,000 for the month of November 2014, down 7% from November 2013. The Rancho Vistoso area had 18 new properties under contract in November 2014, down 28% from November 2013.

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



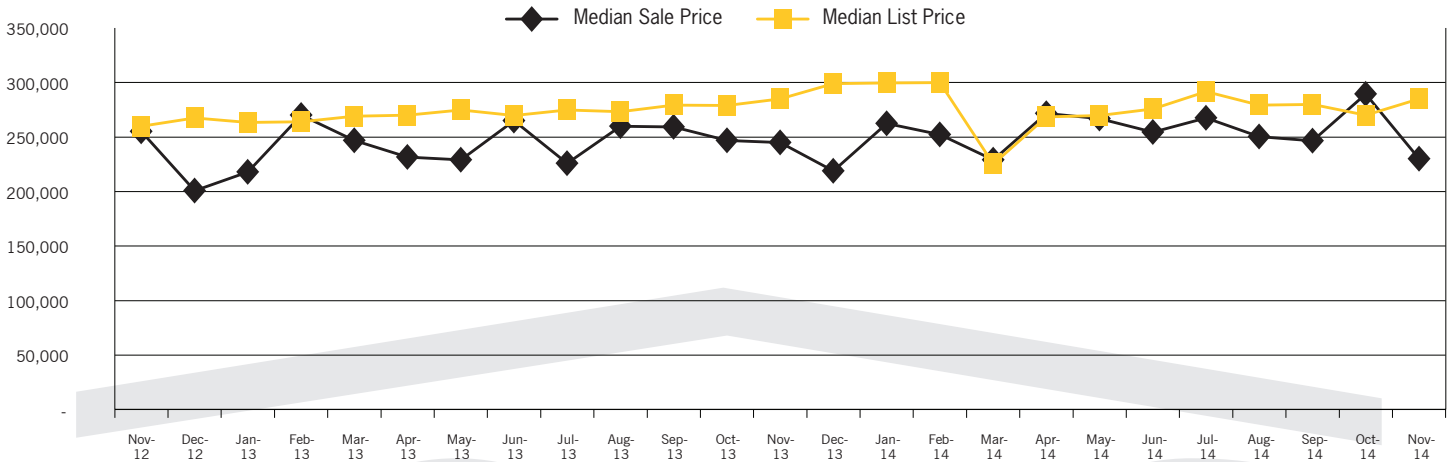
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 12/03/2014 is believed to be reliable, but not guaranteed.



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

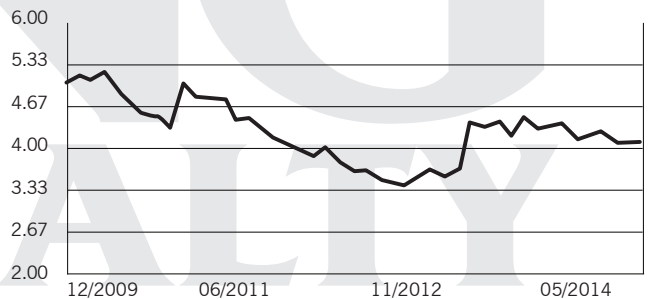


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2013	\$245,000	4.250%	\$1,144.99
2014	\$229,900	4.000%	\$1,042.70

## 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 12/03/2014 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

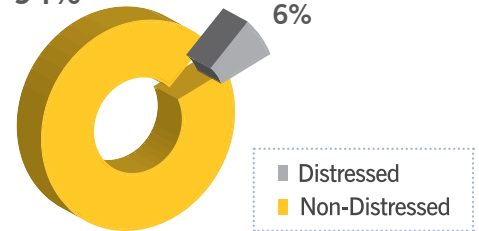
## DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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.

2013  
86%



2014 Year to Date  
94%



■ Distressed  
■ Non-Distressed



## 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-14	Ju1-14	Aug-14	Sep-14	Oct-14	Nov-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	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	1	0	0	1	0	n/a	1.0	Seller
\$150,000 - 174,999	4	1	1	0	0	0	1	4.0	10.0	Buyer
\$175,000 - 199,999	17	2	0	2	2	1	1	17.0	12.8	Buyer
\$200,000 - 224,999	13	1	5	4	4	3	3	4.3	4.0	Seller
\$225,000 - 249,999	23	3	3	7	6	2	3	7.7	5.9	Balanced
\$250,000 - 274,999	20	4	3	2	1	2	2	10.0	11.0	Buyer
\$275,000 - 299,999	14	2	3	2	2	2	0	n/a	9.3	Buyer
\$300,000 - 349,999	13	2	1	3	3	3	1	13.0	7.1	Slightly Buyer
\$350,000 - 399,999	11	2	0	4	3	0	1	11.0	7.3	Slightly Buyer
\$400,000 - 499,999	7	1	2	1	0	1	2	3.5	6.3	Balanced
\$500,000 - 599,999	4	1	1	1	0	1	1	4.0	8.0	Slightly Buyer
\$600,000 - 699,999	3	0	0	0	0	2	0	n/a	4.5	Slightly Seller
\$700,000 - 799,999	6	1	1	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	19	0	1	1	0	1	0	n/a	46.0	Buyer
<b>TOTAL</b>	<b>159</b>	<b>20</b>	<b>22</b>	<b>28</b>	<b>21</b>	<b>19</b>	<b>15</b>	<b>10.6</b>	<b>8.3</b>	<b>Slightly Buyer</b>

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



# The Housing Report



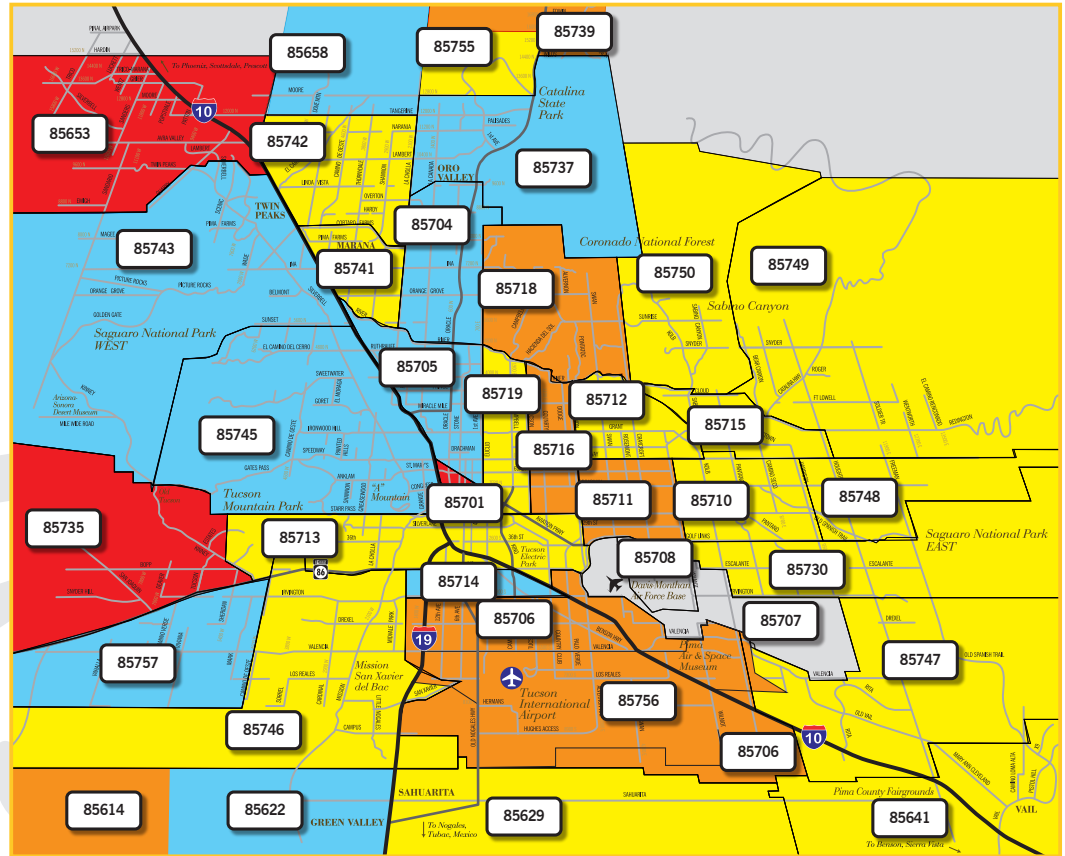
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Rancho Vistoso | December 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP-NOV 2013 TO SEP-NOV 2014

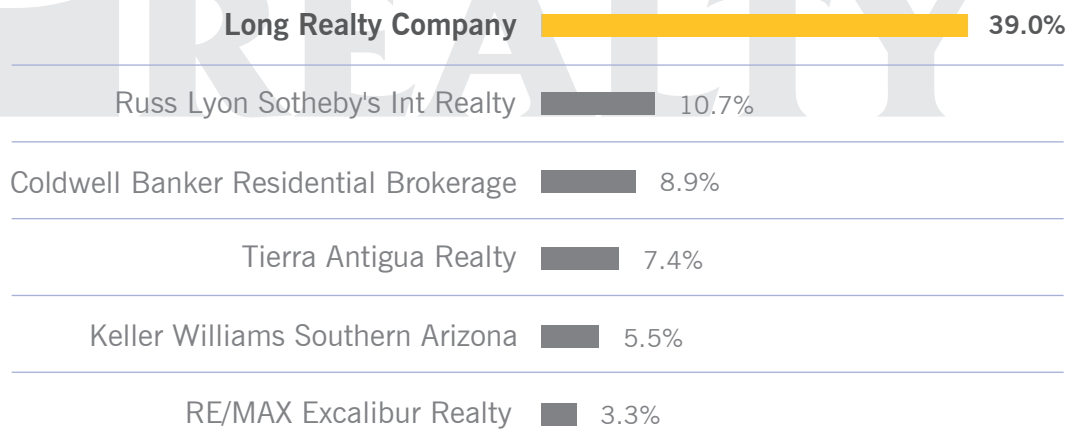
*This heat map represents the percentage of change in Tucson metro median sales prices from September-November 2013 to September-November 2014 by zip code.*



## MARKET SHARE – RANCHO VISTOSO

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

*Data Obtained 12/03/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2013 – 11/30/2014 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 12/03/2014. Information is believed to be reliable, but not guaranteed.*