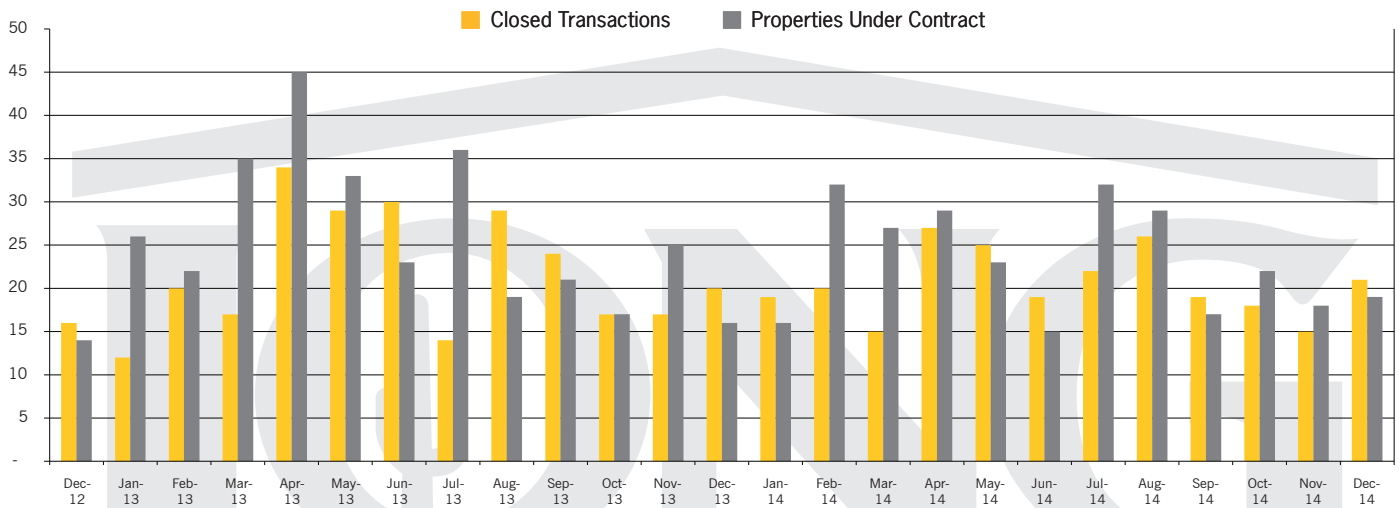




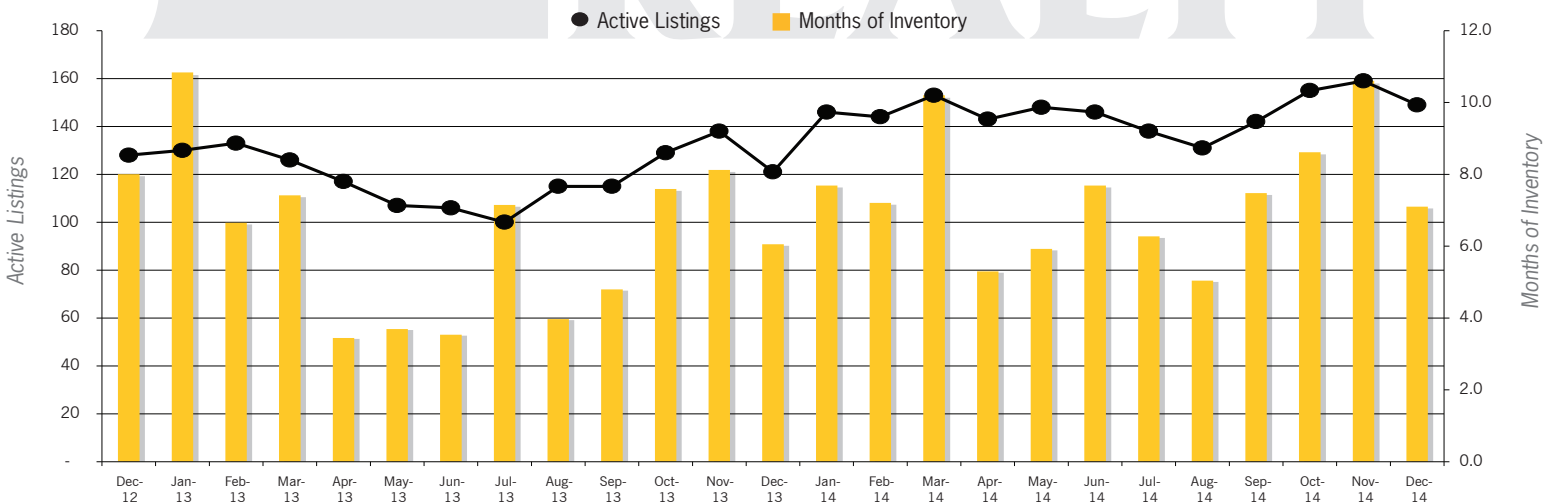
Rancho Vistoso | January 2015

In the Rancho Vistoso area, December 2014 active inventory was 149, a 23% increase from December 2013. There were 21 closings in December 2014, a 5% increase from December 2013. Year-to-date 2014 there were 246 closings, a 6% decrease from year-to-date 2013. Months of Inventory was 7.1, up from 6.1 in December 2013. Median price of sold homes was \$260,000 for the month of December 2014, up 19% from December 2013. The Rancho Vistoso area had 19 new properties under contract in December 2014, up 19% from December 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



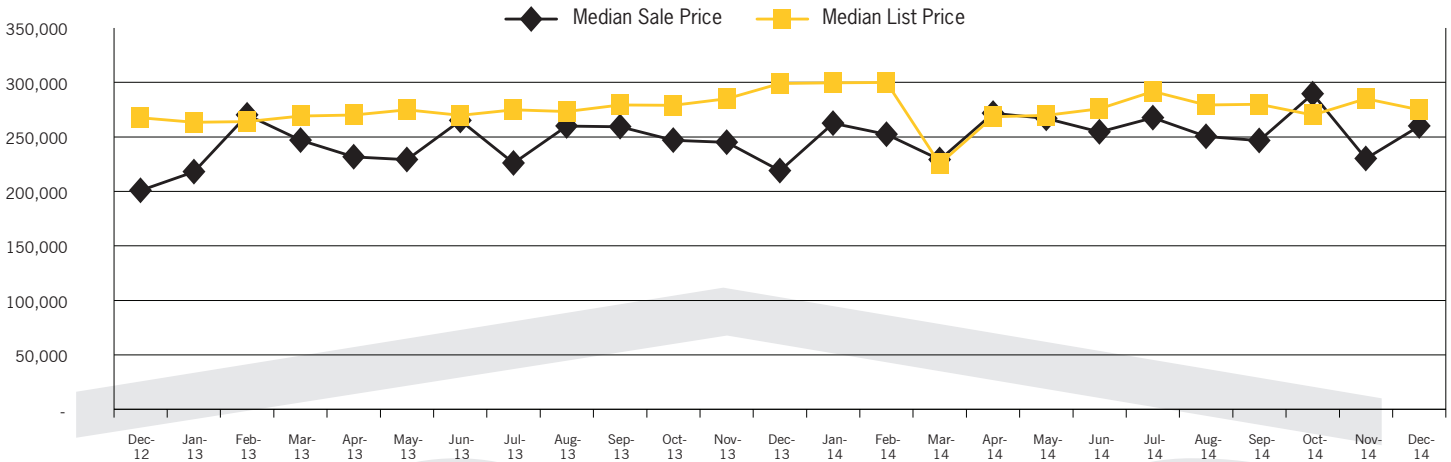
ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 01/06/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO

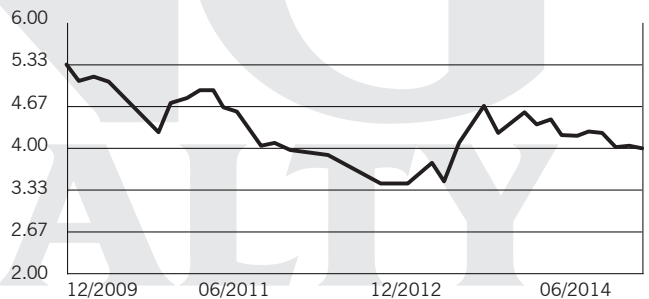


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2013	\$219,000	4.500%	\$1,054.16
2014	\$260,000	3.875%	\$1,161.49

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 01/06/2015 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.

Source: Bankrate.com

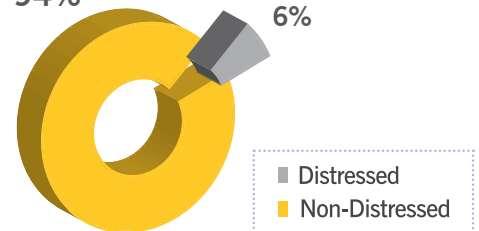
DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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%





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Rancho Vistoso | January 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
		Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-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	1	0	0	1	0	0	n/a	0.0	Seller
\$150,000 - 174,999	7	1	0	0	0	1	1	7.0	7.0	Slightly Buyer
\$175,000 - 199,999	16	0	2	2	1	1	3	5.3	10.2	Buyer
\$200,000 - 224,999	15	5	4	4	3	3	3	5.0	4.6	Slightly Seller
\$225,000 - 249,999	19	3	7	6	2	3	3	6.3	8.1	Slightly Buyer
\$250,000 - 274,999	16	3	2	1	2	2	3	5.3	8.0	Slightly Buyer
\$275,000 - 299,999	9	3	2	2	2	0	3	3.0	7.4	Slightly Buyer
\$300,000 - 349,999	14	1	3	3	3	1	1	14.0	8.4	Slightly Buyer
\$350,000 - 399,999	10	0	4	3	0	1	1	10.0	15.5	Buyer
\$400,000 - 499,999	7	2	1	0	1	2	2	3.5	4.2	Slightly Seller
\$500,000 - 599,999	3	1	1	0	1	1	0	n/a	6.5	Balanced
\$600,000 - 699,999	3	0	0	0	2	0	0	n/a	4.5	Slightly Seller
\$700,000 - 799,999	6	1	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	0	0	0	0	1	3.0	9.0	Buyer
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	19	1	1	0	1	0	0	n/a	53.0	Buyer
TOTAL	149	22	28	21	19	15	21	7.1	8.4	Slightly Buyer

				
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 01/06/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2014 - 12/31/2014. Information is believed to be reliable, but not guaranteed.



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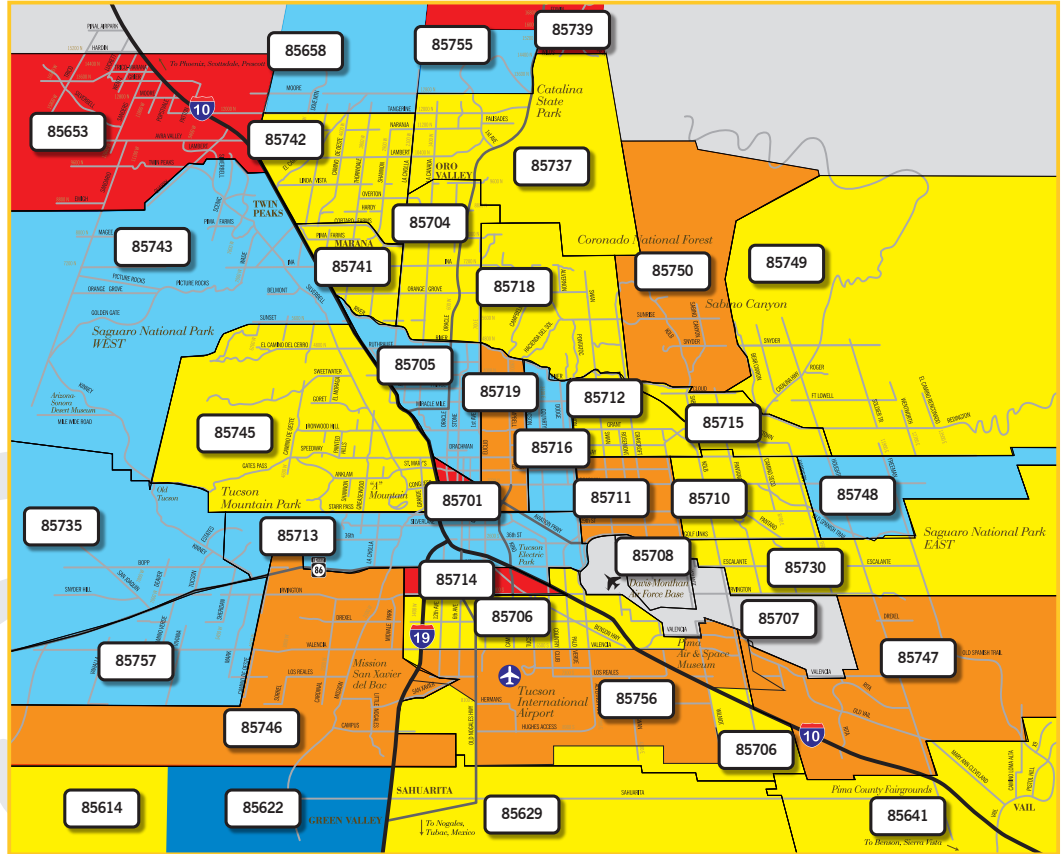
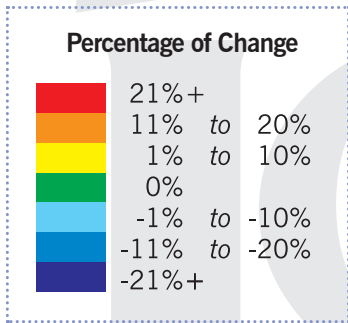
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT-DEC 2013 TO OCT-DEC 2014

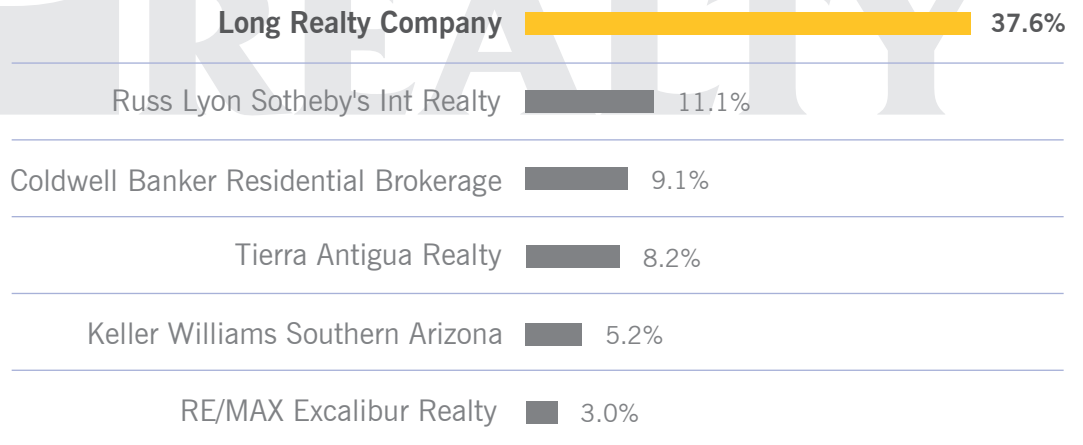
This heat map represents the percentage of change in Tucson metro median sales prices from October-December 2013 to October-December 2014 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2014 – 12/31/2014 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 01/06/2015. Information is believed to be reliable, but not guaranteed.