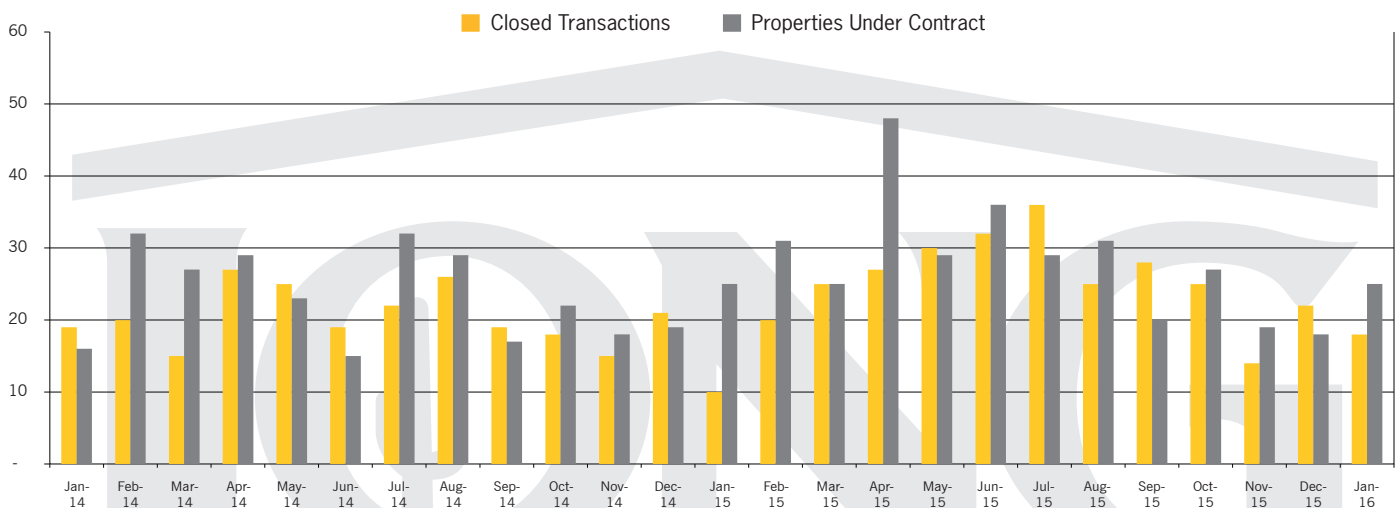




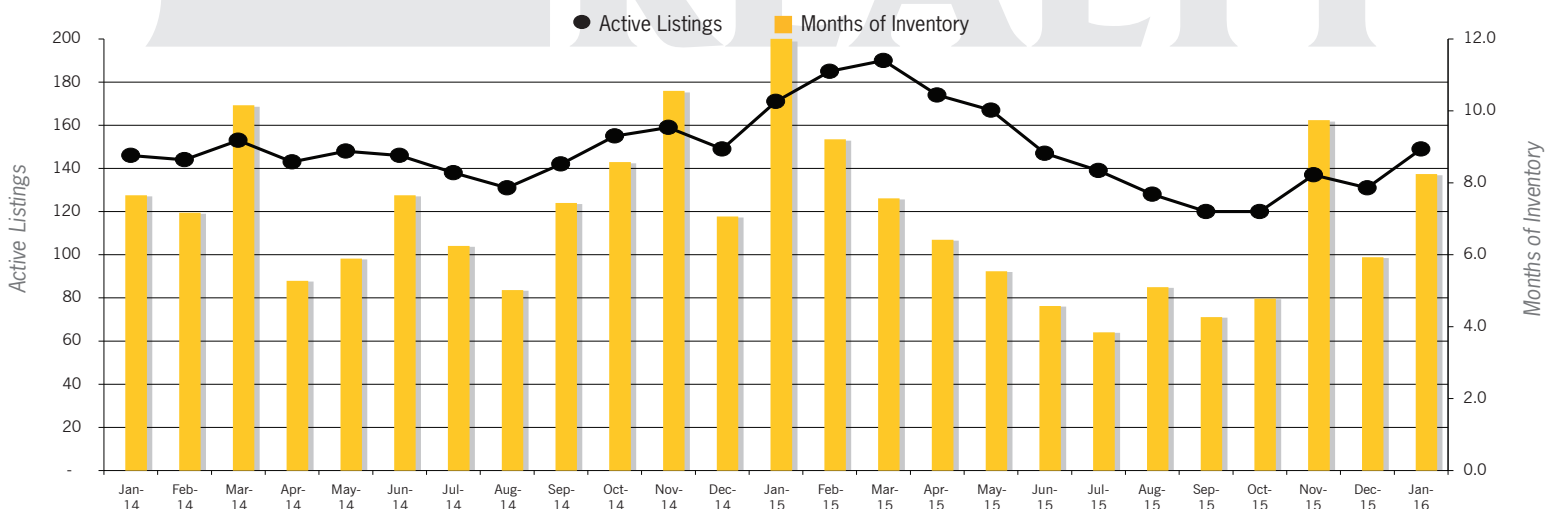
## Rancho Vistoso | February 2016

In the Rancho Vistoso area, January 2016 active inventory was 149, a 13% decrease from January 2015. There were 18 closings in January 2016, an 80% increase from January 2015. Months of Inventory was 8.3, up from 17.1 in January 2015. Median price of sold homes was \$265,500 for the month of January 2016, up 4% from January 2015. The Rancho Vistoso area had 25 new properties under contract in January 2016, virtually unchanged from January 2015.

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



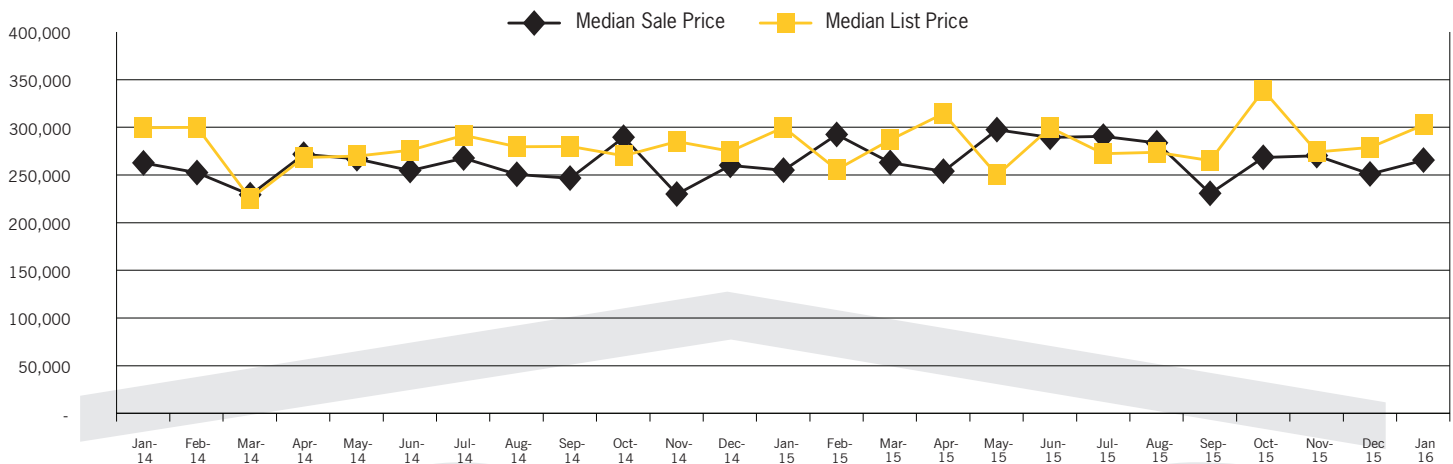
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 02/03/2016 is believed to be reliable, but not guaranteed.



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

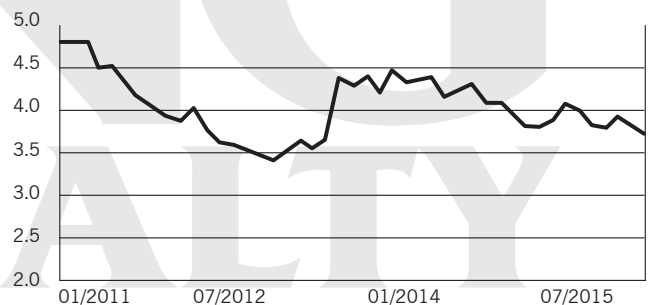


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2015	\$254,825	3.660%	\$1,108.80
2016	\$265,500	3.730%	\$1,165.23

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2011 levels.



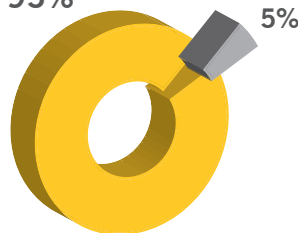
Source: Residential median sales prices. Data obtained 02/03/2016 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

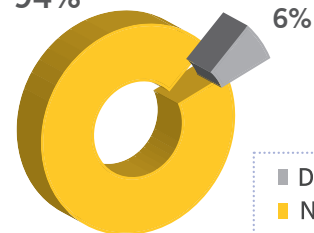
## DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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.

2015  
95%



2016 Year to Date  
94%



■ Distressed  
■ Non-Distressed



Rancho Vistoso | February 2016

## 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
		Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16			
\$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	1	0	0	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	7	4	0	0	2	0	0	n/a	8.0	Slightly Buyer
\$175,000 - 199,999	16	3	5	3	1	4	1	16.0	7.8	Slightly Buyer
\$200,000 - 224,999	14	3	5	3	1	1	2	7.0	9.8	Buyer
\$225,000 - 249,999	20	1	8	3	1	5	5	4.0	5.5	Balanced
\$250,000 - 274,999	9	1	3	4	2	7	2	4.5	2.8	Seller
\$275,000 - 299,999	14	3	1	2	1	1	0	n/a	20.5	Buyer
\$300,000 - 349,999	14	5	1	3	2	2	3	4.7	4.9	Slightly Seller
\$350,000 - 399,999	9	2	0	1	1	2	0	n/a	8.7	Buyer
\$400,000 - 499,999	12	1	3	1	2	1	1	12.0	7.5	Slightly Buyer
\$500,000 - 599,999	4	0	1	2	0	0	1	4.0	14.0	Buyer
\$600,000 - 699,999	3	0	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	3	0	0	0	1	0	0	n/a	9.0	Buyer
\$800,000 - 899,999	4	2	0	0	0	0	1	4.0	8.0	Slightly Buyer
\$900,000 - 999,999	4	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	15	1	1	0	0	0	2	7.5	23.0	Buyer
<b>TOTAL</b>	<b>149</b>	<b>26</b>	<b>28</b>	<b>25</b>	<b>14</b>	<b>23</b>	<b>18</b>	<b>8.3</b>	<b>7.5</b>	<b>Slightly Buyer</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 02/03/2016.

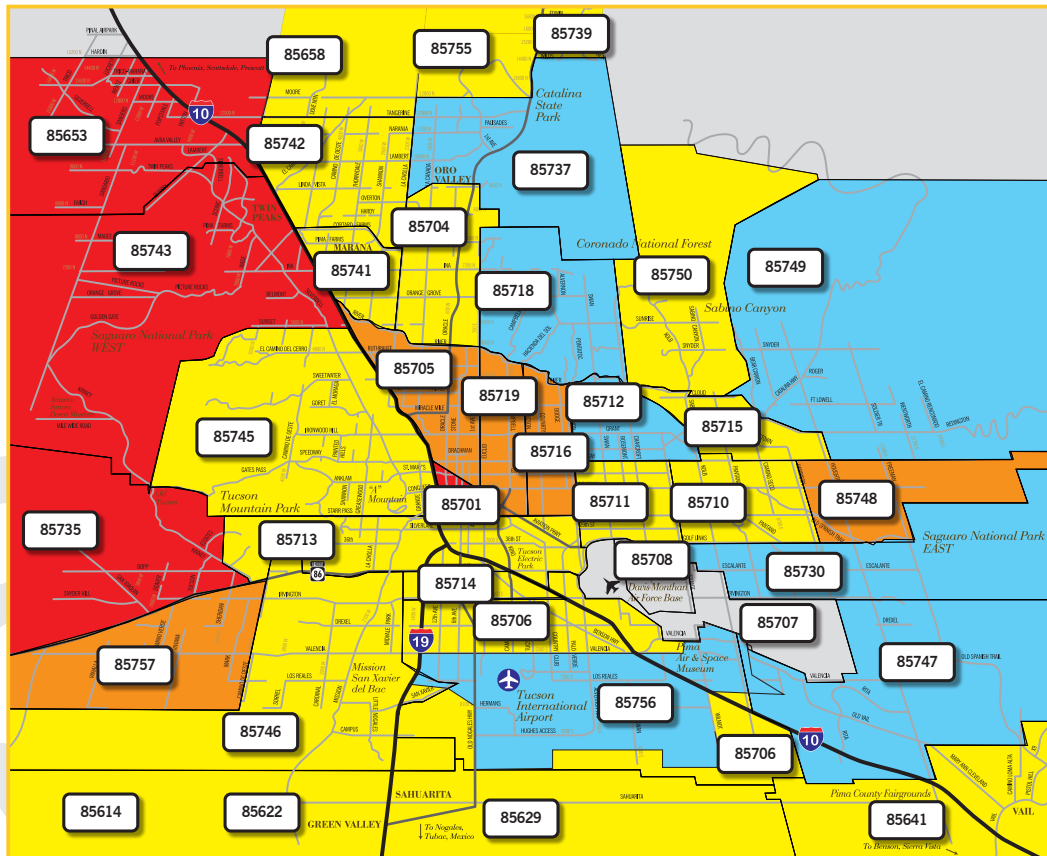
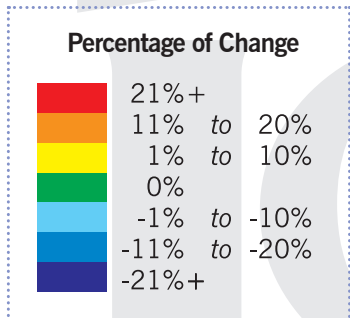
3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2015 - 01/31/2016. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2014-JAN 2015 TO NOV 2015-JAN 2016

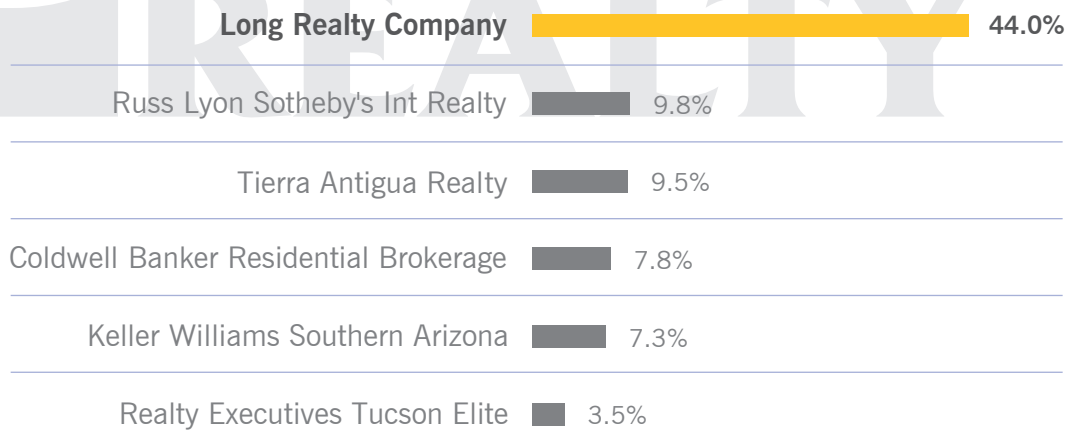
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2014-January 2015 to November 2015-January 2016 by zip code.*



## MARKET SHARE – RANCHO VISTOSO

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

*Data Obtained 02/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2015 – 01/31/2016 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.