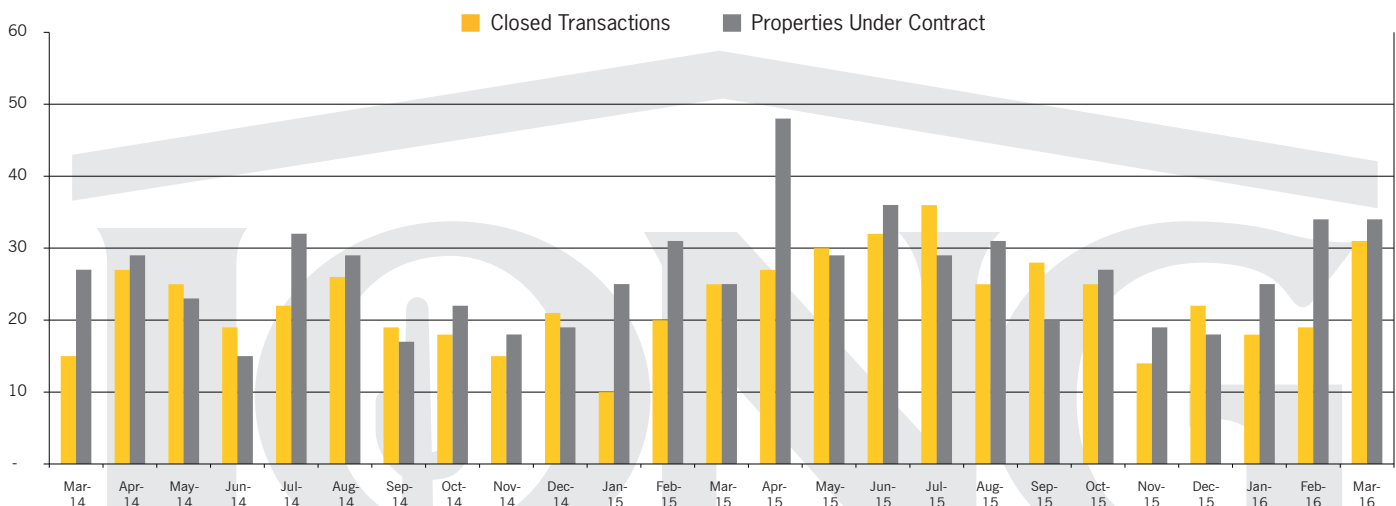




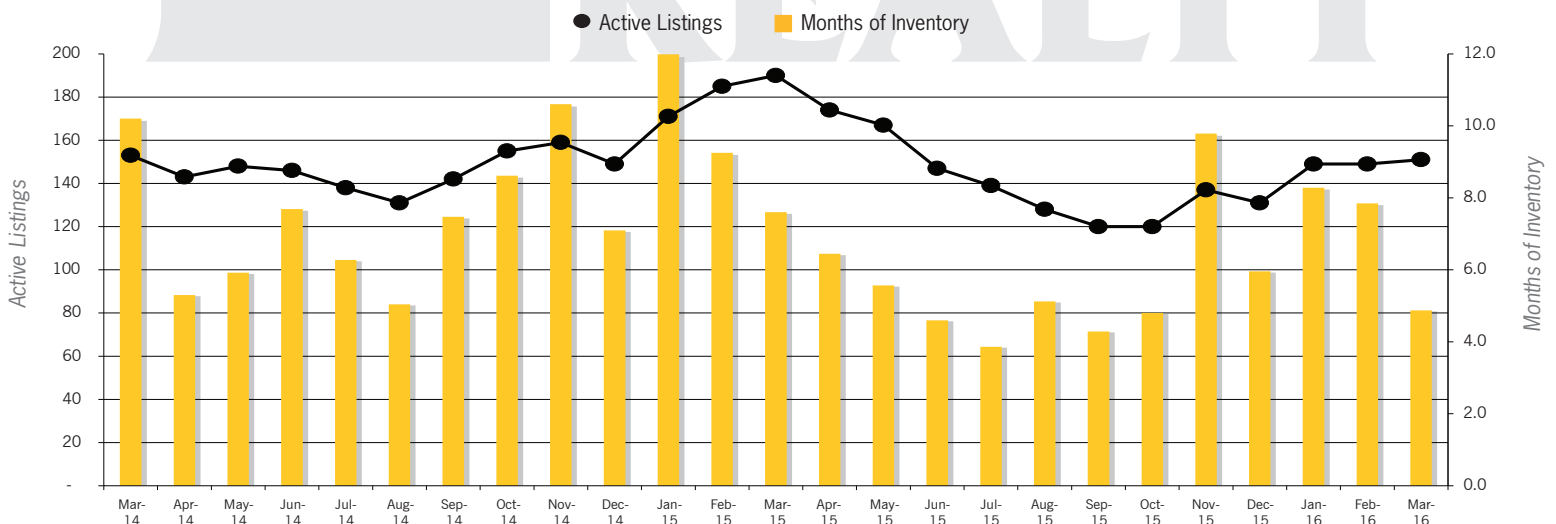
## Rancho Vistoso | April 2016

In the Rancho Vistoso area, March 2016 active inventory was 151, a 21% decrease from March 2015. There were 31 closings in March 2016, a 24% increase from March 2015. Year-to-date 2016 there were 68 closings, a 13% increase from year-to-date 2015. Months of Inventory was 4.9, down from 7.6 in March 2015. Median price of sold homes was \$295,000 for the month of March 2016, up 12% from March 2015. The Rancho Vistoso area had 34 new properties under contract in March 2016, up 36% from March 2015.

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



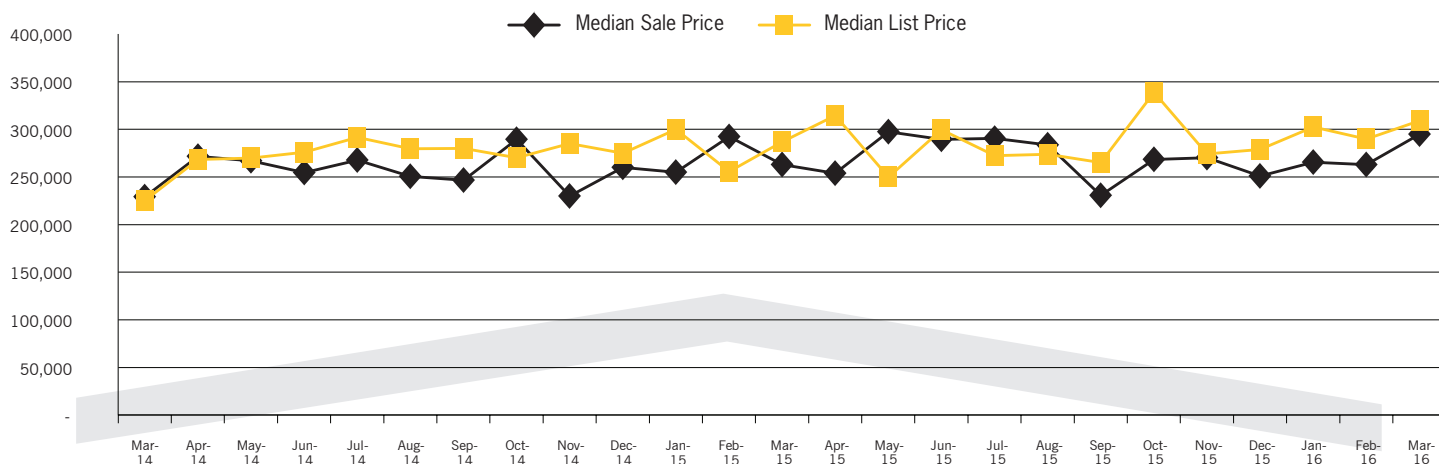
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 04/05/2016 is believed to be reliable, but not guaranteed.



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

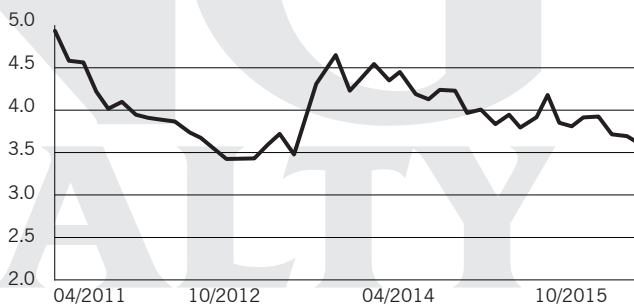


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2015	\$263,000	3.875%	\$1,174.89
2016	\$295,000	3.625%	\$1,278.08

## 30 YEAR FIXED MORTGAGE RATE

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

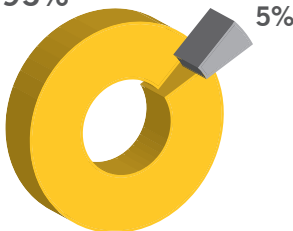


Source: Bankrate.com

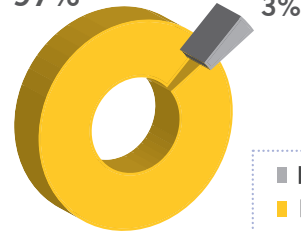
## DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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.

2015  
95%



2016 Year to Date  
97%



■ 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
		Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-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	0	1	0	0	0	1	0	n/a	1.0	Seller
\$150,000 - 174,999	8	0	2	0	0	3	0	n/a	7.3	Slightly Buyer
\$175,000 - 199,999	17	3	1	4	1	2	4	4.3	6.7	Slightly Buyer
\$200,000 - 224,999	11	3	1	1	2	1	4	2.8	5.7	Balanced
\$225,000 - 249,999	17	3	1	5	5	1	4	4.3	5.7	Balanced
\$250,000 - 274,999	14	4	2	7	2	2	3	4.7	4.3	Slightly Seller
\$275,000 - 299,999	17	2	1	1	0	2	1	17.0	17.3	Buyer
\$300,000 - 349,999	11	3	2	2	3	3	5	2.2	3.3	Seller
\$350,000 - 399,999	5	1	1	2	0	2	2	2.5	5.3	Balanced
\$400,000 - 499,999	14	1	2	1	1	0	2	7.0	13.3	Buyer
\$500,000 - 599,999	7	2	0	0	1	1	2	3.5	19.7	Buyer
\$600,000 - 699,999	3	1	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	4	0	1	0	0	0	1	4.0	11.0	Buyer
\$800,000 - 899,999	3	0	0	0	1	0	1	3.0	5.5	Balanced
\$900,000 - 999,999	3	1	0	0	0	0	1	3.0	10.0	Buyer
\$1,000,000 - and over	17	0	0	0	2	1	1	17.0	11.8	Buyer
<b>TOTAL</b>	<b>151</b>	<b>25</b>	<b>14</b>	<b>23</b>	<b>18</b>	<b>19</b>	<b>31</b>	<b>4.9</b>	<b>6.6</b>	<b>Slightly Buyer</b>

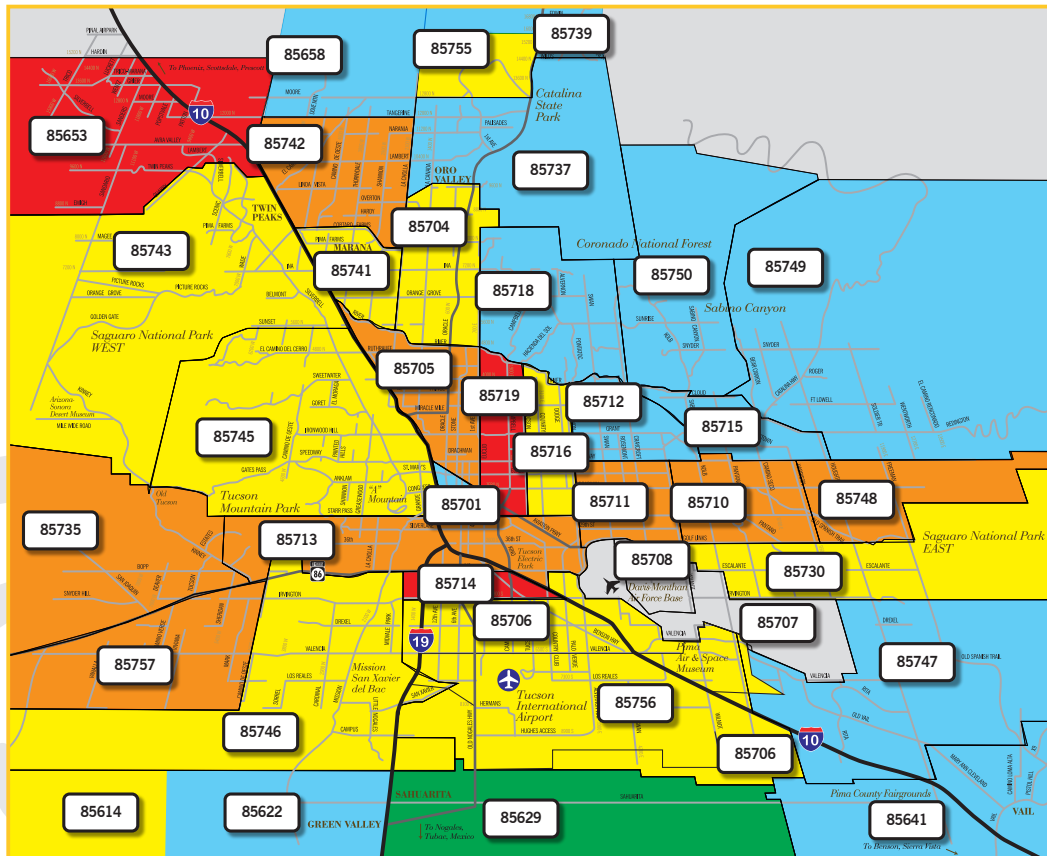
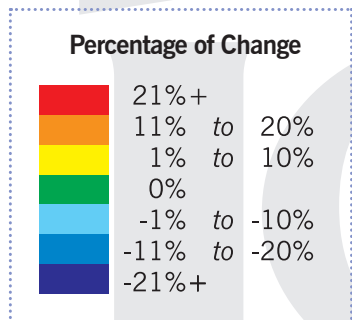
				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2015-MAR 2015 TO JAN 2016-MAR 2016

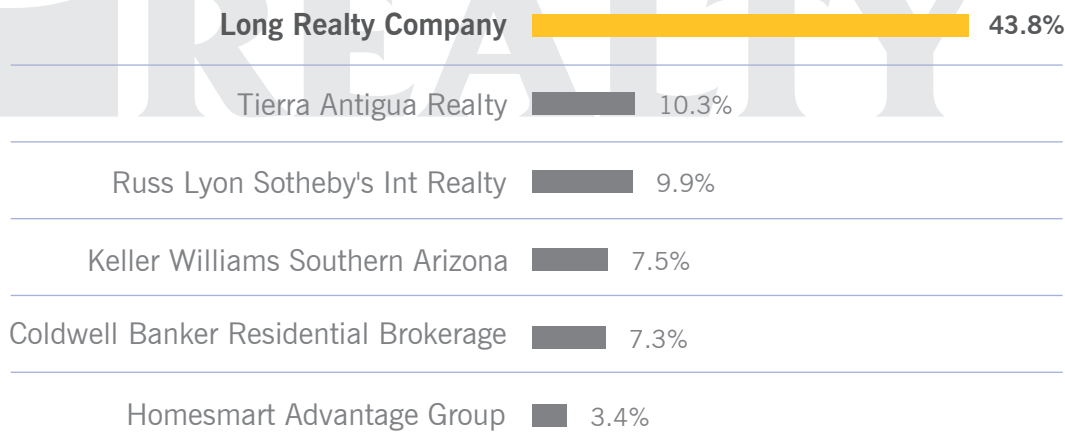
This heat map represents the percentage of change in Tucson metro median sales prices from January 2015-March 2015 to January 2016-March 2016 by zip code.



## MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2015 – 03/31/2016 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.