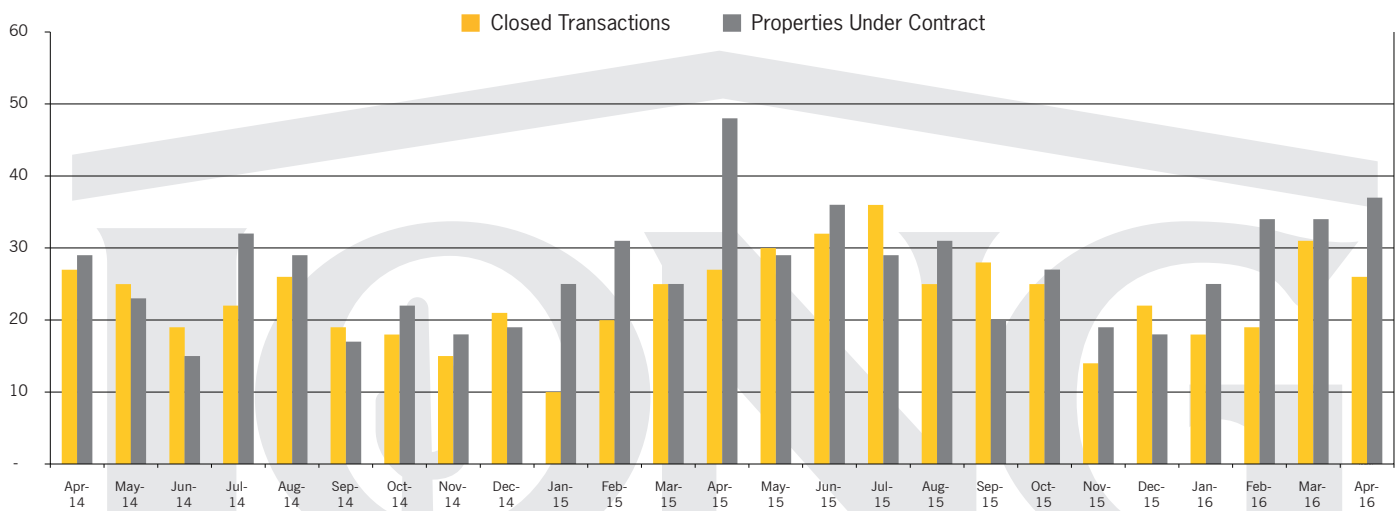




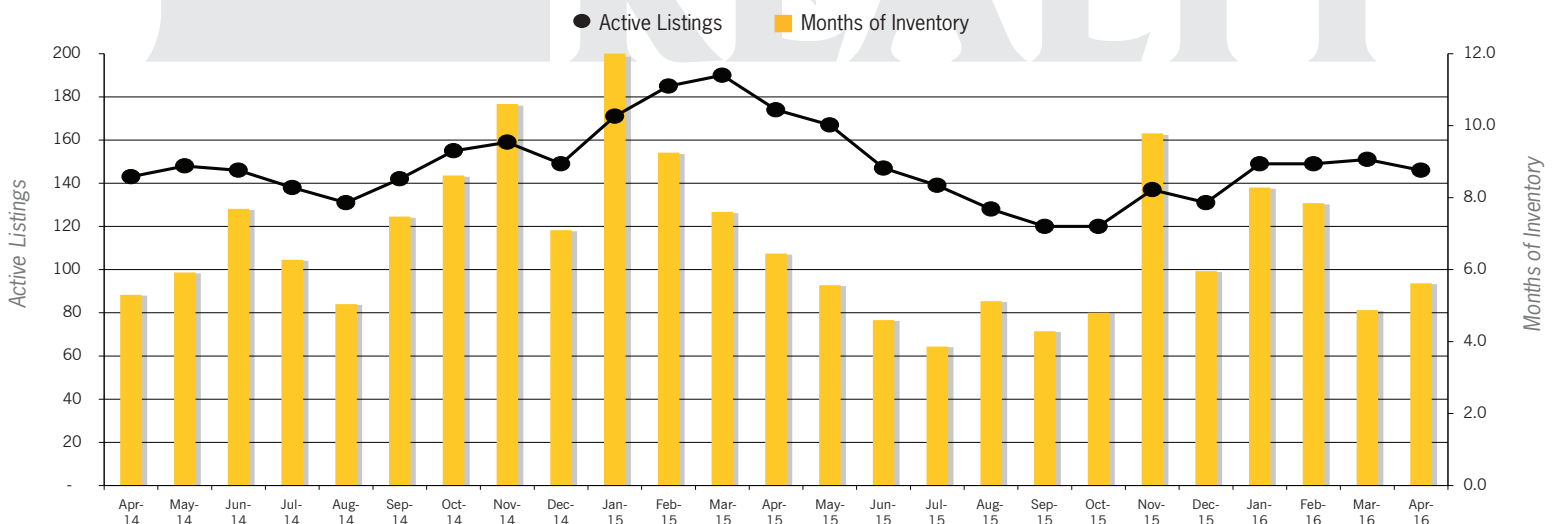
Rancho Vistoso | May 2016

In the Rancho Vistoso area, April 2016 active inventory was 146, a 16% decrease from April 2015. There were 26 closings in April 2016, a 4% decrease from April 2015. Year-to-date 2016 there were 94 closings, an 8% increase from year-to-date 2015. Months of Inventory was 5.6, down from 6.4 in April 2015. Median price of sold homes was \$289,000 for the month of April 2016, up 14% from April 2015. The Rancho Vistoso area had 37 new properties under contract in April 2016, down 23% from April 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



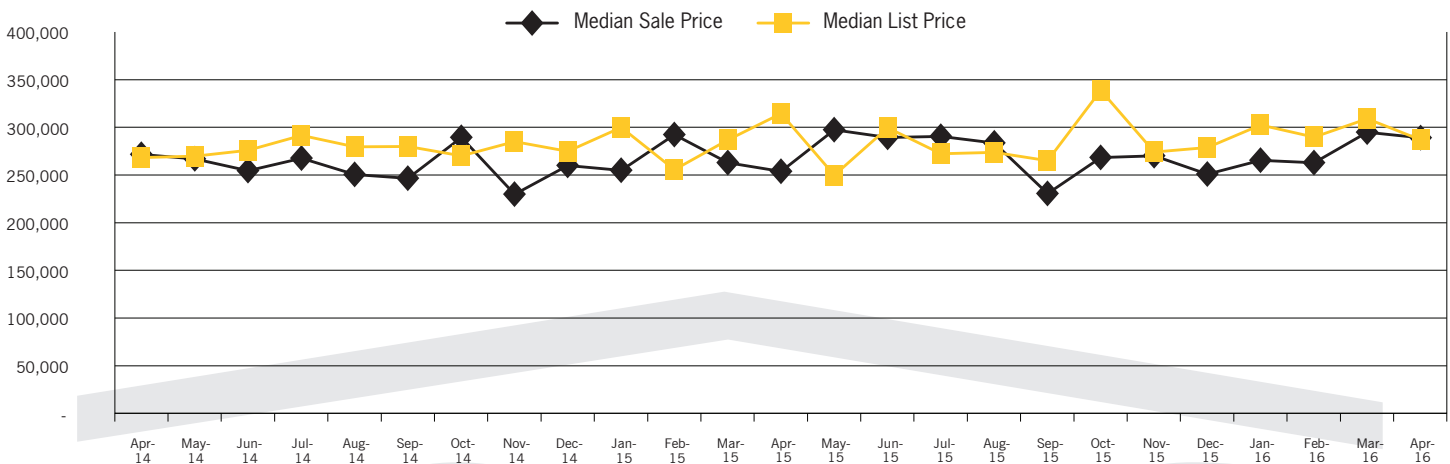
ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



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



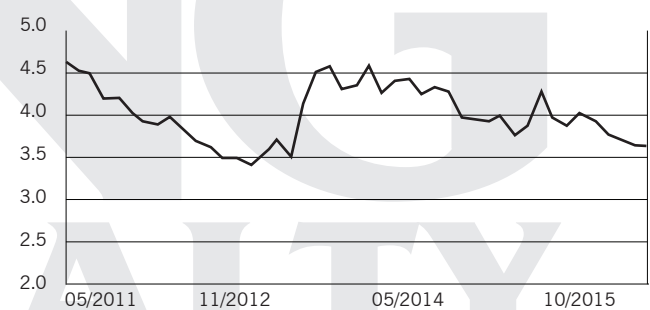
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



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	\$254,000	3.875%	\$1,134.68
2016	\$289,000	3.625%	\$1,252.09

30 YEAR FIXED MORTGAGE RATE

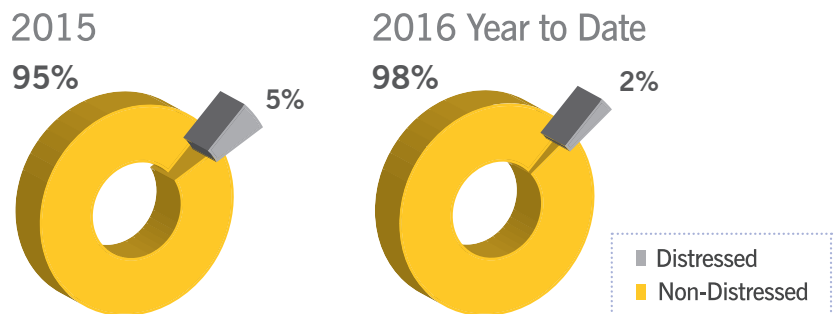


Source: Residential median sales prices. Data obtained 05/04/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-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	0	1	0	0	n/a	1.0	Seller
\$150,000 - 174,999	6	2	0	0	3	0	1	6.0	5.3	Balanced
\$175,000 - 199,999	11	1	4	1	2	4	3	3.7	4.7	Slightly Seller
\$200,000 - 224,999	10	1	1	2	1	4	1	10.0	6.0	Balanced
\$225,000 - 249,999	13	1	5	5	1	4	4	3.3	5.6	Balanced
\$250,000 - 274,999	14	2	7	2	2	3	2	7.0	5.0	Balanced
\$275,000 - 299,999	19	1	1	0	2	1	4	4.8	8.1	Slightly Buyer
\$300,000 - 349,999	8	2	2	3	3	5	3	2.7	2.7	Seller
\$350,000 - 399,999	10	1	2	0	2	2	2	5.0	3.7	Seller
\$400,000 - 499,999	12	2	1	1	0	2	1	12.0	13.3	Buyer
\$500,000 - 599,999	9	0	0	1	1	2	0	n/a	26.6	Buyer
\$600,000 - 699,999	1	0	0	0	0	0	1	1.0	6.0	Balanced
\$700,000 - 799,999	6	1	0	0	0	1	0	n/a	14.0	Buyer
\$800,000 - 899,999	3	0	0	1	0	1	0	n/a	10.0	Buyer
\$900,000 - 999,999	2	0	0	0	0	1	2	1.0	2.7	Seller
\$1,000,000 - and over	21	0	0	2	1	1	2	10.5	13.3	Buyer
TOTAL	146	14	23	18	19	31	26	5.6	5.9	Balanced

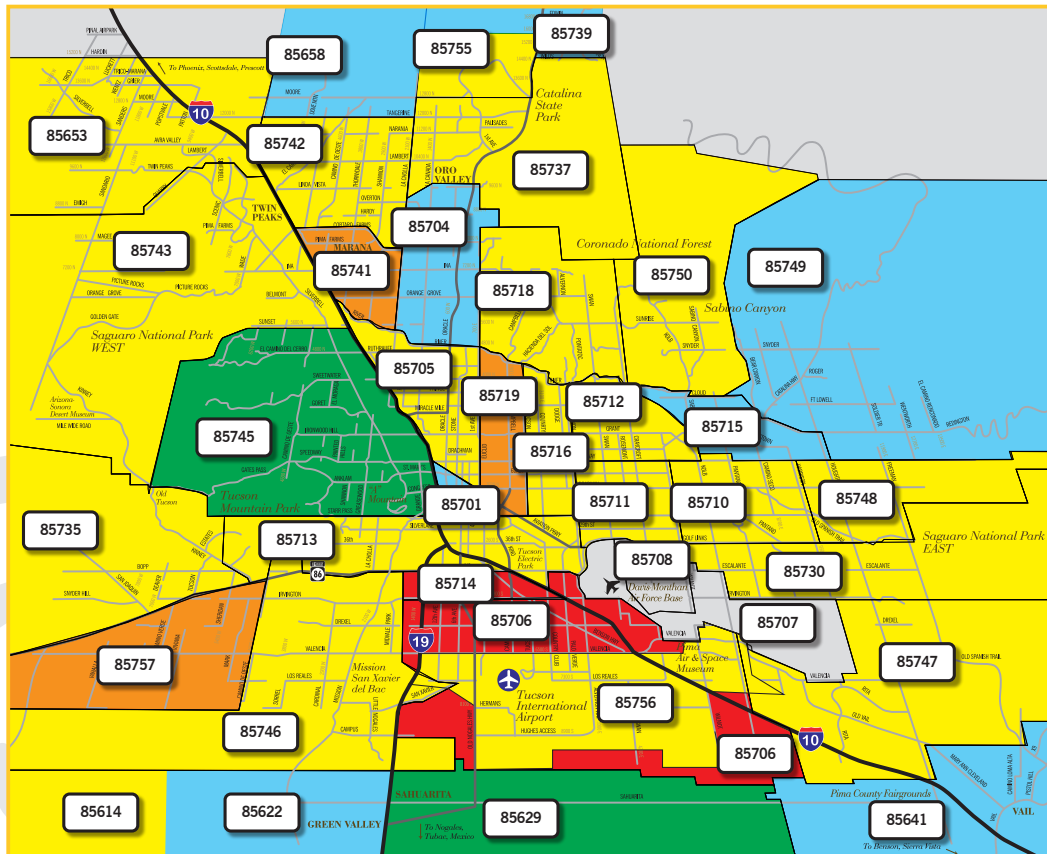
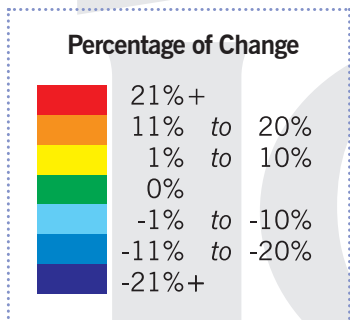




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2015-APR 2015 TO FEB 2016-APR 2016

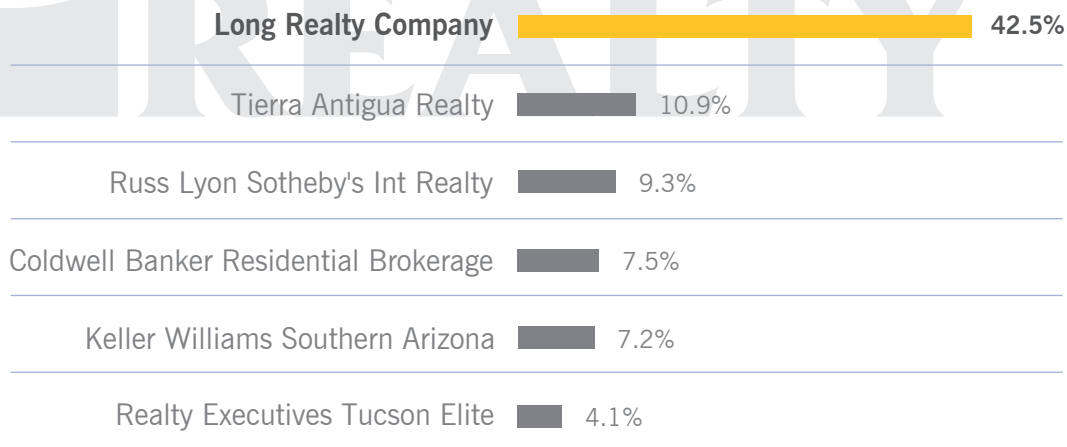
This heat map represents the percentage of change in Tucson metro median sales prices from February 2015-April 2015 to February 2016-April 2016 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 05/04/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2015 – 04/30/2016 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.