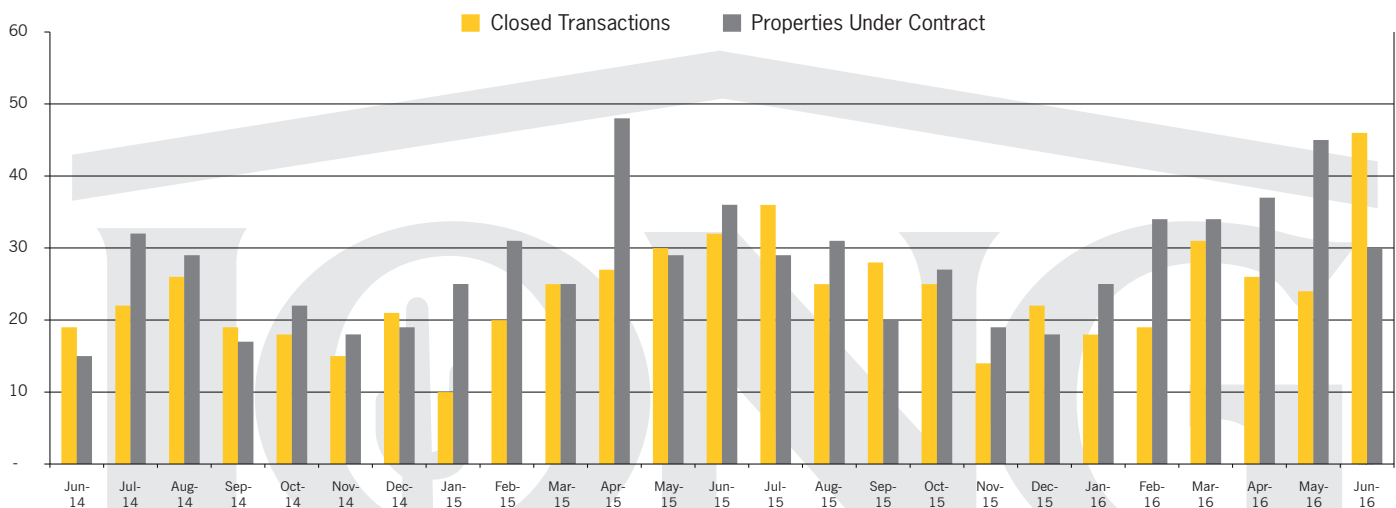




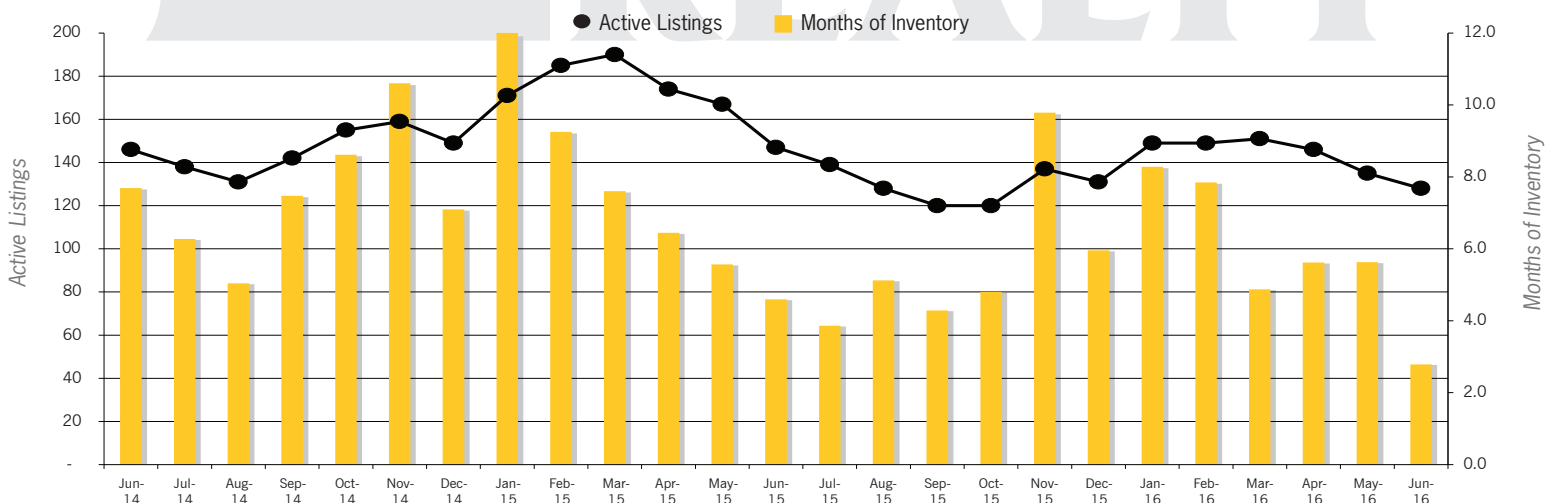
## Rancho Vistoso | July 2016

In the Rancho Vistoso area, June 2016 active inventory was 128, a 13% decrease from June 2015. There were 46 closings in June 2016, a 44% increase from June 2015. Year-to-date 2016 there were 165 closings, a 9% increase from year-to-date 2015. Months of Inventory was 2.8, down from 4.6 in June 2015. Median price of sold homes was \$290,250 for the month of June 2016, virtually unchanged from June 2015. The Rancho Vistoso area had 30 new properties under contract in June 2016, down 17% from June 2015.

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



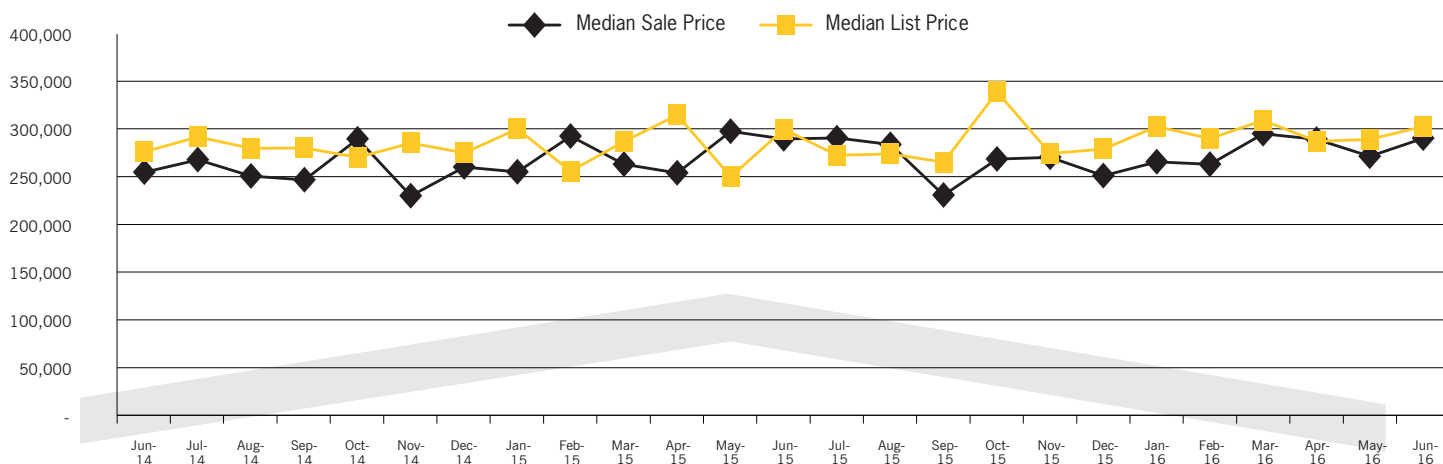
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 07/06/2016 is believed to be reliable, but not guaranteed.



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

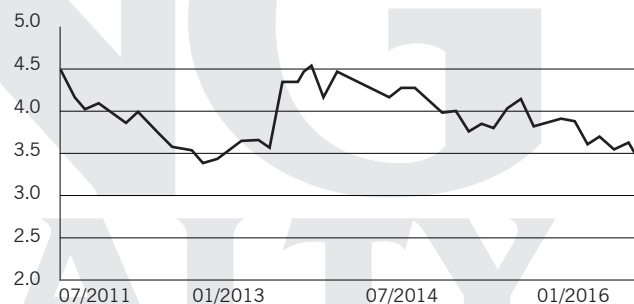


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2015	\$289,500	4.000%	\$1,313.01
2016	\$290,250	3.500%	\$1,238.18

Source: Residential median sales prices. Data obtained 07/06/2016 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.

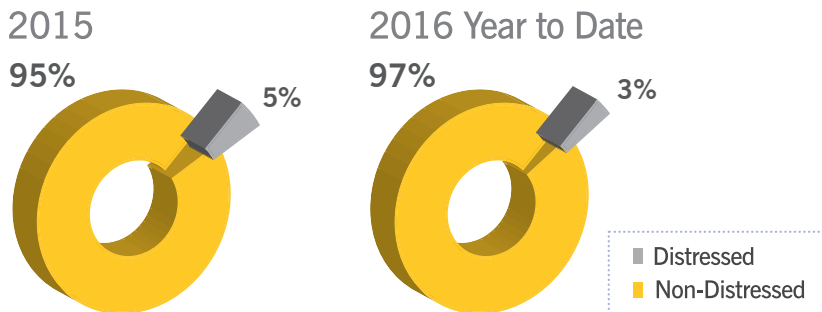
## 30 YEAR FIXED MORTGAGE RATE



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
		Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-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	0	1	0	0	0	2	0.0	0.5	Seller
\$150,000 - 174,999	7	0	3	0	2	2	3	2.3	3.0	Seller
\$175,000 - 199,999	11	1	2	4	3	2	4	2.8	3.8	Seller
\$200,000 - 224,999	10	2	1	4	1	1	1	10.0	10.3	Buyer
\$225,000 - 249,999	11	5	1	4	4	5	2	5.5	3.2	Seller
\$250,000 - 274,999	9	2	2	3	2	3	8	1.1	2.7	Seller
\$275,000 - 299,999	16	0	2	1	4	5	4	4.0	3.9	Seller
\$300,000 - 349,999	12	3	3	5	3	3	11	1.1	1.6	Seller
\$350,000 - 399,999	9	0	2	2	2	0	1	9.0	9.7	Buyer
\$400,000 - 499,999	10	1	0	2	1	0	3	3.3	8.3	Slightly Buyer
\$500,000 - 599,999	9	1	1	2	0	1	1	9.0	37.1	Buyer
\$600,000 - 699,999	0	0	0	0	1	0	2	0.0	0.7	Seller
\$700,000 - 799,999	4	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	1	0	1	0	2	2	1.0	1.8	Seller
\$900,000 - 999,999	2	0	0	1	2	0	0	n/a	3.0	Seller
\$1,000,000 - and over	16	2	1	1	2	0	2	8.0	13.5	Seller
<b>TOTAL</b>	<b>128</b>	<b>18</b>	<b>19</b>	<b>31</b>	<b>27</b>	<b>24</b>	<b>46</b>	<b>2.8</b>	<b>4.2</b>	<b>Slightly Seller</b>



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/06/2016.

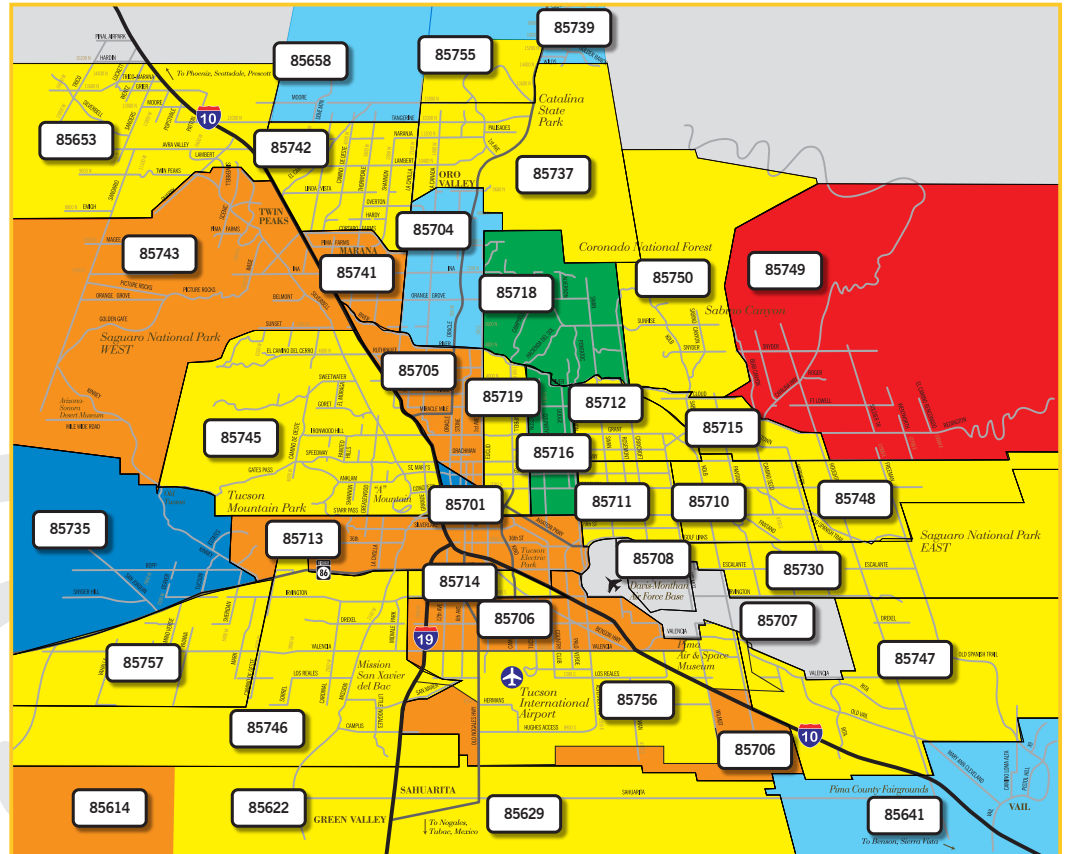
3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2016 - 06/30/2016. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2015-JUN 2015 TO APR 2016-JUN 2016

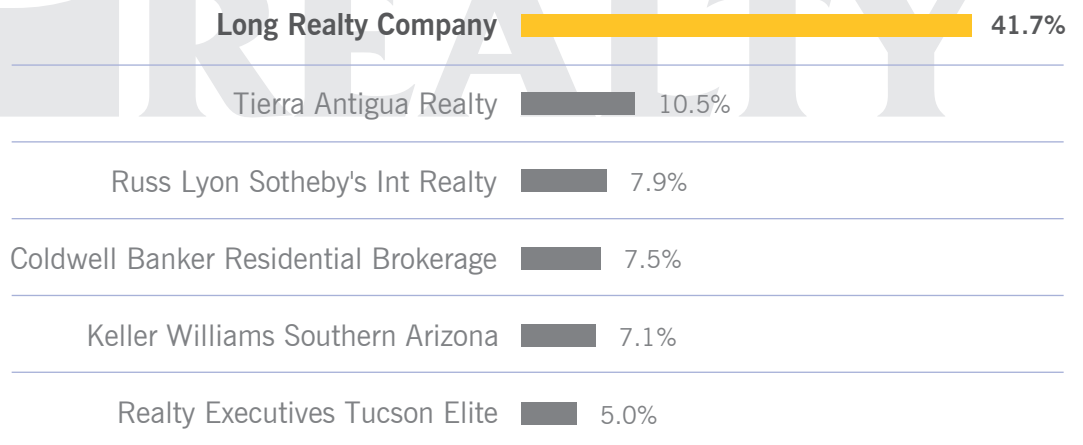
*This heat map represents the percentage of change in Tucson metro median sales prices from April 2015-June 2015 to April 2016-June 2016 by zip code.*



## MARKET SHARE – RANCHO VISTOSO

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

*Data Obtained 07/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2015 – 06/30/2016 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.