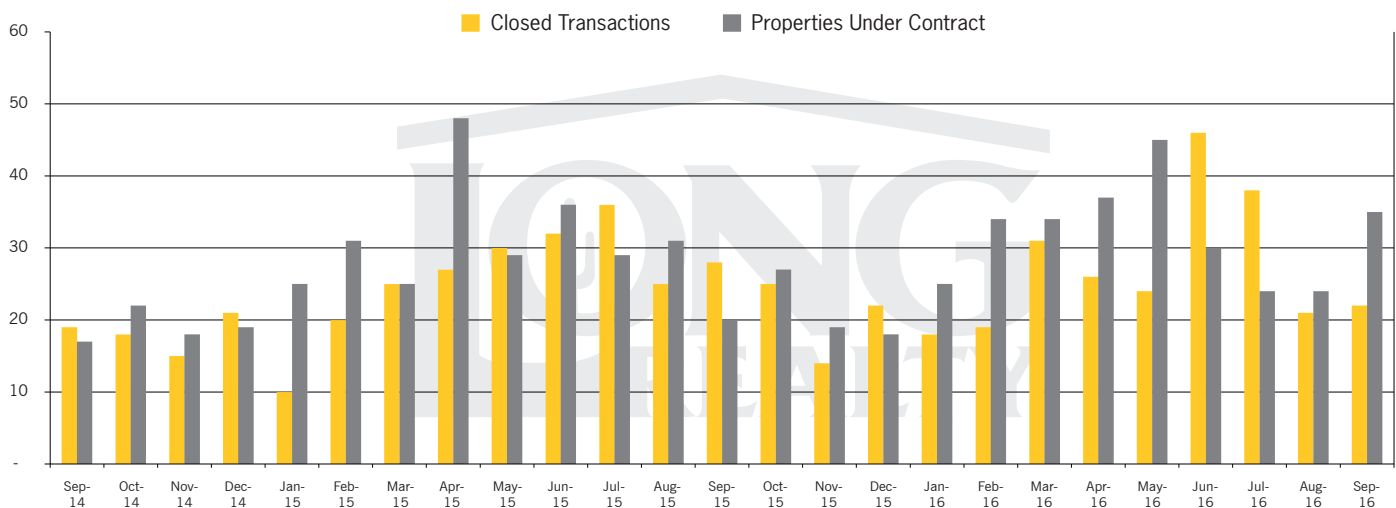




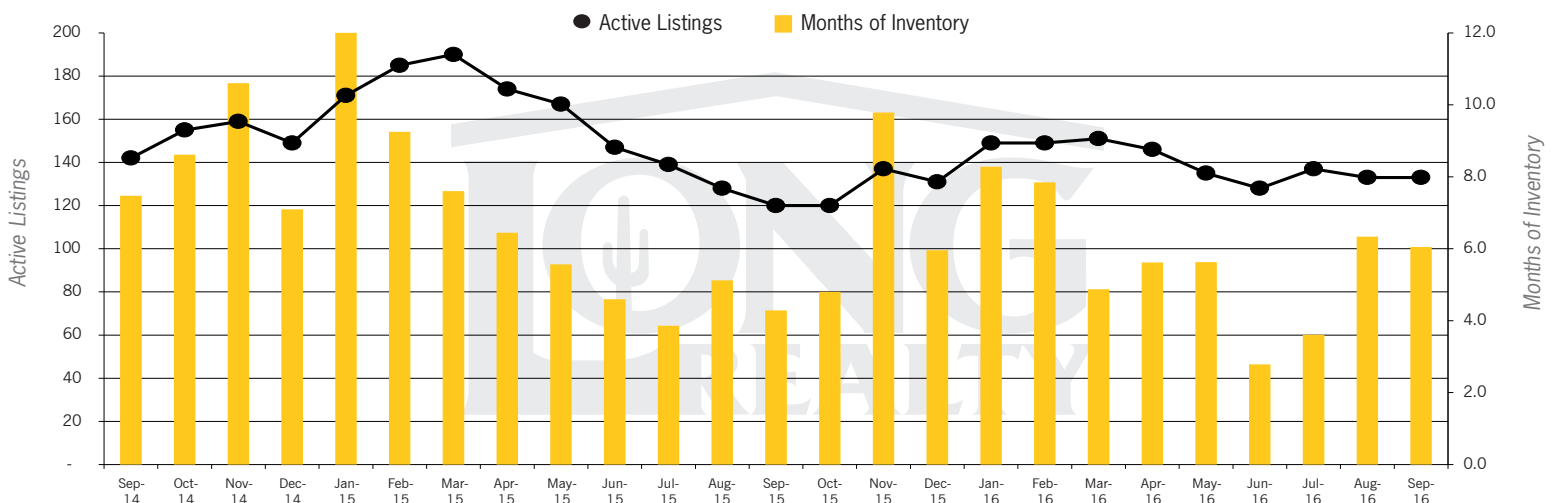
Rancho Vistoso | October 2016

In the Rancho Vistoso area, September 2016 active inventory was 133, an 11% increase from September 2015. There were 22 closings in September 2016, a 21% decrease from September 2015. Year-to-date 2016 there were 251 closings, a 4% increase from year-to-date 2015. Months of Inventory was 6.0, up from 4.3 in September 2015. Median price of sold homes was \$262,000 for the month of September 2016, up 14% from September 2015. The Rancho Vistoso area had 35 new properties under contract in September 2016, up 75% from September 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



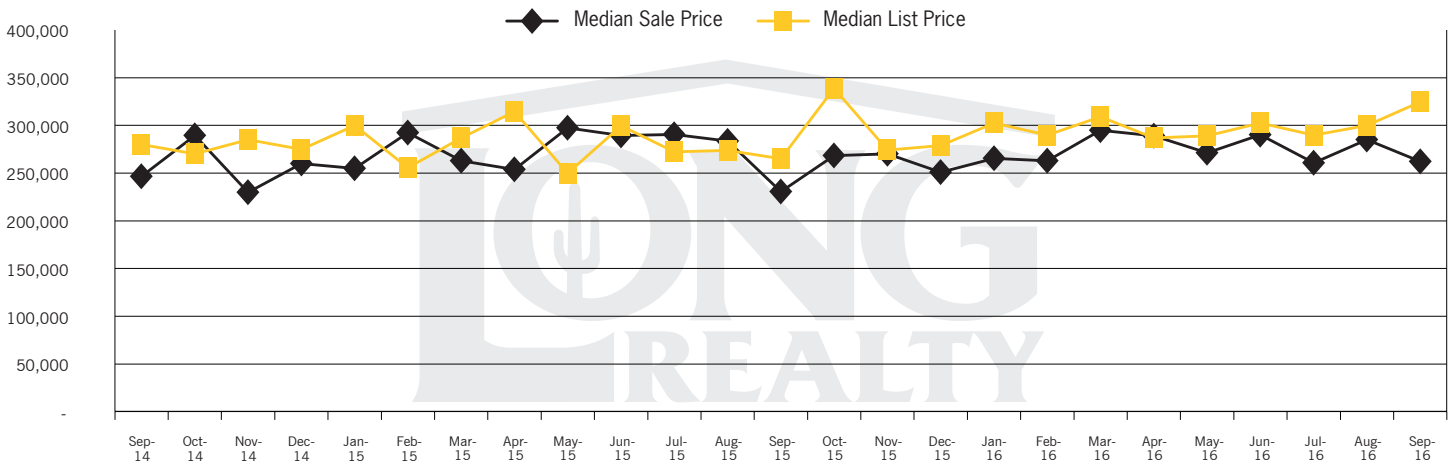
ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 10/05/2016 is believed to be reliable, but not guaranteed.*



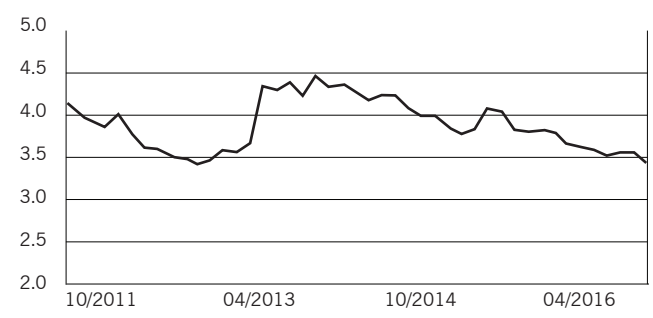
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



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	\$230,500	3.875%	\$1,029.70
2016	\$262,000	3.375%	\$1,100.38

30 YEAR FIXED MORTGAGE RATE

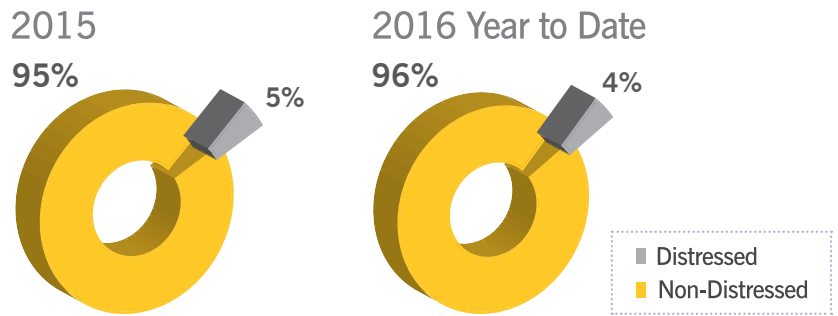


Source: Residential median sales prices. Data obtained 10/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-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	2	1	0	0	n/a	1.0	Seller
\$150,000 - 174,999	4	2	2	3	1	1	0	n/a	9.5	Buyer
\$175,000 - 199,999	7	3	2	4	5	2	2	3.5	2.8	Seller
\$200,000 - 224,999	7	1	1	1	4	2	5	1.4	2.5	Seller
\$225,000 - 249,999	15	4	5	2	7	2	3	5.0	3.3	Seller
\$250,000 - 274,999	11	2	3	8	3	5	2	5.5	3.4	Seller
\$275,000 - 299,999	7	4	5	4	3	1	4	1.8	4.4	Slightly Seller
\$300,000 - 349,999	11	3	3	12	4	4	4	2.8	3.2	Seller
\$350,000 - 399,999	9	2	0	1	4	2	1	9.0	4.3	Slightly Seller
\$400,000 - 499,999	15	1	0	3	5	1	1	15.0	4.9	Slightly Seller
\$500,000 - 599,999	9	0	1	1	0	1	0	n/a	73.9	Buyer
\$600,000 - 699,999	2	1	0	2	2	0	0	n/a	2.0	Seller
\$700,000 - 799,999	2	0	0	0	0	2	0	n/a	4.0	Seller
\$800,000 - 899,999	1	0	2	2	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	2	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	27	2	0	2	0	0	0	n/a	n/a	n/a
TOTAL	133	27	24	47	39	23	22	6.0	4.8	Slightly Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/05/2016.

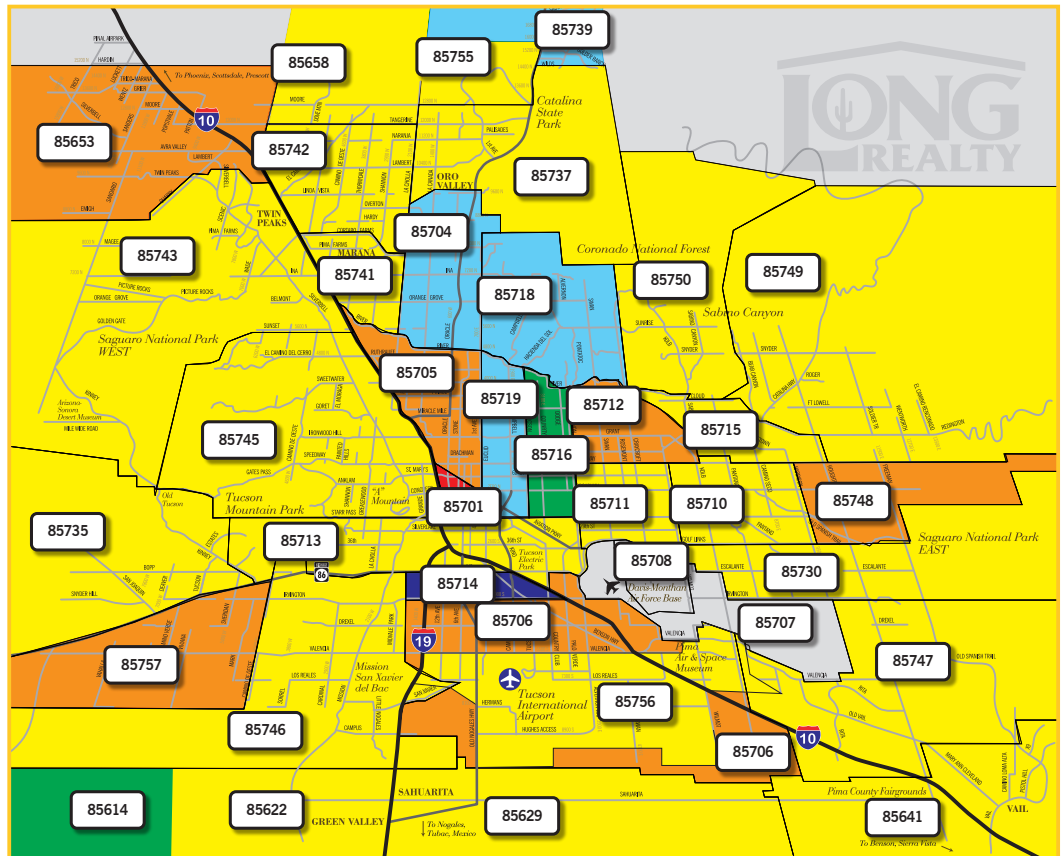
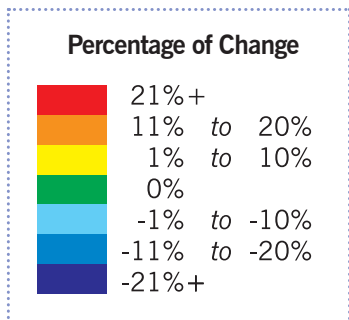
3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2016 - 09/30/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2015-SEP 2015 TO JUL 2016-SEP 2016

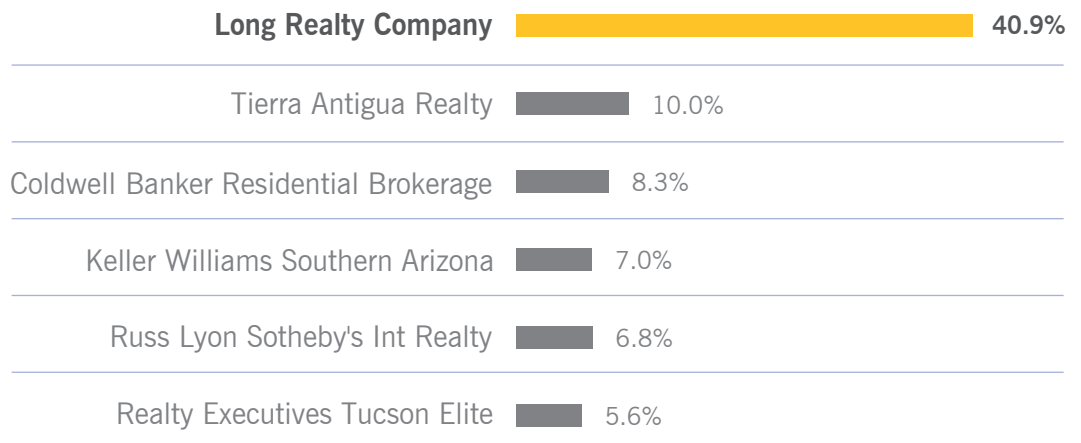
This heat map represents the percentage of change in Tucson metro median sales prices from July 2015-September 2015 to July 2016-September 2016 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2015 – 09/30/2016 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.