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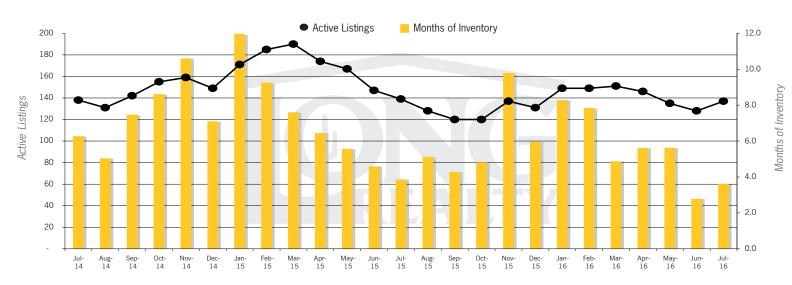
#### Rancho Vistoso | August 2016

In the Rancho Vistoso area, July 2016 active inventory was 137, a 1% decrease from July 2015. There were 38 closings in July 2016, a 6% increase from July 2015. Year-to-date 2016 there were 204 closings, a 9% increase from year-to-date 2015. Months of Inventory was 3.6, down from 3.9 in July 2015. Median price of sold homes was \$260,750 for the month of July 2016, down 10% from July 2015. The Rancho Vistoso area had 24 new properties under contract in July 2016, down 17% from July 2015.

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



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



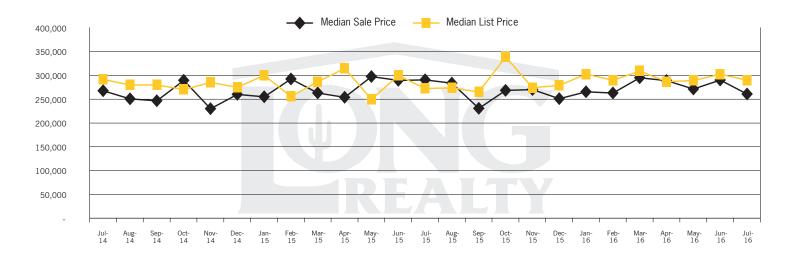




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#### MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE - RANCHO VISTOSO

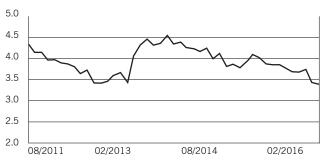


#### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Median Price	Int. Rate	MO. Payment
\$375,000 \$290,500 \$260,750	6.140% 4.000% 3.375%	\$2,168.07 \$1,317.55 \$1,095.13
	\$375,000 \$290,500	\$290,500 4.000%

**Source:** Residential median sales prices. Data obtained 08/03/2016 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.

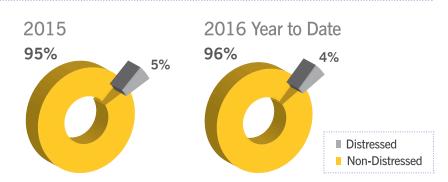
#### 30 YEAR FIXED MORTGAGE RATE



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.







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#### MARKET CONDITIONS BY PRICE BAND - RANCHO VISTOSO

	Active Listings				Months d Sales		5 Jul-16	Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-16 M	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	1	0	0	0	2	1	0.0	0.0	Seller
\$150,000 - 174,999	8	3	0	2	2	3	1	8.0	3.8	Seller
\$175,000 - 199,999	9	2	4	3	2	4	5	1.8	2.9	Seller
\$200,000 - 224,999	10	1	4	1	1	1	3	3.3	6.2	Balanced
\$225,000 - 249,999	13	1	4	4	5	2	7	1.9	2.5	Seller
\$250,000 - 274,999	13	2	3	2	3	8	3	4.3	2.4	Seller
\$275,000 - 299,999	15	2	1	4	5	4	3	5.0	3.9	Seller
\$300,000 - 349,999	15	3	6	3	3	11	4	3.8	1.9	Seller
\$350,000 - 399,999	10	2	2	2	0	1	4	2.5	5.8	Balanced
\$400,000 - 499,999	8	0	2	1	0	3	5	1.6	3.6	Seller
\$500,000 - 599,999	7	1	2	0	1	1	0	n/a	36.1	Buyer
\$600,000 - 699,999	0	0	0	1	0	2	2	0.0	0.3	Seller
\$700,000 - 799,999	3	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	1	0	2	2	0	n/a	1.8	Seller
\$900,000 - 999,999	1	0	1	2	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	22	1	1	2	0	2	0	n/a	27.5	Buyer
TOTAL	137	19	32	27	24	46	38	3.6	3.7	Seller







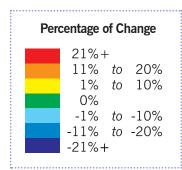
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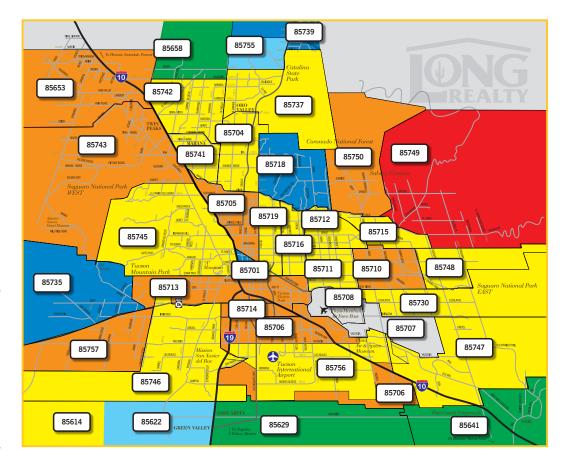
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# CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

#### MAY 2015-JUL 2015 TO MAY 2016-JUL 2016

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

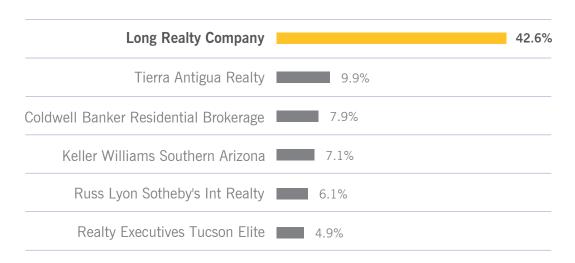




### MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2015 – 07/31/2016 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.