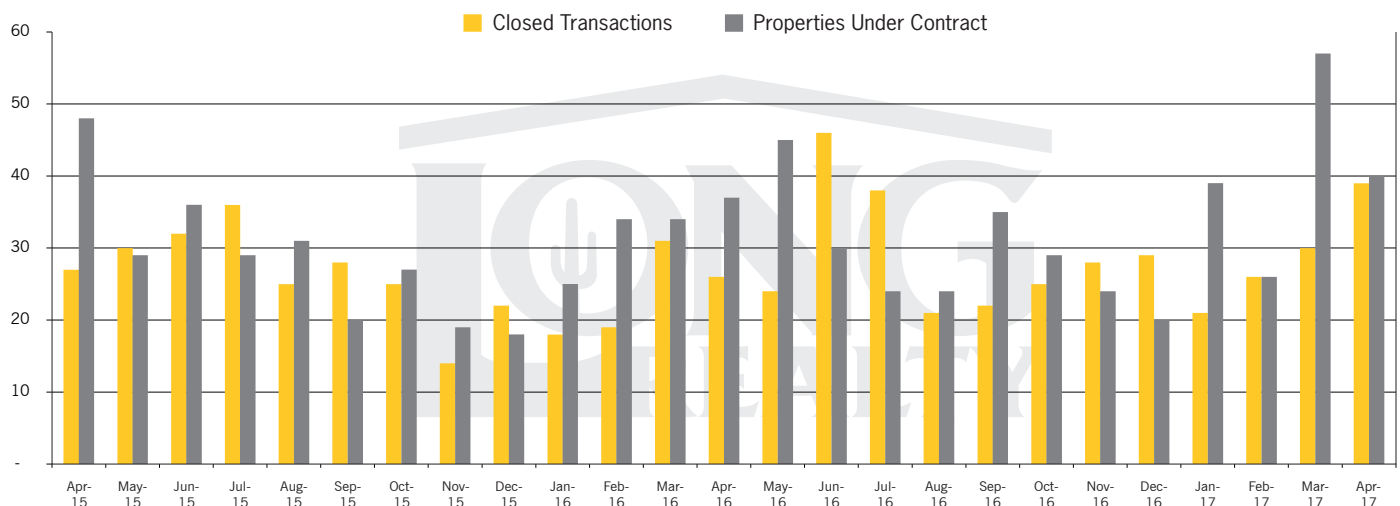




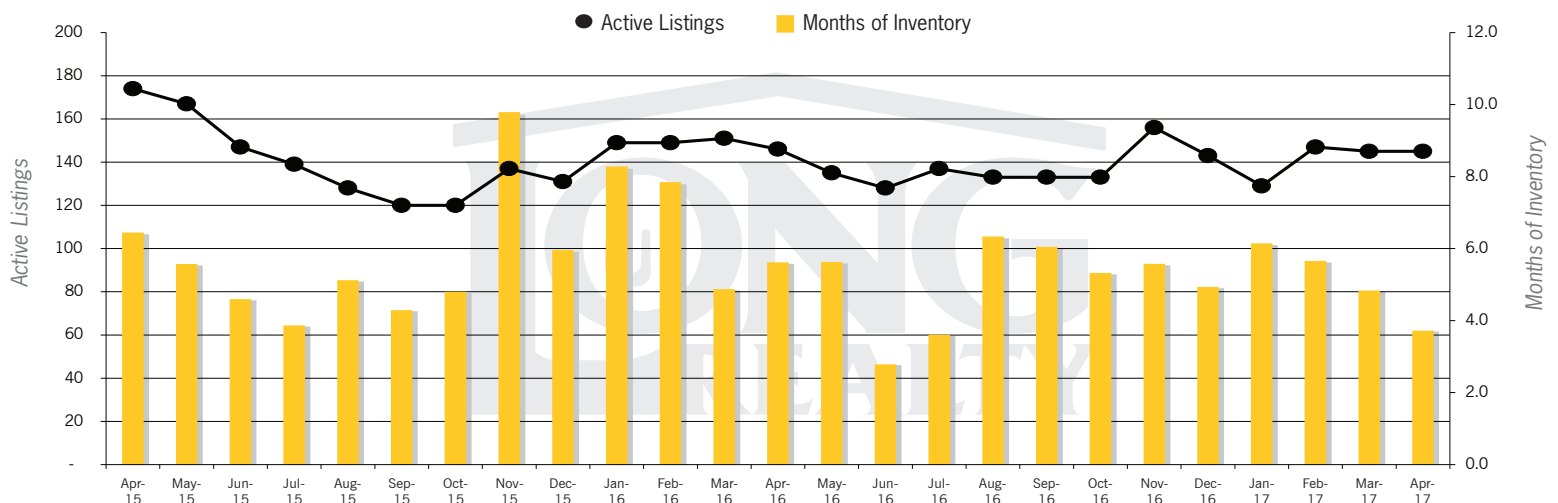
Rancho Vistoso | May 2017

In the Rancho Vistoso area, April 2017 active inventory was 145, virtually unchanged from April 2016. There were 39 closings in April 2017, a 50% increase from April 2016. Year-to-date 2017 there were 119 closings, a 23% increase from year-to-date 2016. Months of Inventory was 3.7, down from 5.6 in April 2016. Median price of sold homes was \$285,000 for the month of April 2017, down 1% from April 2016. The Rancho Vistoso area had 40 new properties under contract in April 2017, up 8% from April 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

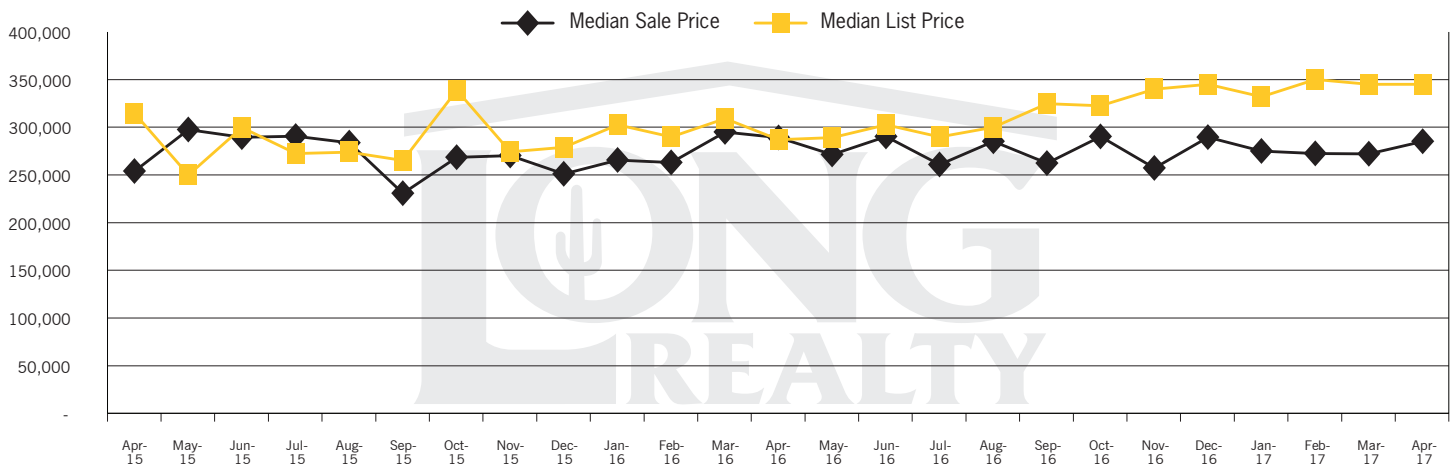


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.*



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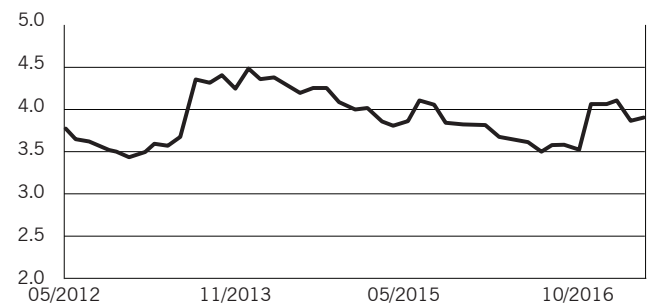
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2016	\$289,000	3.500%	\$1,232.85
2017	\$285,000	4.125%	\$1,312.19

30 YEAR FIXED MORTGAGE RATE

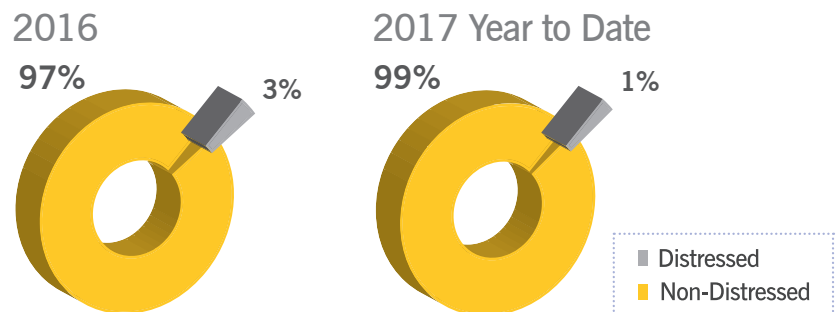


Source: Residential median sales prices. Data obtained 05/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Rancho Vistoso | May 2017

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-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17			
\$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	3.0	Seller
\$150,000 - 174,999	1	1	1	1	0	1	0	n/a	6.0	Balanced
\$175,000 - 199,999	6	1	2	1	1	1	4	1.5	3.2	Seller
\$200,000 - 224,999	9	4	2	1	4	4	5	1.8	2.2	Seller
\$225,000 - 249,999	9	7	5	2	3	5	7	1.3	2.2	Seller
\$250,000 - 274,999	14	4	4	5	5	5	3	4.7	2.8	Seller
\$275,000 - 299,999	10	4	3	3	5	2	4	2.5	2.5	Seller
\$300,000 - 349,999	17	3	4	3	2	5	4	4.3	4.5	Slightly Seller
\$350,000 - 399,999	14	1	1	1	1	1	3	4.7	7.4	Slightly Buyer
\$400,000 - 499,999	13	2	5	2	1	2	3	4.3	6.8	Slightly Buyer
\$500,000 - 599,999	9	0	0	1	1	2	1	9.0	21.1	Buyer
\$600,000 - 699,999	4	0	0	0	0	0	1	4.0	13.0	Buyer
\$700,000 - 799,999	1	1	0	2	2	0	1	1.0	2.3	Seller
\$800,000 - 899,999	6	0	1	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	29	0	2	0	1	2	3	9.7	13.3	Buyer
TOTAL	145	28	30	23	27	30	39	3.7	4.6	Slightly Seller

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

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 05/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2017 - 04/30/2017. Information is believed to be reliable, but not guaranteed.

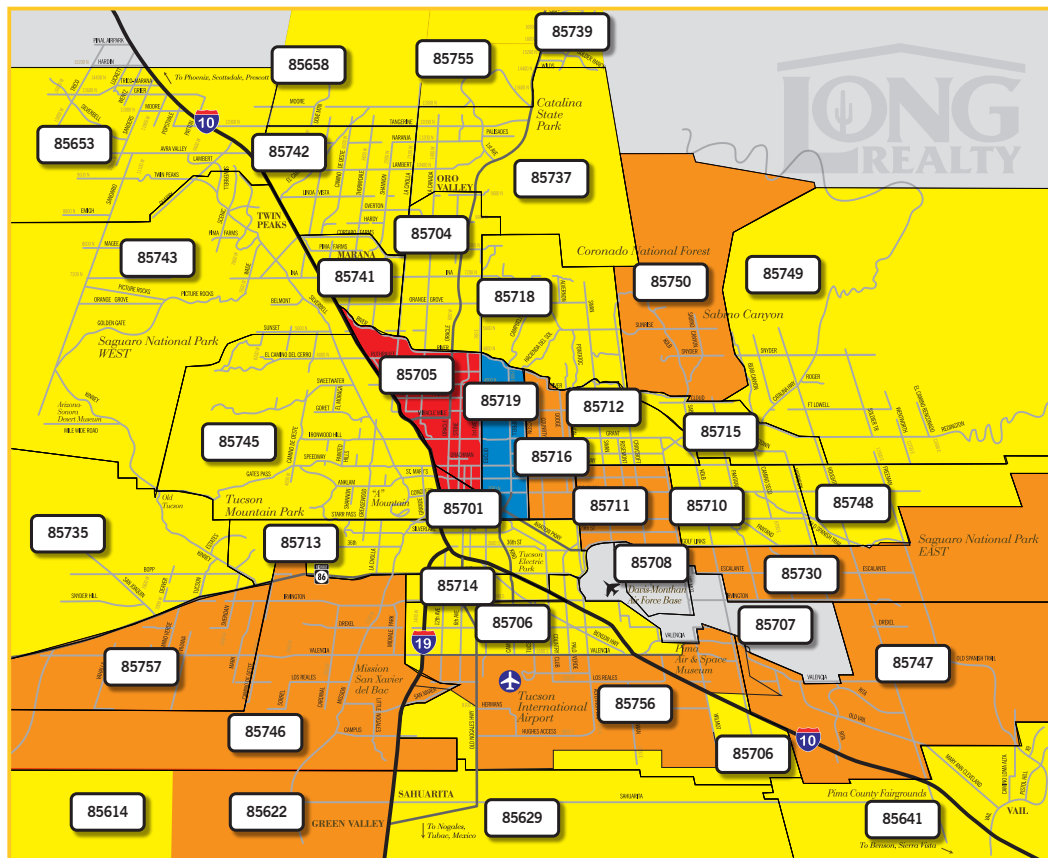
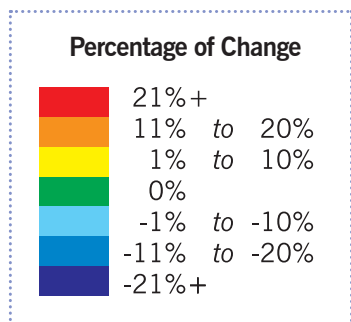


Rancho Vistoso | May 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO
FEB 2017-APR 2017

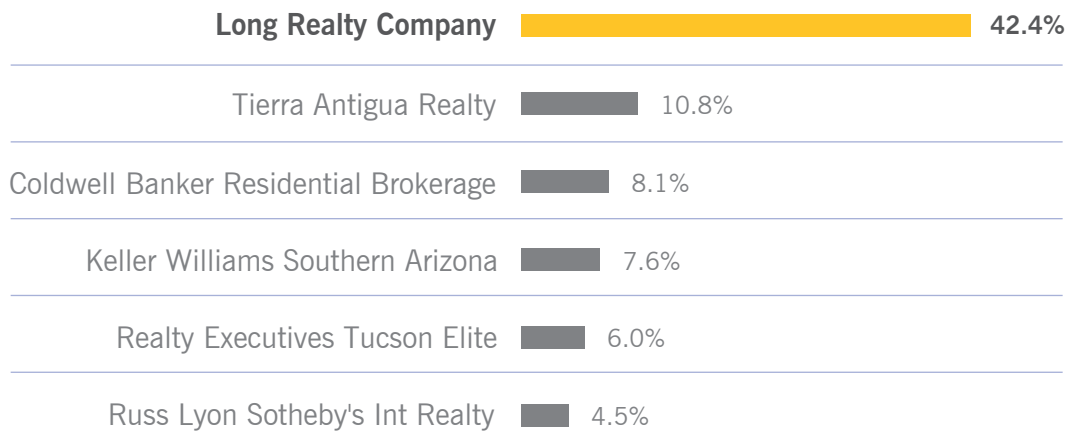
This heat map represents the percentage of change in Tucson metro median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 05/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2016 – 04/30/2017 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.