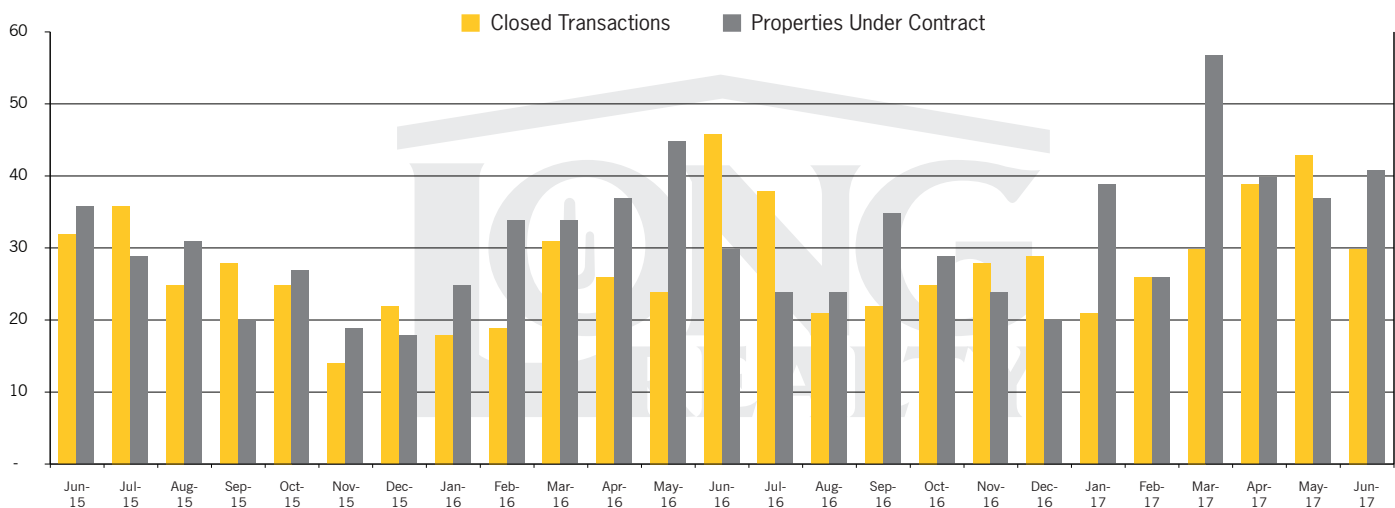




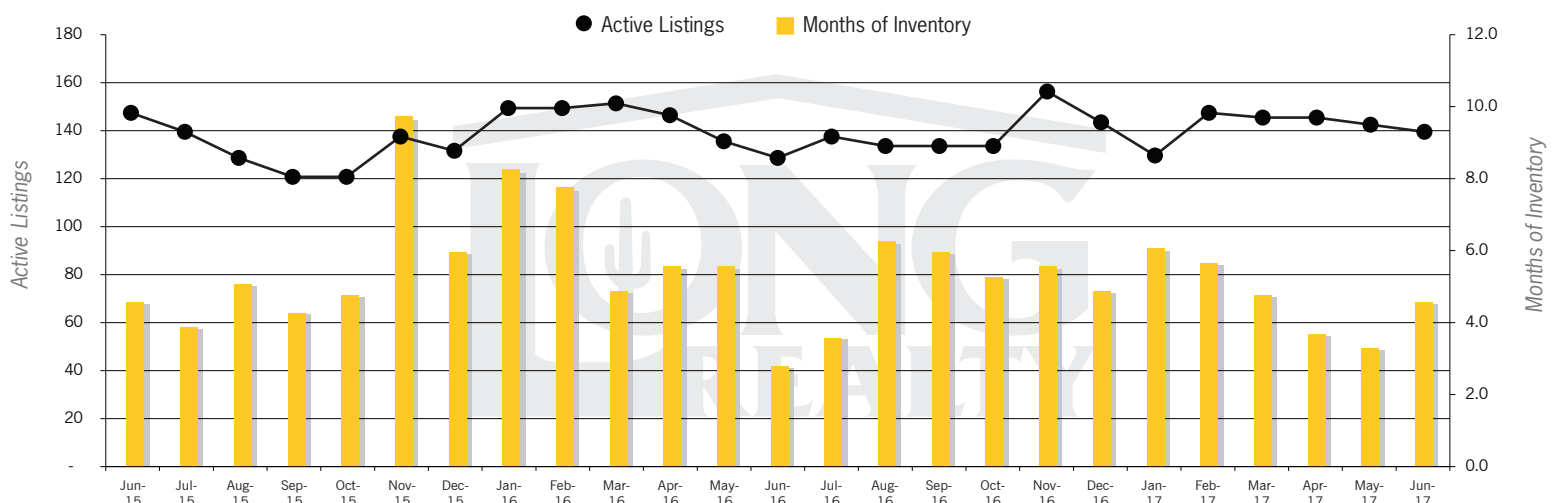
Rancho Vistoso | July 2017

In the Rancho Vistoso area, June 2017 active inventory was 139, a 9% increase from June 2016. There were 30 closings in June 2017, a 35% decrease from June 2016. Year-to-date 2017 there were 195 closings, a 16% increase from year-to-date 2016. Months of Inventory was 4.6, up from 2.8 in June 2016. Median price of sold homes was \$364,000 for the month of June 2017, up 25% from June 2016. The Rancho Vistoso area had 41 new properties under contract in June 2017, up 37% from June 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

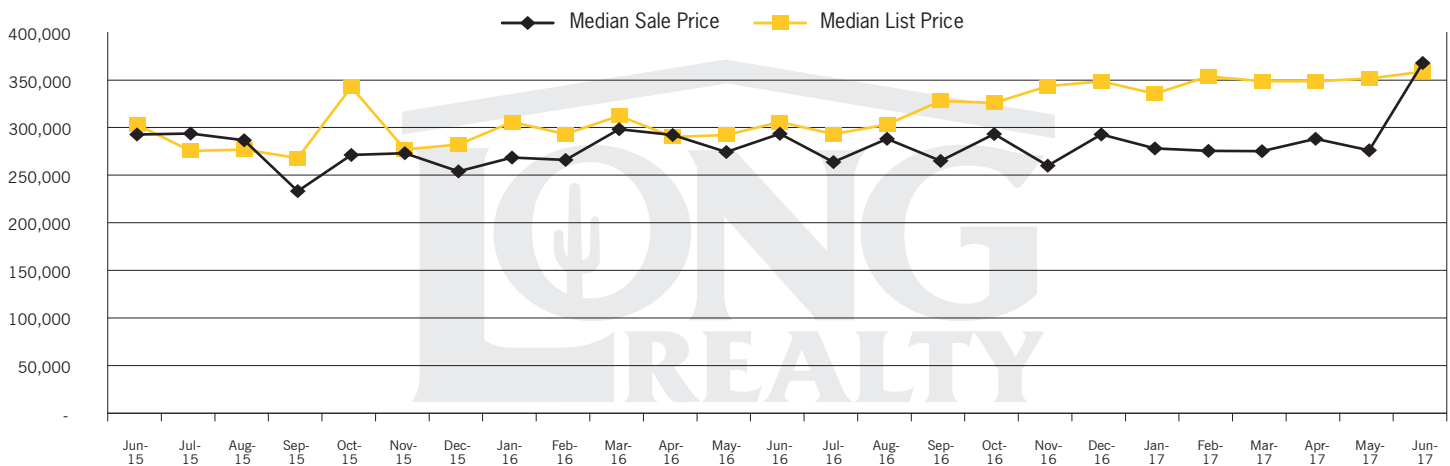


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2017 is believed to be reliable, but not guaranteed.*



Rancho Vistoso | July 2017

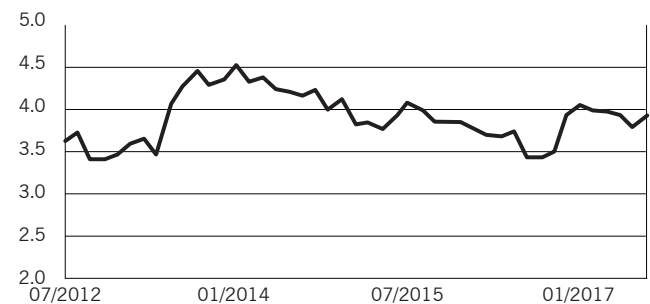
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



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	\$290,250	3.750%	\$1,276.98
2017	\$364,000	4.000%	\$1,650.90

30 YEAR FIXED MORTGAGE RATE

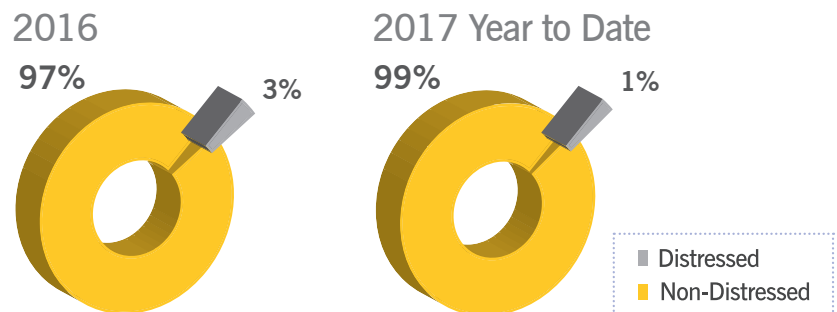


Source: Residential median sales prices. Data obtained 07/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | July 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
		Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-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	0	0	1	0	0	0	1	0.0	1.0	Seller
\$150,000 - 174,999	1	1	0	1	0	2	0	n/a	1.5	Seller
\$175,000 - 199,999	5	1	1	1	4	5	2	2.5	1.5	Seller
\$200,000 - 224,999	7	1	4	4	5	5	4	1.8	1.5	Seller
\$225,000 - 249,999	10	2	3	5	7	7	1	10.0	2.1	Seller
\$250,000 - 274,999	12	5	5	5	3	3	3	4.0	4.1	Slightly Seller
\$275,000 - 299,999	9	3	5	2	4	3	0	n/a	4.0	Seller
\$300,000 - 349,999	20	3	2	5	4	5	3	6.7	5.0	Balanced
\$350,000 - 399,999	19	1	1	1	4	2	5	3.8	4.3	Slightly Seller
\$400,000 - 499,999	14	2	1	2	3	7	7	2.0	2.4	Seller
\$500,000 - 599,999	5	1	1	2	1	2	2	2.5	16.1	Buyer
\$600,000 - 699,999	6	0	0	0	1	1	0	n/a	6.5	Balanced
\$700,000 - 799,999	2	2	2	0	1	1	0	n/a	2.5	Seller
\$800,000 - 899,999	4	1	0	0	0	2	1	4.0	4.7	Slightly Seller
\$900,000 - 999,999	2	0	0	0	0	0	1	2.0	6.0	Balanced
\$1,000,000 - and over	23	0	1	2	3	0	0	n/a	26.3	Buyer
TOTAL	139	23	27	30	40	45	30	4.6	3.7	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 07/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2017 - 06/30/2017. Information is believed to be reliable, but not guaranteed.

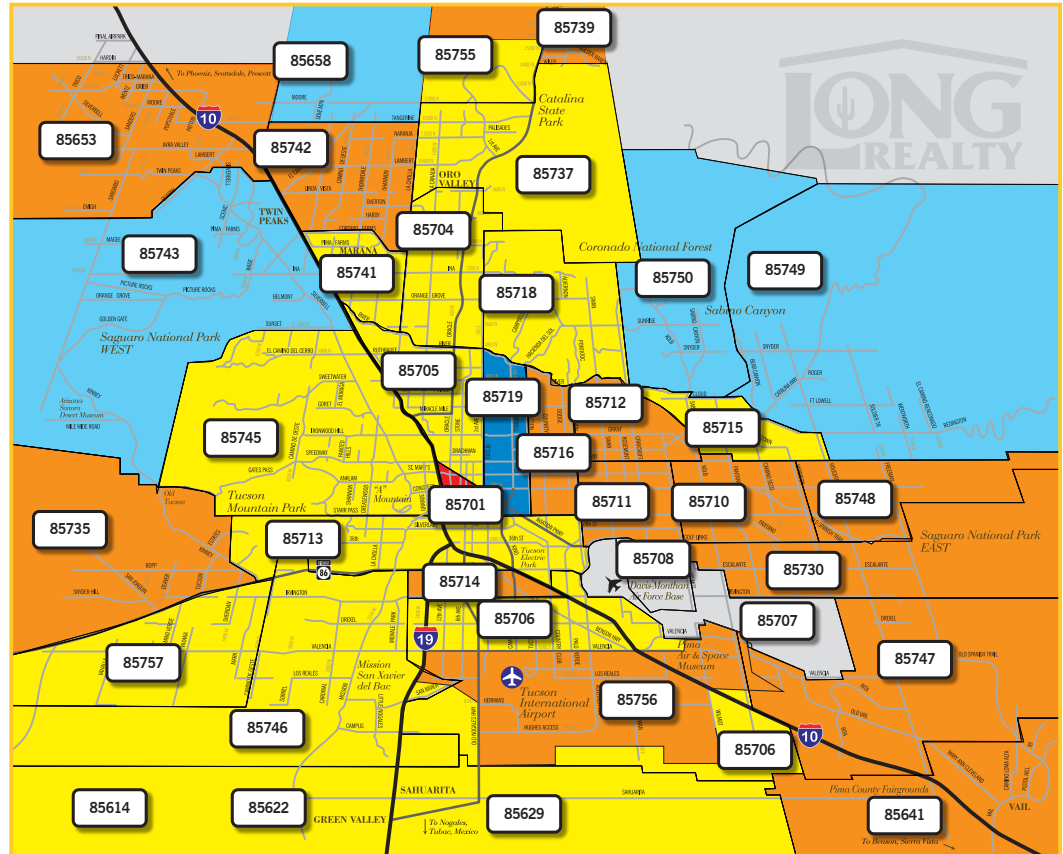
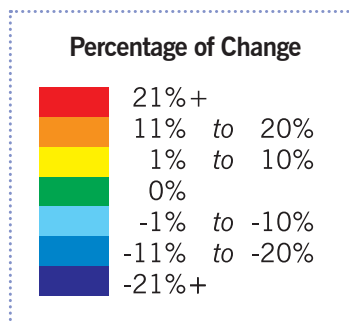


Rancho Vistoso | July 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2016-JUN 2016 TO
APR 2017-JUN 2017

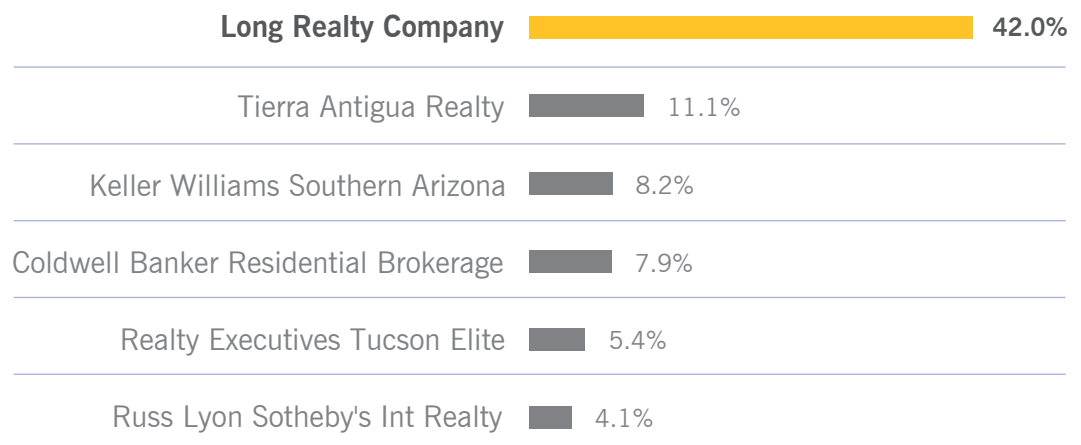
This heat map represents the percentage of change in Tucson metro median sales prices from April 2016-June 2016 to April 2017-June 2017 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2016 – 06/30/2017 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.