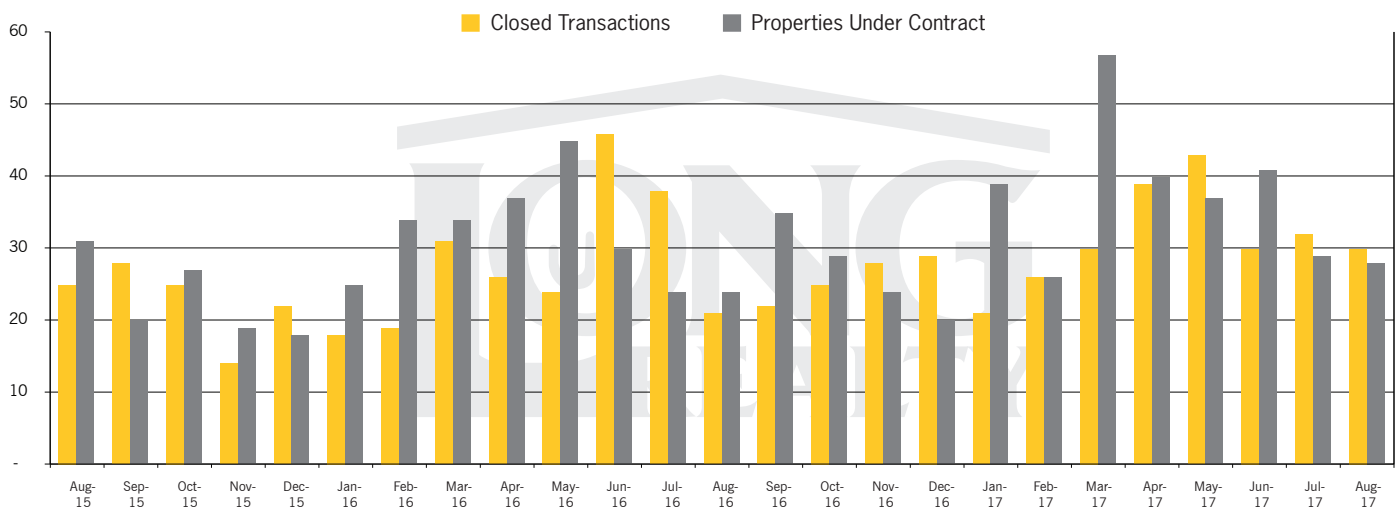




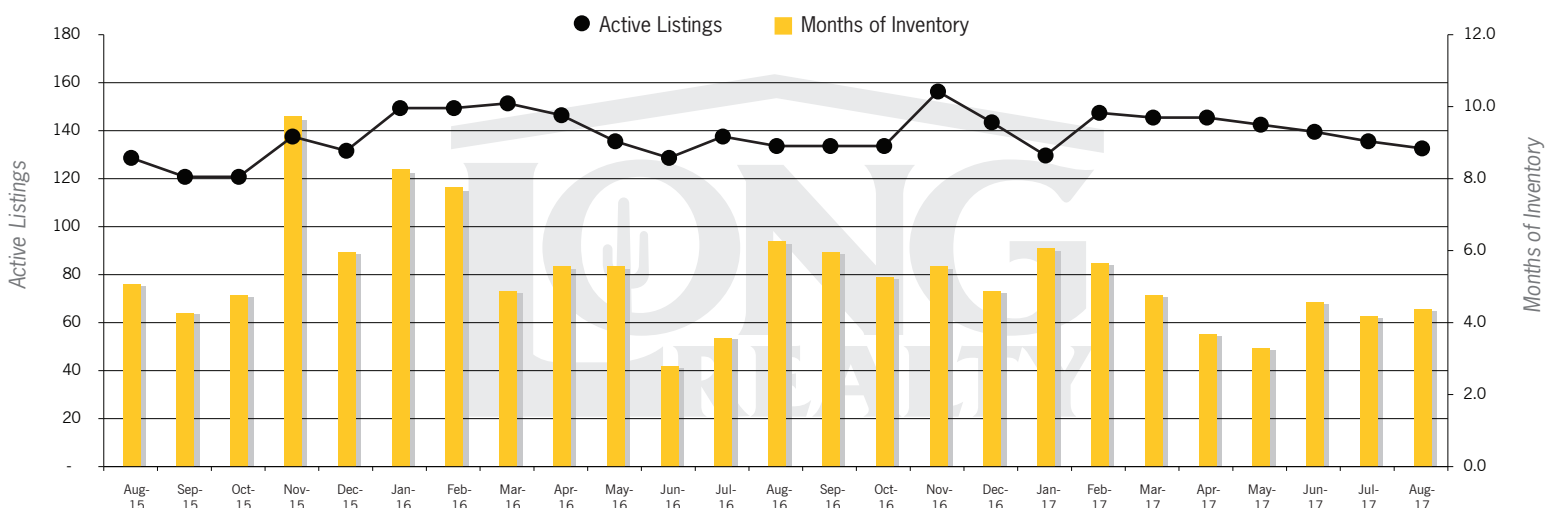
Rancho Vistoso | September 2017

In the Rancho Vistoso area, August 2017 active inventory was 132, virtually unchanged from August 2016. There were 30 closings in August 2017, a 43% increase from August 2016. Year-to-date 2017 there were 262 closings, a 14% increase from year-to-date 2016. Months of Inventory was 4.4, down from 6.3 in August 2016. Median price of sold homes was \$285,500 for the month of August 2017, virtually unchanged from August 2016. The Rancho Vistoso area had 28 new properties under contract in August 2017, up 17% from August 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

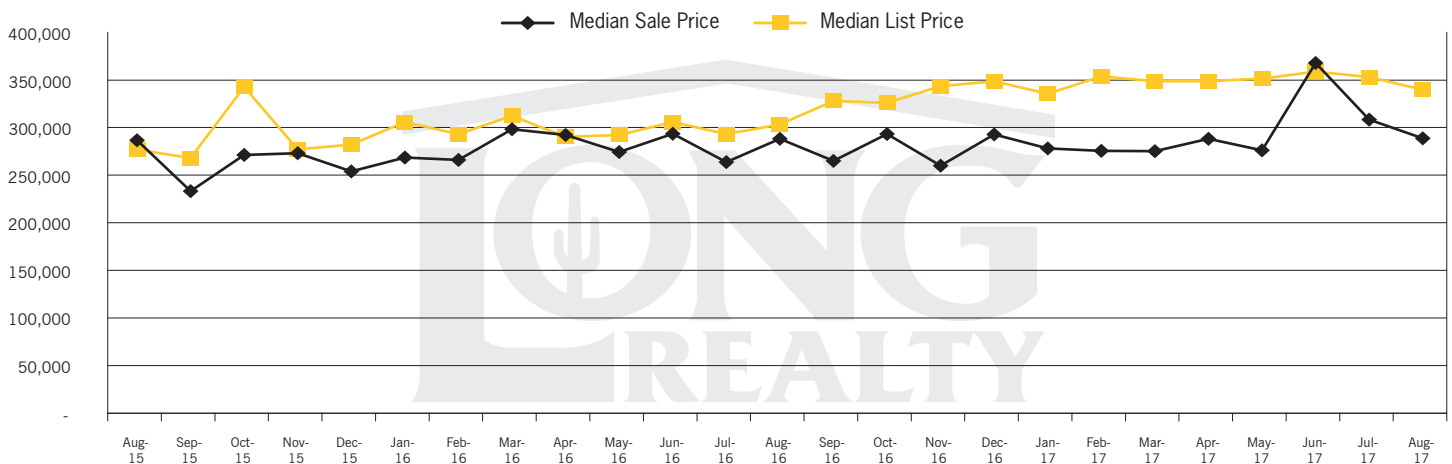


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/06/2017 is believed to be reliable, but not guaranteed.*



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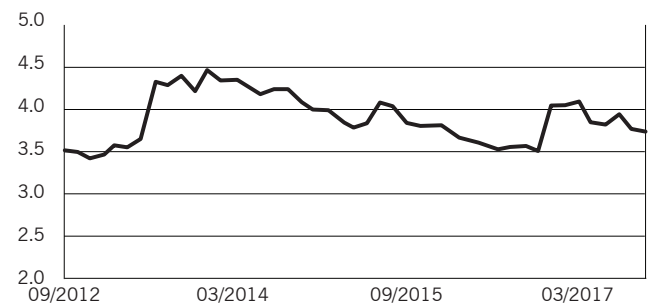
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



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	\$285,000	3.500%	\$1,215.79
2017	\$285,500	4.000%	\$1,294.87

30 YEAR FIXED MORTGAGE RATE

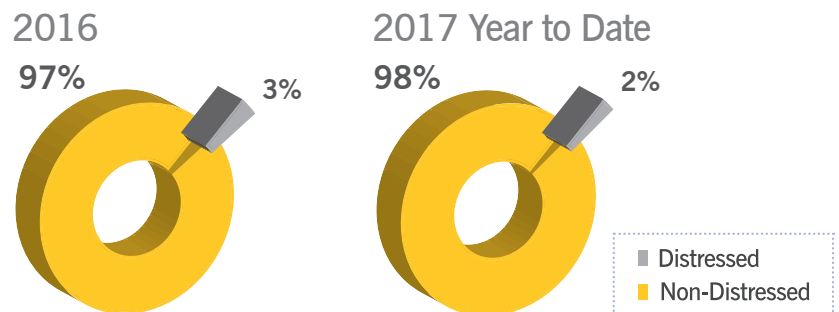


Source: Residential median sales prices. Data obtained 09/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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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
		Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-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	0	0	1	0	0	n/a	0.0	Seller
\$150,000 - 174,999	0	1	0	2	0	0	1	0.0	1.0	Seller
\$175,000 - 199,999	4	1	4	5	2	2	3	1.3	1.9	Seller
\$200,000 - 224,999	12	4	5	5	4	4	1	12.0	2.9	Seller
\$225,000 - 249,999	13	5	7	7	1	5	2	6.5	5.0	Balanced
\$250,000 - 274,999	12	5	3	3	3	0	5	2.4	4.5	Slightly Seller
\$275,000 - 299,999	5	2	4	3	0	3	5	1.0	3.0	Seller
\$300,000 - 349,999	15	5	5	6	3	11	4	3.8	2.9	Seller
\$350,000 - 399,999	19	1	4	2	7	2	6	3.2	3.5	Seller
\$400,000 - 499,999	11	2	3	7	7	3	2	5.5	3.1	Seller
\$500,000 - 599,999	5	2	1	2	2	1	1	5.0	18.9	Buyer
\$600,000 - 699,999	4	0	1	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	2	0	1	1	0	2	0	n/a	2.5	Seller
\$800,000 - 899,999	5	0	0	2	1	0	0	n/a	13.0	Buyer
\$900,000 - 999,999	3	0	0	0	1	0	0	n/a	7.0	Slightly Buyer
\$1,000,000 - and over	22	2	3	0	0	0	0	n/a	n/a	n/a
TOTAL	132	30	41	46	32	33	30	4.4	4.3	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 09/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2017 - 08/31/2017. Information is believed to be reliable, but not guaranteed.

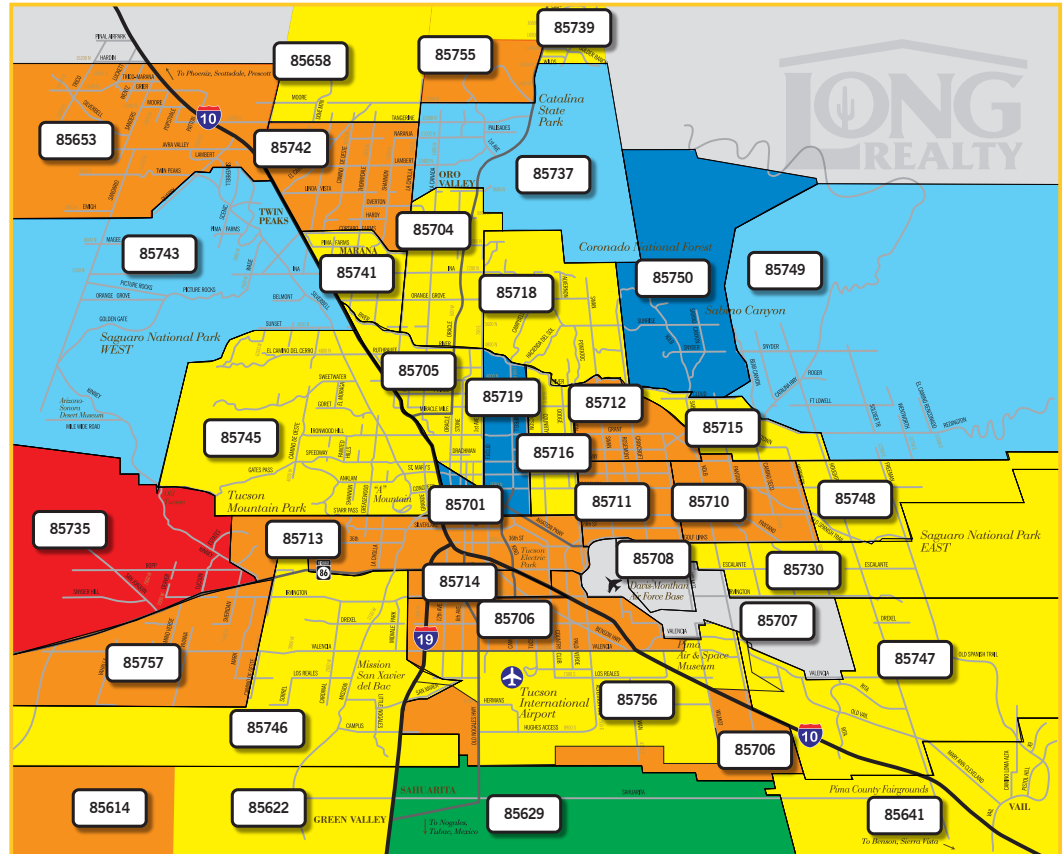
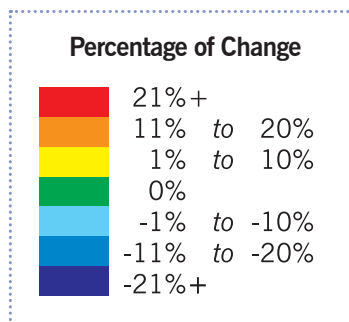


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2016-AUG 2016 TO
JUN 2017-AUG 2017

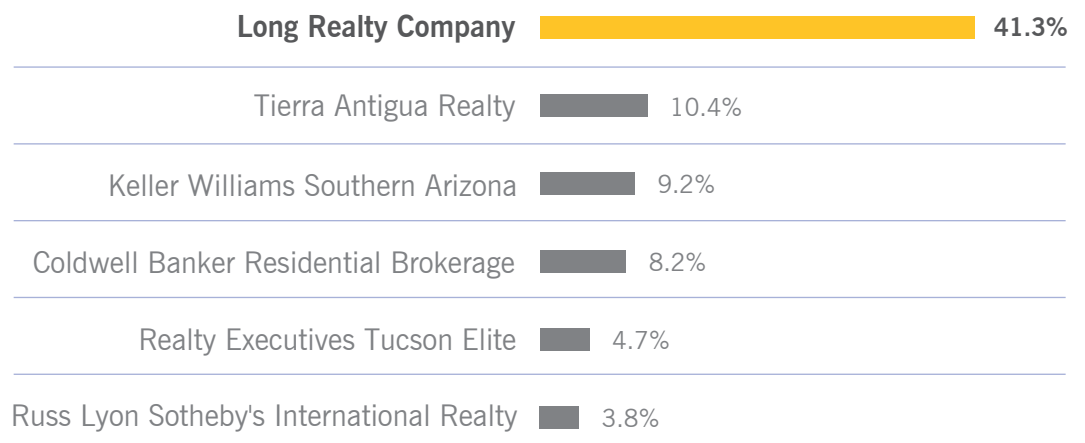
This heat map represents the percentage of change in Tucson metro median sales prices from June 2016-August 2016 to June 2017-August 2017 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2016 – 08/31/2017 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.