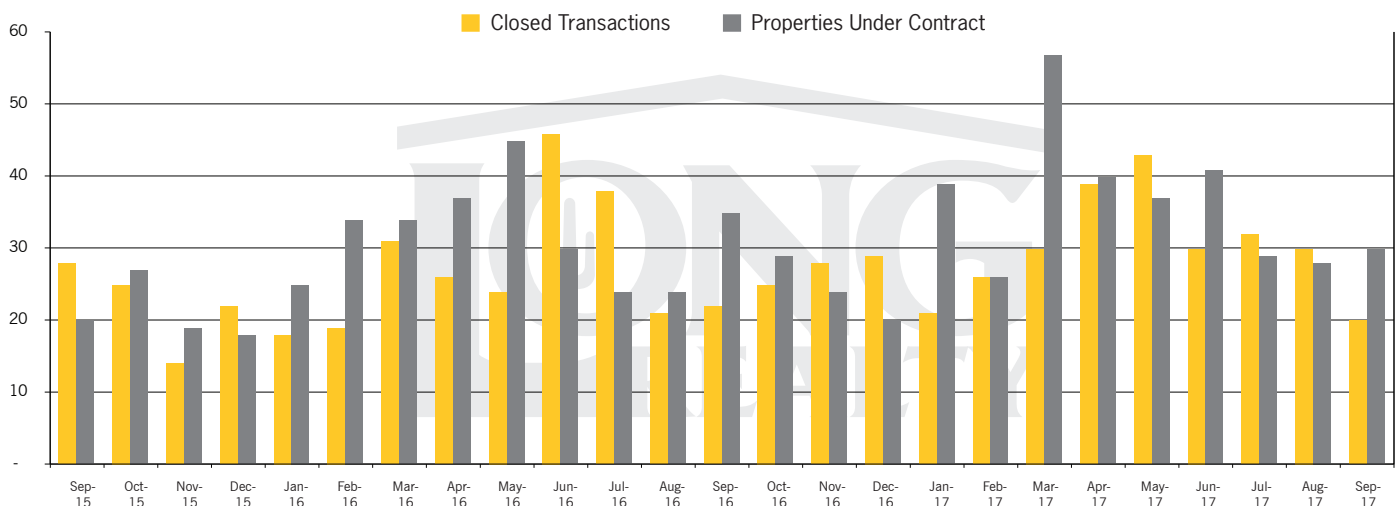




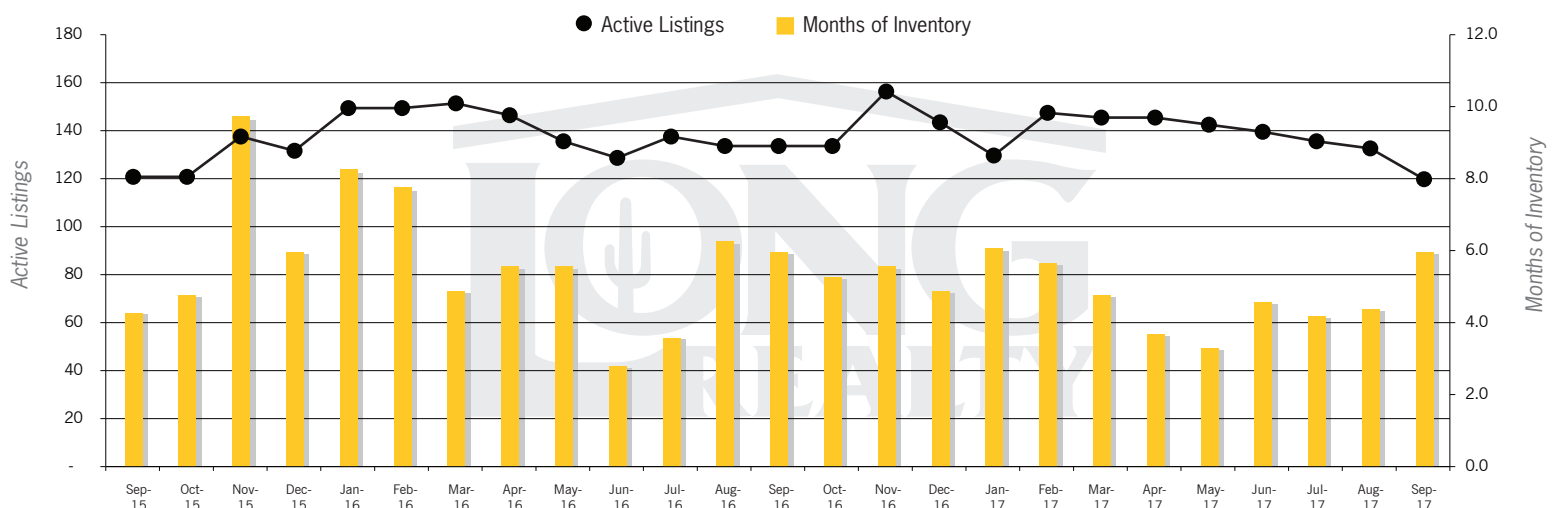
## Rancho Vistoso | October 2017

In the Rancho Vistoso area, September 2017 active inventory was 119, an 11% decrease from September 2016. There were 20 closings in September 2017, a 9% decrease from September 2016. Year-to-date 2017 there were 282 closings, an 11% increase from year-to-date 2016. Months of Inventory was 6.0, virtually unchanged from September 2016. Median price of sold homes was \$298,000 for the month of September 2017, up 14% from September 2016. The Rancho Vistoso area had 30 new properties under contract in September 2017, down 14% from September 2016.

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



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

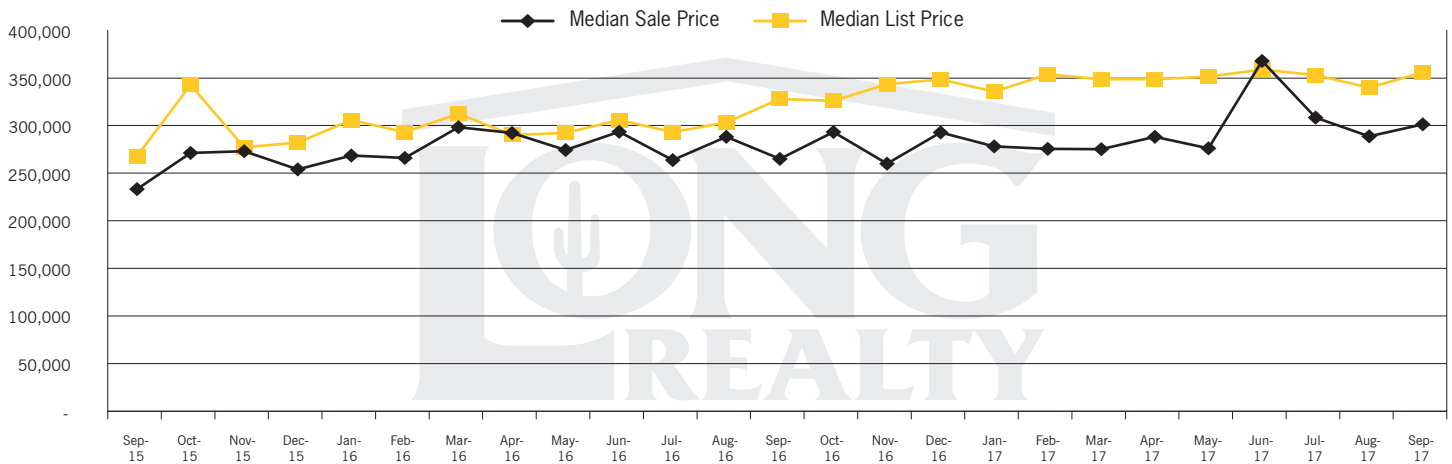


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.*



Rancho Vistoso | October 2017

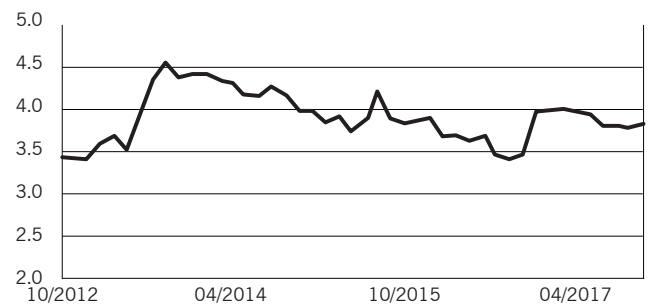
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



## 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	\$262,000	3.460%	\$1,112.12
2017	\$298,000	3.930%	\$1,340.16

## 30 YEAR FIXED MORTGAGE RATE

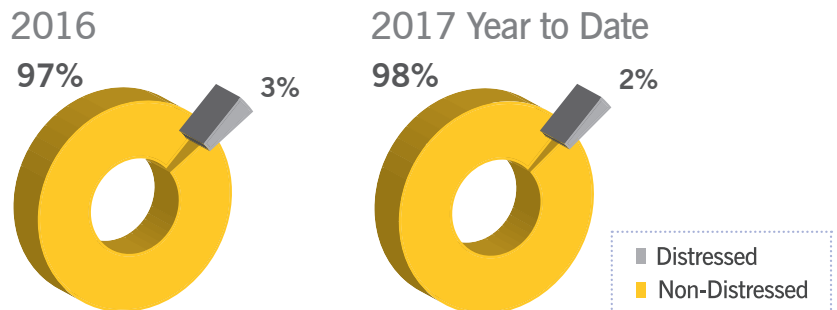


Source: Residential median sales prices. Data obtained 10/04/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | October 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
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-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	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	2	0	0	1	1	0.0	0.0	Seller
\$175,000 - 199,999	5	4	5	2	2	3	2	2.5	1.9	Seller
\$200,000 - 224,999	9	5	5	4	4	1	1	9.0	4.7	Slightly Seller
\$225,000 - 249,999	10	7	7	1	5	2	2	5.0	4.4	Slightly Seller
\$250,000 - 274,999	9	3	3	3	0	5	1	9.0	5.5	Balanced
\$275,000 - 299,999	3	4	3	0	3	5	3	1.0	1.6	Seller
\$300,000 - 349,999	15	5	6	3	11	4	5	3.0	2.4	Seller
\$350,000 - 399,999	17	4	2	7	2	6	2	8.5	5.1	Balanced
\$400,000 - 499,999	11	3	7	7	3	2	1	11.0	5.7	Balanced
\$500,000 - 599,999	7	1	2	2	1	1	1	7.0	24.2	Buyer
\$600,000 - 699,999	1	1	1	0	0	0	1	1.0	11.0	Buyer
\$700,000 - 799,999	2	1	1	0	2	0	0	n/a	2.5	Seller
\$800,000 - 899,999	6	0	2	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	22	3	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>119</b>	<b>41</b>	<b>46</b>	<b>32</b>	<b>33</b>	<b>30</b>	<b>20</b>	<b>6.0</b>	<b>4.7</b>	<b>Slightly Seller</b>

				
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 10/04/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2017 - 09/30/2017. Information is believed to be reliable, but not guaranteed.

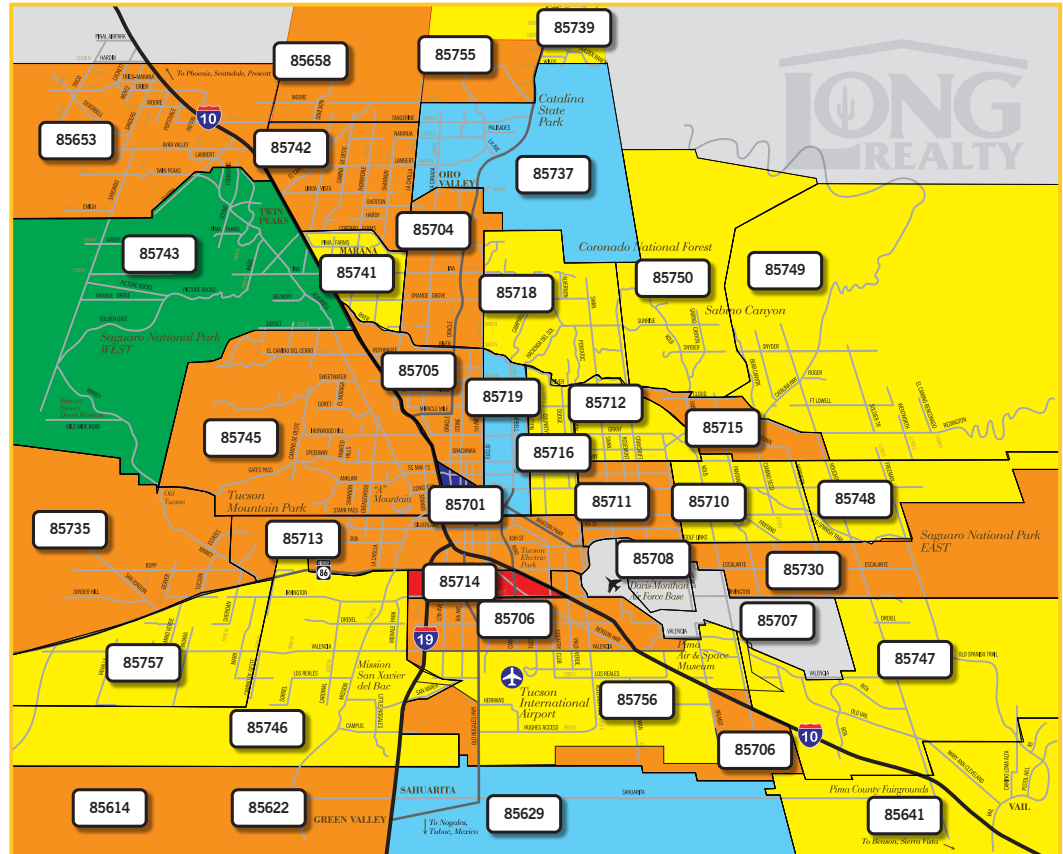


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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2016-SEP 2016 TO  
JUL 2017-SEP 2017

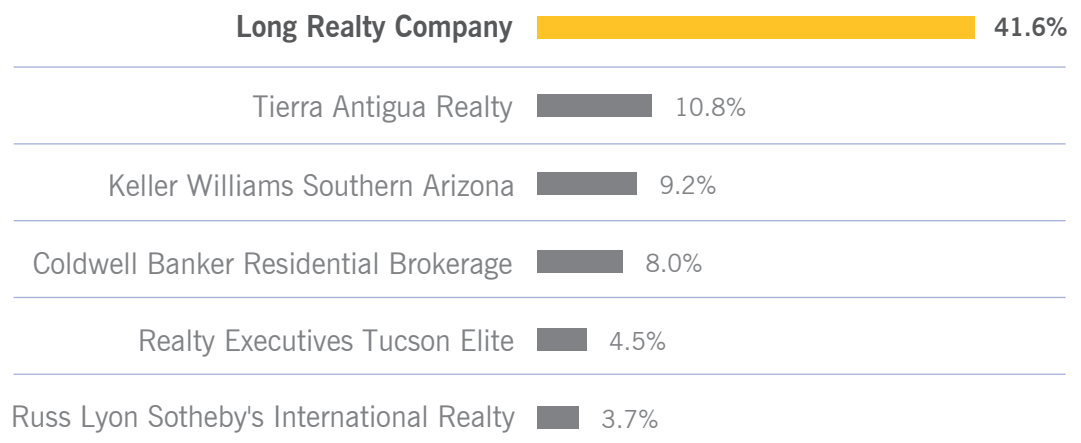
*This heat map represents the percentage of change in Tucson metro median sales prices from July 2016-September 2016 to July 2017-September 2017 by zip code.*



## MARKET SHARE – RANCHO VISTOSO

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 10/04/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2016 – 09/30/2017 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.