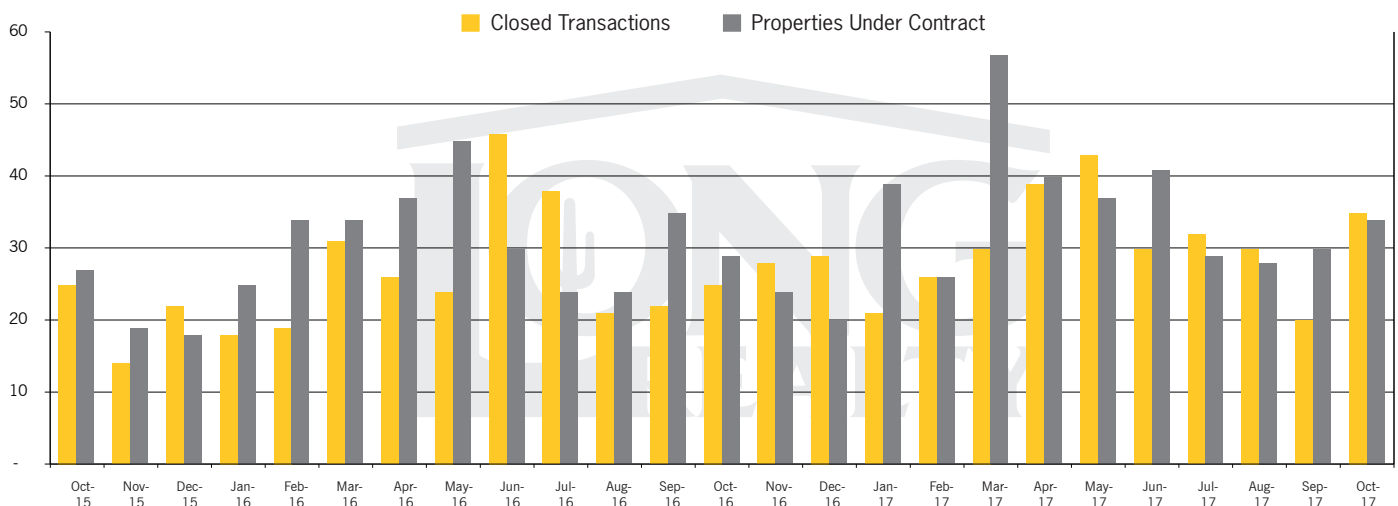




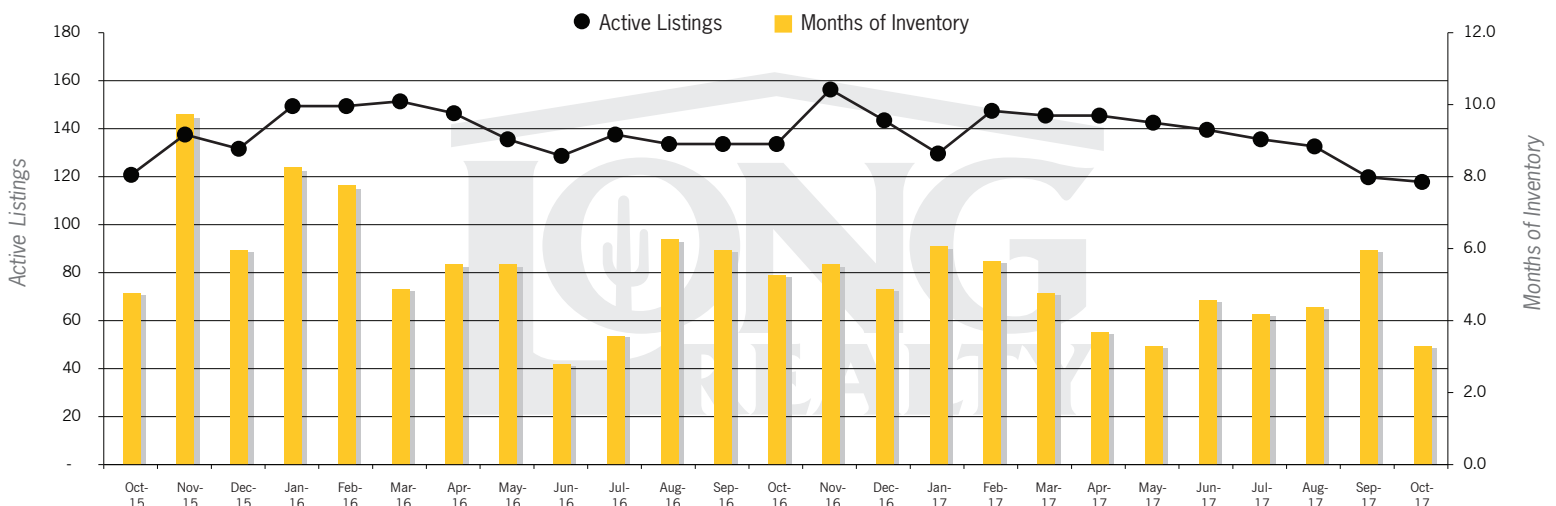
Rancho Vistoso | November 2017

In the Rancho Vistoso area, October 2017 active inventory was 117, a 12% decrease from October 2016. There were 35 closings in October 2017, a 40% increase from October 2016. Year-to-date 2017 there were 319 closings, a 16% increase from year-to-date 2016. Months of Inventory was 3.3, down from 5.3 in October 2016. Median price of sold homes was \$275,000 for the month of October 2017, down 5% from October 2016. The Rancho Vistoso area had 34 new properties under contract in October 2017, up 17% from October 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

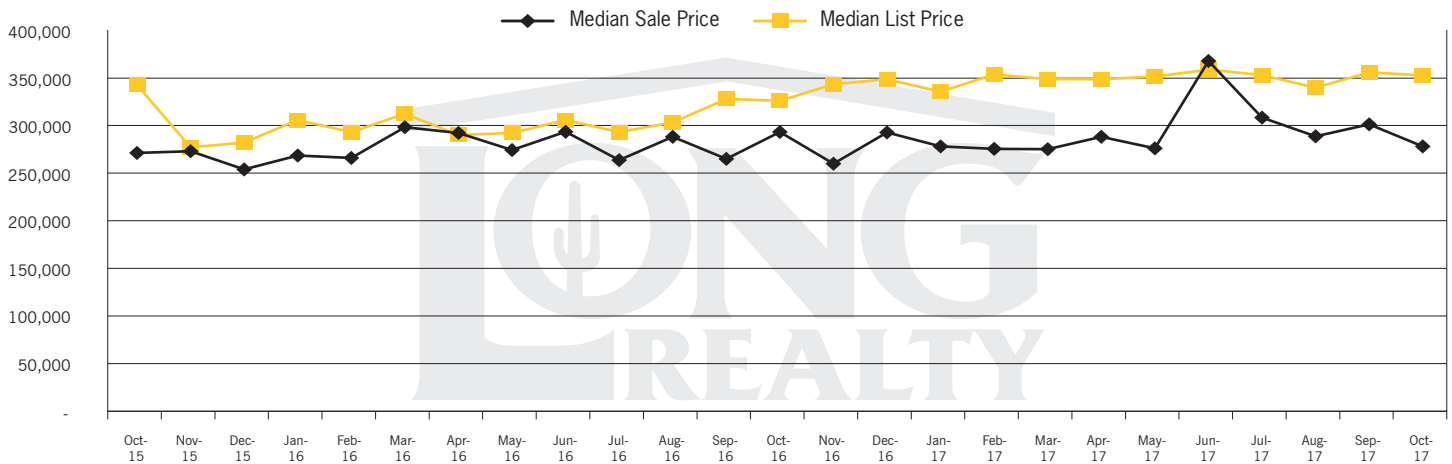


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/03/2017 is believed to be reliable, but not guaranteed.*



Rancho Vistoso | November 2017

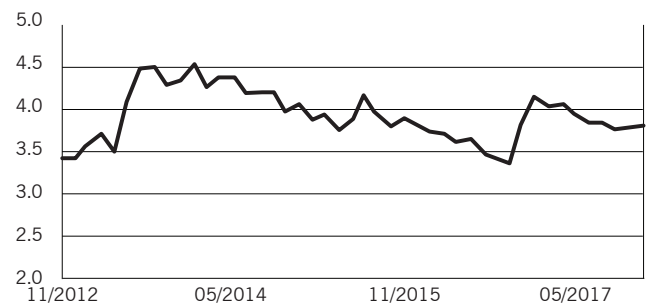
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



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 | \$290,000 | 4.000% | \$1,315.28 |
| 2017 | \$275,000 | 4.000% | \$1,247.25 |

30 YEAR FIXED MORTGAGE RATE



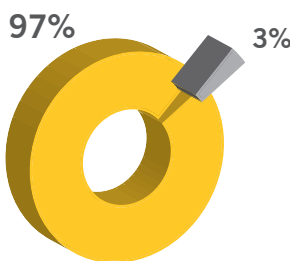
Source: Residential median sales prices. Data obtained 11/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

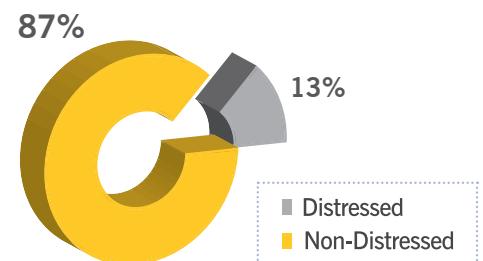
DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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.

2016



2017 Year to Date





Rancho Vistoso | November 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|------------------------|
| | | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-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 | 0 | n/a | n/a | n/a |
| \$150,000 - 174,999 | 0 | 2 | 0 | 0 | 1 | 1 | 1 | 0.0 | 0.0 | Seller |
| \$175,000 - 199,999 | 4 | 5 | 2 | 2 | 3 | 2 | 0 | n/a | 2.6 | Seller |
| \$200,000 - 224,999 | 6 | 5 | 4 | 4 | 1 | 1 | 9 | 0.7 | 2.5 | Seller |
| \$225,000 - 249,999 | 6 | 7 | 1 | 5 | 2 | 2 | 4 | 1.5 | 3.6 | Seller |
| \$250,000 - 274,999 | 13 | 3 | 3 | 0 | 5 | 1 | 3 | 4.3 | 3.8 | Seller |
| \$275,000 - 299,999 | 8 | 3 | 0 | 3 | 5 | 3 | 4 | 2.0 | 1.3 | Seller |
| \$300,000 - 349,999 | 16 | 6 | 3 | 12 | 4 | 5 | 4 | 4.0 | 3.5 | Seller |
| \$350,000 - 399,999 | 18 | 2 | 7 | 2 | 6 | 3 | 4 | 4.5 | 4.2 | Slightly Seller |
| \$400,000 - 499,999 | 6 | 7 | 7 | 3 | 2 | 1 | 4 | 1.5 | 4.0 | Seller |
| \$500,000 - 599,999 | 7 | 2 | 2 | 1 | 1 | 1 | 0 | n/a | 34.9 | Buyer |
| \$600,000 - 699,999 | 2 | 1 | 0 | 0 | 0 | 1 | 1 | 2.0 | 3.5 | Seller |
| \$700,000 - 799,999 | 2 | 1 | 0 | 2 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$800,000 - 899,999 | 4 | 2 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$900,000 - 999,999 | 2 | 0 | 1 | 0 | 0 | 0 | 1 | 2.0 | 7.0 | Slightly Buyer |
| \$1,000,000 - and over | 23 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| TOTAL | 117 | 46 | 32 | 34 | 30 | 21 | 35 | 3.3 | 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 11/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2017 - 10/31/2017. Information is believed to be reliable, but not guaranteed.

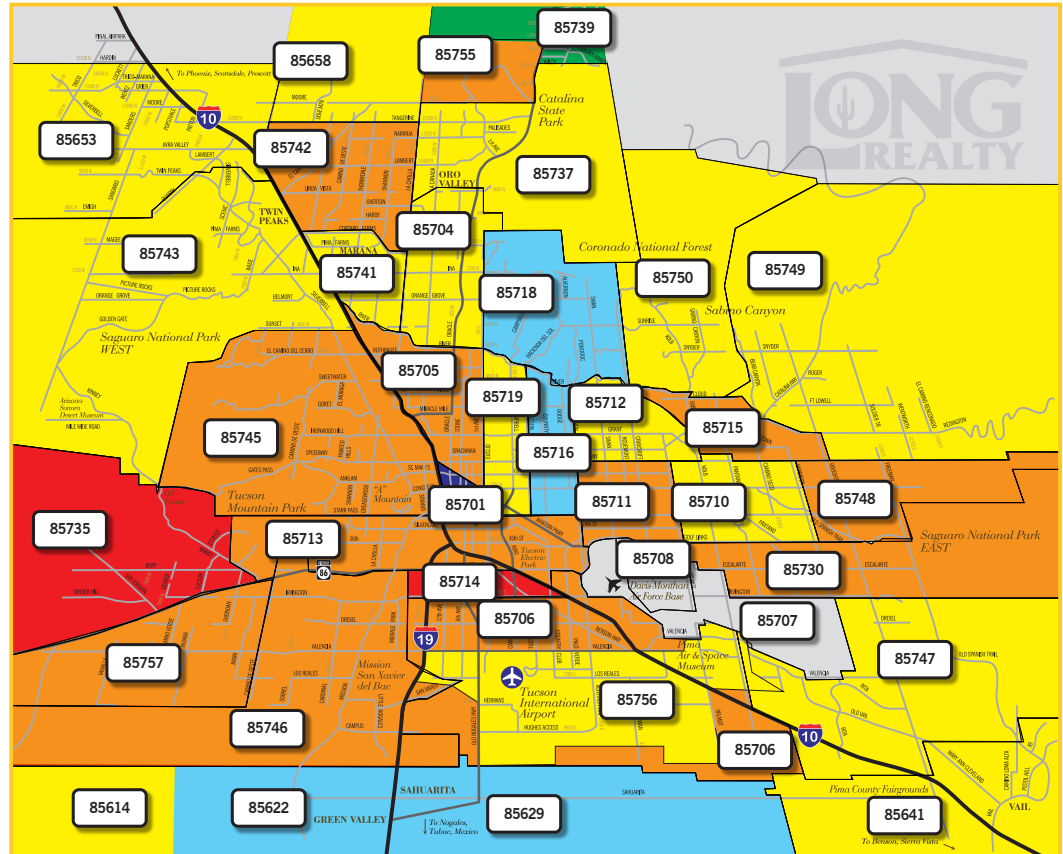


Rancho Vistoso | November 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2016-OCT 2016 TO
AUG 2017-OCT 2017

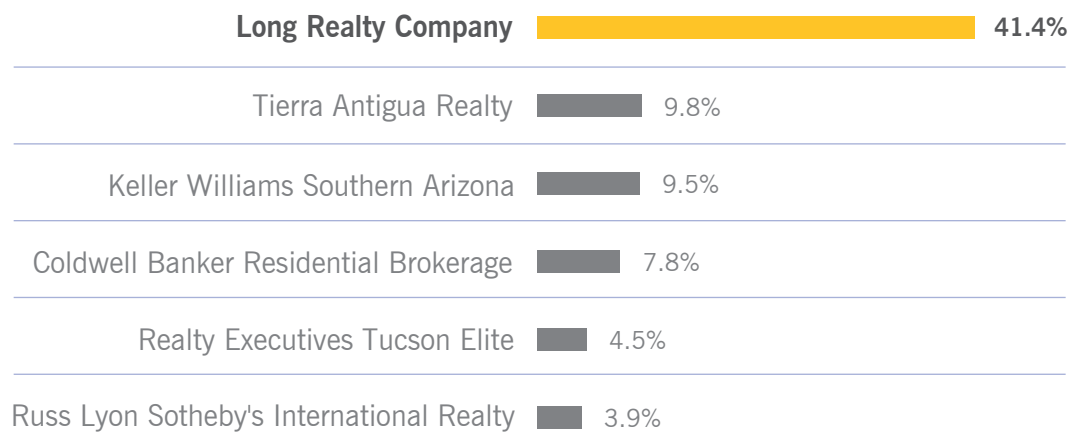
This heat map represents the percentage of change in Tucson metro median sales prices from August 2016-October 2016 to August 2017-October 2017 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2016 – 10/31/2017 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.