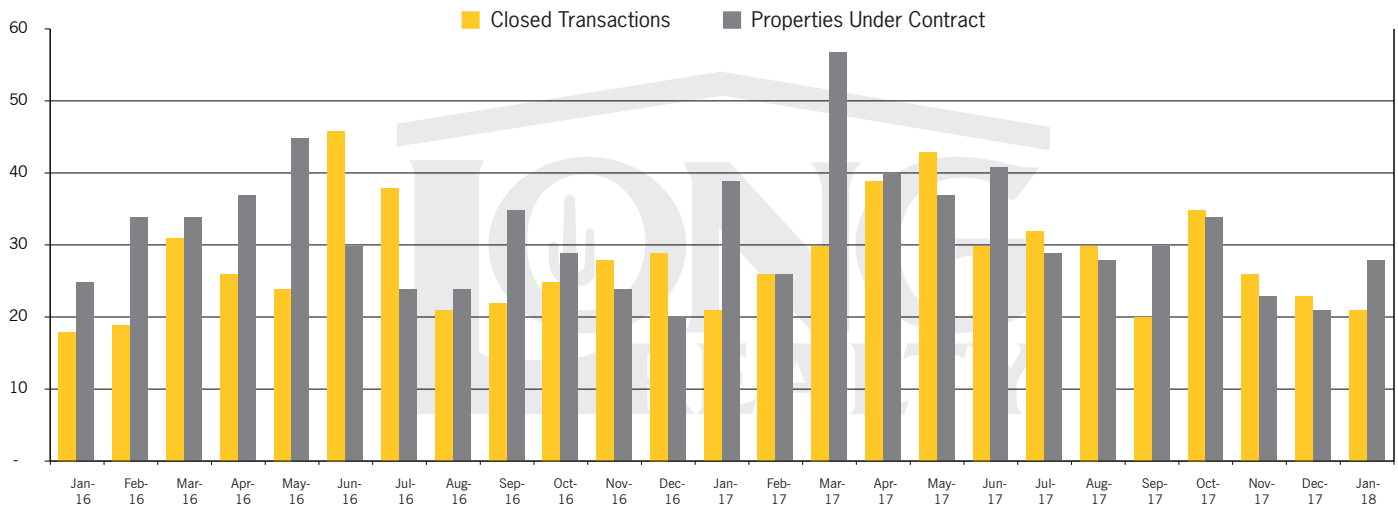




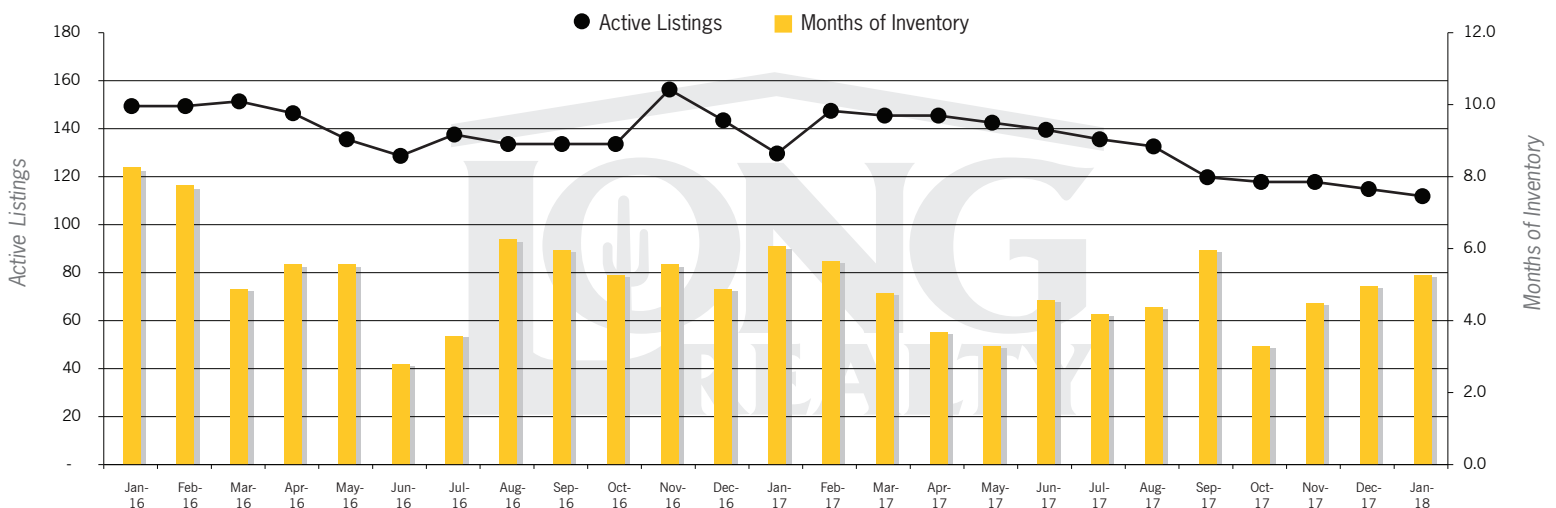
Rancho Vistoso | February 2018

In the Rancho Vistoso area, January 2018 active inventory was 111, a 14% decrease from January 2017. There were 21 closings in January 2018, virtually unchanged from January 2017. Year-to-date 2018 there were 21 closings, a virtually unchanged from year-to-date 2017. Months of Inventory was 5.3, down from 6.1 in January 2017. Median price of sold homes was \$265,000 for the month of January 2018, down 4% from January 2017. The Rancho Vistoso area had 28 new properties under contract in January 2018, down 28% from January 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

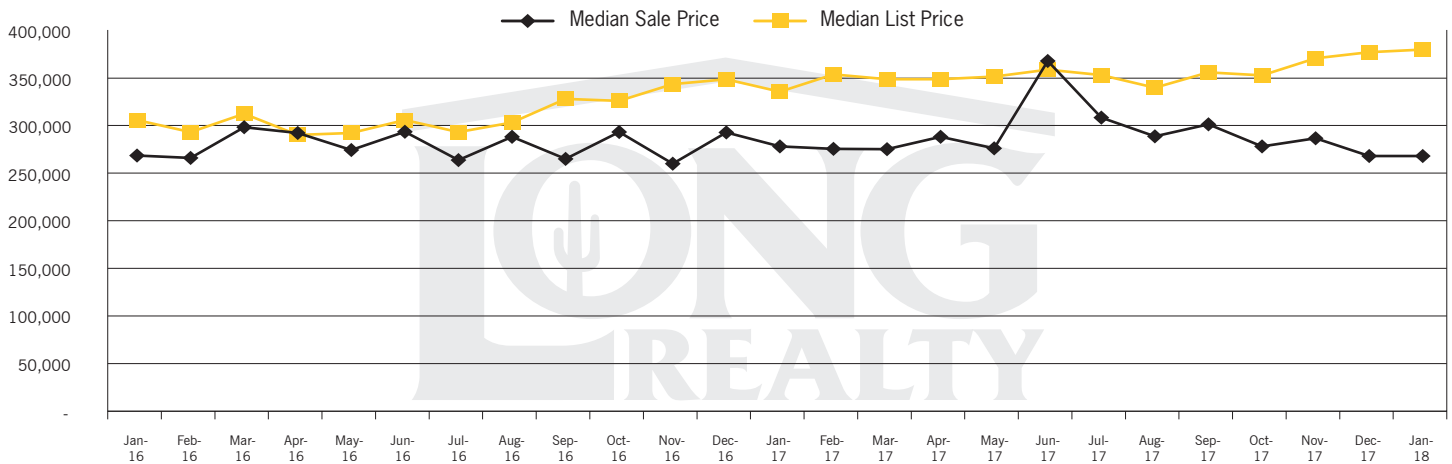


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2018 is believed to be reliable, but not guaranteed.



Rancho Vistoso | February 2018

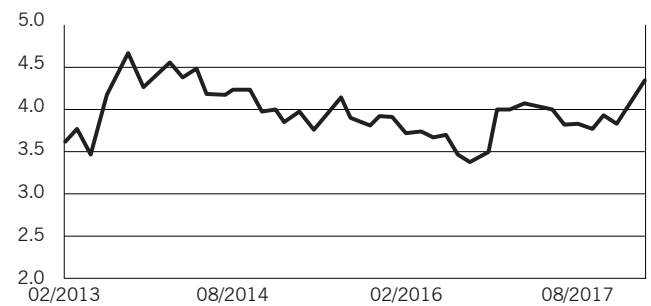
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$375,000 | 6.140% | \$2,168.07 |
| 2017 | \$275,000 | 4.124% | \$1,266.00 |
| 2018 | \$265,000 | 4.250% | \$1,238.46 |

30 YEAR FIXED MORTGAGE RATE



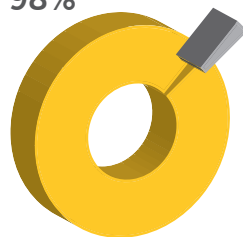
Source: Residential median sales prices. Data obtained 02/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

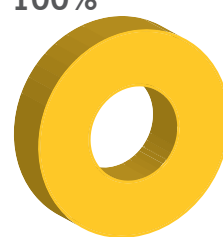
DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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.

2017
98%



2018 Year to Date
100%



■ Distressed
■ Non-Distressed



The Housing Report

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Rancho Vistoso | February 2018

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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|------------------------|
| | | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | | | |
| \$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 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$150,000 - 174,999 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$175,000 - 199,999 | 1 | 3 | 2 | 0 | 1 | 2 | 0 | n/a | 1.3 | Seller |
| \$200,000 - 224,999 | 2 | 1 | 1 | 9 | 4 | 3 | 3 | 0.7 | 0.9 | Seller |
| \$225,000 - 249,999 | 6 | 2 | 2 | 4 | 4 | 4 | 3 | 2.0 | 1.6 | Seller |
| \$250,000 - 274,999 | 5 | 5 | 1 | 3 | 3 | 4 | 5 | 1.0 | 1.9 | Seller |
| \$275,000 - 299,999 | 6 | 5 | 3 | 4 | 3 | 2 | 3 | 2.0 | 2.8 | Seller |
| \$300,000 - 349,999 | 16 | 4 | 5 | 5 | 8 | 2 | 2 | 8.0 | 3.8 | Seller |
| \$350,000 - 399,999 | 15 | 6 | 3 | 4 | 2 | 3 | 2 | 7.5 | 7.0 | Slightly Buyer |
| \$400,000 - 499,999 | 11 | 2 | 1 | 4 | 2 | 1 | 2 | 5.5 | 6.0 | Balanced |
| \$500,000 - 599,999 | 7 | 1 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$600,000 - 699,999 | 3 | 0 | 1 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$700,000 - 799,999 | 3 | 0 | 0 | 0 | 0 | 2 | 0 | n/a | 4.5 | Slightly Seller |
| \$800,000 - 899,999 | 6 | 0 | 0 | 0 | 0 | 1 | 0 | n/a | 14.0 | Buyer |
| \$900,000 - 999,999 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$1,000,000 - and over | 28 | 0 | 0 | 0 | 1 | 0 | 1 | 28.0 | 40.0 | Buyer |
| TOTAL | 111 | 30 | 21 | 36 | 28 | 24 | 21 | 5.3 | 4.7 | 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 02/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2017 - 01/31/2018. Information is believed to be reliable, but not guaranteed.

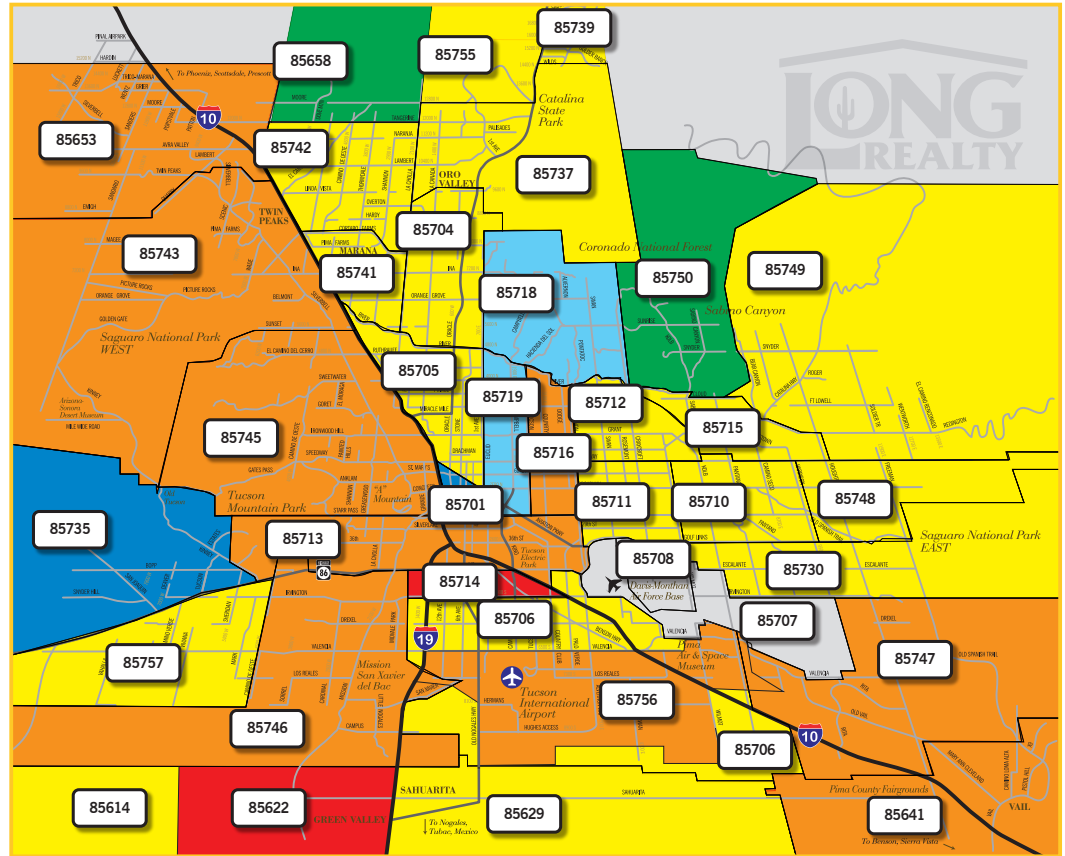


Rancho Vistoso | February 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2016-JAN 2017 TO
NOV 2017-JAN 2018

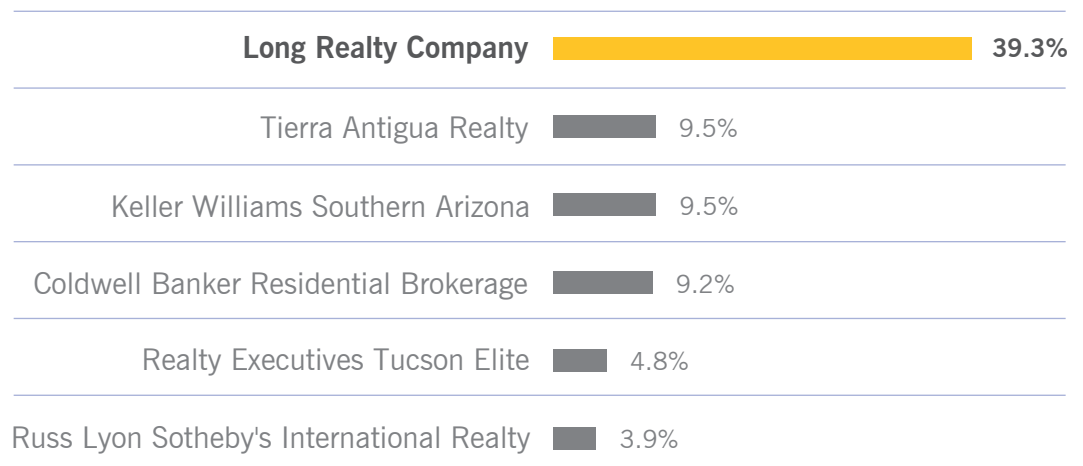
This heat map represents the percentage of change in Tucson metro median sales prices from November 2016-January 2017 to November 2017-January 2018 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2017 – 01/31/2018 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.