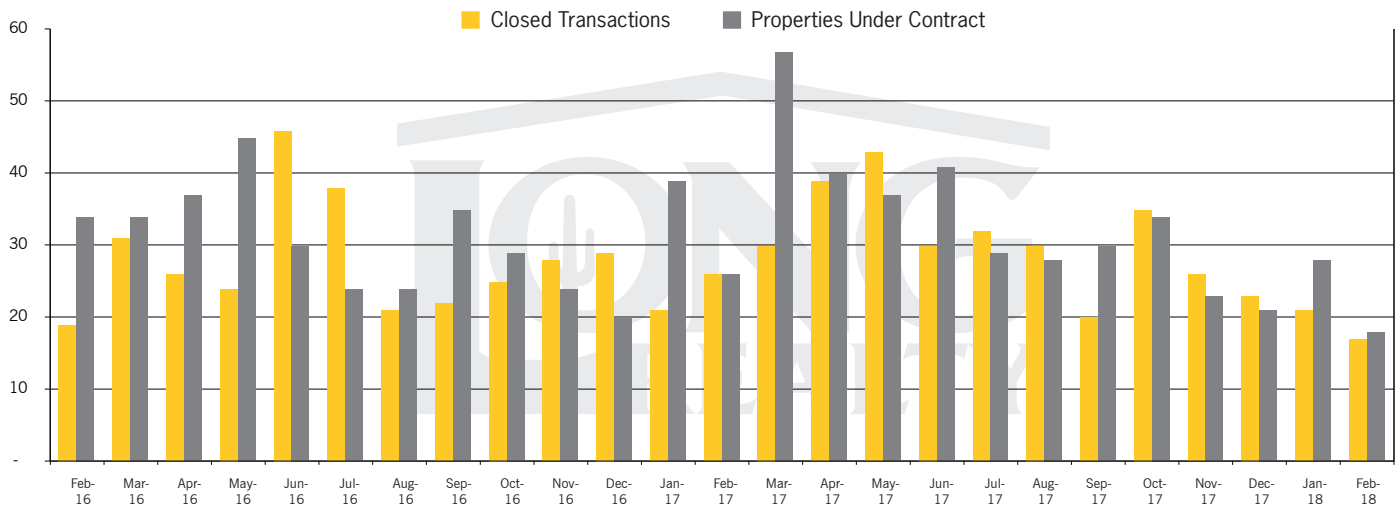




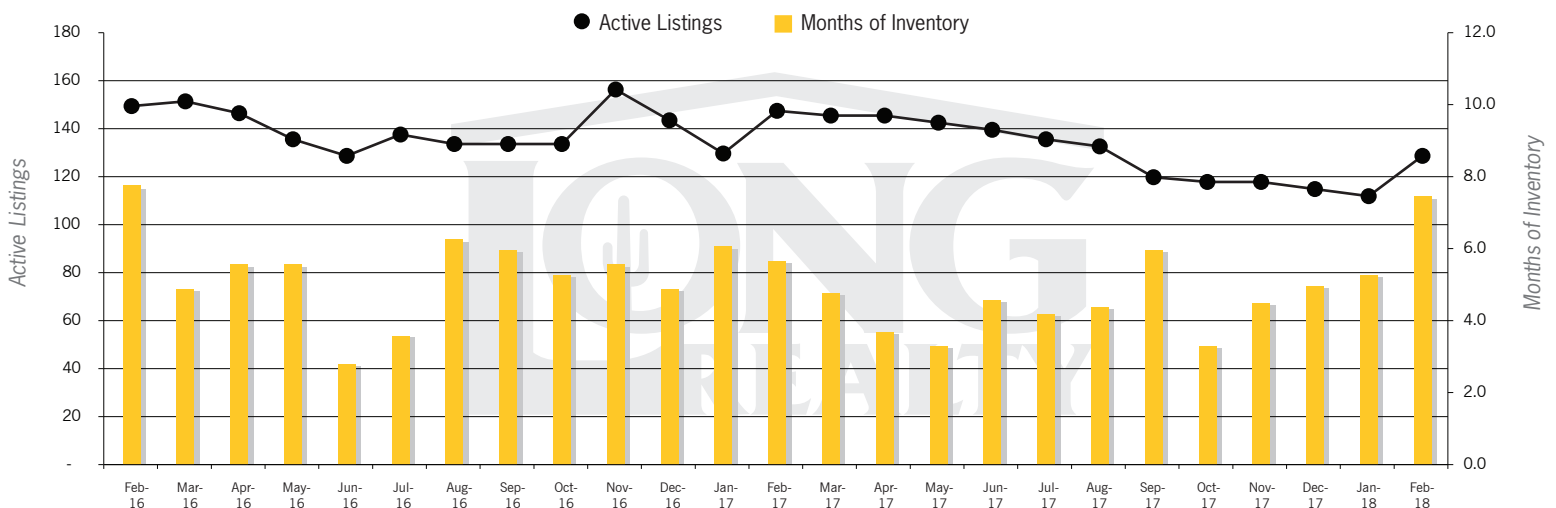
Rancho Vistoso | March 2018

In the Rancho Vistoso area, February 2018 active inventory was 128, a 13% decrease from February 2017. There were 17 closings in February 2018, a 35% decrease from February 2017. Year-to-date 2018 there were 38 closings, a 24% decrease from year-to-date 2017. Months of Inventory was 7.5, up from 5.7 in February 2017. Median price of sold homes was \$274,000 for the month of February 2018, up 1% from February 2017. The Rancho Vistoso area had 18 new properties under contract in February 2018, down 31% from February 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

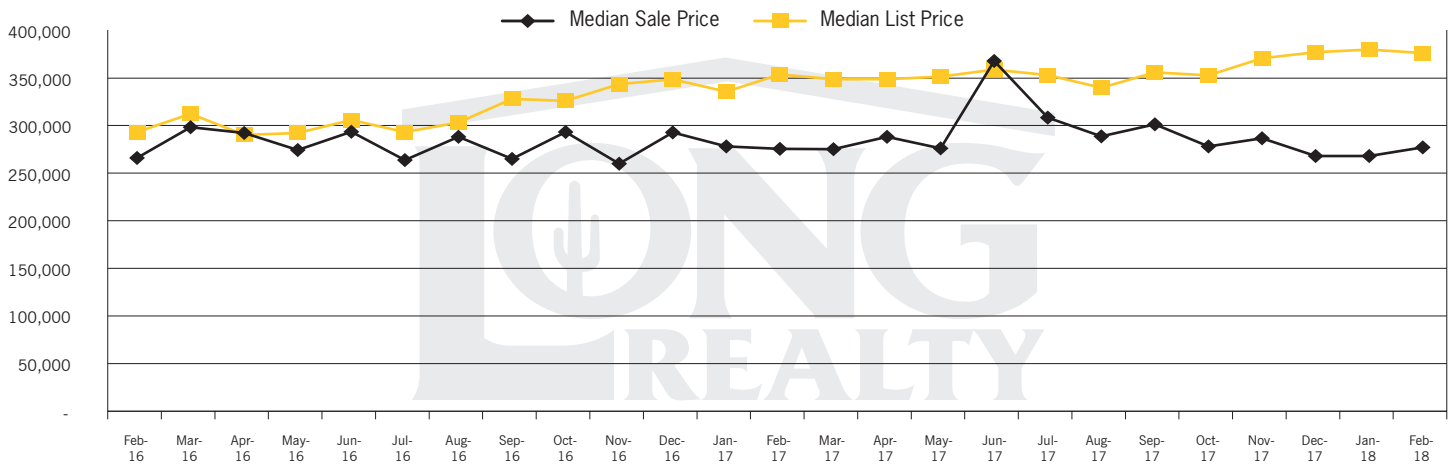


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2018 is believed to be reliable, but not guaranteed.



Rancho Vistoso | March 2018

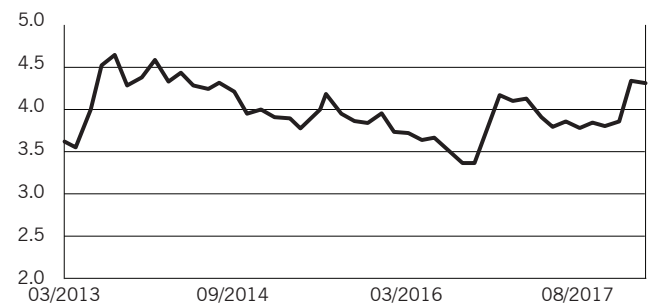
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



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	\$272,450	4.125%	\$1,254.41
2018	\$274,000	4.625%	\$1,338.31

30 YEAR FIXED MORTGAGE RATE



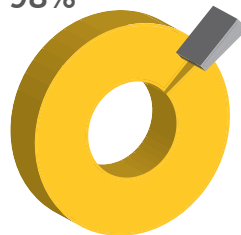
Source: Residential median sales prices. Data obtained 03/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

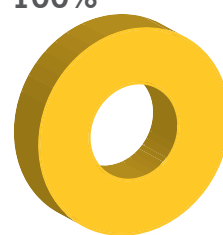
DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

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 | March 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
		Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-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	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	2	0	1	2	0	0	n/a	1.0	Seller
\$200,000 - 224,999	3	1	9	4	3	3	2	1.5	0.9	Seller
\$225,000 - 249,999	10	2	4	4	4	3	2	5.0	2.3	Seller
\$250,000 - 274,999	8	1	3	3	4	5	5	1.6	1.5	Seller
\$275,000 - 299,999	8	3	4	3	2	3	3	2.7	2.9	Seller
\$300,000 - 349,999	18	5	5	8	2	2	3	6.0	7.0	Slightly Buyer
\$350,000 - 399,999	16	3	4	2	3	2	0	n/a	9.6	Buyer
\$400,000 - 499,999	14	1	4	2	1	2	2	7.0	6.8	Slightly Buyer
\$500,000 - 599,999	6	1	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	3	1	1	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	3	0	0	0	2	0	0	n/a	4.5	Slightly Seller
\$800,000 - 899,999	7	0	0	0	1	0	0	n/a	16.0	Buyer
\$900,000 - 999,999	5	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	27	0	0	1	0	1	0	n/a	81.0	Buyer
TOTAL	128	21	36	28	24	21	17	7.5	5.7	Balanced

				
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 03/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2017 - 02/28/2018. Information is believed to be reliable, but not guaranteed.

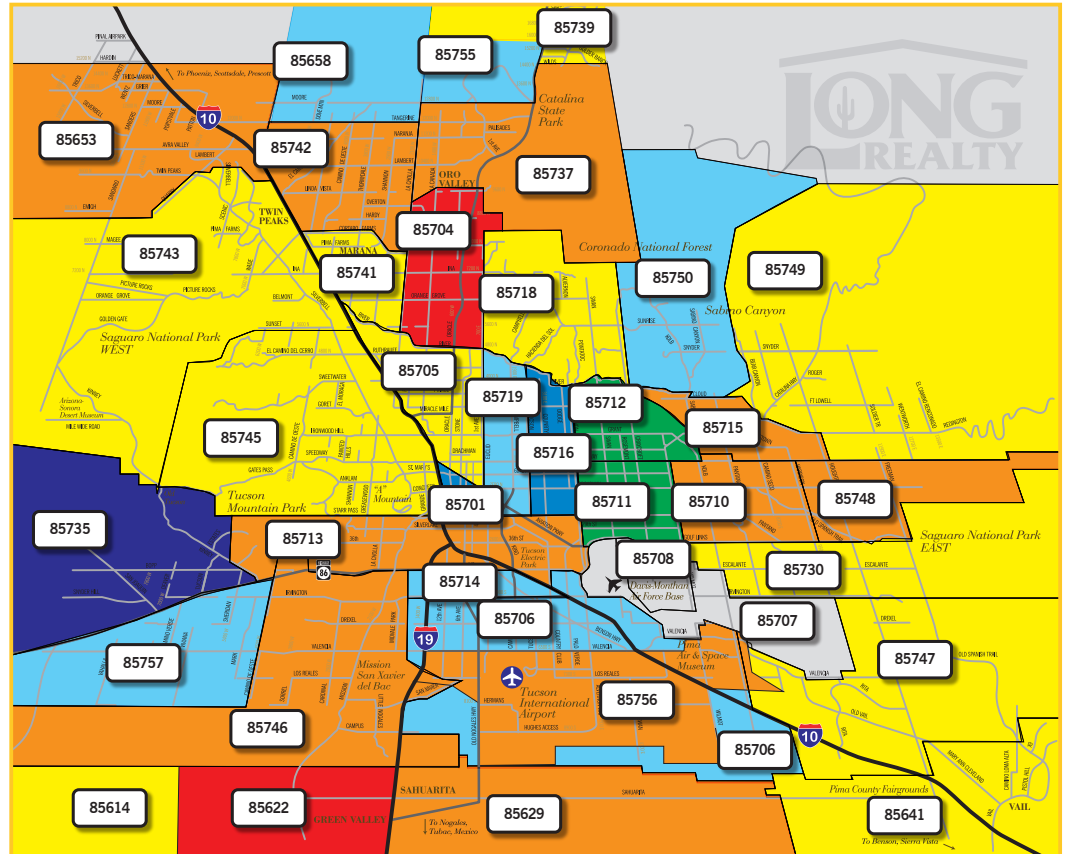


Rancho Vistoso | March 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2016-FEB 2017 TO
DEC 2017-FEB 2018

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



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2017 – 02/28/2018 rounded to the nearest tenth of one percent and deemed to be correct.

Long Realty Company	37.2%
Tierra Antigua Realty	10.3%
Coldwell Banker Residential Brokerage	9.7%
Keller Williams Southern Arizona	9.6%
Realty Executives Tucson Elite	4.5%
Russ Lyon Sotheby's International Realty	3.9%

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.