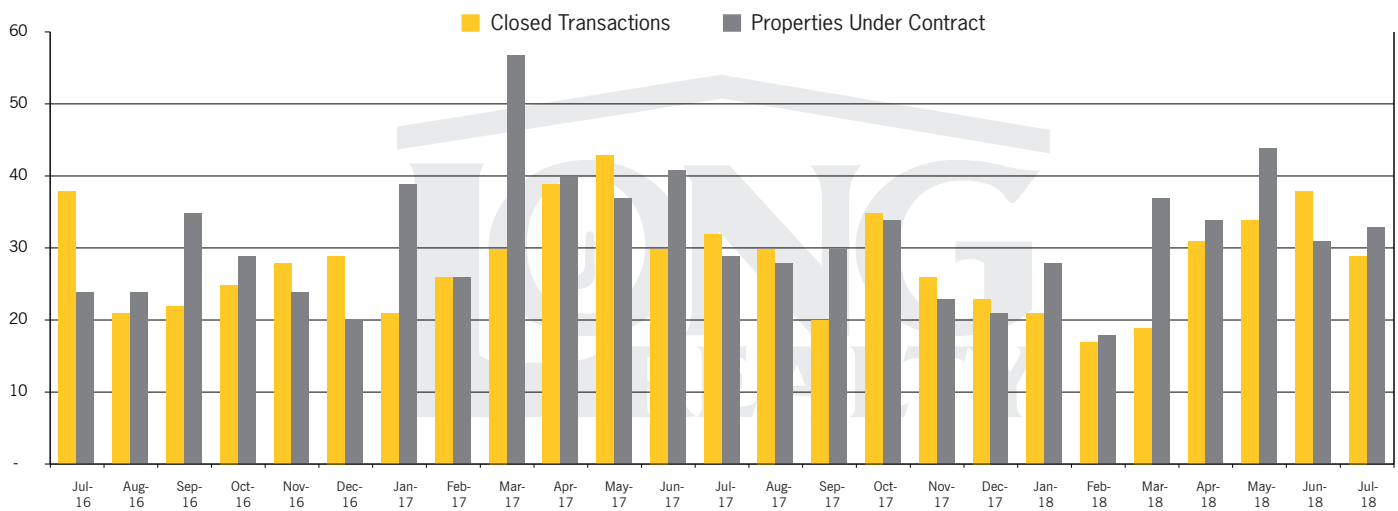




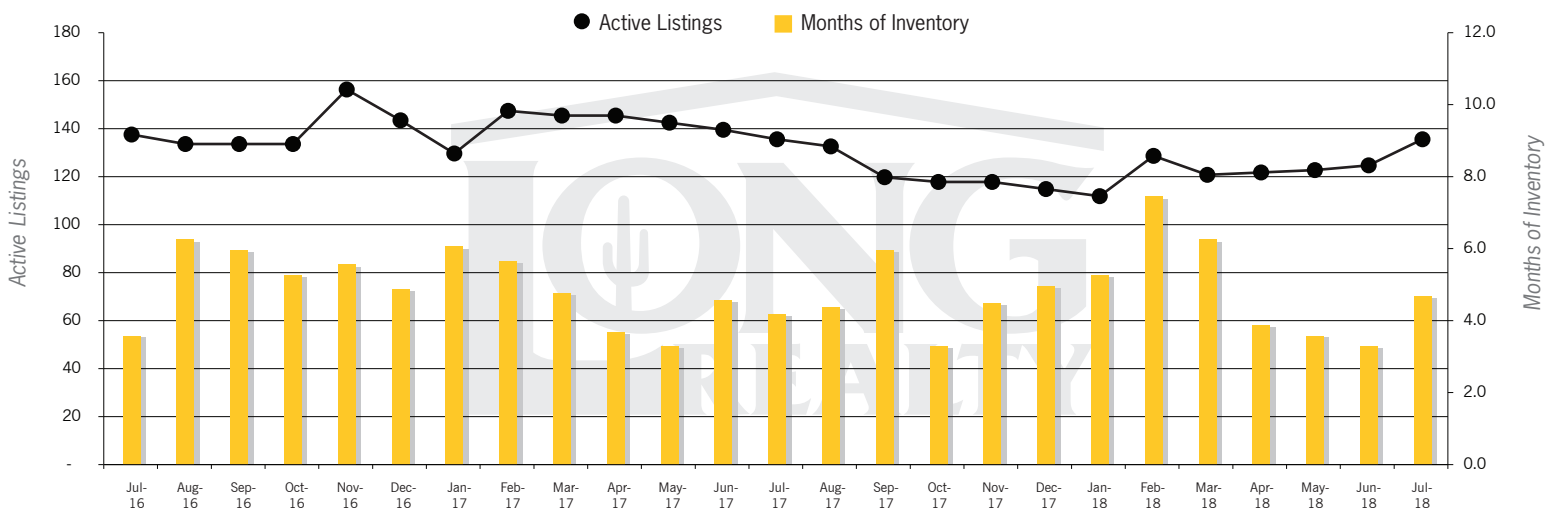
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In the Rancho Vistoso area, July 2018 active inventory was 135, virtually unchanged from July 2017. There were 29 closings in July 2018, a 9% decrease from July 2017. Year-to-date 2018 there were 194 closings, a 17% decrease from year-to-date 2017. Months of Inventory was 4.7, up from 4.2 in July 2017. Median price of sold homes was \$315,000 for the month of July 2018, up 3% from July 2017. The Rancho Vistoso area had 33 new properties under contract in July 2018, up 14% from July 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

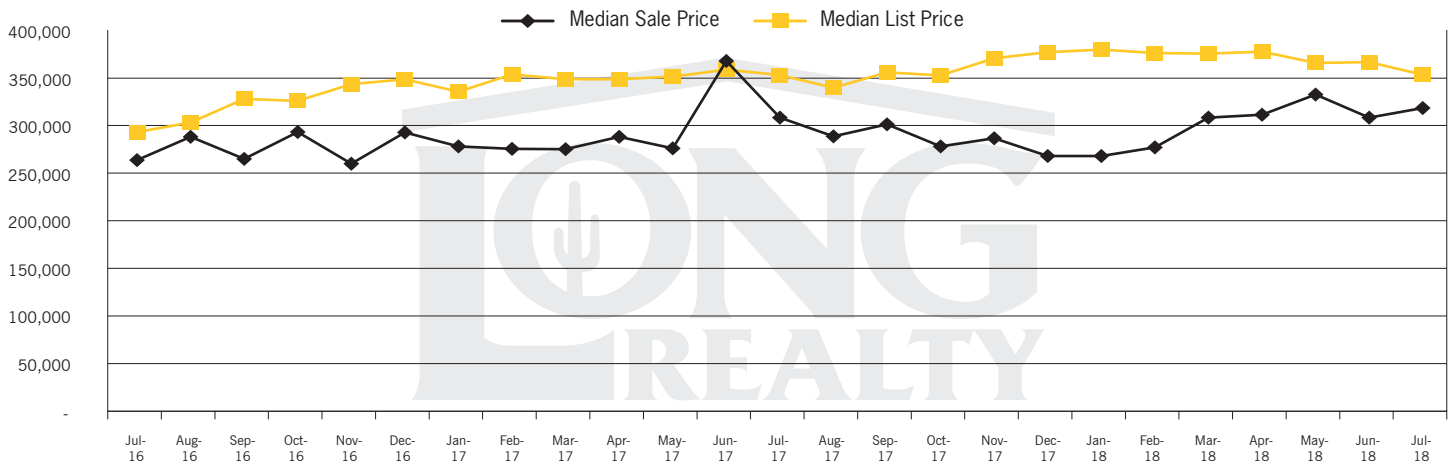


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/03/2018 is believed to be reliable, but not guaranteed.



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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
2017	\$305,000	4.000%	\$1,383.31
2018	\$315,000	4.750%	\$1,561.03

30 YEAR FIXED MORTGAGE RATE

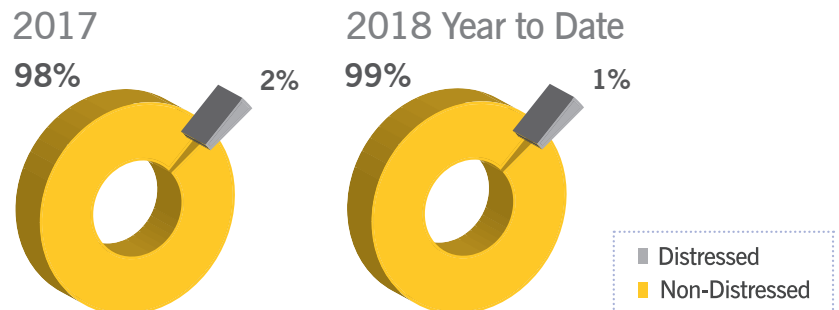


Source: Residential median sales prices. Data obtained 08/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.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.





The Housing Report

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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
		Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-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	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	3	0	2	0	0	3	0	n/a	2.3	Seller
\$200,000 - 224,999	7	2	0	2	1	1	1	7.0	7.0	Slightly Buyer
\$225,000 - 249,999	14	2	2	5	3	3	6	2.3	2.8	Seller
\$250,000 - 274,999	8	5	4	4	2	7	4	2.0	1.9	Seller
\$275,000 - 299,999	12	3	1	3	6	6	3	4.0	2.1	Seller
\$300,000 - 349,999	16	3	4	5	9	6	3	5.3	2.2	Seller
\$350,000 - 399,999	18	0	5	3	4	7	4	4.5	3.4	Seller
\$400,000 - 499,999	7	3	2	4	5	2	4	1.8	1.6	Seller
\$500,000 - 599,999	6	0	0	1	2	1	1	6.0	19.1	Buyer
\$600,000 - 699,999	3	0	0	0	2	1	0	n/a	3.3	Seller
\$700,000 - 799,999	3	0	0	1	0	2	0	n/a	5.5	Balanced
\$800,000 - 899,999	6	0	0	1	0	0	2	3.0	10.0	Buyer
\$900,000 - 999,999	8	0	0	1	0	1	1	8.0	11.5	Buyer
\$1,000,000 - and over	24	0	0	1	1	0	0	n/a	76.0	Buyer
TOTAL	135	18	20	31	35	40	29	4.7	3.7	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 08/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.

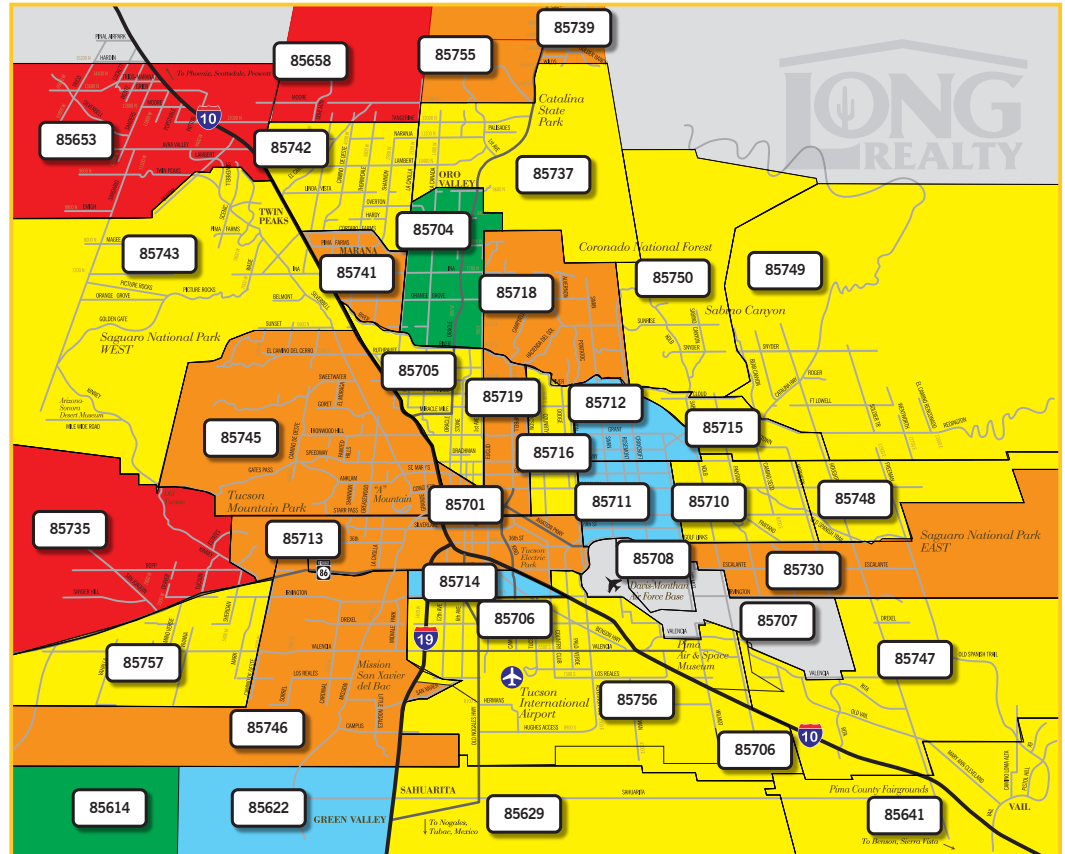


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2017-JUL 2017 TO
MAY 2018-JUL 2018

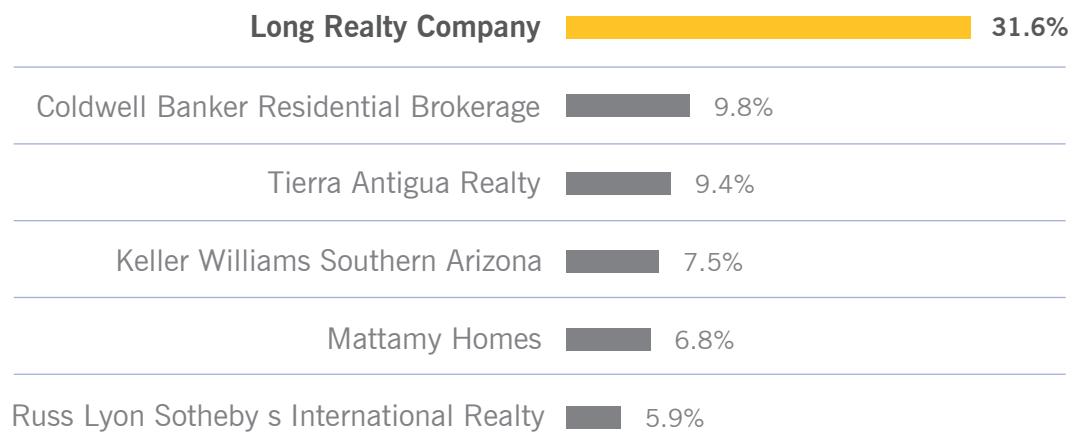
This heat map represents the percentage of change in Tucson metro median sales prices from May 2017-July 2017 to May 2018-July 2018 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2017 – 07/31/2018 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.