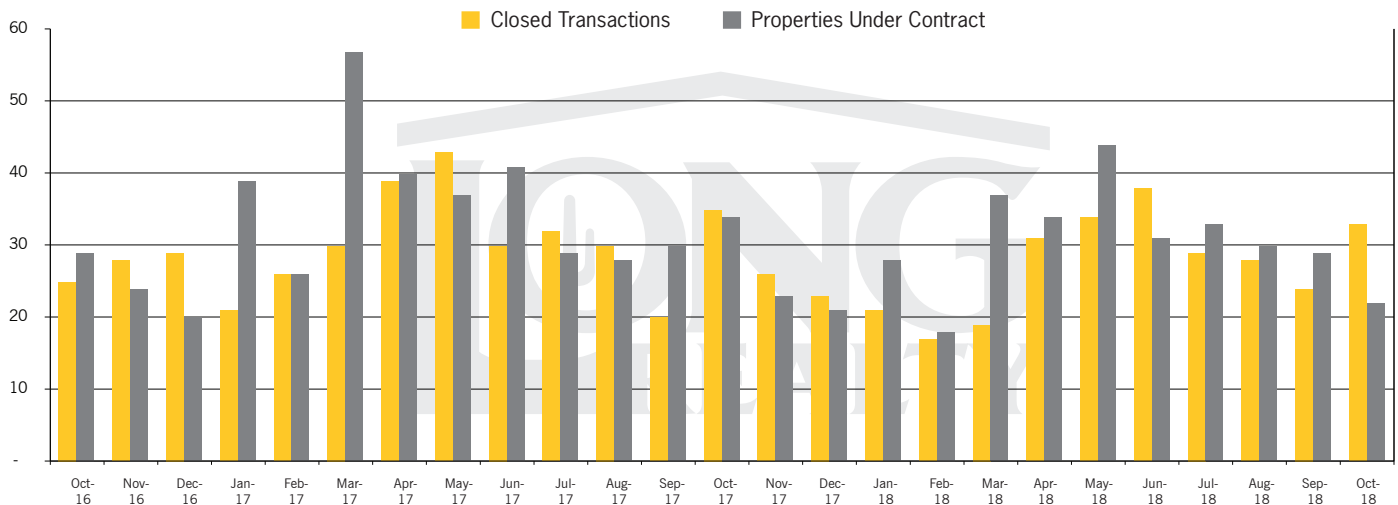




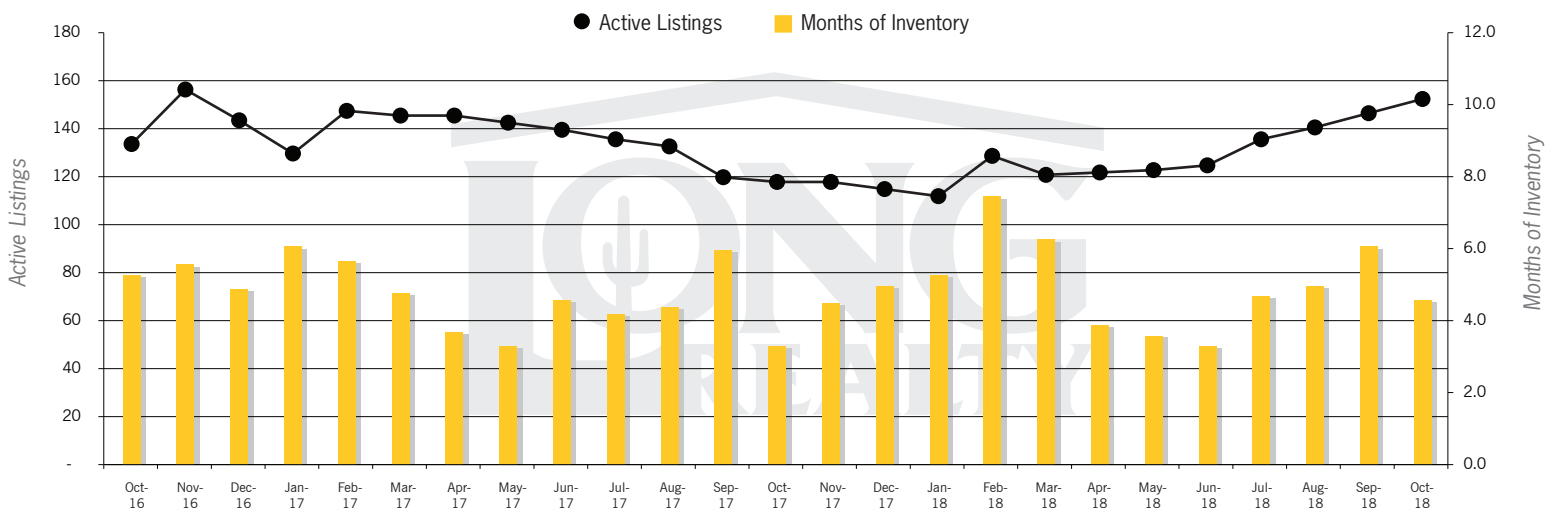
Rancho Vistoso | November 2018

In the Rancho Vistoso area, October 2018 active inventory was 152, a 30% increase from October 2017. There were 33 closings in October 2018, a 6% decrease from October 2017. Year-to-date 2018 there were 283 closings, a 12% decrease from year-to-date 2017. Months of Inventory was 4.6, up from 3.3 in October 2017. Median price of sold homes was \$340,000 for the month of October 2018, up 24% from October 2017. The Rancho Vistoso area had 22 new properties under contract in October 2018, down 35% from October 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

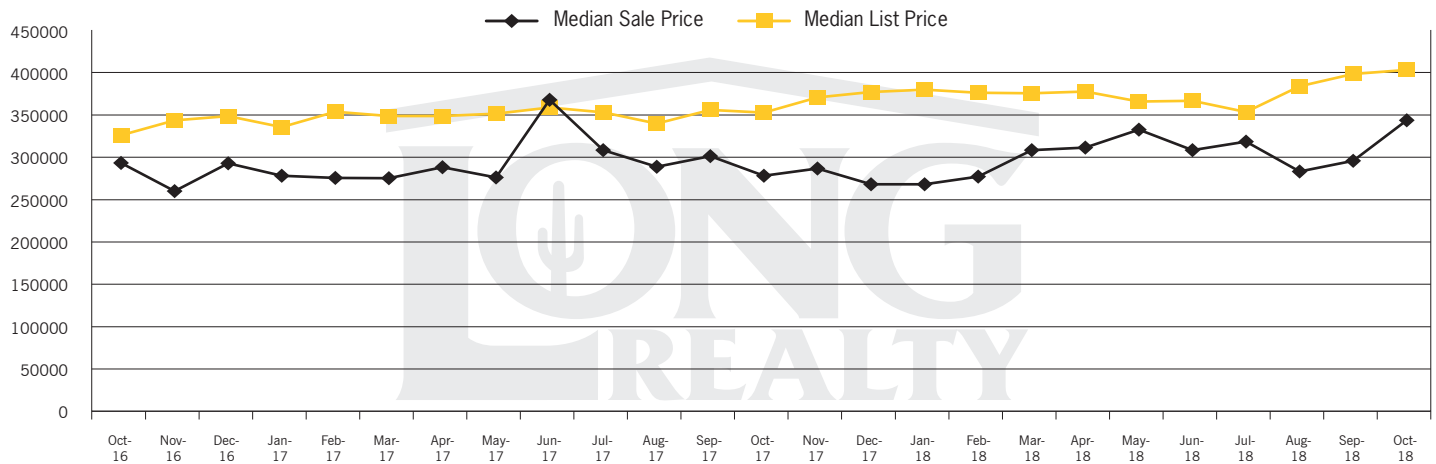


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.



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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	\$275,000	4.250%	\$1,285.19
2018	\$340,000	5.125%	\$1,758.69

30 YEAR FIXED MORTGAGE RATE

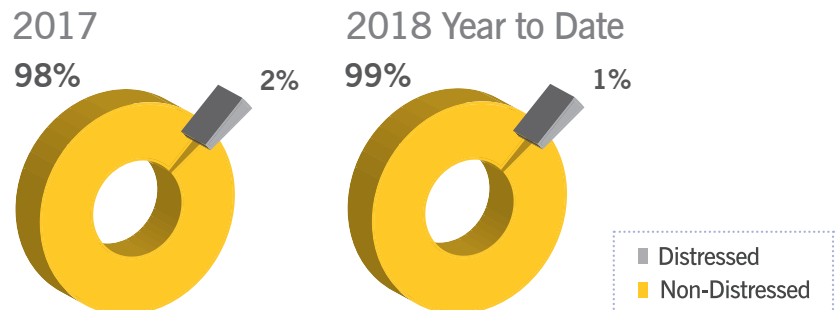


Source: Residential median sales prices. Data obtained 11/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: 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
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-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	2	0	3	0	1	3	1	2.0	0.8	Seller
\$200,000 - 224,999	6	1	1	2	3	1	1	6.0	3.4	Seller
\$225,000 - 249,999	11	3	3	6	5	3	3	3.7	3.2	Seller
\$250,000 - 274,999	13	2	7	4	4	4	4	3.3	1.8	Seller
\$275,000 - 299,999	9	6	6	4	4	2	2	4.5	4.3	Slightly Seller
\$300,000 - 349,999	13	9	6	3	5	3	8	1.6	2.5	Seller
\$350,000 - 399,999	17	4	7	4	4	3	3	5.7	5.9	Balanced
\$400,000 - 499,999	14	5	2	4	1	1	4	3.5	5.2	Balanced
\$500,000 - 599,999	12	2	1	1	1	1	1	12.0	30.2	Buyer
\$600,000 - 699,999	4	2	1	0	0	0	3	1.3	5.3	Balanced
\$700,000 - 799,999	5	0	2	0	0	1	1	5.0	6.5	Balanced
\$800,000 - 899,999	13	0	0	2	0	1	1	13.0	15.5	Buyer
\$900,000 - 999,999	6	0	1	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	27	1	0	0	2	1	1	27.0	20.5	Buyer
TOTAL	152	35	40	31	30	24	33	4.6	5.0	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 11/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.

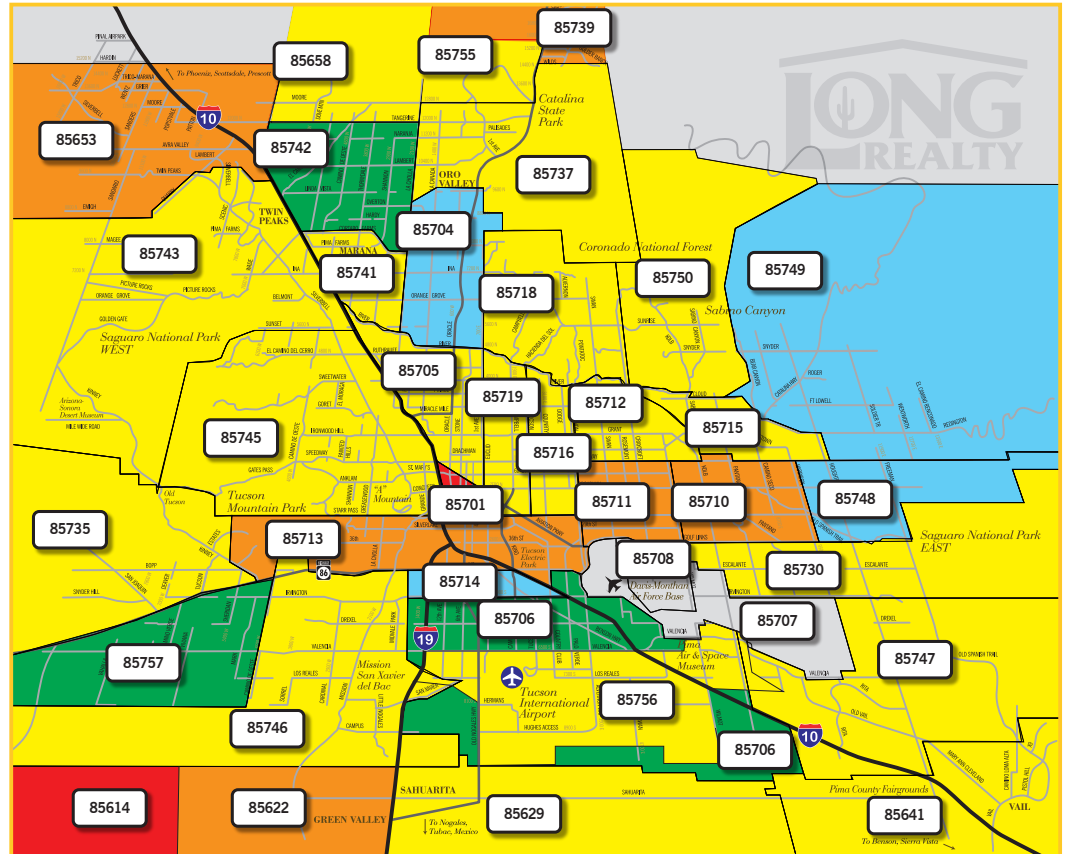
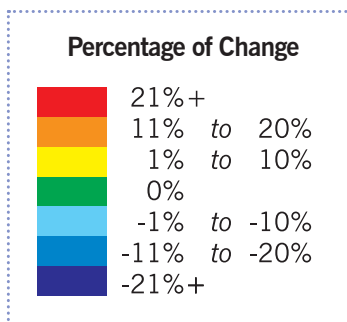


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2017-OCT 2017 TO
AUG 2018-OCT 2018

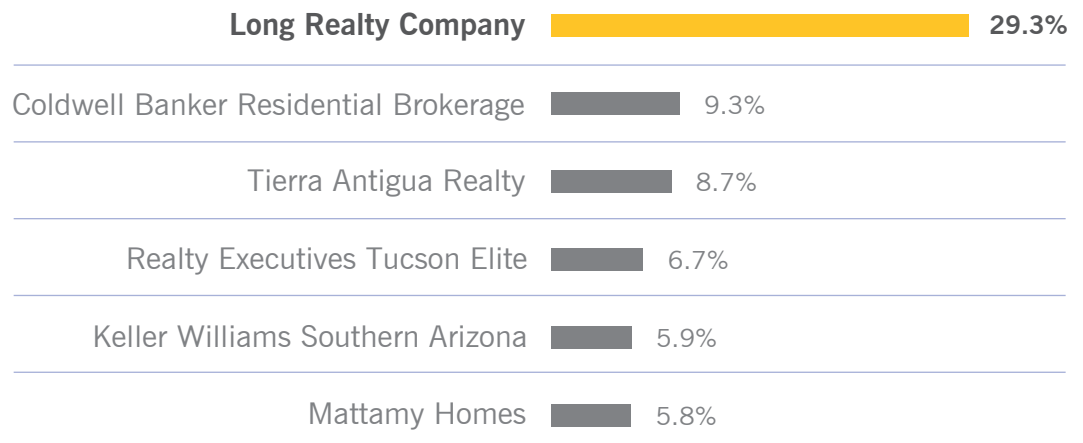
This heat map represents the percentage of change in Tucson metro median sales prices from August 2017-October 2017 to August 2018-October 2018 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market
in successful real estate sales.

Data Obtained 11/05/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 11/01/2017 – 10/31/2018
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.