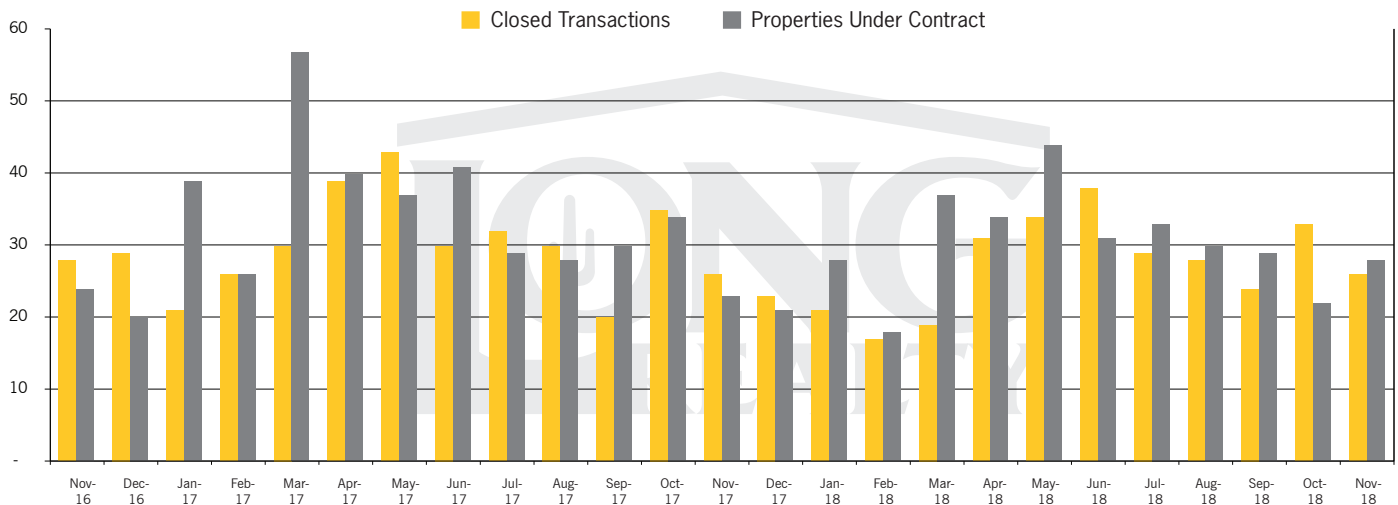




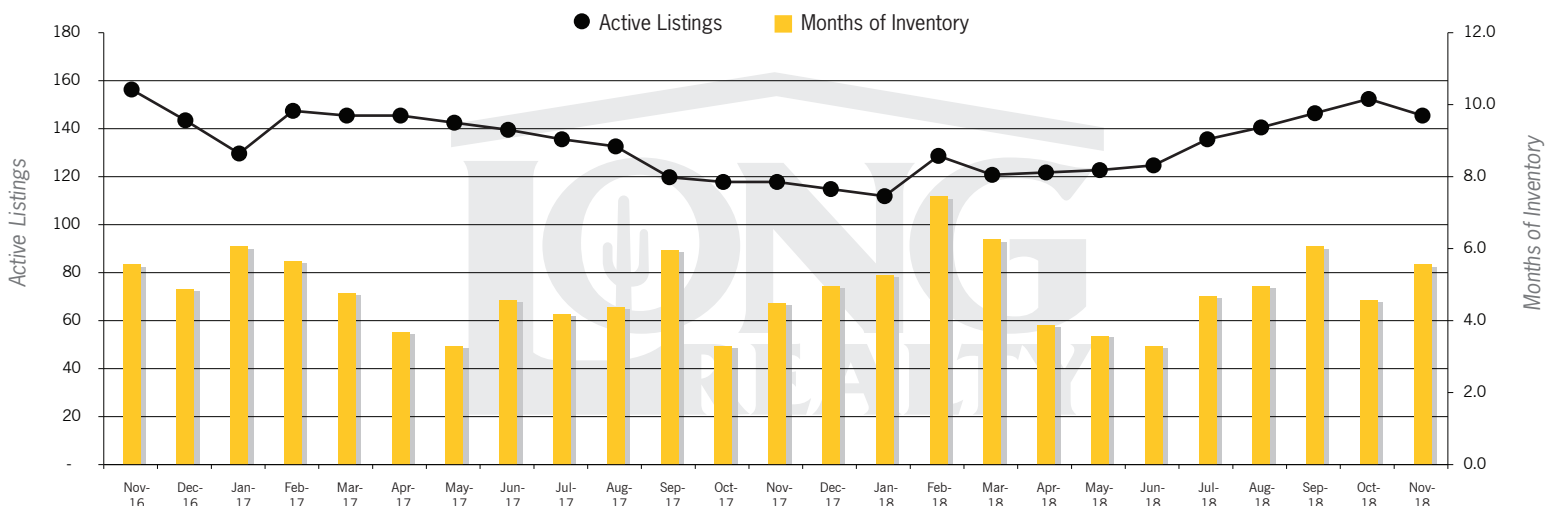
Rancho Vistoso | December 2018

In the Rancho Vistoso area, November 2018 active inventory was 145, a 24% increase from November 2017. There were 26 closings in November 2018, virtually unchanged from November 2017. Year-to-date 2018 there were 310 closings, an 11% decrease from year-to-date 2017. Months of Inventory was 5.6, up from 4.5 in November 2017. Median price of sold homes was \$318,500 for the month of November 2018, up 12% from November 2017. The Rancho Vistoso area had 28 new properties under contract in November 2018, up 22% from November 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO

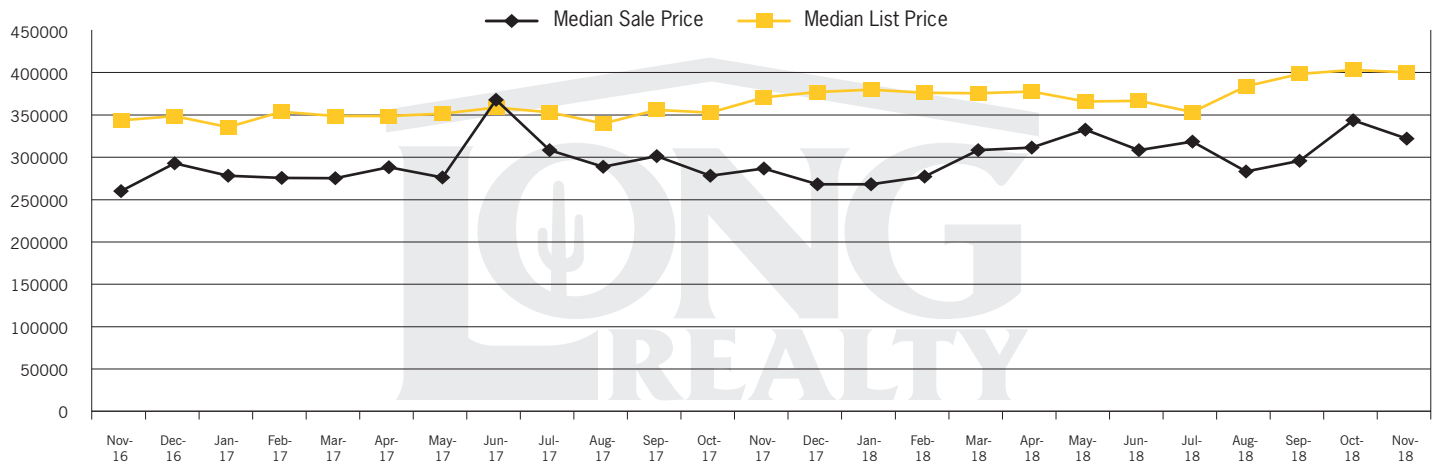


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2018 is believed to be reliable, but not guaranteed.



Rancho Vistoso | December 2018

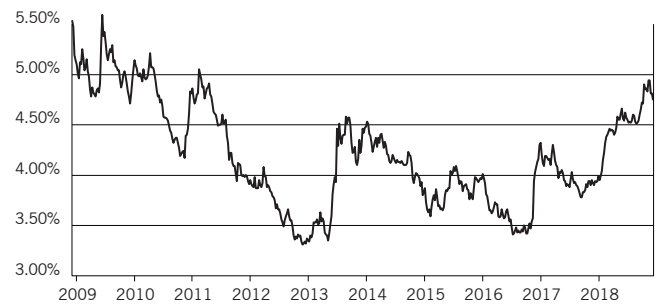
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



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	\$283,488	4.250%	\$1,324.86
2018	\$318,500	5.125%	\$1,647.48

30 YEAR FIXED MORTGAGE RATE

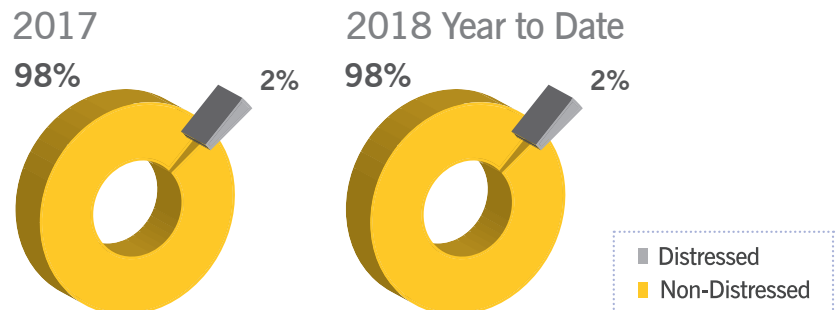


Source: Residential median sales prices. Data obtained 12/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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Rancho Vistoso | December 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
		Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-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	3	0	1	3	1	0	n/a	1.5	Seller
\$200,000 - 224,999	5	1	2	3	1	1	4	1.3	2.8	Seller
\$225,000 - 249,999	8	3	6	5	3	3	2	4.0	3.8	Seller
\$250,000 - 274,999	13	7	4	4	4	4	2	6.5	3.1	Seller
\$275,000 - 299,999	13	6	4	4	2	3	4	3.3	3.9	Seller
\$300,000 - 349,999	8	6	3	5	3	8	4	2.0	2.4	Seller
\$350,000 - 399,999	19	7	4	4	3	3	5	3.8	5.1	Balanced
\$400,000 - 499,999	16	2	4	1	1	4	3	5.3	5.1	Balanced
\$500,000 - 599,999	10	1	1	1	1	1	0	n/a	45.3	Buyer
\$600,000 - 699,999	4	1	0	0	0	3	0	n/a	4.3	Slightly Seller
\$700,000 - 799,999	4	2	0	0	1	1	2	2.0	3.3	Seller
\$800,000 - 899,999	10	0	2	0	1	1	0	n/a	16.0	Buyer
\$900,000 - 999,999	6	1	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	27	0	0	2	1	1	0	n/a	40.5	Buyer
TOTAL	145	40	31	30	24	34	26	5.6	5.3	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 12/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2018-11/30/2018. Information is believed to be reliable, but not guaranteed.

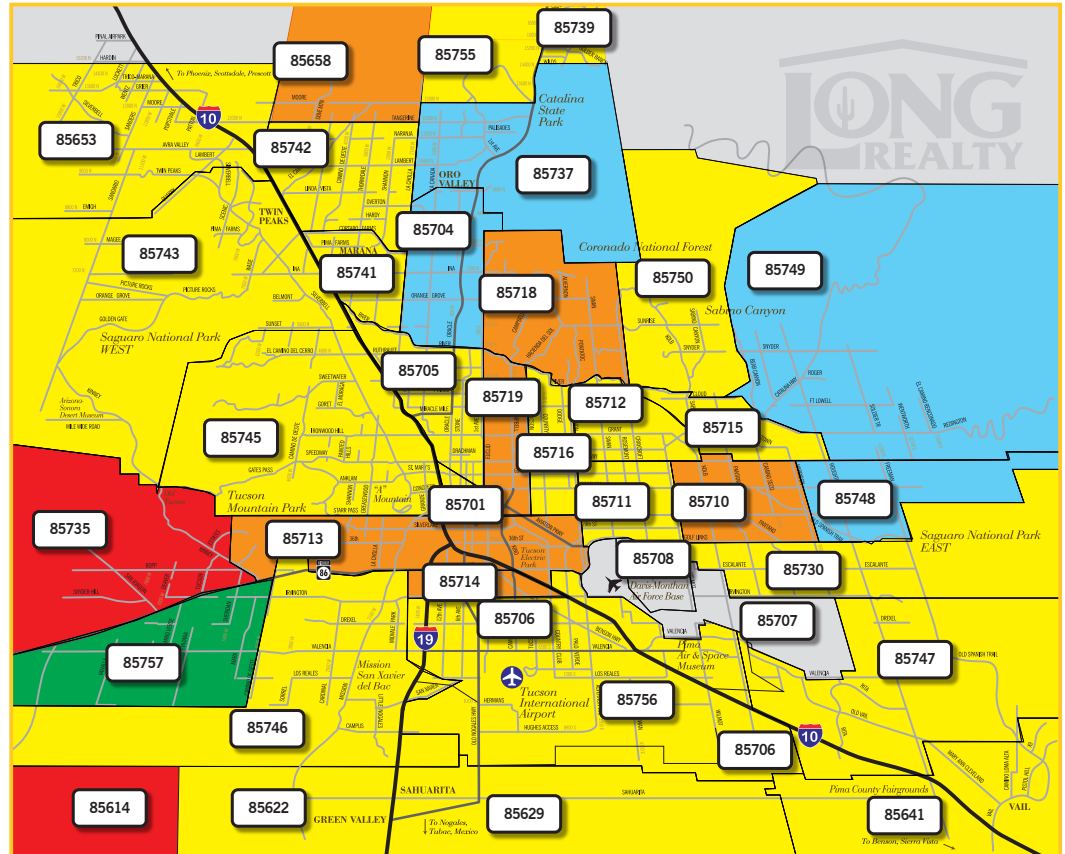


Rancho Vistoso | December 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2017-NOV 2017 TO
SEP 2018-NOV 2018

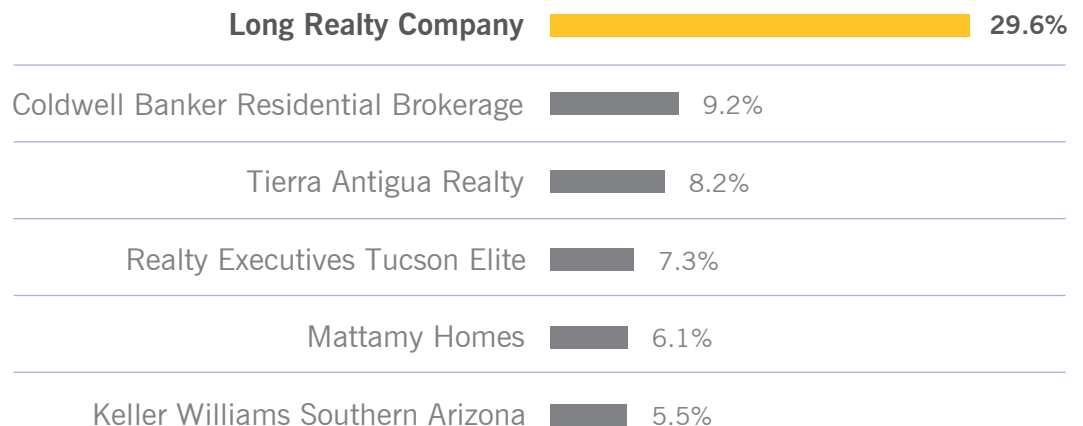
This heat map represents the percentage of change in Tucson metro median sales prices from September 2017-November 2017 to September 2018-November 2018 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2017 – 11/30/2018 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.