

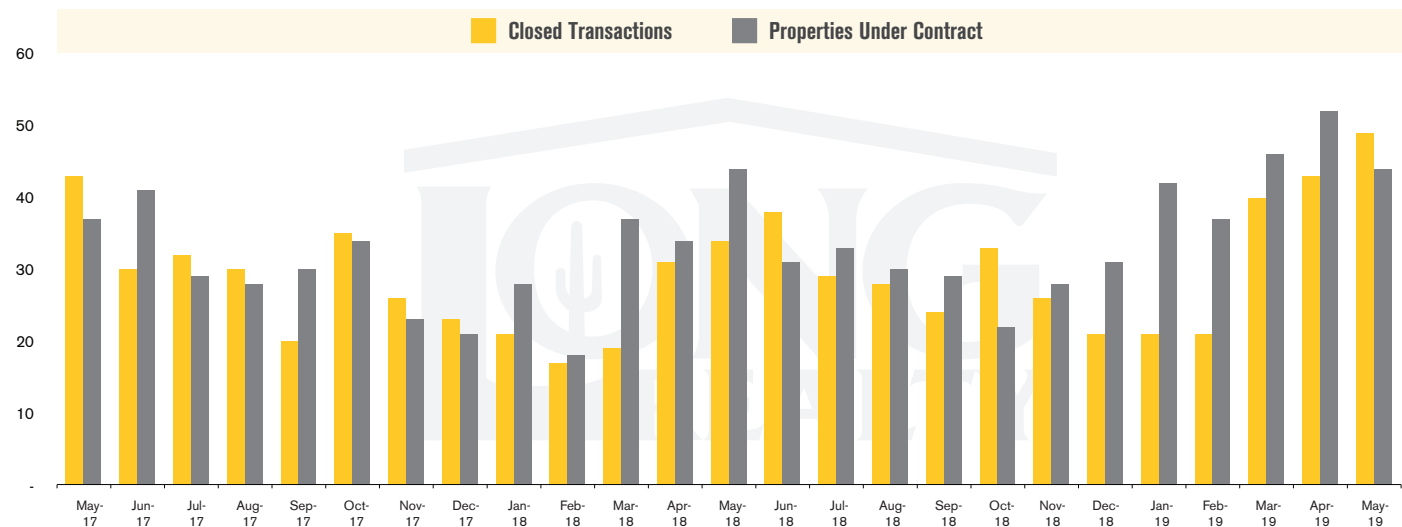
# THE HOUSING REPORT

RANCHO VISTOSO | JUNE 2019

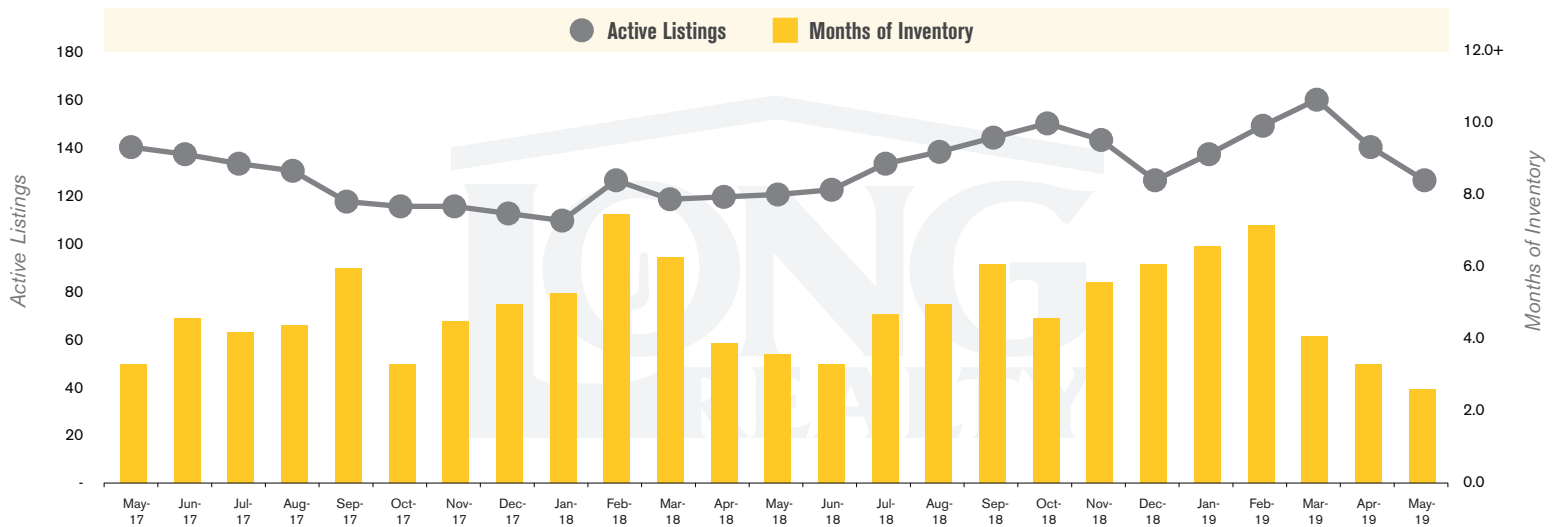


In the Rancho Vistoso area, May 2019 active inventory was 128, a 5% increase from May 2018. There were 49 closings in May 2019, a 44% increase from May 2018. Year-to-date 2019 there were 174 closings, a 43% increase from year-to-date 2018. Months of Inventory was 2.6, down from 3.6 in May 2018. Median price of sold homes was \$320,000 for the month of May 2019, down 3% from May 2018. The Rancho Vistoso area had 44 new properties under contract in May 2019, unchanged from May 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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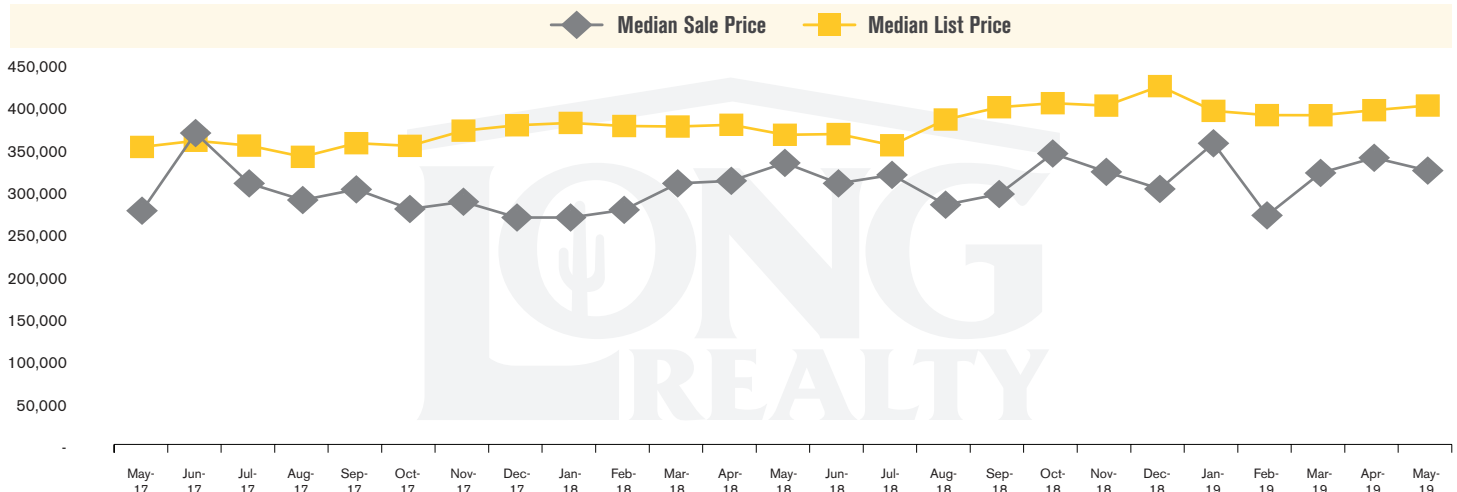
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

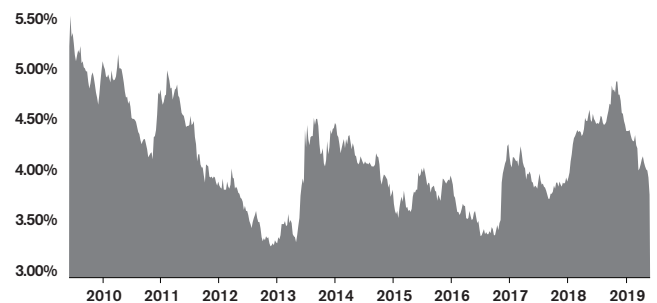


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$329,018	4.625%	\$1,607.03
2019	\$320,000	4.000%	\$1,451.34

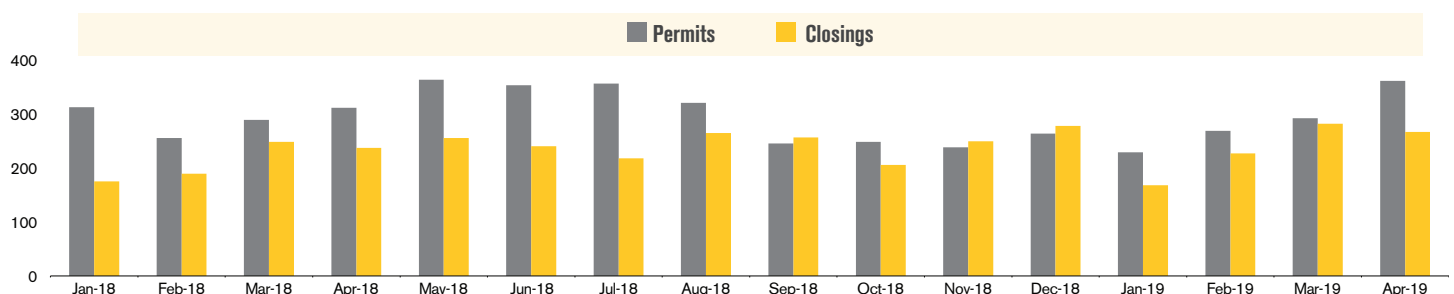
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For April 2019, new home permits were **down 2%** year-to-date from 2018 and new home closings were **up 11%** year to date from 2018.

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

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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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19			
\$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	1	0	n/a	0.0	<b>Seller</b>
\$175,000 - 199,999	0	0	2	0	1	3	2	0.0	0.2	<b>Seller</b>
\$200,000 - 224,999	2	3	2	4	6	6	2	1.0	0.6	<b>Seller</b>
\$225,000 - 249,999	5	4	1	2	3	3	6	0.8	1.6	<b>Seller</b>
\$250,000 - 274,999	8	2	2	8	5	6	5	1.6	1.4	<b>Seller</b>
\$275,000 - 299,999	9	3	2	4	4	0	7	1.3	3.1	<b>Seller</b>
\$300,000 - 349,999	18	4	2	0	8	5	10	1.8	2.3	<b>Seller</b>
\$350,000 - 399,999	17	1	3	0	1	7	7	2.4	4.3	<b>Slightly Seller</b>
\$400,000 - 499,999	20	1	4	3	4	3	6	3.3	4.1	<b>Slightly Seller</b>
\$500,000 - 599,999	7	0	2	4	7	1	1	7.0	9.7	<b>Buyer</b>
\$600,000 - 699,999	7	1	0	1	0	2	1	7.0	10.0	<b>Buyer</b>
\$700,000 - 799,999	5	0	0	0	2	2	1	5.0	3.2	<b>Seller</b>
\$800,000 - 899,999	6	1	1	0	0	1	0	n/a	23.0	<b>Buyer</b>
\$900,000 - 999,999	5	1	0	0	0	0	1	5.0	14.0	<b>Buyer</b>
\$1,000,000 - and over	19	1	1	0	0	3	0	n/a	22.7	<b>Buyer</b>
<b>TOTAL</b>	<b>128</b>	<b>22</b>	<b>22</b>	<b>26</b>	<b>41</b>	<b>43</b>	<b>49</b>	<b>2.6</b>	<b>3.2</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2019-05/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | JUNE 2019



## MARKET SHARE (RANCHO VISTOSO)

**Long Realty leads the market in successful real estate sales.**

Data Obtained 06/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 05/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

30.9%

Realty Executives Tucson Elite 8.4%

Coldwell Banker Residential Brokerage 8.2%

Mattamy Homes 7.1%

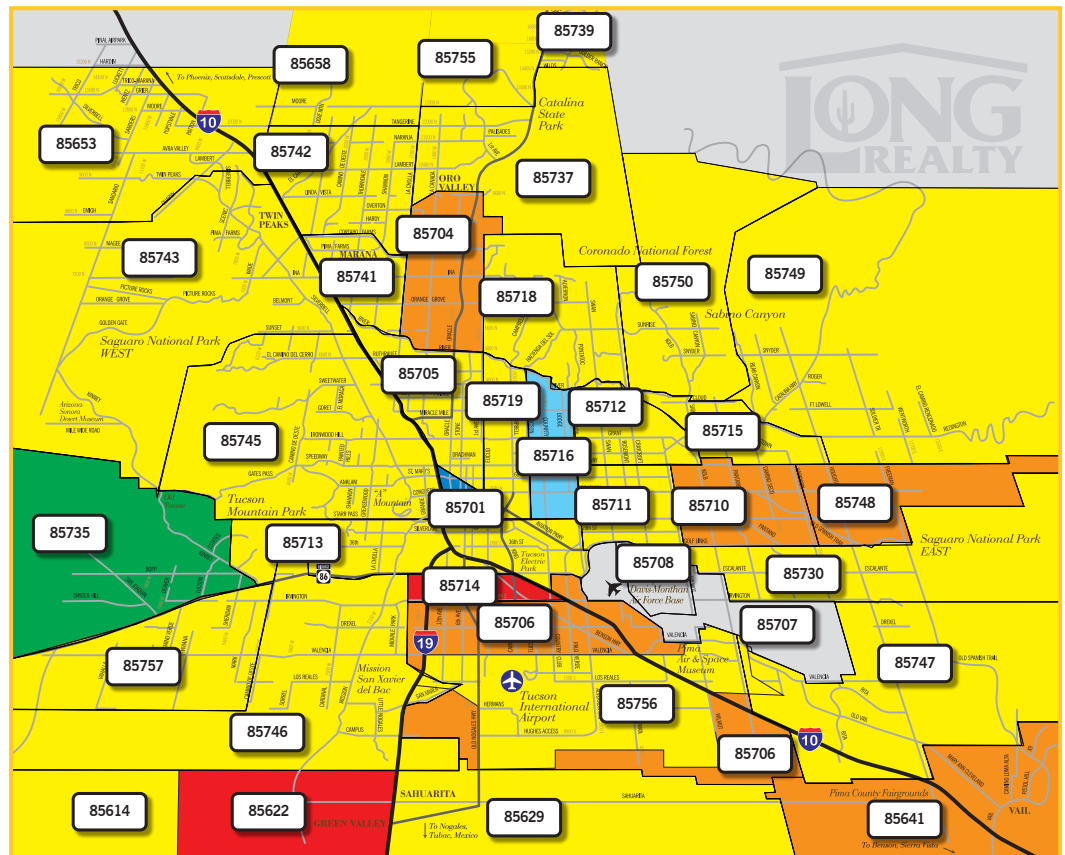
Tierra Antigua Realty 6.8%

Keller Williams Southern Arizona 5.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2018-MAY 2018 TO MAR 2019-MAY 2019)

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.**

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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This heat map represents the percentage of change in Tucson metro median sales prices from March 2018-May 2018 to March 2019-May 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/05/2019. Information is believed to be reliable, but not guaranteed.