

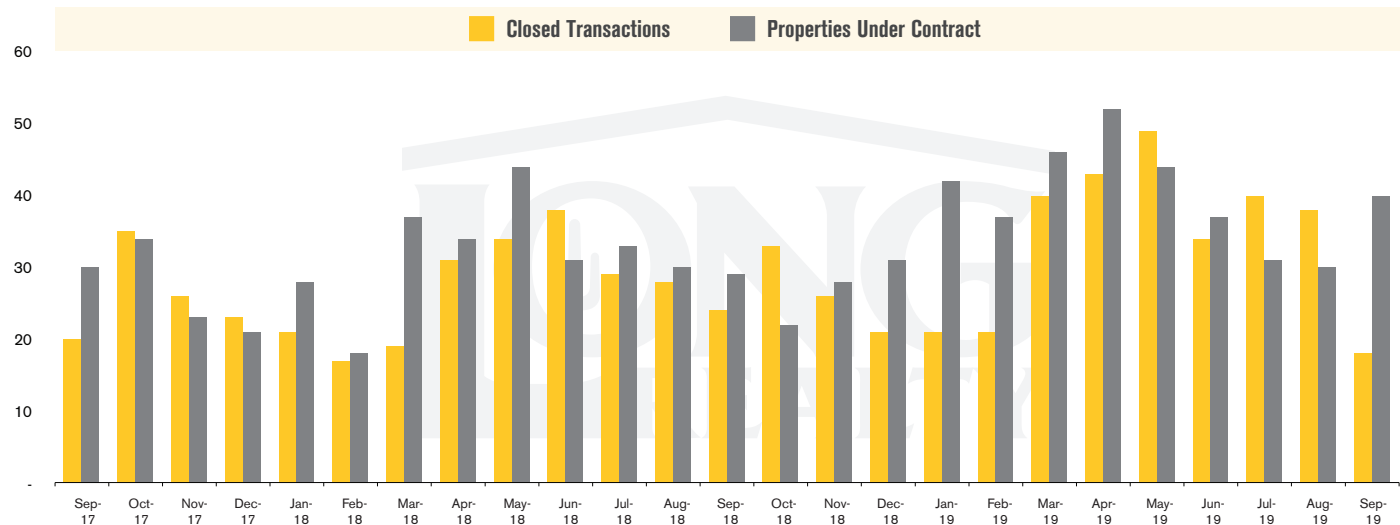
# THE HOUSING REPORT

RANCHO VISTOSO | OCTOBER 2019

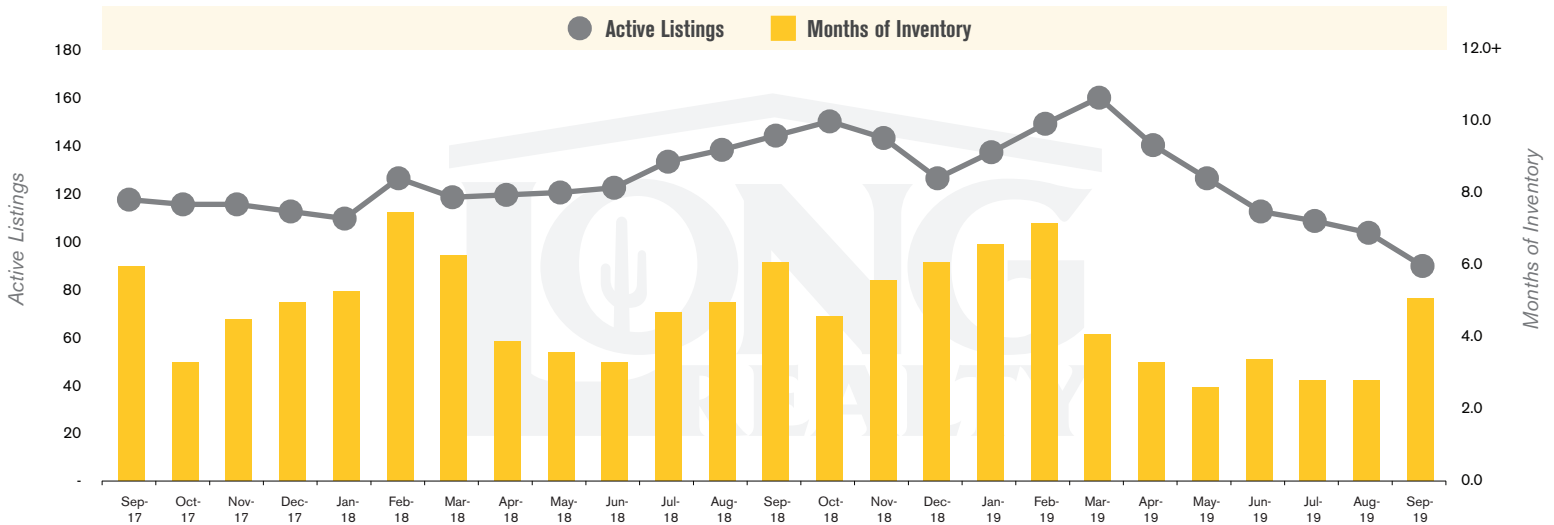


In the Rancho Vistoso area, September 2019 active inventory was 91, a 38% decrease from September 2018. There were 18 closings in September 2019, a 25% decrease from September 2018. Year-to-date 2019 there were 316 closings, a 29% increase from year-to-date 2018. Months of Inventory was 5.1, down from 6.1 in September 2018. Median price of sold homes was \$320,000 for the month of September 2019, up 9% from September 2018. The Rancho Vistoso area had 40 new properties under contract in September 2019, up 38% from September 2018.

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



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



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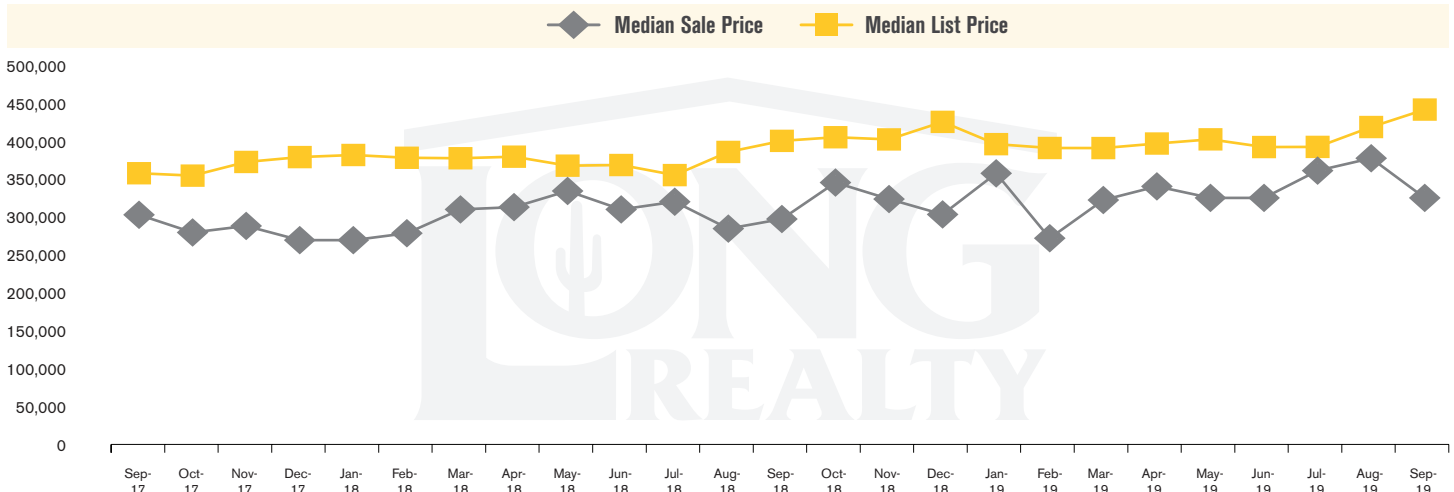
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

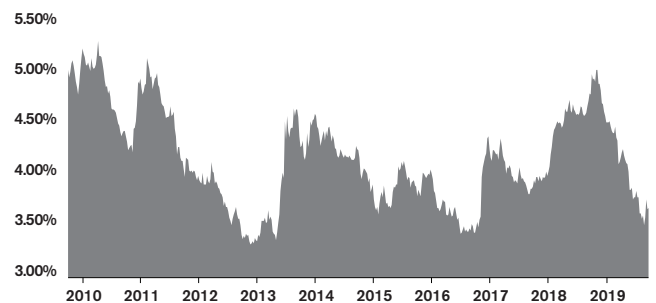


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$375,000    | 6.140%    | \$2,168.07  |
| 2018 | \$292,500    | 4.875%    | \$1,470.54  |
| 2019 | \$320,000    | 4.125%    | \$1,473.34  |

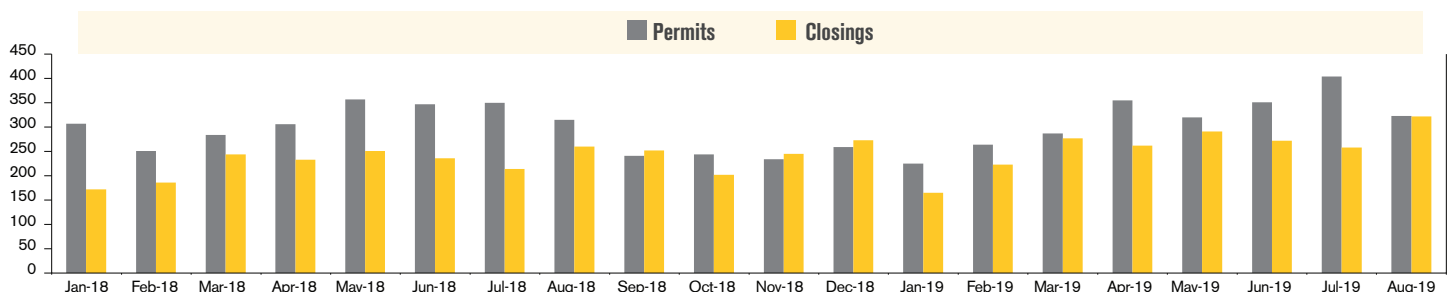
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 August 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 15%** year to date from 2018.

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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     |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-----------------------|
|                        |                 | Apr-19                     | May-19    | Jun-19    | Jul-19    | Aug-19    | Sep-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         | 1         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a                   |
| \$150,000 - 174,999    | 0               | 1                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a                   |
| \$175,000 - 199,999    | 0               | 3                          | 2         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a                   |
| \$200,000 - 224,999    | 2               | 6                          | 2         | 1         | 2         | 1         | 0         | n/a                         | 1.3                                    | <b>Seller</b>         |
| \$225,000 - 249,999    | 4               | 3                          | 7         | 3         | 5         | 4         | 2         | 2.0                         | 0.7                                    | <b>Seller</b>         |
| \$250,000 - 274,999    | 3               | 6                          | 5         | 5         | 3         | 4         | 4         | 0.8                         | 1.3                                    | <b>Seller</b>         |
| \$275,000 - 299,999    | 4               | 0                          | 7         | 3         | 2         | 4         | 2         | 2.0                         | 2.9                                    | <b>Seller</b>         |
| \$300,000 - 349,999    | 9               | 5                          | 10        | 8         | 7         | 3         | 3         | 3.0                         | 2.7                                    | <b>Seller</b>         |
| \$350,000 - 399,999    | 9               | 7                          | 7         | 6         | 7         | 5         | 2         | 4.5                         | 3.0                                    | <b>Seller</b>         |
| \$400,000 - 499,999    | 14              | 3                          | 6         | 3         | 7         | 6         | 3         | 4.7                         | 2.0                                    | <b>Seller</b>         |
| \$500,000 - 599,999    | 3               | 1                          | 1         | 3         | 1         | 3         | 2         | 1.5                         | 10.8                                   | <b>Buyer</b>          |
| \$600,000 - 699,999    | 8               | 2                          | 1         | 2         | 1         | 3         | 0         | n/a                         | 6.0                                    | <b>Balanced</b>       |
| \$700,000 - 799,999    | 4               | 3                          | 1         | 0         | 1         | 1         | 0         | n/a                         | 6.0                                    | <b>Balanced</b>       |
| \$800,000 - 899,999    | 9               | 1                          | 0         | 0         | 1         | 2         | 0         | n/a                         | 8.0                                    | <b>Slightly Buyer</b> |
| \$900,000 - 999,999    | 4               | 0                          | 1         | 0         | 4         | 1         | 0         | n/a                         | 3.4                                    | <b>Seller</b>         |
| \$1,000,000 - and over | 18              | 3                          | 0         | 1         | 0         | 1         | 0         | n/a                         | 57.0                                   | <b>Buyer</b>          |
| <b>TOTAL</b>           | <b>91</b>       | <b>44</b>                  | <b>50</b> | <b>36</b> | <b>41</b> | <b>38</b> | <b>18</b> | <b>5.1</b>                  | <b>3.2</b>                             | <b>Seller</b>         |



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. Information is believed to be reliable, but not guaranteed.

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## MARKET SHARE (RANCHO VISTOSO)

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

Data Obtained 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

32.0%

Realty Executives Tucson Elite 8.8%

Coldwell Banker Residential Brokerage 7.6%

Mattamy Homes 7.4%

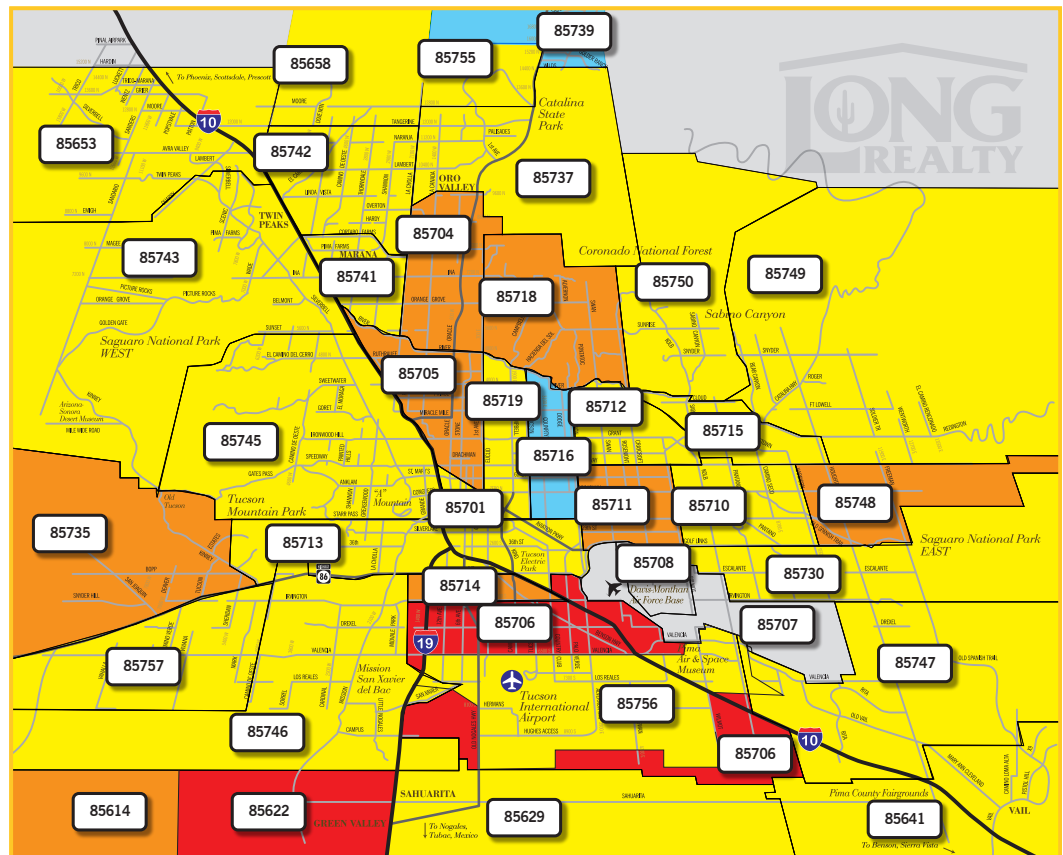
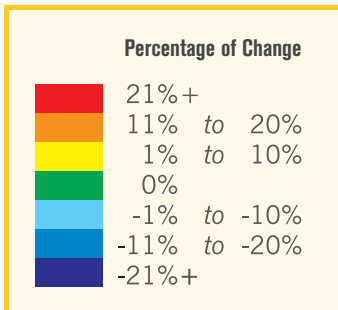
Tierra Antigua Realty 6.8%

Russ Lyon Sotheby's 5.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2018-SEP 2018 TO JUL 2019-SEP 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.**

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This heat map represents the percentage of change in Tucson metro median sales prices from July 2018-September 2018 to July 2019-September 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/03/2019. Information is believed to be reliable, but not guaranteed.