

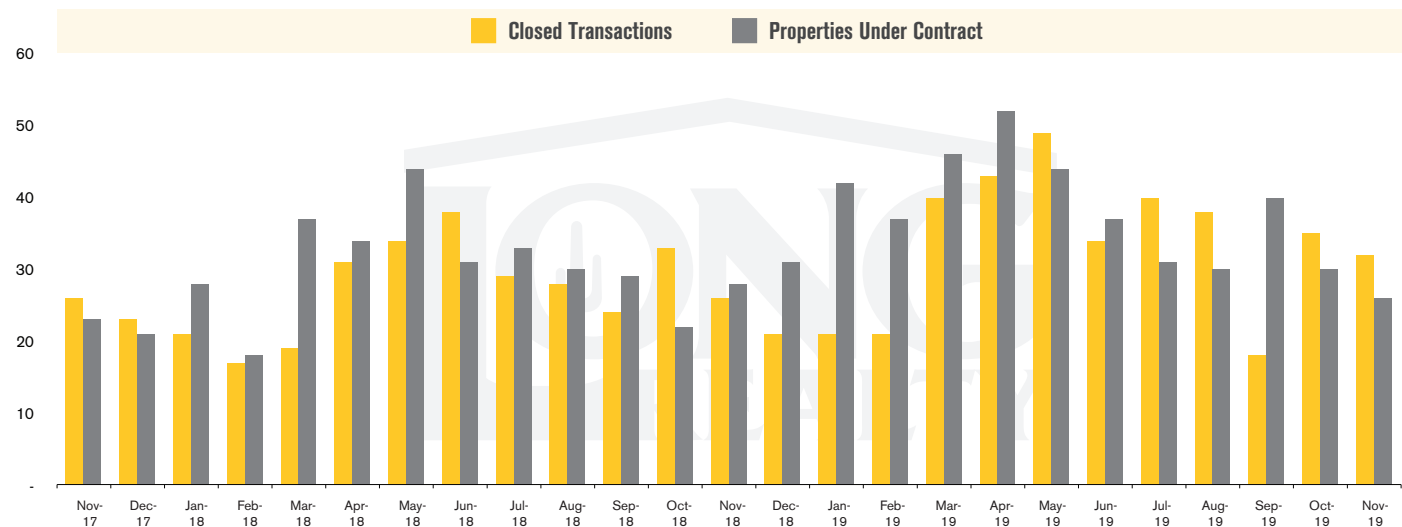
# THE HOUSING REPORT

RANCHO VISTOSO | DECEMBER 2019

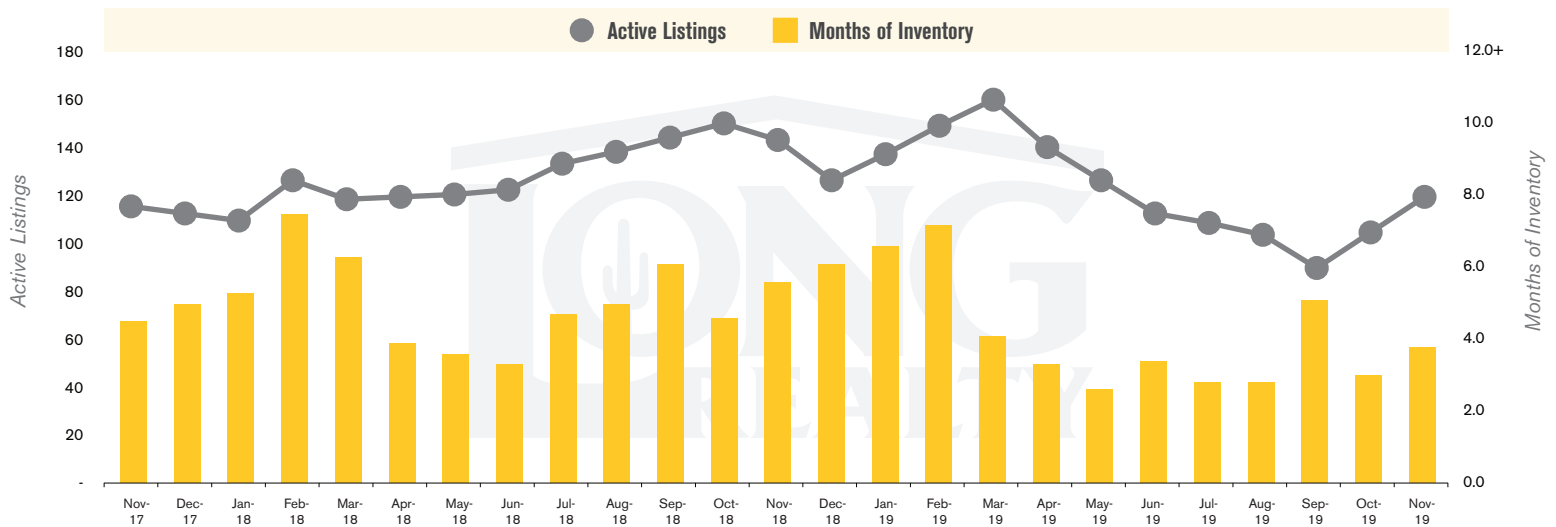


In the Rancho Vistoso area, November 2019 active inventory was 121, a 17% decrease from November 2018. There were 32 closings in November 2019, a 23% increase from November 2018. Year-to-date 2019 there were 387 closings, a 27% increase from year-to-date 2018. Months of Inventory was 3.8, down from 5.6 in November 2018. Median price of sold homes was \$334,482 for the month of November 2019, up 5% from November 2018. The Rancho Vistoso area had 26 new properties under contract in November 2019, down 7% from November 2018.

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



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



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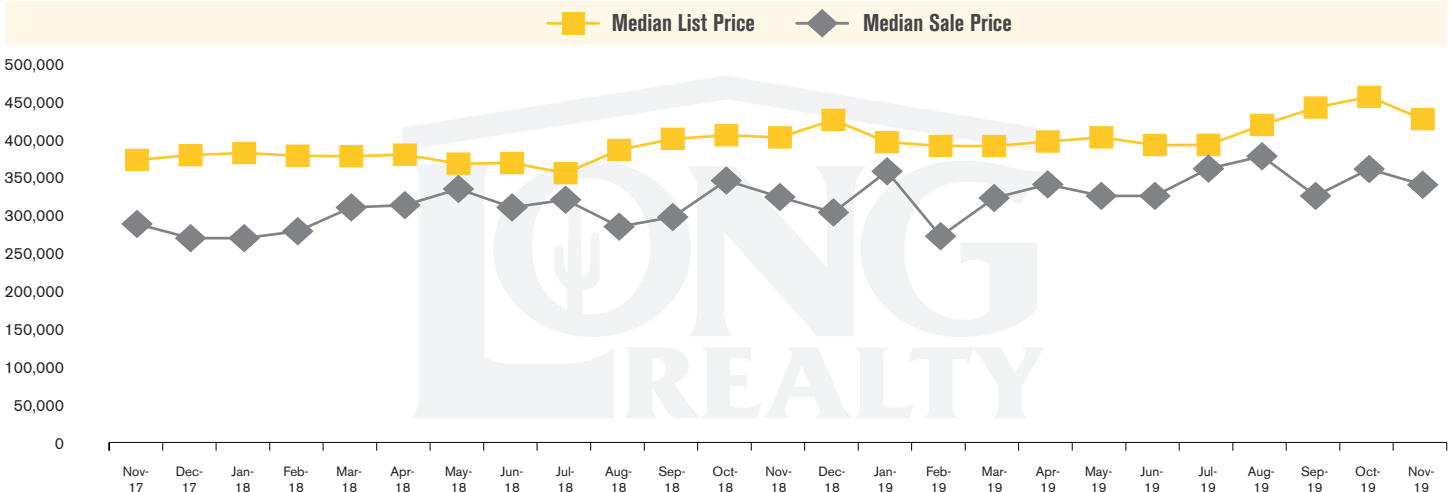
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | DECEMBER 2019



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

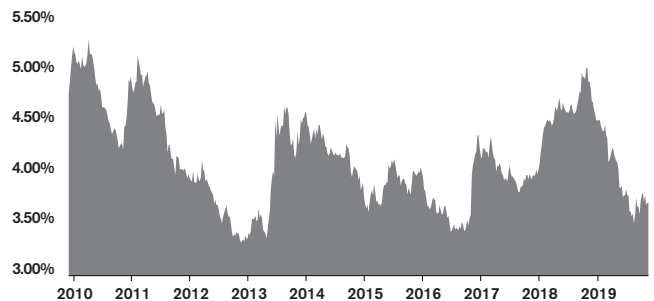


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$318,500	4.870%	\$1,600.33
2019	\$334,482	3.700%	\$1,462.59

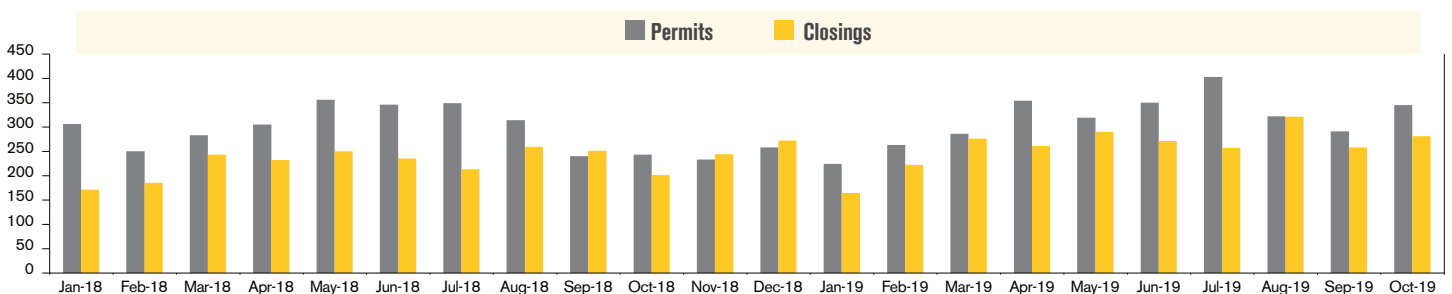
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** year-to-date from 2018.

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# 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-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	1	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	0	0	1	0	n/a	0.0	<b>Seller</b>
\$200,000 - 224,999	1	1	2	1	0	1	1	1.0	3.5	<b>Seller</b>
\$225,000 - 249,999	5	3	5	4	2	1	3	1.7	2.5	<b>Seller</b>
\$250,000 - 274,999	5	5	3	4	4	6	5	1.0	0.8	<b>Seller</b>
\$275,000 - 299,999	10	3	2	5	2	3	2	5.0	2.9	<b>Seller</b>
\$300,000 - 349,999	16	8	7	3	4	5	7	2.3	2.4	<b>Seller</b>
\$350,000 - 399,999	14	6	7	5	2	8	4	3.5	2.5	<b>Seller</b>
\$400,000 - 499,999	12	3	7	6	3	3	5	2.4	3.3	<b>Seller</b>
\$500,000 - 599,999	9	3	1	3	2	2	3	3.0	9.6	<b>Buyer</b>
\$600,000 - 699,999	9	2	1	3	0	2	1	9.0	8.7	<b>Buyer</b>
\$700,000 - 799,999	5	0	1	1	0	1	1	5.0	6.0	<b>Balanced</b>
\$800,000 - 899,999	8	0	1	2	0	2	0	n/a	12.5	<b>Buyer</b>
\$900,000 - 999,999	4	0	4	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	22	1	0	2	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>121</b>	<b>36</b>	<b>41</b>	<b>40</b>	<b>19</b>	<b>35</b>	<b>32</b>	<b>3.8</b>	<b>3.7</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 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | DECEMBER 2019



## MARKET SHARE (RANCHO VISTOSO)

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

Data Obtained 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

31.4%

Realty Executives Tucson Elite 8.7%

Mattamy Homes 8.3%

Coldwell Banker Residential Brokerage 7.6%

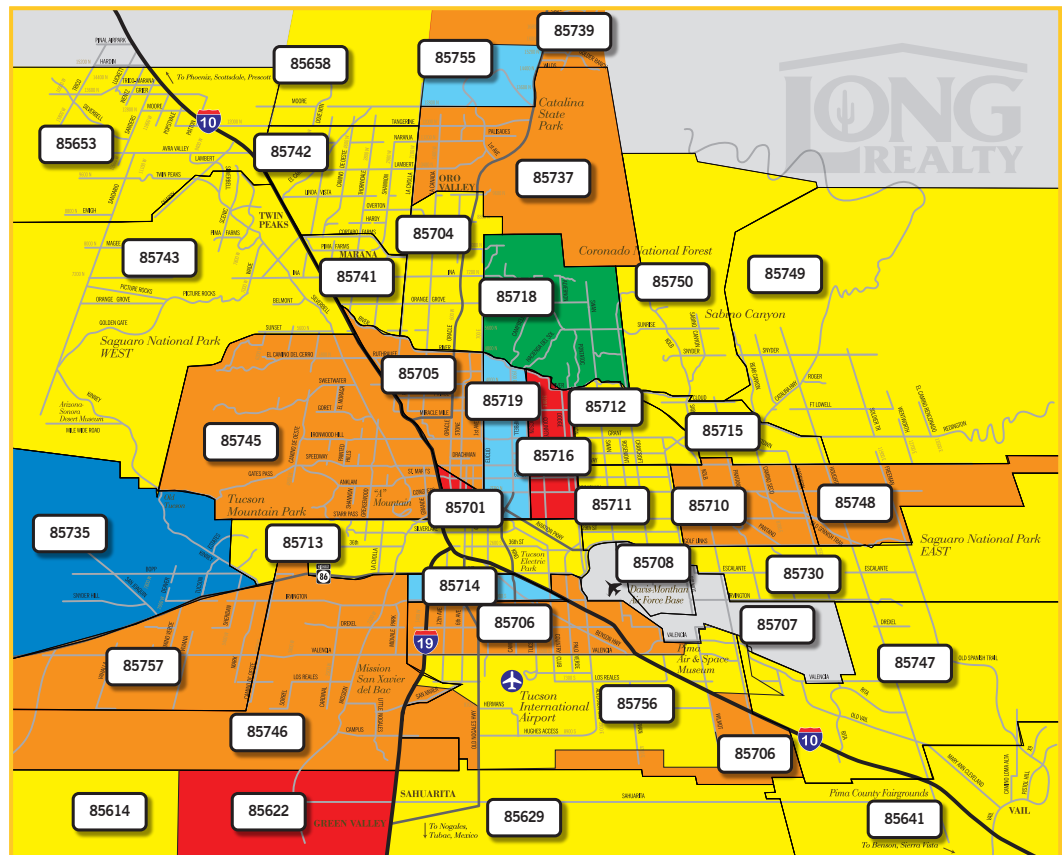
Tierra Antigua Realty 6.9%

Keller Williams Southern Arizona 6.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(SEP 2018-NOV 2018 TO SEP 2019-NOV 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 September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.*