

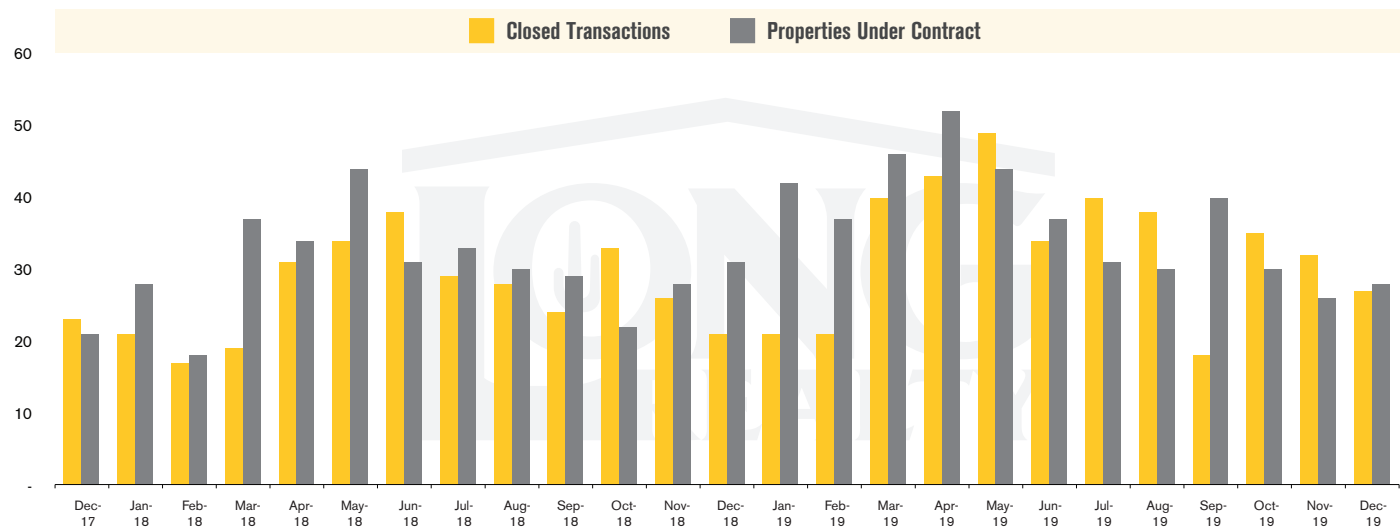
THE HOUSING REPORT

RANCHO VISTOSO | JANUARY 2020

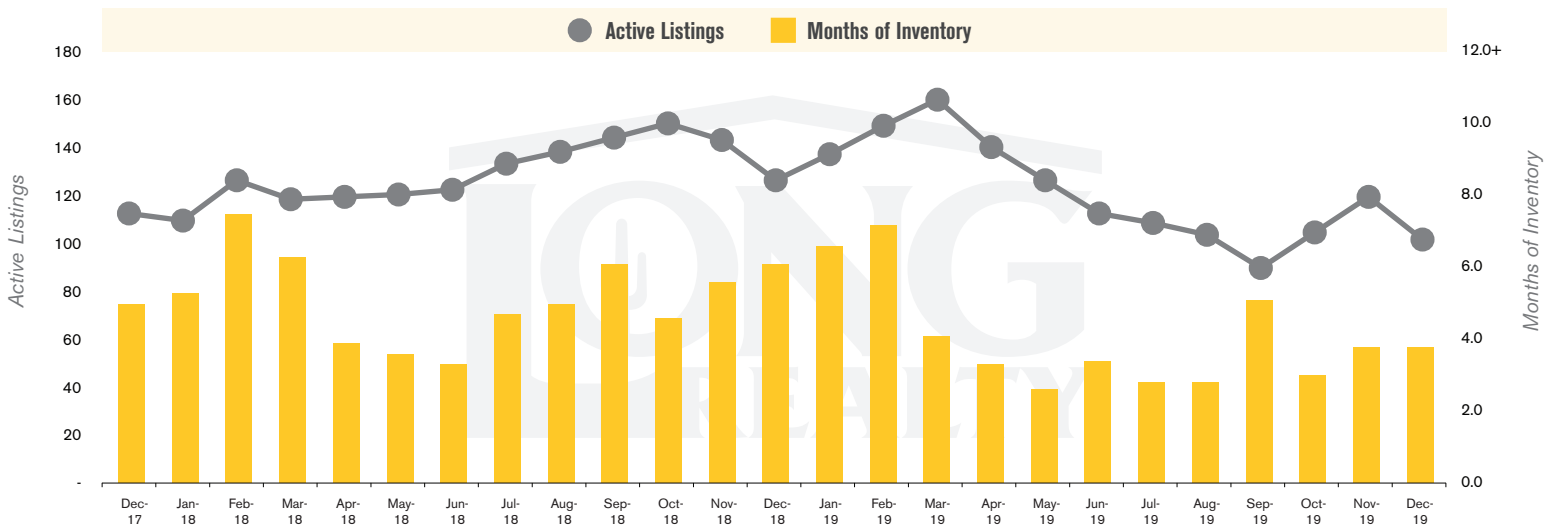


In the Rancho Vistoso area, December 2019 active inventory was 103, a 20% decrease from December 2018. There were 27 closings in December 2019, a 29% increase from December 2018. Year-to-date 2019 there were 415 closings, a 27% increase from year-to-date 2018. Months of Inventory was 3.8, down from 6.1 in December 2018. Median price of sold homes was \$339,000 for the month of December 2019, up 14% from December 2018. The Rancho Vistoso area had 28 new properties under contract in December 2019, down 10% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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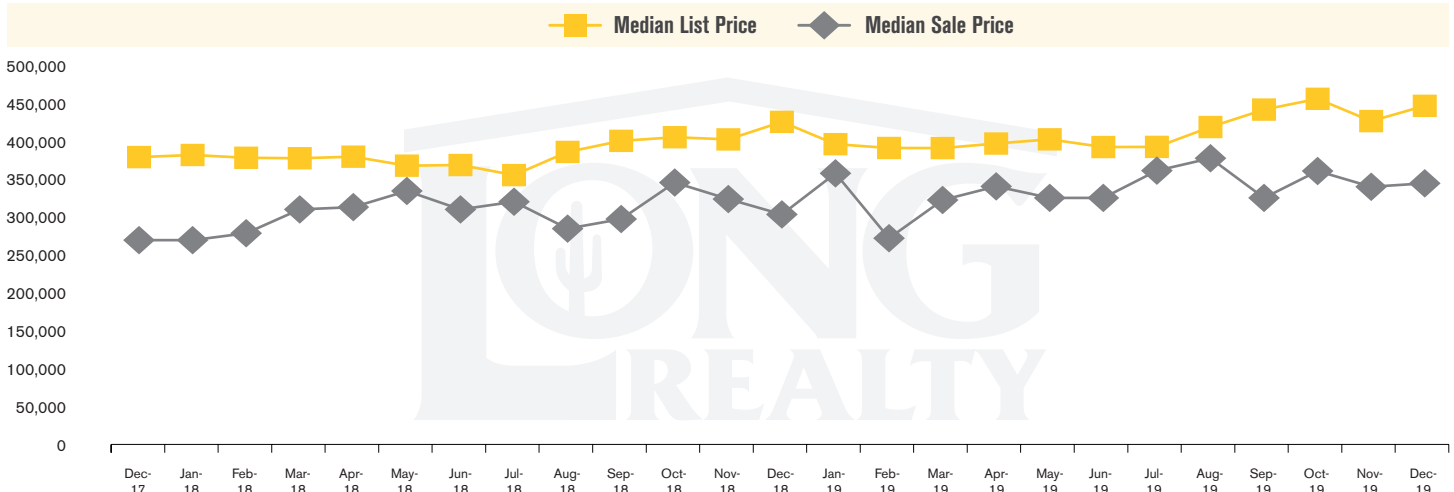
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

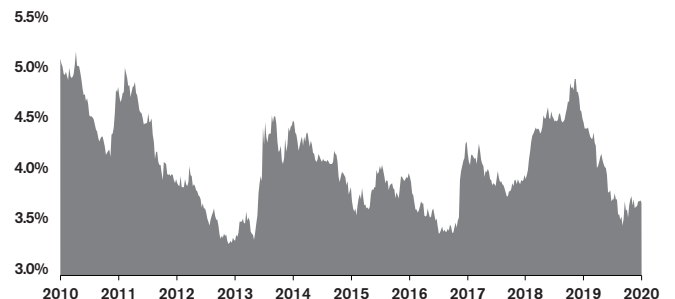


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$298,500	4.640%	\$1,460.52
2019	\$339,000	3.840%	\$1,507.96

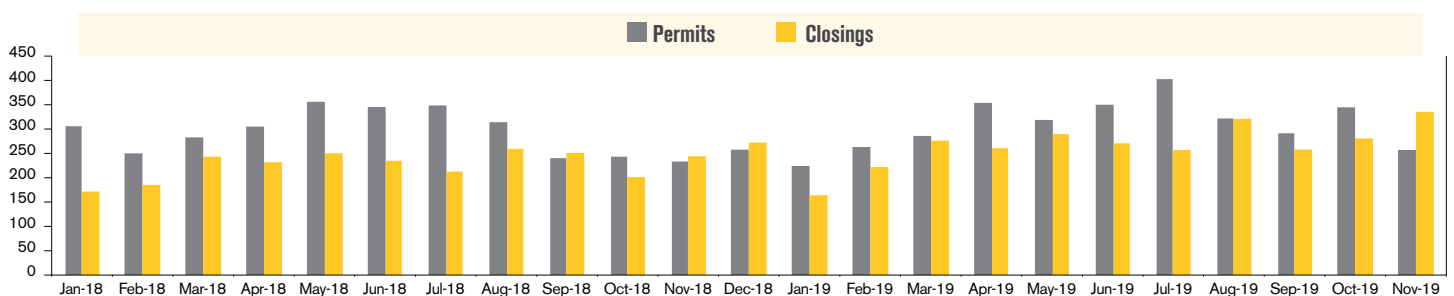
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For November 2019, new home permits were **up 6%** year-to-date from 2018 and new home closings were **up 18%** year-to-date from 2018.

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RANCHO VISTOSO | JANUARY 2020



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
		Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-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	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	0	1	0	1	0.0	0.0	Seller
\$200,000 - 224,999	1	2	1	0	1	1	2	0.5	1.5	Seller
\$225,000 - 249,999	4	5	4	2	1	3	3	1.3	2.1	Seller
\$250,000 - 274,999	6	3	4	4	6	5	2	3.0	1.2	Seller
\$275,000 - 299,999	10	2	5	2	3	2	4	2.5	2.9	Seller
\$300,000 - 349,999	10	7	3	4	5	7	2	5.0	2.9	Seller
\$350,000 - 399,999	9	7	5	2	8	4	3	3.0	2.3	Seller
\$400,000 - 499,999	12	7	6	3	4	5	6	2.0	2.3	Seller
\$500,000 - 599,999	8	1	3	2	2	3	0	n/a	13.9	Buyer
\$600,000 - 699,999	11	1	3	0	2	1	0	n/a	9.7	Buyer
\$700,000 - 799,999	4	1	1	0	1	1	0	n/a	6.0	Balanced
\$800,000 - 899,999	8	1	2	0	2	0	1	8.0	8.0	Slightly Buyer
\$900,000 - 999,999	4	4	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	16	0	2	0	0	0	3	5.3	19.0	Buyer
TOTAL	103	41	40	19	36	32	27	3.8	3.5	Seller



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 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. 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 01/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2019 – 12/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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32.9%

Coldwell Banker Residential Brokerage 8.2%

Realty Executives Tucson Elite 7.8%

Mattamy Homes 7.8%

Tierra Antigua Realty 6.7%

Keller Williams Southern Arizona 6.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(OCT 2018-DEC 2018 TO OCT 2019-DEC 2019)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

