

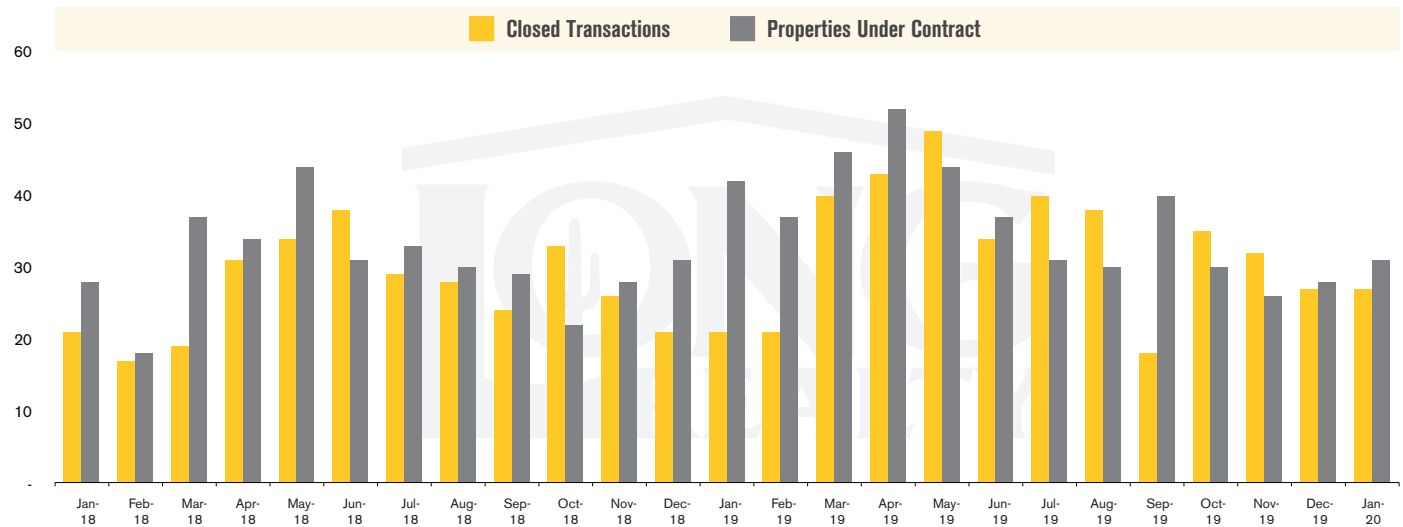
THE HOUSING REPORT

RANCHO VISTOSO | FEBRUARY 2020

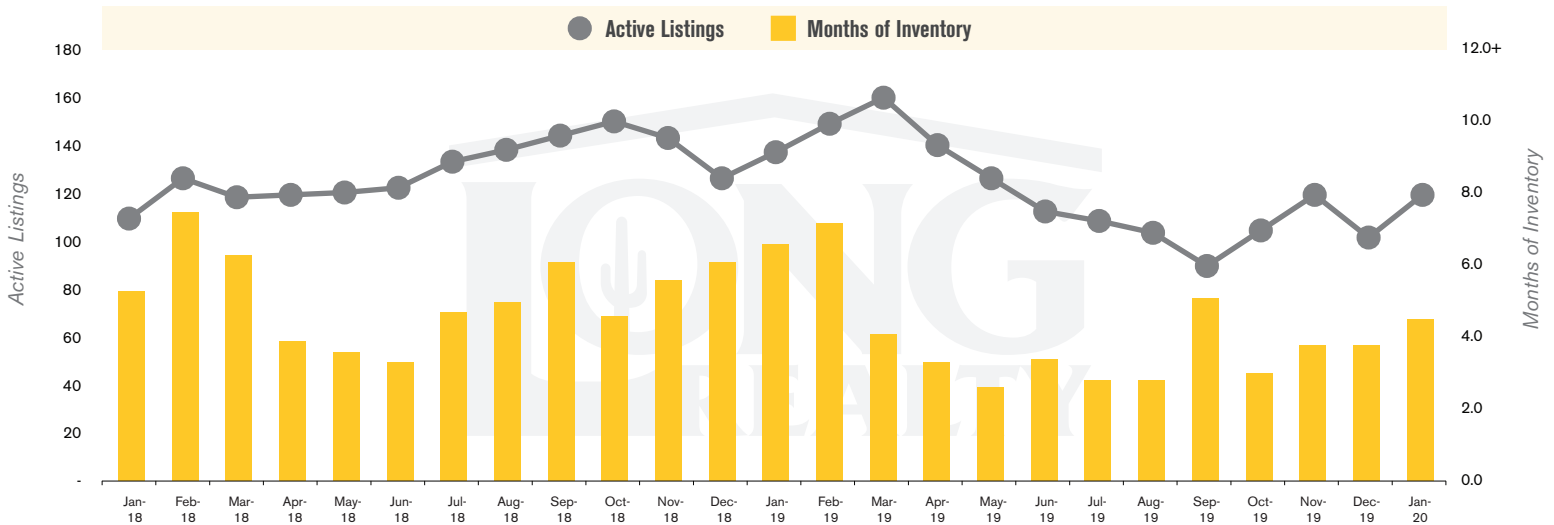


In the Rancho Vistoso area, January 2020 active inventory was 121, a 13% decrease from January 2019. There were 27 closings in January 2020, a 29% increase from January 2019. Year-to-date 2020 there were 27 closings, a 23% increase from year-to-date 2018. Months of Inventory was 4.5, down from 6.6 in January 2019. Median price of sold homes was \$349,400 for the month of January 2020, a 1% decrease from January 2019. The Rancho Vistoso area had 31 new properties under contract in January 2020, down 26% from January 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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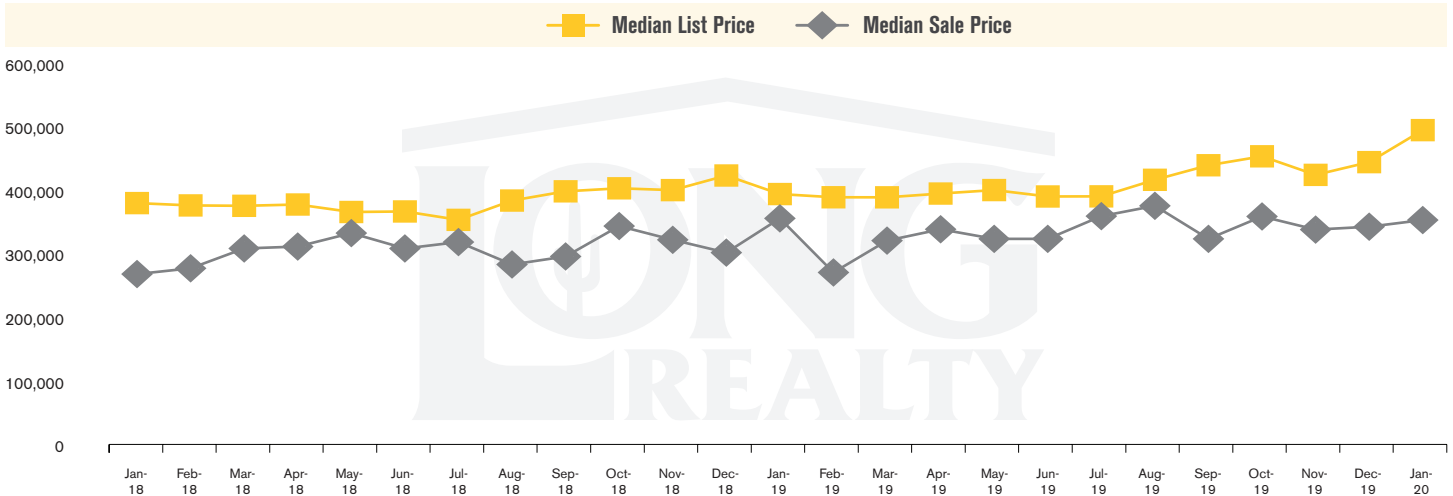
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

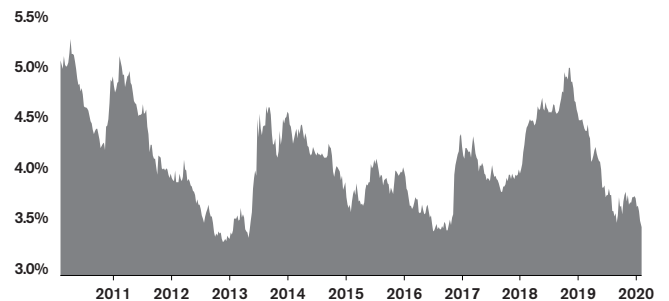


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$352,000	4.460%	\$1,686.42
2020	\$349,400	3.680%	\$1,524.06

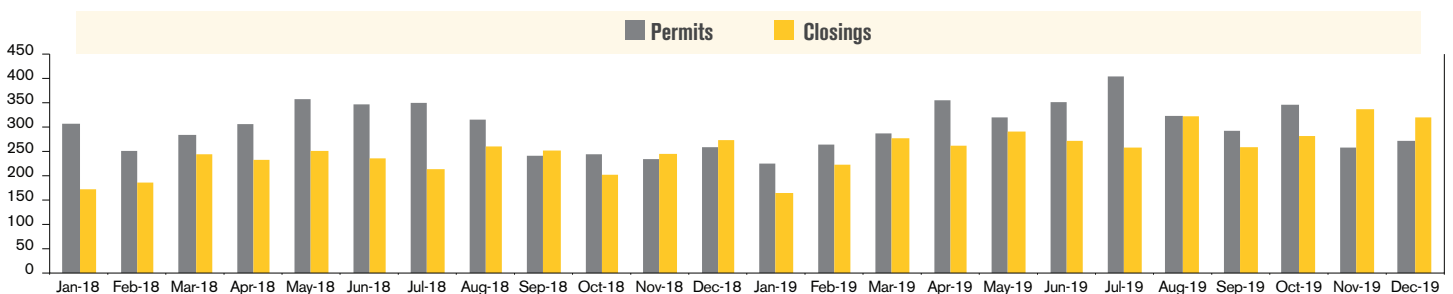
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For December 2019, new home permits were **down 1%** and new home closings were **up 18%** from December 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
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$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	1	0.0	1.0	Seller
\$175,000 - 199,999	0	0	0	1	0	1	0	n/a	0.0	Seller
\$200,000 - 224,999	1	1	0	1	1	2	1	1.0	0.8	Seller
\$225,000 - 249,999	2	4	2	1	3	3	1	2.0	1.6	Seller
\$250,000 - 274,999	11	4	4	6	5	2	2	5.5	2.4	Seller
\$275,000 - 299,999	11	5	2	3	2	4	2	5.5	3.9	Seller
\$300,000 - 349,999	10	3	4	5	7	2	7	1.4	2.3	Seller
\$350,000 - 399,999	12	5	2	8	4	3	6	2.0	2.7	Seller
\$400,000 - 499,999	15	6	3	4	5	6	4	3.8	2.6	Seller
\$500,000 - 599,999	9	3	2	2	3	0	1	9.0	18.3	Buyer
\$600,000 - 699,999	10	3	0	2	1	0	1	10.0	15.0	Buyer
\$700,000 - 799,999	8	1	0	1	1	0	1	8.0	8.5	Buyer
\$800,000 - 899,999	12	2	0	2	0	1	0	n/a	28.0	Buyer
\$900,000 - 999,999	3	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	17	2	0	0	0	3	0	n/a	18.3	Buyer
TOTAL	121	40	19	36	32	27	27	4.5	4.0	Slightly 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 02/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2019-01/31/2020. 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 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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31.9%

Coldwell Banker Residential Brokerage 9.1%

Realty Executives Tucson Elite 7.6%

Mattamy Homes 7.2%

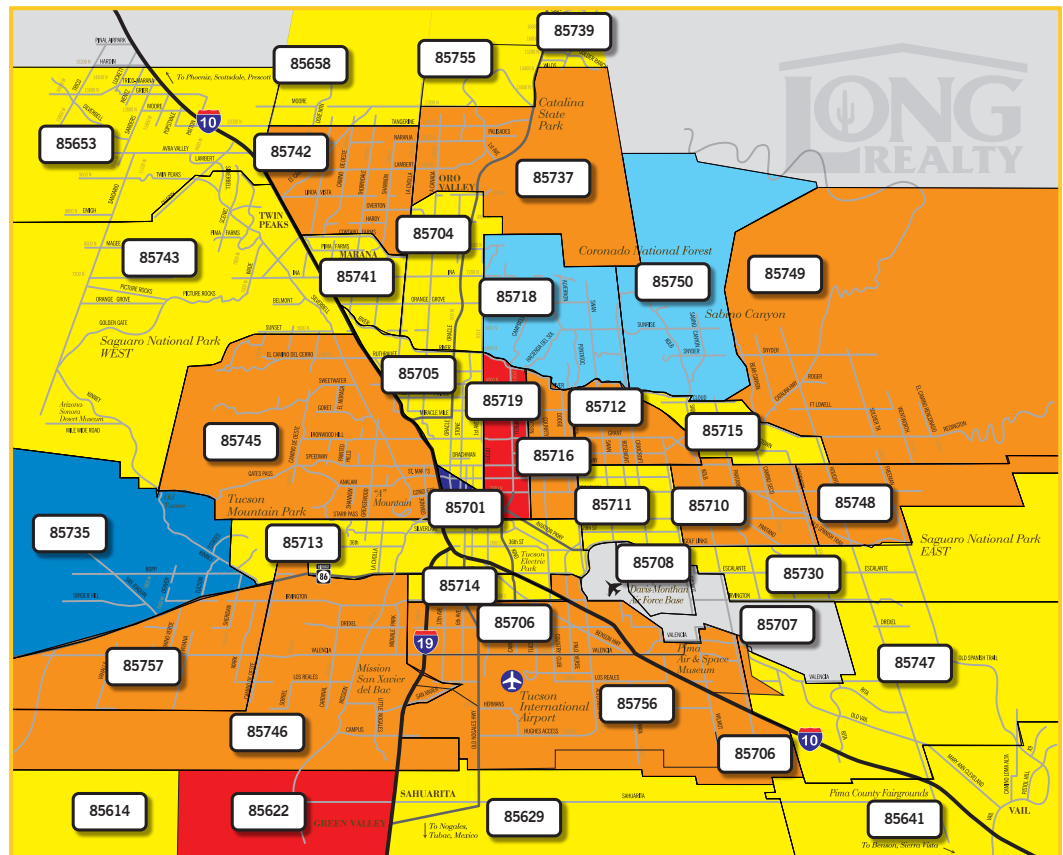
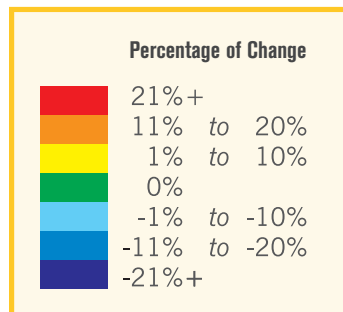
Tierra Antigua Realty 6.9%

Keller Williams Southern Arizona 6.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2018-JAN 2019 TO NOV 2019-JAN 2020)

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 November 2018-January 2019 to November 2019-January 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2020. Information is believed to be reliable, but not guaranteed.