

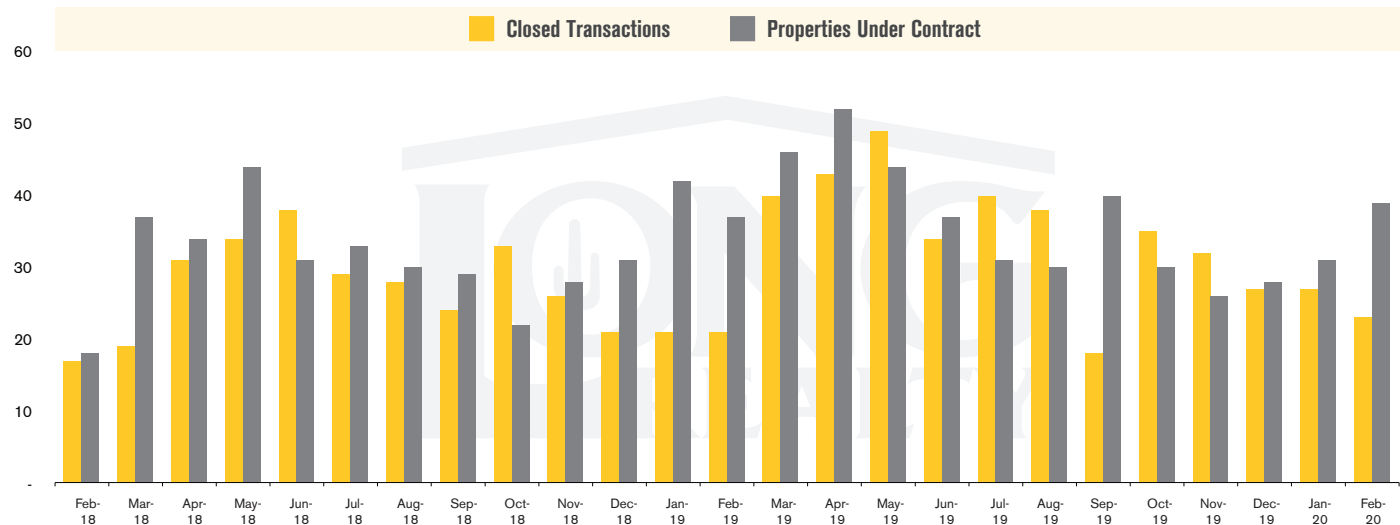
THE HOUSING REPORT

RANCHO VISTOSO | MARCH 2020

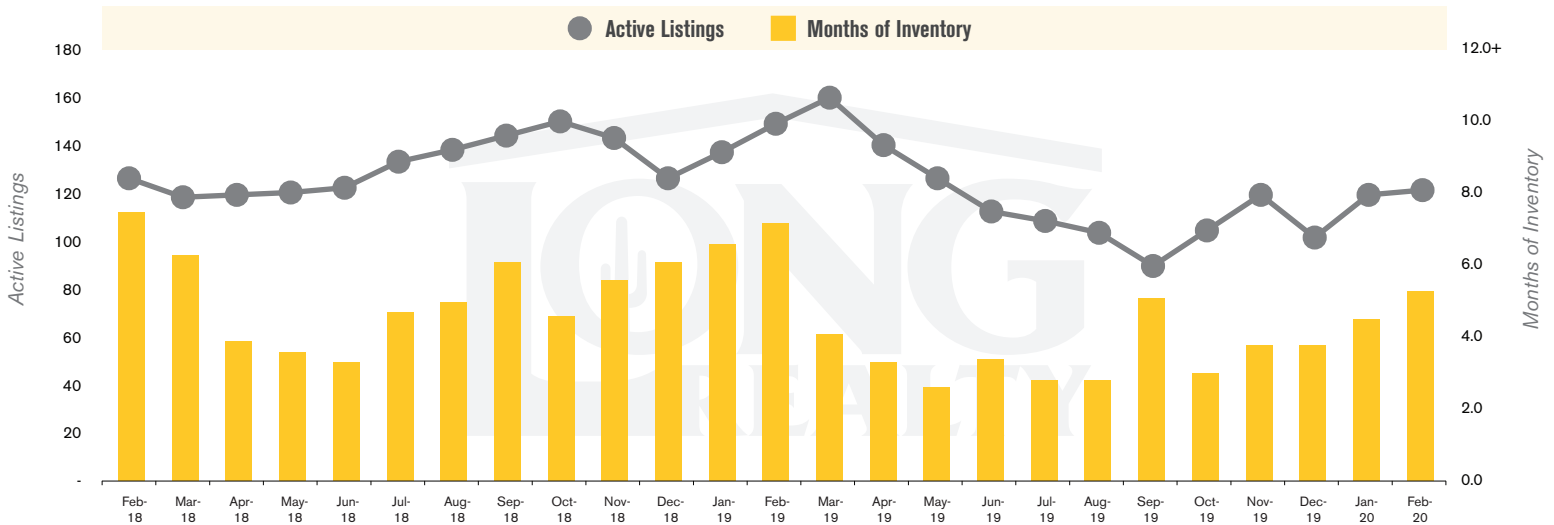


In the Rancho Vistoso area, February 2020 active inventory was 123, a 19% decrease from February 2019. There were 23 closings in February 2020, a 10% increase from February 2019. Year-to-date 2020 there were 51 closings, a 6% increase from year-to-date 2018. Months of Inventory was 5.3, down from 7.2 in February 2019. Median price of sold homes was \$360,481 for the month of February 2020, up 35% from February 2019. The Rancho Vistoso area had 39 new properties under contract in February 2020, up 5% from February 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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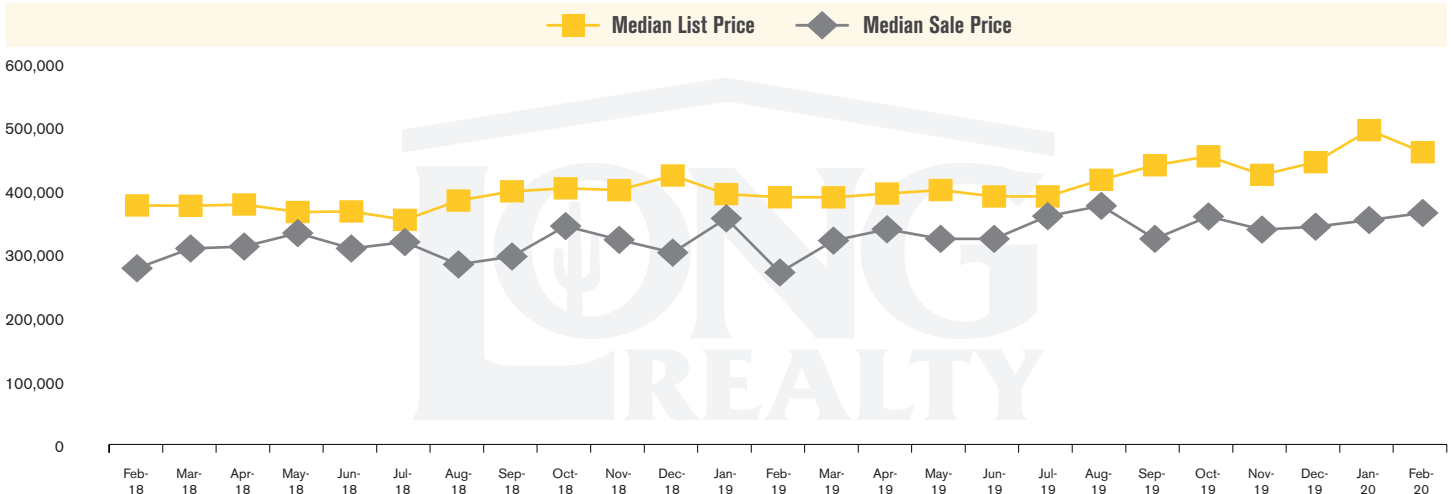
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

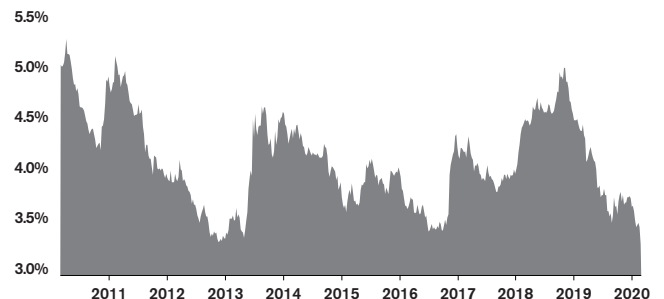


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

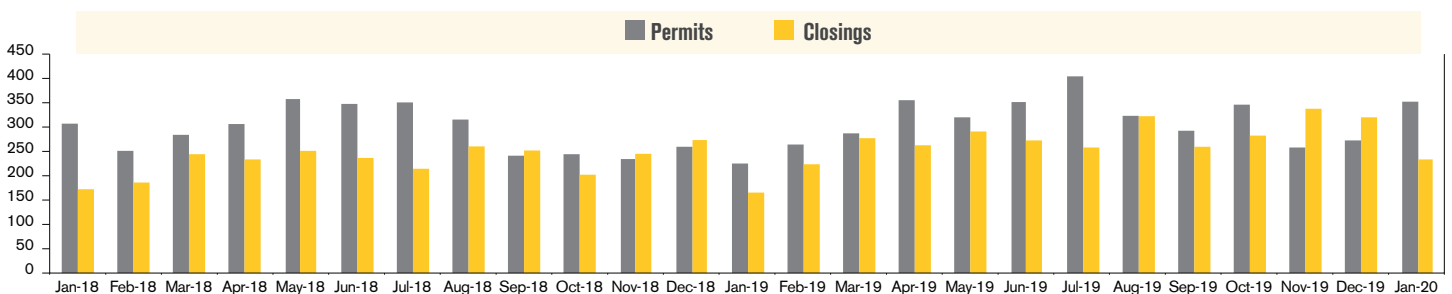
Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$267,500	4.370%	\$1,268.06
2020	\$360,481	3.470%	\$1,532.06

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For January 2020, new home permits were **up 56%** and new home closings were **up 41%** from January 2019.

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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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-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	1	0	n/a	0.0	Seller
\$175,000 - 199,999	0	0	1	0	1	0	0	n/a	0.0	Seller
\$200,000 - 224,999	1	0	1	1	2	1	0	n/a	1.0	Seller
\$225,000 - 249,999	3	2	1	3	3	1	1	3.0	1.8	Seller
\$250,000 - 274,999	10	4	6	5	2	2	3	3.3	3.9	Seller
\$275,000 - 299,999	7	2	3	2	4	2	1	7.0	4.0	Seller
\$300,000 - 349,999	8	4	5	7	2	7	5	1.6	2.0	Seller
\$350,000 - 399,999	14	2	8	4	3	6	4	3.5	2.7	Seller
\$400,000 - 499,999	17	3	4	5	6	4	2	8.5	3.7	Seller
\$500,000 - 599,999	13	2	2	3	0	1	2	6.5	24.8	Buyer
\$600,000 - 699,999	12	0	2	1	0	1	1	12.0	16.5	Buyer
\$700,000 - 799,999	8	0	1	1	0	1	1	8.0	10.0	Buyer
\$800,000 - 899,999	9	0	2	0	1	0	0	n/a	29.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	1	0	n/a	12.0	Buyer
\$1,000,000 - and over	16	0	0	0	3	0	3	5.3	8.2	Slightly Buyer
TOTAL	123	19	36	32	27	28	23	5.3	4.4	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 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. 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 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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32.6%

Coldwell Banker Residential Brokerage 9.2%

Realty Executives Tucson Elite 7.4%

Mattamy Homes 6.7%

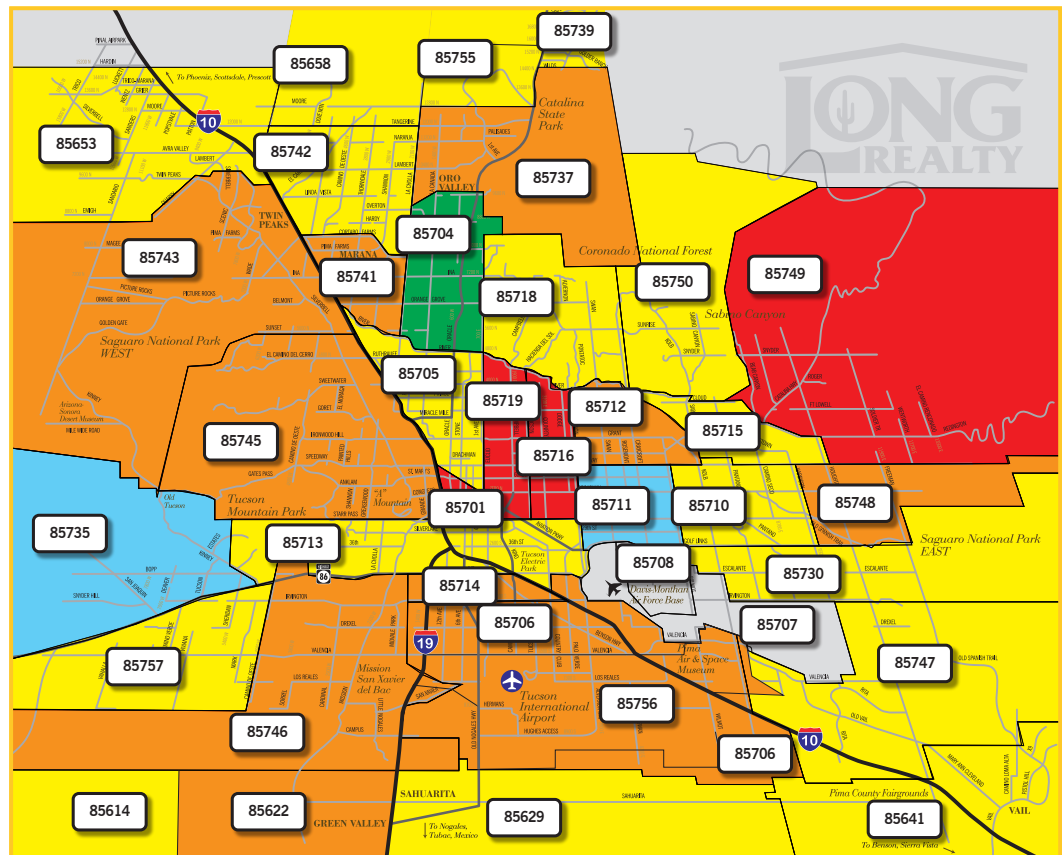
Tierra Antigua Realty 6.4%

Keller Williams Southern Arizona 6.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2018-FEB 2019 TO DEC 2019-FEB 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 December 2018-February 2019 to December 2019-February 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/04/2020. Information is believed to be reliable, but not guaranteed.