

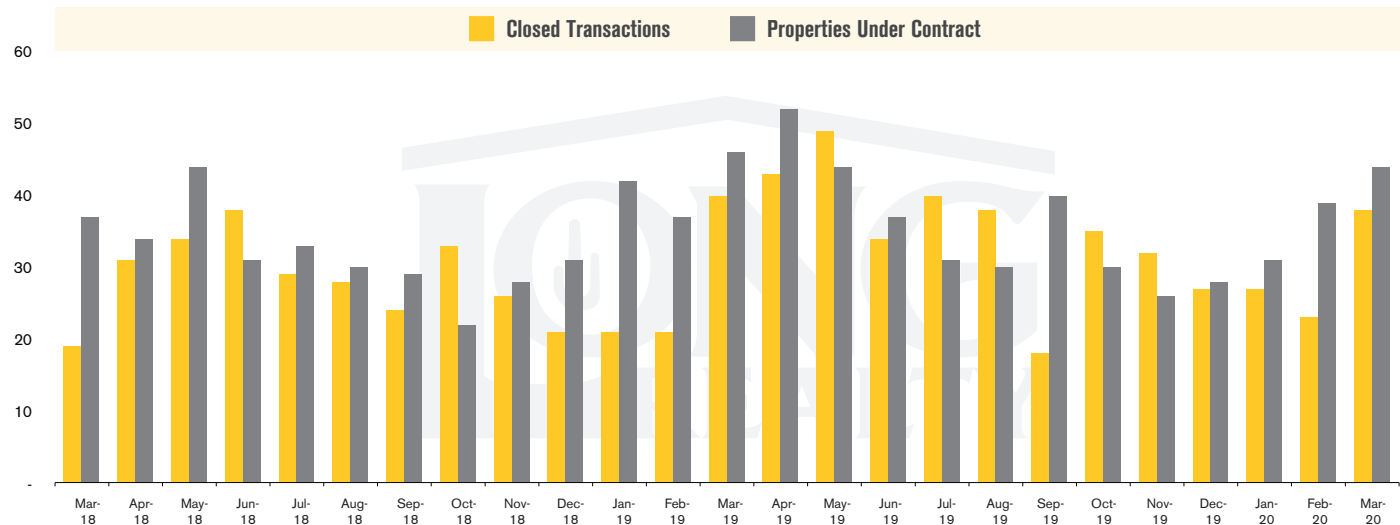
THE HOUSING REPORT

RANCHO VISTOSO | APRIL 2020

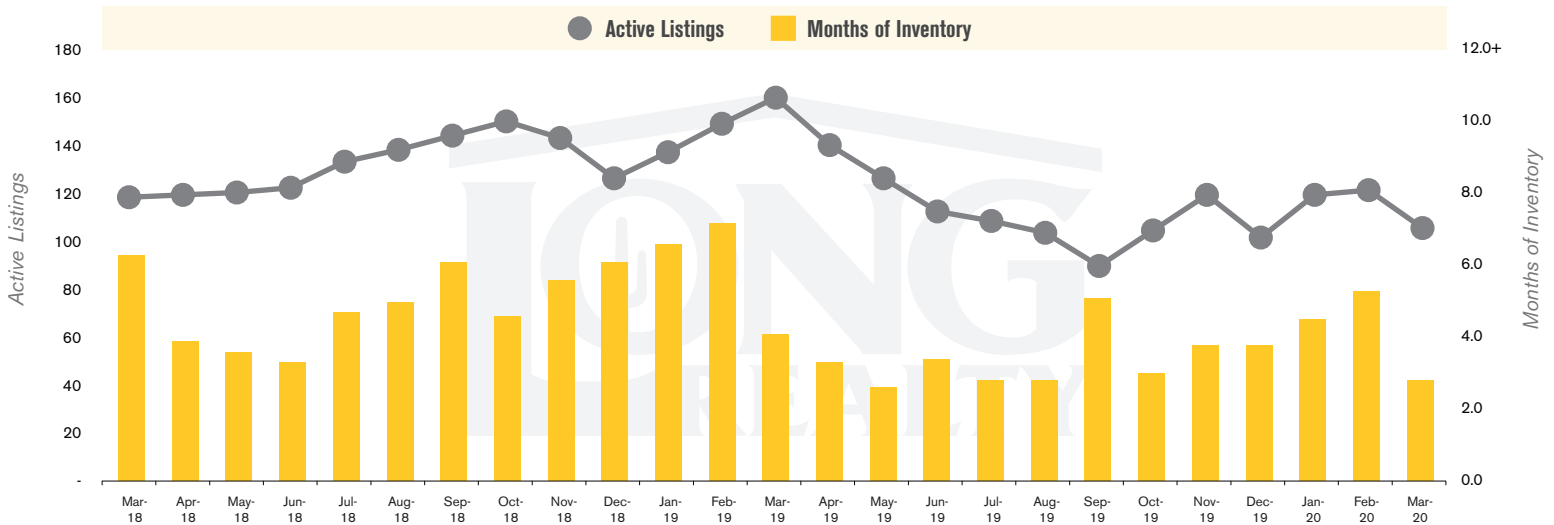


In the Rancho Vistoso area, March 2020 active inventory was 107, a 34% decrease from March 2019. There were 38 closings in March 2020, a 5% decrease from March 2019. Year-to-date 2020 there were 91 closings, a 1% increase from year-to-date 2019. Months of Inventory was 2.8, down from 4.1 in March 2019. Median price of sold homes was \$347,500 for the month of March 2020, up 10% from March 2019. The Rancho Vistoso area had 44 new properties under contract in March 2020, down 4% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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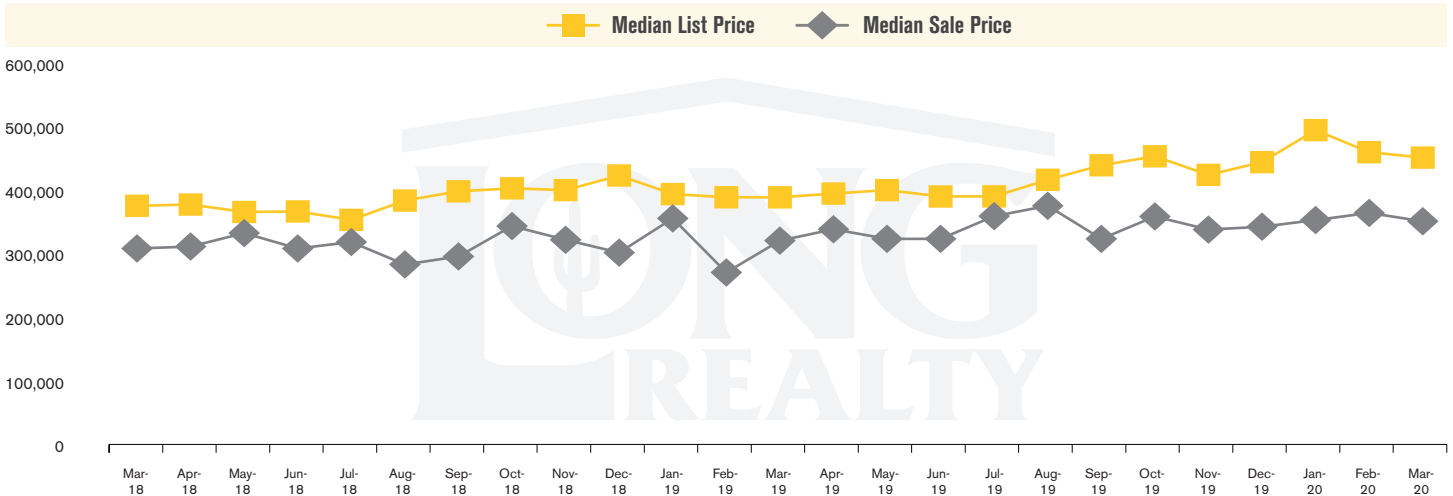
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

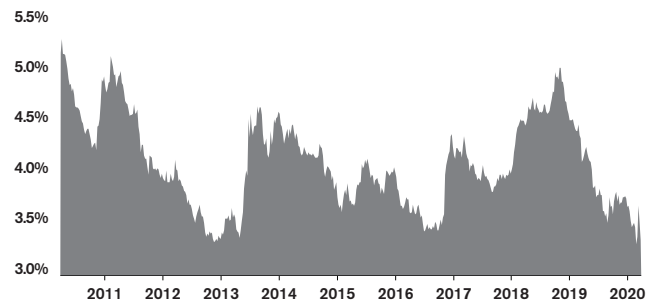


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

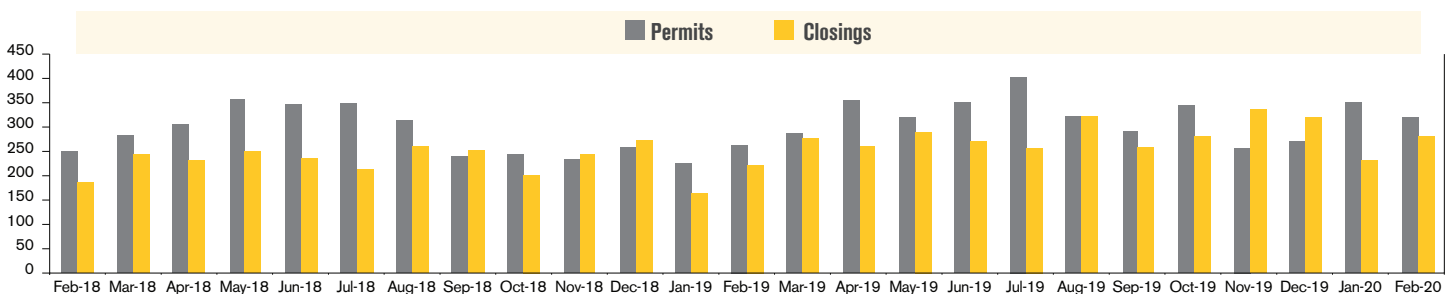
Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$317,250	4.375%	\$1,504.78
2020	\$347,500	3.450%	\$1,473.21

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 February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 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
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-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	1	0	0	n/a	0.0	Seller
\$175,000 - 199,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	3	1	1	2	1	0	1	3.0	2.5	Seller
\$225,000 - 249,999	2	1	3	3	1	2	0	n/a	2.3	Seller
\$250,000 - 274,999	3	6	5	2	2	3	5	0.6	2.4	Seller
\$275,000 - 299,999	8	3	2	4	2	1	7	1.1	2.6	Seller
\$300,000 - 349,999	7	5	7	2	7	5	6	1.2	1.4	Seller
\$350,000 - 399,999	11	8	4	3	6	4	2	5.5	3.1	Seller
\$400,000 - 499,999	15	4	5	6	4	2	5	3.0	4.3	Slightly Seller
\$500,000 - 599,999	12	2	3	0	1	2	3	4.0	12.6	Buyer
\$600,000 - 699,999	11	2	1	0	1	1	2	5.5	8.3	Slightly Buyer
\$700,000 - 799,999	5	1	1	0	1	1	2	2.5	5.3	Balanced
\$800,000 - 899,999	10	2	0	1	0	0	1	10.0	31.0	Buyer
\$900,000 - 999,999	5	0	0	0	1	0	1	5.0	6.5	Balanced
\$1,000,000 - and over	15	0	0	3	0	3	3	5.0	8.0	Slightly Buyer
TOTAL	107	36	32	27	28	24	38	2.8	3.9	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 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. 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 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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34.4%

Coldwell Banker Residential Brokerage 8.8%

Realty Executives Tucson Elite 7.5%

Tierra Antigua Realty 6.6%

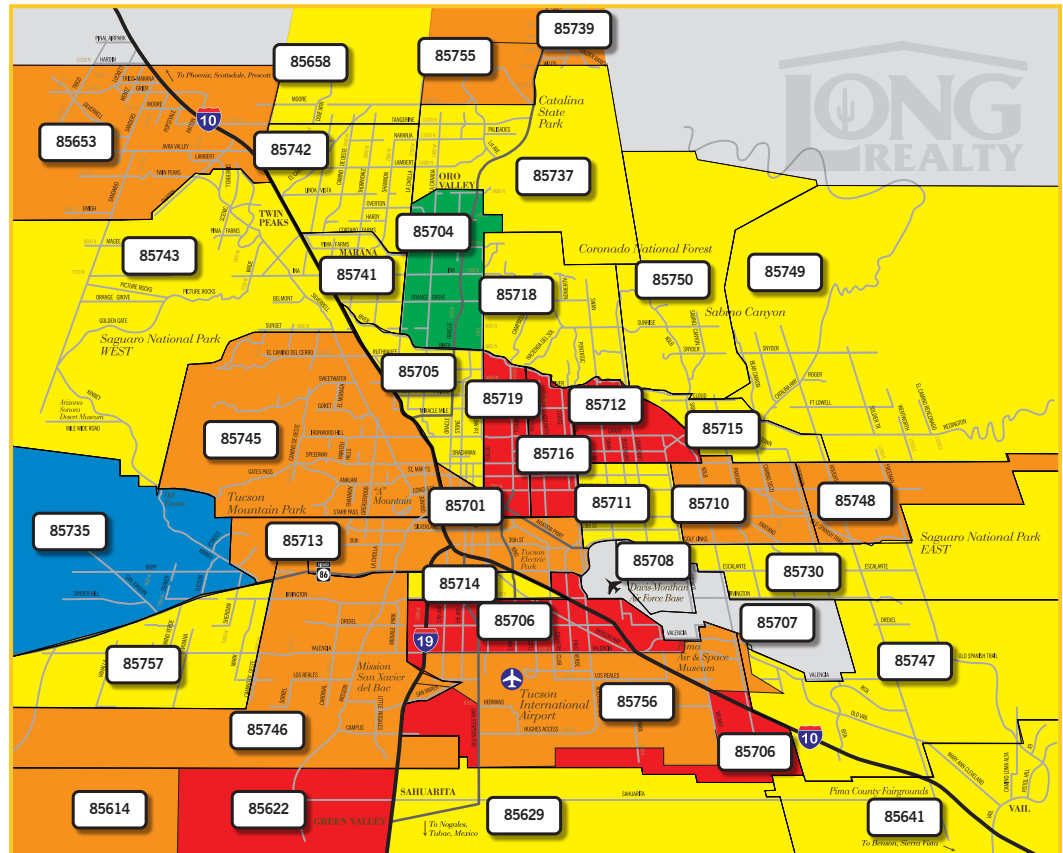
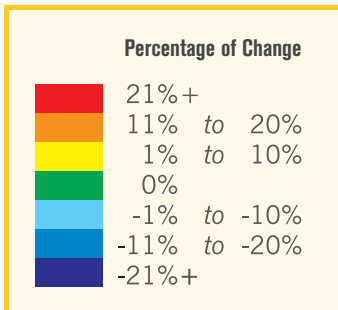
Mattamy Homes 6.4%

Keller Williams Southern Arizona 5.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO JAN 2020-MAR 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 January 2019-March 2019 to January 2020-March 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2020. Information is believed to be reliable, but not guaranteed.