

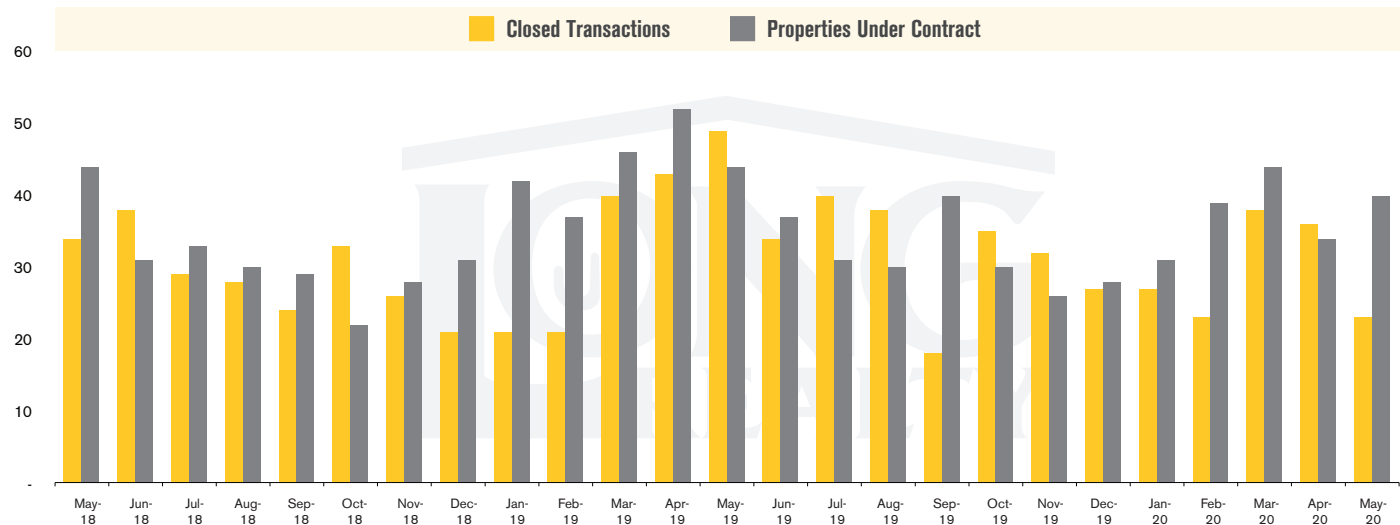
THE HOUSING REPORT

RANCHO VISTOSO | JUNE 2020

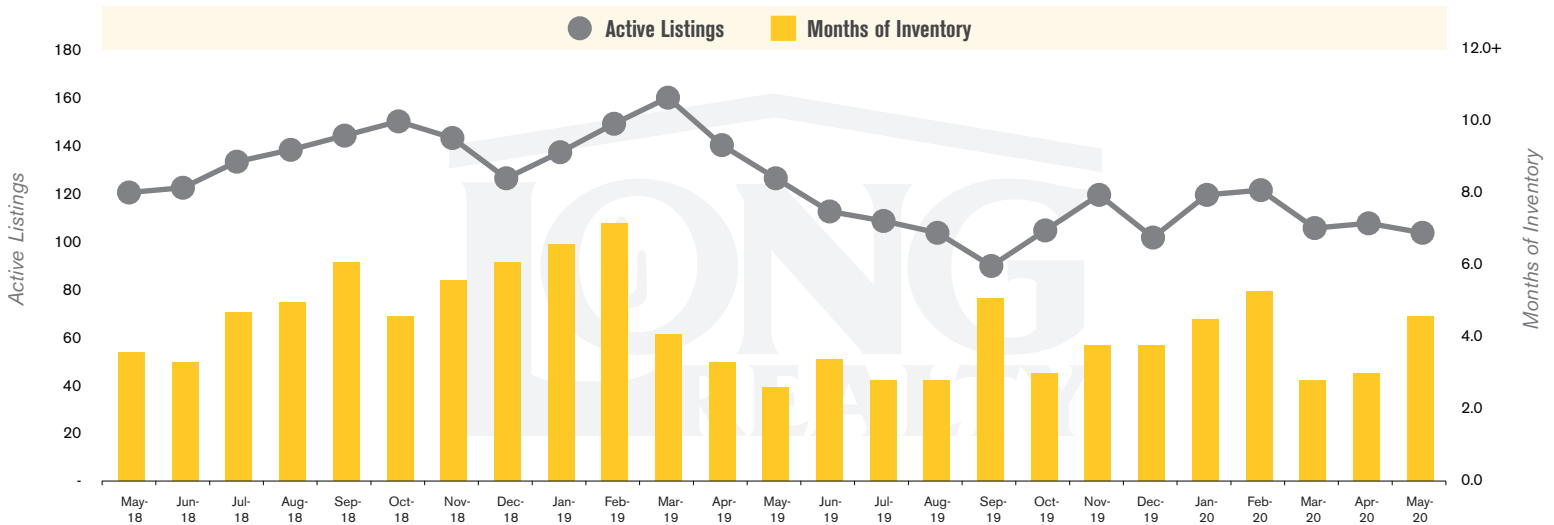


In the Rancho Vistoso area, May 2020 active inventory was 105, an 18% decrease from May 2019. There were 23 closings in May 2020, a 53% decrease from May 2019. Year-to-date 2020 there were 156 closings, a 15% decrease from year-to-date 2019. Months of Inventory was 4.6, up from 2.6 in May 2019. Median price of sold homes was \$307,500 for the month of May 2020, down 4% from May 2019. The Rancho Vistoso area had 40 new properties under contract in May 2020, down 9% from May 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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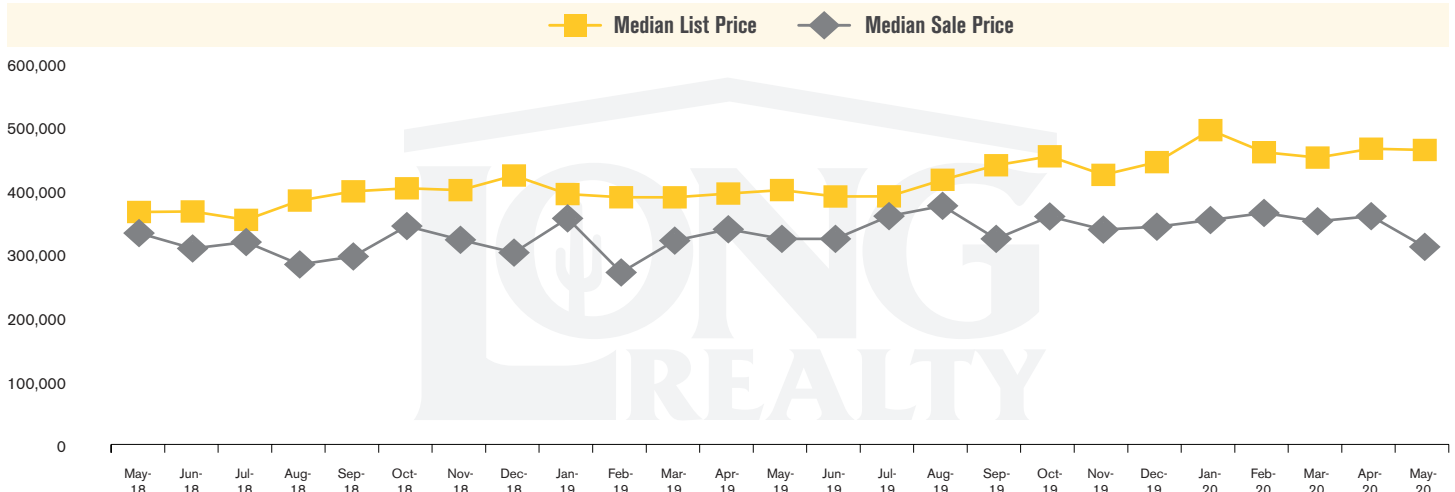
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

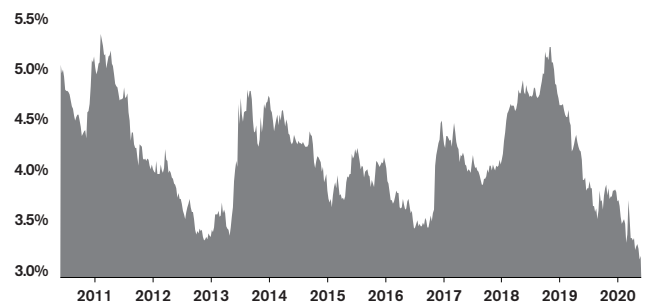


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

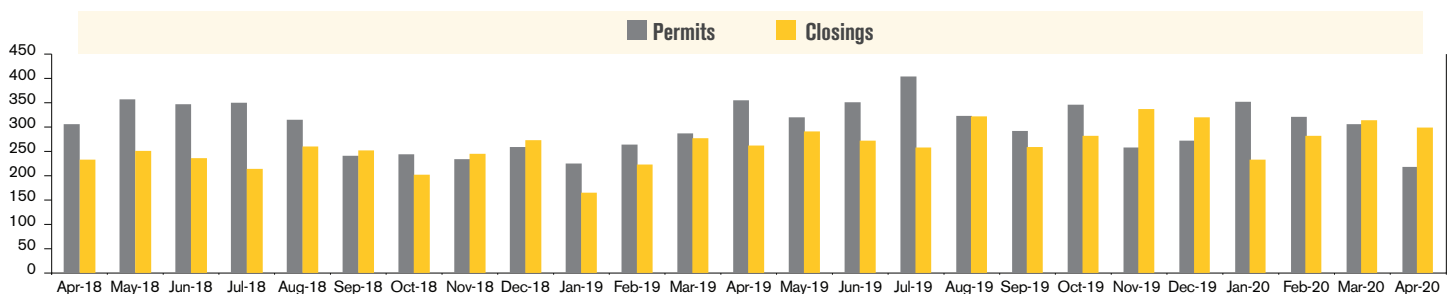
Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$320,000	4.070%	\$1,463.64
2020	\$307,500	3.230%	\$1,268.14

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 April 2020, new home permits were **down 39%** and new home closings were **up 14%** from April 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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-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	1	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	4	2	1	0	1	2	1	4.0	2.8	Seller
\$225,000 - 249,999	7	3	1	2	0	4	3	2.3	2.3	Seller
\$250,000 - 274,999	8	2	2	3	5	6	2	4.0	1.2	Seller
\$275,000 - 299,999	5	4	2	1	8	1	4	1.3	1.5	Seller
\$300,000 - 349,999	6	2	7	5	7	5	5	1.2	0.9	Seller
\$350,000 - 399,999	13	3	6	4	2	7	1	13.0	3.6	Seller
\$400,000 - 499,999	21	6	4	2	6	5	3	7.0	3.9	Seller
\$500,000 - 599,999	9	0	1	2	3	3	2	4.5	8.4	Slightly Buyer
\$600,000 - 699,999	8	0	1	1	4	1	1	8.0	5.0	Balanced
\$700,000 - 799,999	5	0	1	1	2	4	1	5.0	2.6	Seller
\$800,000 - 899,999	5	1	0	0	1	0	0	n/a	23.0	Buyer
\$900,000 - 999,999	2	0	1	0	1	0	0	n/a	9.0	Buyer
\$1,000,000 - and over	12	3	0	3	3	0	0	n/a	14.0	Buyer
TOTAL	105	27	28	24	43	38	23	4.6	3.1	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 06/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2020-05/31/2020. 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 06/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2019 – 05/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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32.6%

Coldwell Banker Residential Brokerage 8.6%

Tierra Antigua Realty 8.1%

Mattamy Homes 7.6%

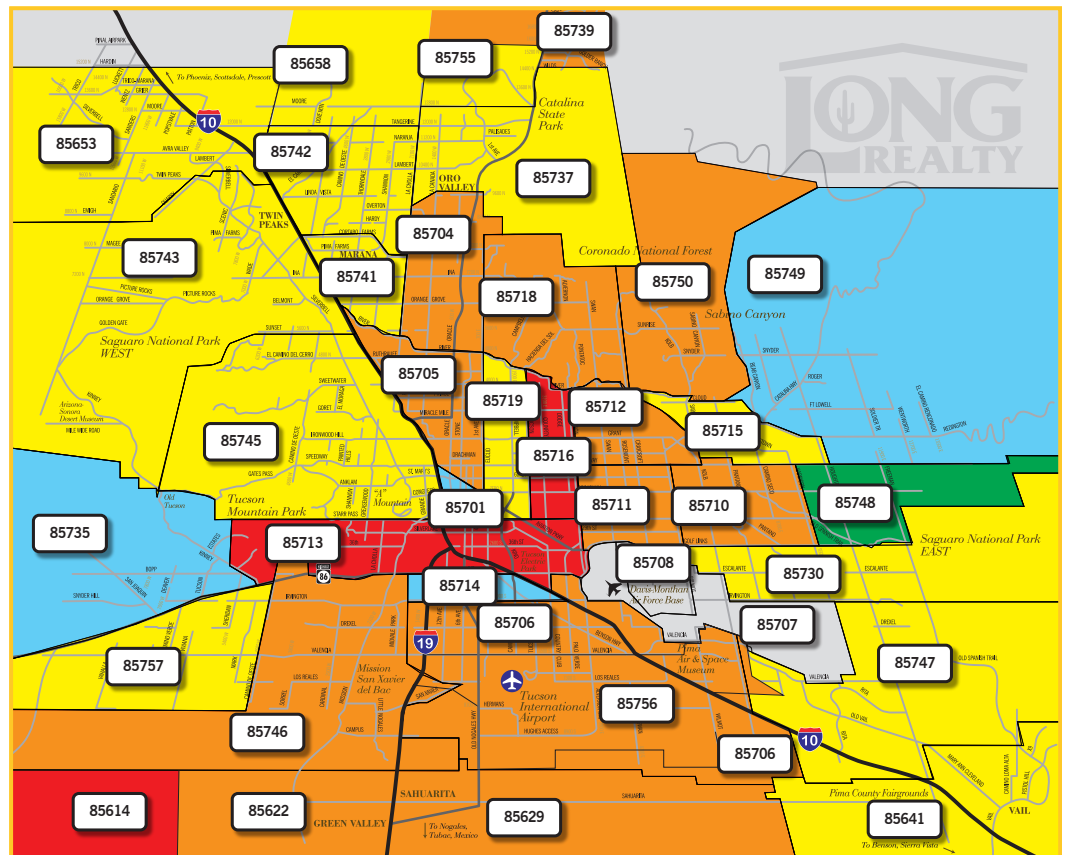
Realty Executives Tucson Elite 7.5%

Keller Williams Southern Arizona 5.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2019-MAY 2019 TO MAR 2020-MAY 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 March 2019-May 2019 to March 2020-May 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/03/2020. Information is believed to be reliable, but not guaranteed.