

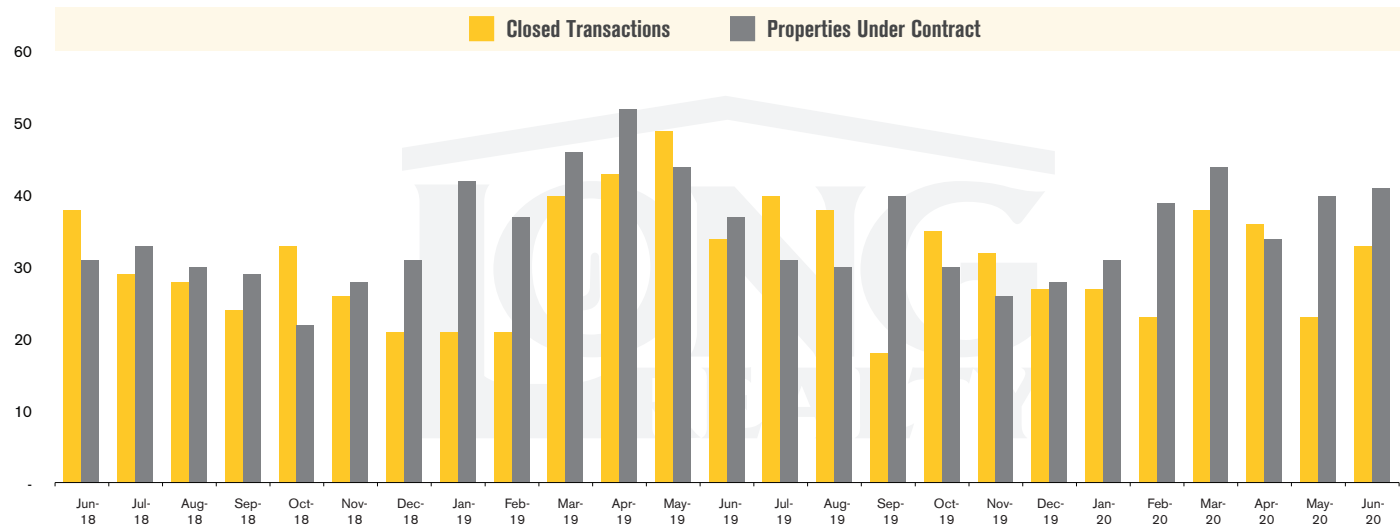
# THE HOUSING REPORT

RANCHO VISTOSO | JULY 2020

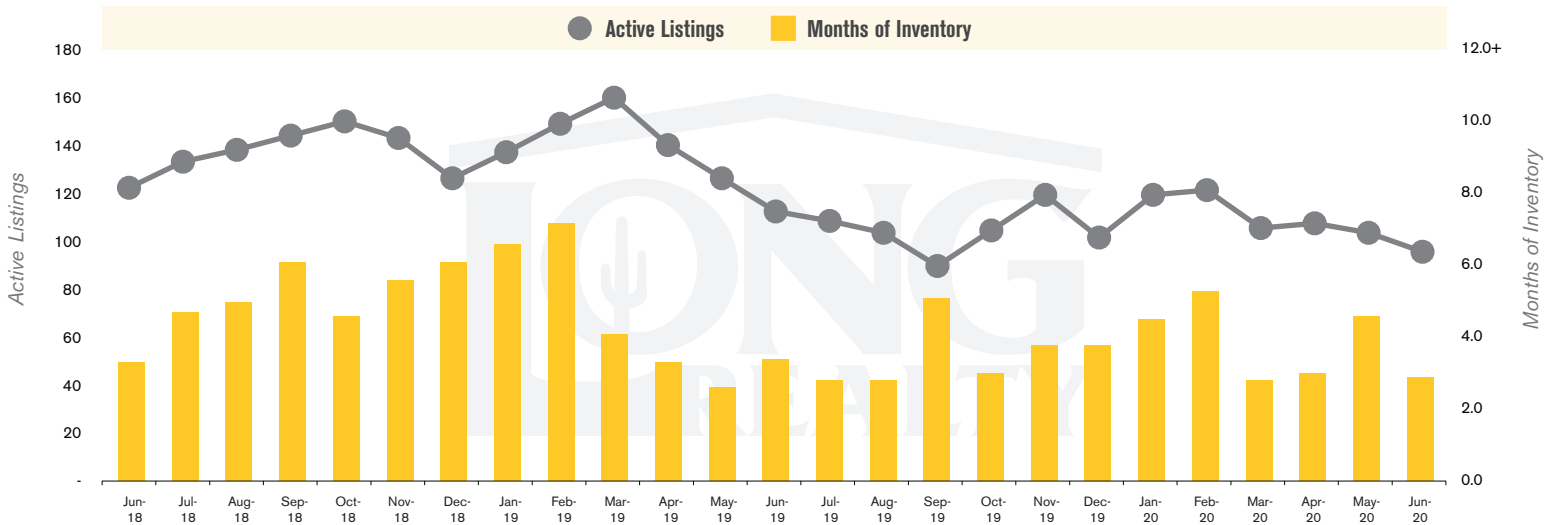


In the Rancho Vistoso area, June 2020 active inventory was 97, a 15% decrease from June 2019. There were 33 closings in June 2020, a 3% decrease from June 2019. Year-to-date 2020 there were 180 closings, a 13% decrease from year-to-date 2019. Months of Inventory was 2.9, down from 3.4 in June 2019. Median price of sold homes was \$370,000 for the month of June 2020, up 16% from June 2019. The Rancho Vistoso area had 41 new properties under contract in June 2020, up 11% from June 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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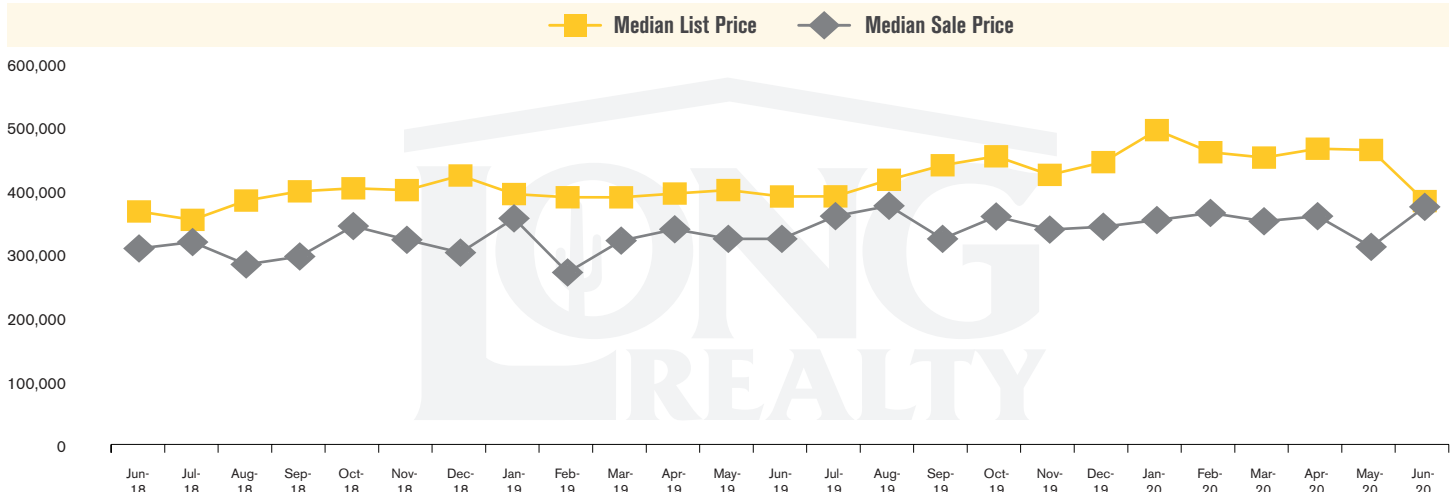
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

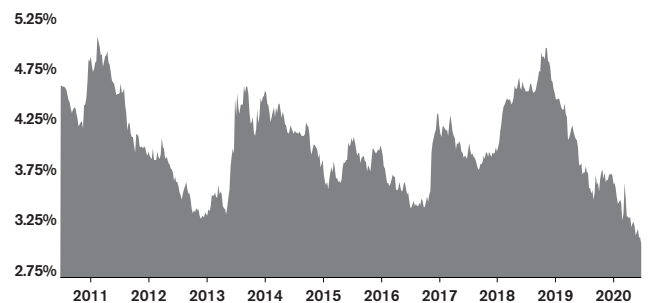


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$320,000	3.800%	\$1,416.51
2020	\$370,000	3.160%	\$1,512.44

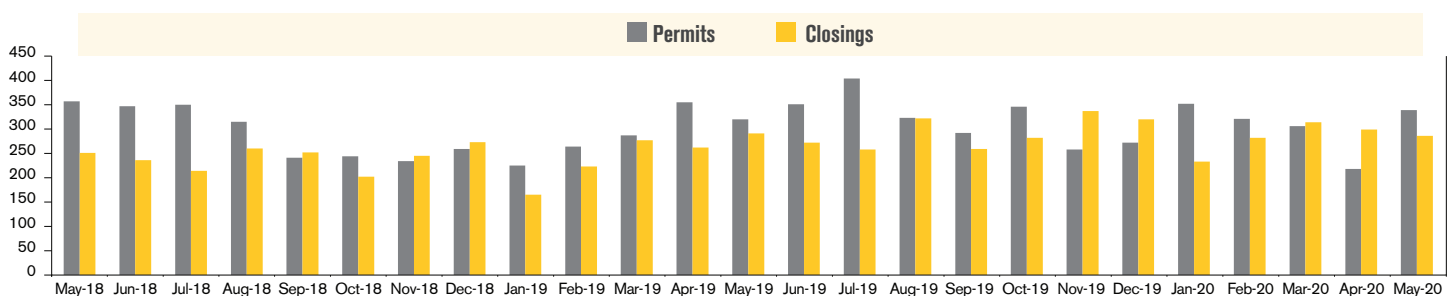
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For May 2020, new home permits were **up 6%** and new home closings were **down 2%** from May 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
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-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	1	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	0	0	0	1	0.0	0.0	<b>Seller</b>
\$200,000 - 224,999	2	1	0	1	2	1	1	2.0	3.0	<b>Seller</b>
\$225,000 - 249,999	4	1	2	0	4	0	0	n/a	5.3	<b>Balanced</b>
\$250,000 - 274,999	6	2	3	5	6	5	3	2.0	1.3	<b>Seller</b>
\$275,000 - 299,999	4	2	1	8	1	8	3	1.3	1.5	<b>Seller</b>
\$300,000 - 349,999	3	7	5	7	5	7	3	1.0	0.9	<b>Seller</b>
\$350,000 - 399,999	14	6	4	2	7	2	9	1.6	2.1	<b>Seller</b>
\$400,000 - 499,999	18	4	2	7	5	7	2	9.0	4.3	<b>Slightly Seller</b>
\$500,000 - 599,999	13	1	2	3	3	3	5	2.6	6.0	<b>Balanced</b>
\$600,000 - 699,999	9	1	1	4	1	4	0	n/a	5.7	<b>Balanced</b>
\$700,000 - 799,999	3	1	1	2	4	2	3	1.0	2.2	<b>Seller</b>
\$800,000 - 899,999	5	0	0	1	0	1	1	5.0	9.8	<b>Buyer</b>
\$900,000 - 999,999	1	1	0	1	0	1	0	n/a	6.0	<b>Balanced</b>
\$1,000,000 - and over	15	0	3	3	0	3	2	7.5	8.1	<b>Slightly Buyer</b>
<b>TOTAL</b>	<b>97</b>	<b>28</b>	<b>24</b>	<b>44</b>	<b>38</b>	<b>44</b>	<b>33</b>	<b>2.9</b>	<b>2.8</b>	<b>Seller</b>



**Seller's Market**



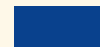
**Slight Seller's Market**



**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 07/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2020-06/30/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | JULY 2020



## MARKET SHARE (RANCHO VISTOSO)

**Long Realty leads the market in successful real estate sales.**

Data Obtained 07/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2019 – 06/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

33.1%

Coldwell Banker Residential Brokerage 8.4%

Realty Executives Tucson Elite 7.8%

Mattamy Homes 7.7%

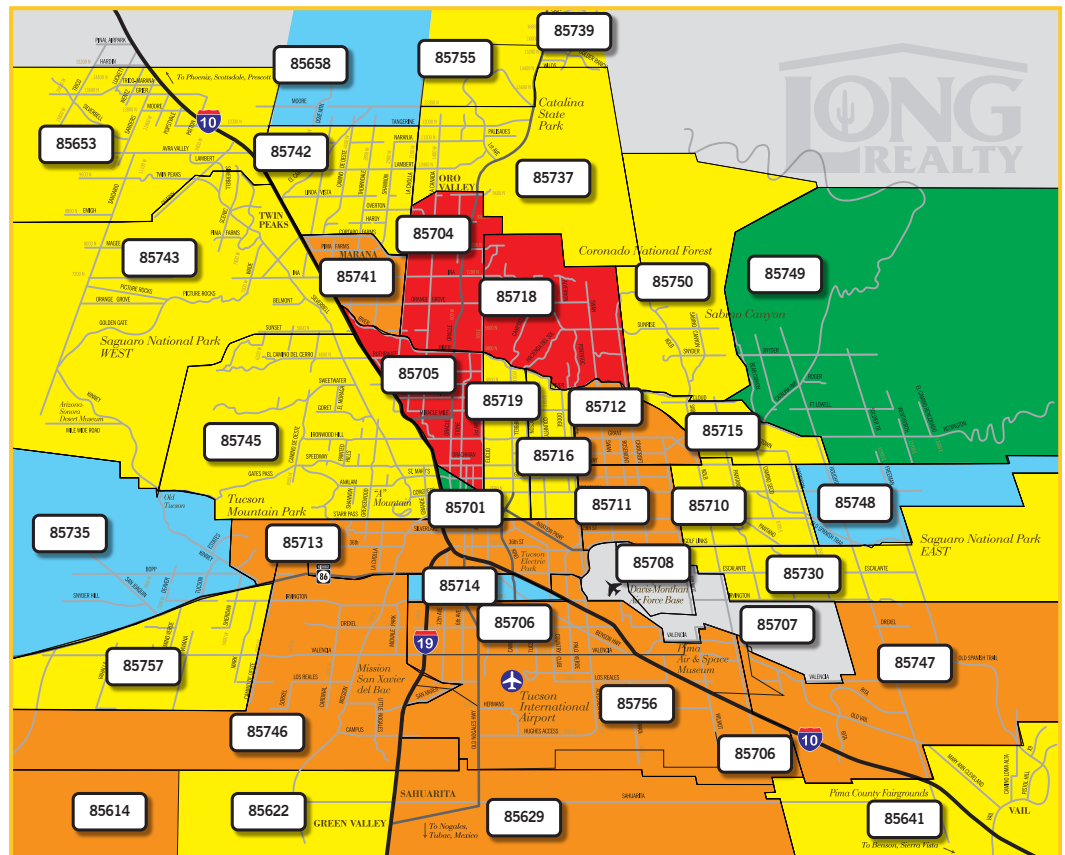
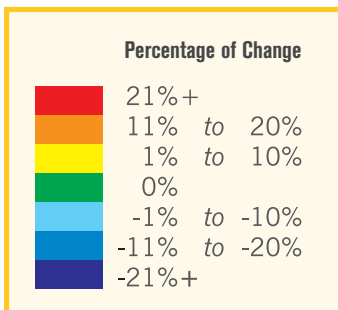
Tierra Antigua Realty 7.7%

Keller Williams Southern Arizona 6.0%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2019-JUN 2019 TO  
APR 2020-JUN 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 April 2019-June 2019 to April 2020-June 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/06/2020. Information is believed to be reliable, but not guaranteed.