

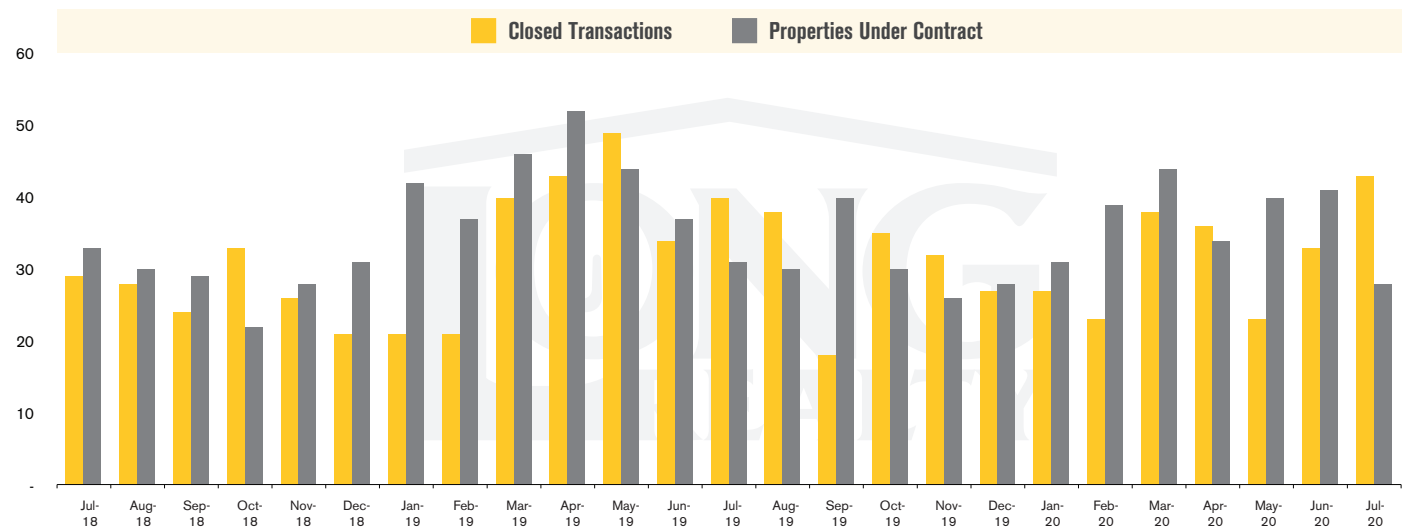
THE HOUSING REPORT

RANCHO VISTOSO | AUGUST 2020

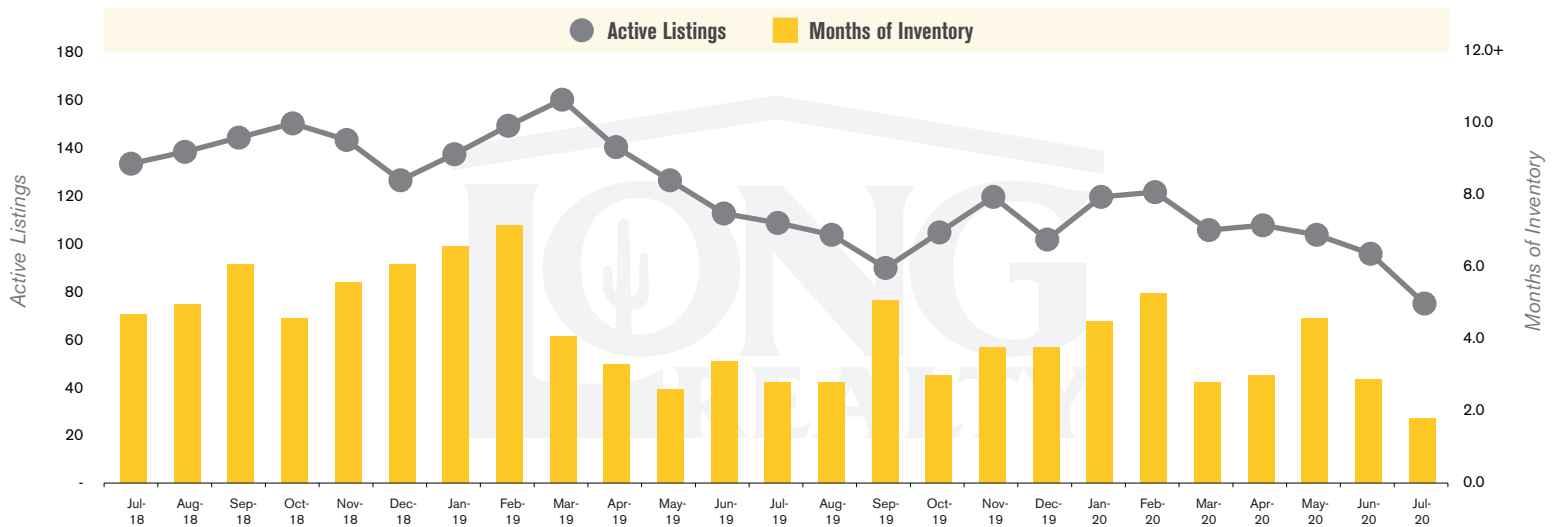


In the Rancho Vistoso area, July 2020 active inventory was 76, a 31% decrease from July 2019. There were 43 closings in July 2020, an 8% increase from July 2019. Year-to-date 2020 there were 238 closings, a 9% decrease from year-to-date 2019. Months of Inventory was 1.8, down from 2.8 in July 2019. Median price of sold homes was \$336,500 for the month of July 2020, down 5% from July 2019. The Rancho Vistoso area had 28 new properties under contract in July 2020, down 10% from July 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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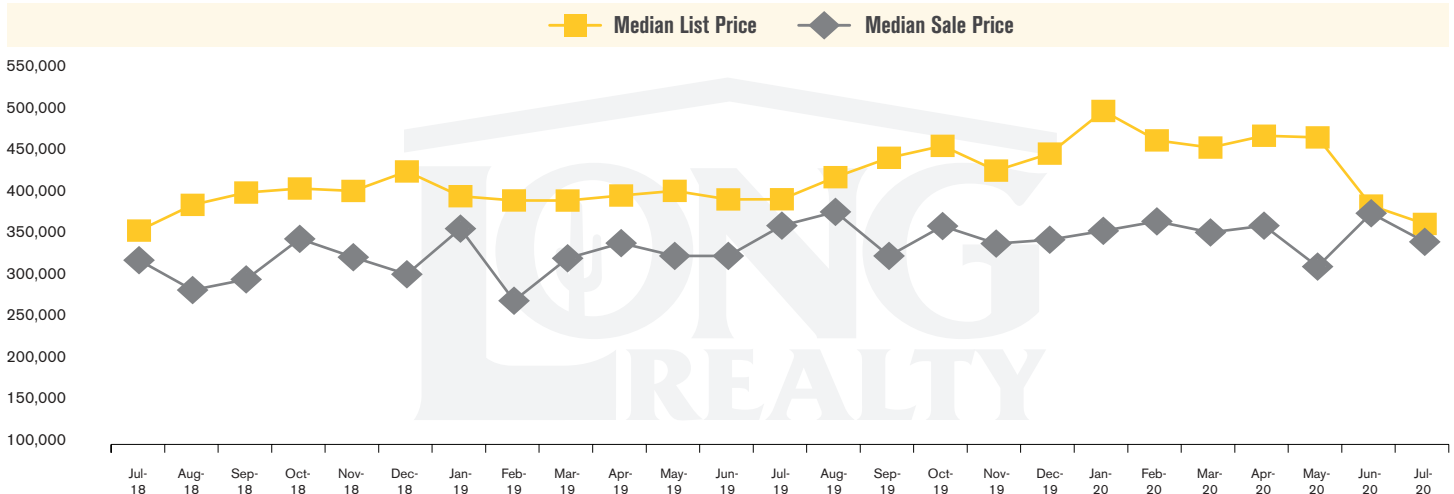
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

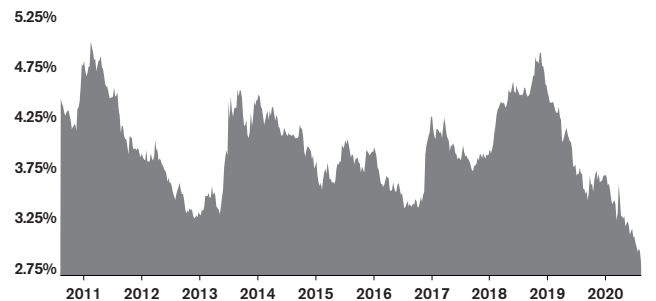


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$355,500	3.770%	\$1,567.89
2020	\$336,500	3.020%	\$1,351.21

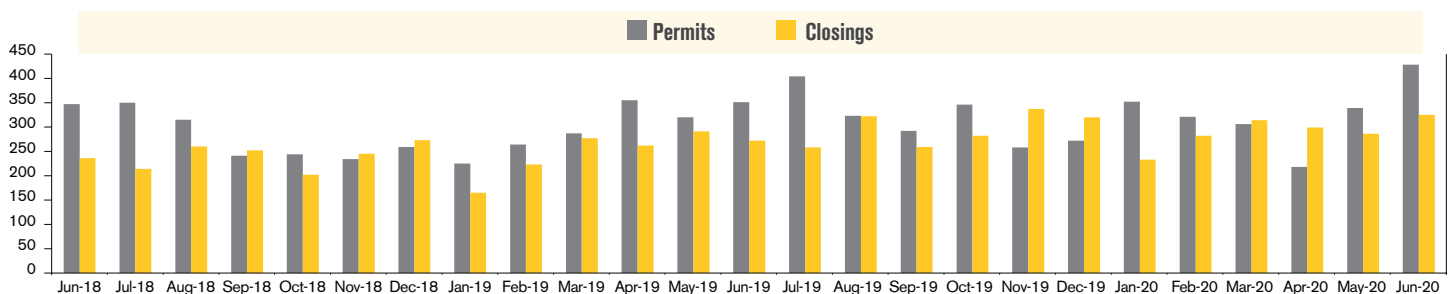
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For June 2020, new home permits were **up 22%** and new home closings were **up 19%** from June 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
		Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-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	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	3	0	1	2	1	2	0	n/a	3.0	Seller
\$225,000 - 249,999	5	2	0	4	3	4	4	1.3	1.5	Seller
\$250,000 - 274,999	5	3	5	6	2	6	5	1.0	1.5	Seller
\$275,000 - 299,999	1	1	8	1	4	1	4	0.3	1.1	Seller
\$300,000 - 349,999	5	5	7	5	5	5	4	1.3	1.0	Seller
\$350,000 - 399,999	11	4	2	7	2	7	7	1.6	2.4	Seller
\$400,000 - 499,999	10	2	7	5	3	5	8	1.3	3.1	Seller
\$500,000 - 599,999	8	2	3	3	2	3	1	8.0	9.5	Buyer
\$600,000 - 699,999	5	1	4	1	1	1	2	2.5	5.5	Balanced
\$700,000 - 799,999	3	1	2	4	1	4	2	1.5	1.6	Seller
\$800,000 - 899,999	5	0	1	0	0	0	1	5.0	15.0	Buyer
\$900,000 - 999,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	14	3	3	0	0	0	5	2.8	8.2	Slightly Buyer
TOTAL	76	24	44	38	24	38	43	1.8	2.6	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 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. 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 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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33.0%

Coldwell Banker Residential Brokerage 9.3%

Mattamy Homes 7.8%

Tierra Antigua Realty 7.3%

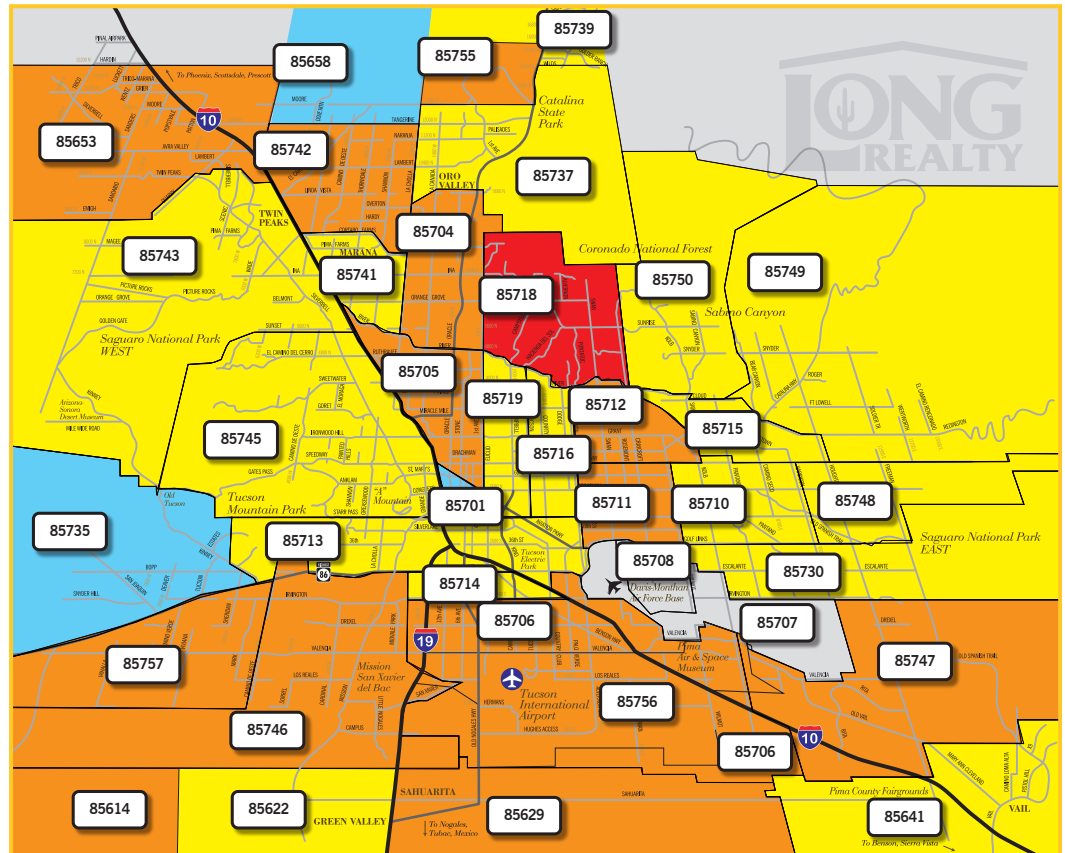
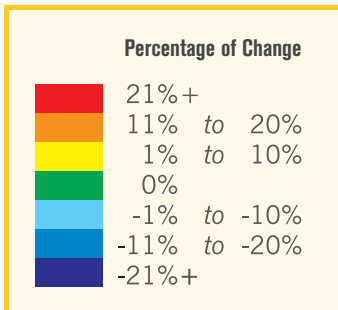
Realty Executives Tucson Elite 7.3%

Keller Williams Southern Arizona 6.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2019-JUL 2019 TO MAY 2020-JUL 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 May 2019-July 2019 to May 2020-July 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2020. Information is believed to be reliable, but not guaranteed.