

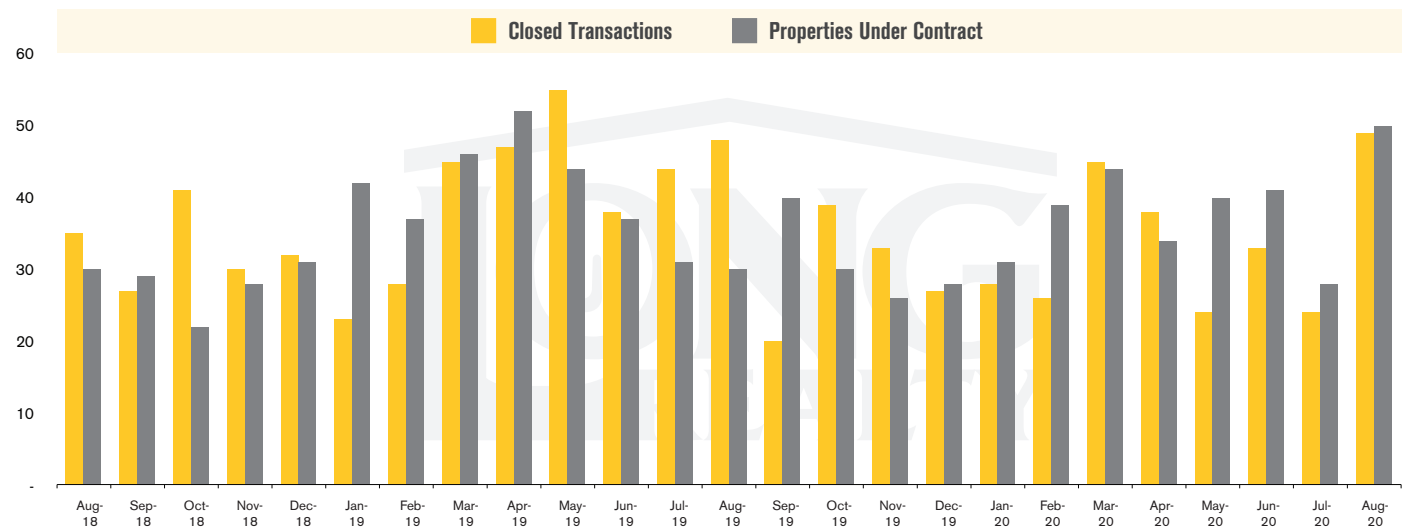
THE HOUSING REPORT

RANCHO VISTOSO | SEPTEMBER 2020

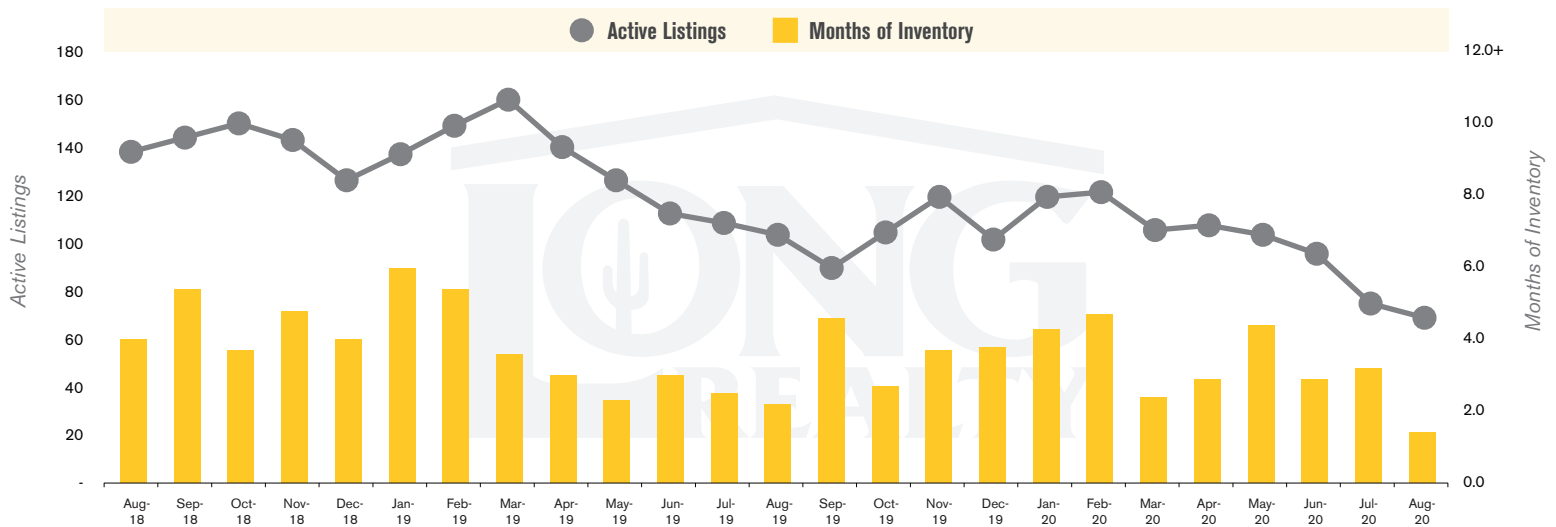


In the Rancho Vistoso area, August 2020 active inventory was 70, a 33% decrease from August 2019. There were 49 closings in August 2020, a 2% increase from August 2019. Year-to-date 2020 there were 267 closings, a 19% decrease from year-to-date 2019. Months of Inventory was 1.4, down from 2.2 in August 2019. Median price of sold homes was \$367,500 for the month of August 2020, down 1% from August 2019. The Rancho Vistoso area had 50 new properties under contract in August 2020, up 67% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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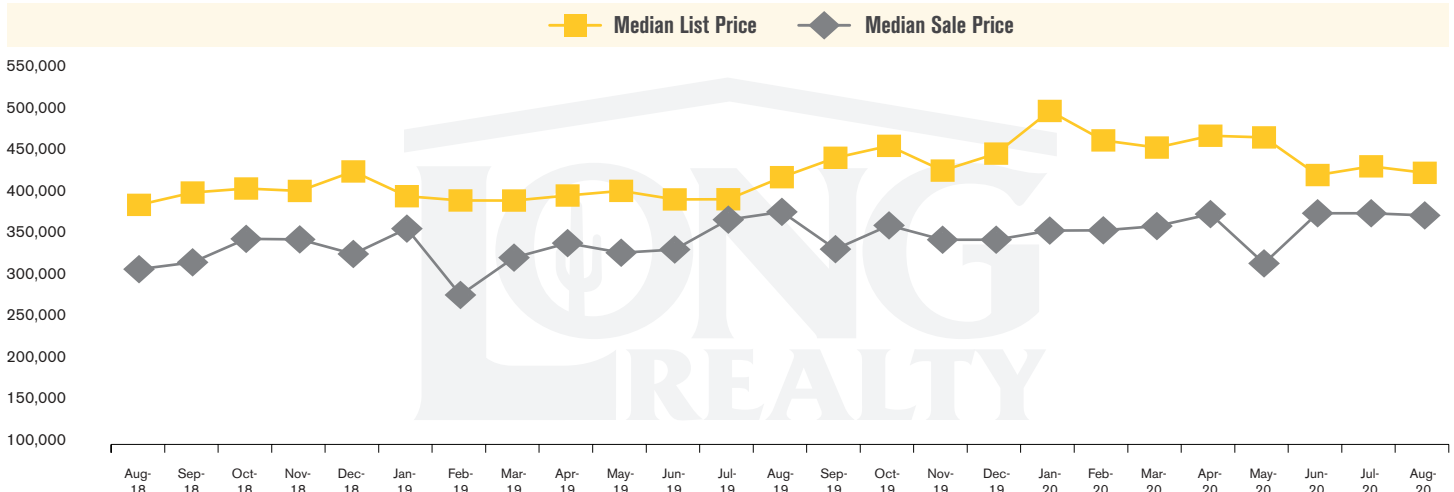
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

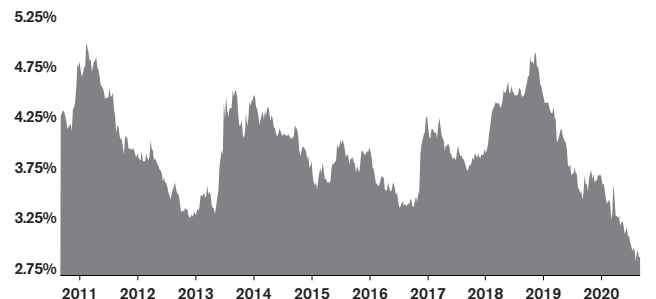


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

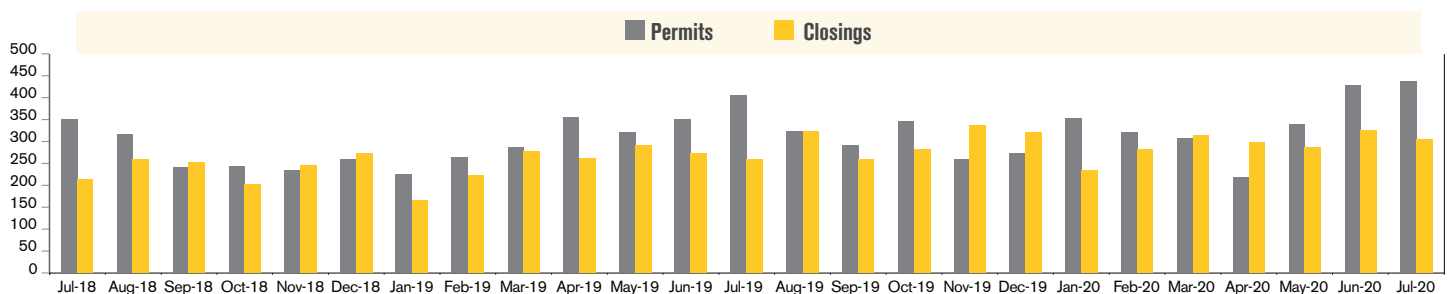
Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$371,630	3.620%	\$1,609.09
2020	\$367,500	2.940%	\$1,460.65

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 July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-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	1	0	0	0	1	0	0	n/a	1.0	Seller
\$200,000 - 224,999	3	1	2	1	1	1	4	0.8	1.3	Seller
\$225,000 - 249,999	2	1	4	3	0	3	5	0.4	1.4	Seller
\$250,000 - 274,999	4	5	6	2	0	2	6	0.7	1.9	Seller
\$275,000 - 299,999	2	8	1	4	3	4	2	1.0	0.8	Seller
\$300,000 - 349,999	3	7	5	5	4	5	5	0.6	0.8	Seller
\$350,000 - 399,999	7	2	7	2	9	2	7	1.0	1.8	Seller
\$400,000 - 499,999	14	7	5	3	3	3	9	1.6	2.8	Seller
\$500,000 - 599,999	6	3	3	2	5	2	4	1.5	4.7	Slightly Seller
\$600,000 - 699,999	7	4	1	1	0	1	2	3.5	7.0	Slightly Buyer
\$700,000 - 799,999	2	2	4	1	4	1	1	2.0	1.3	Seller
\$800,000 - 899,999	6	1	0	0	1	0	2	3.0	5.3	Balanced
\$900,000 - 999,999	1	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	12	3	0	0	2	0	2	6.0	10.3	Buyer
TOTAL	70	45	38	24	33	24	49	1.4	2.3	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 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. 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 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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31.8%

Coldwell Banker Residential Brokerage 11.4%

Tierra Antigua Realty 10.3%

Keller Williams Southern Arizona 6.1%

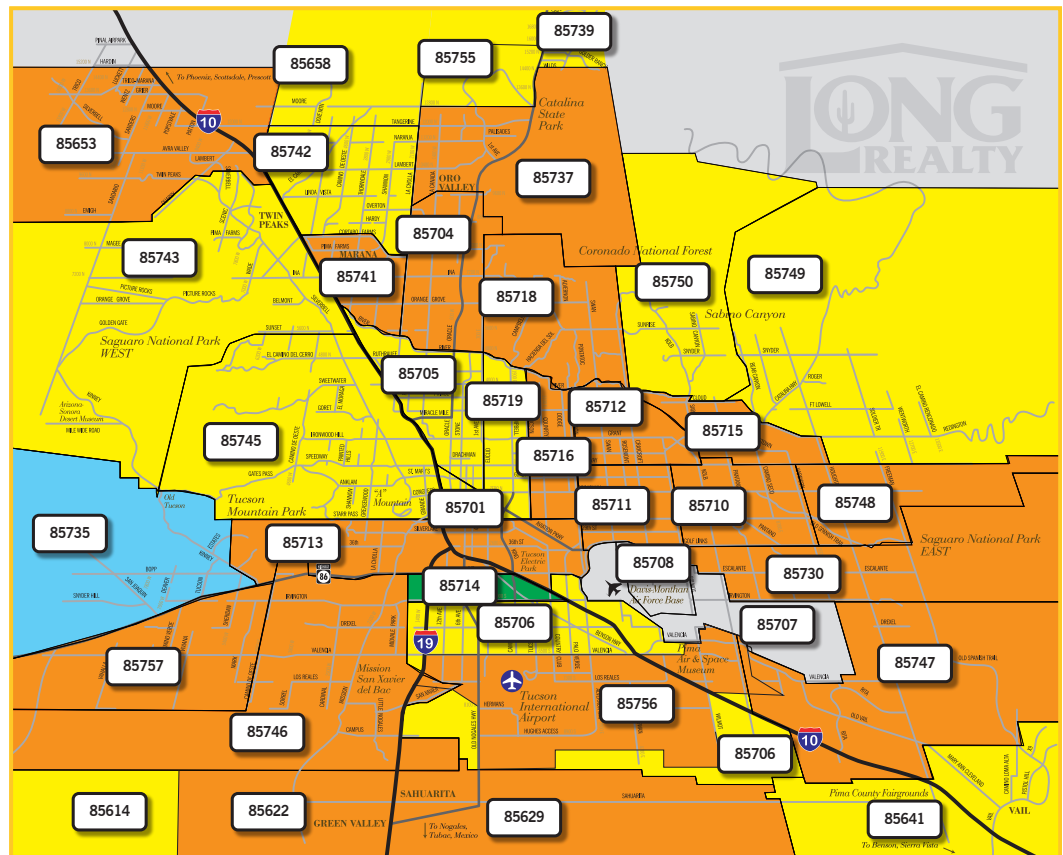
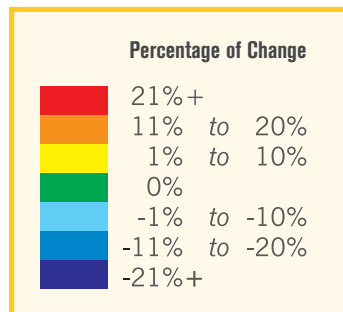
Realty Executives Tucson Elite 5.6%

Exp Realty 4.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN 2019-AUG 2019 TO JUN 2020-AUG 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 June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.