

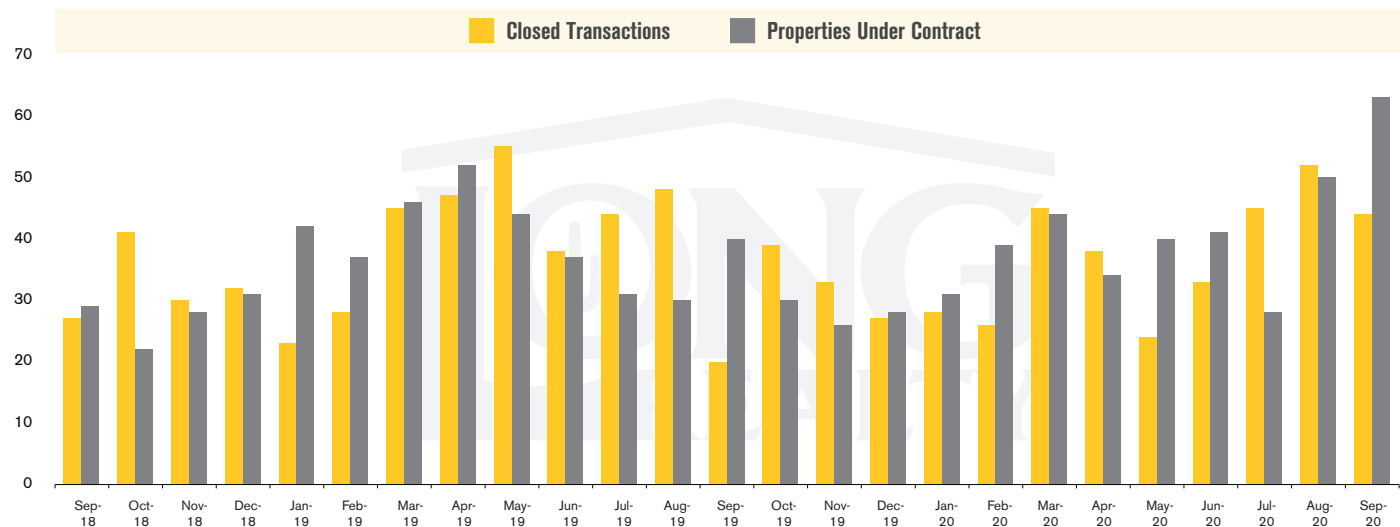
THE HOUSING REPORT

RANCHO VISTOSO | OCTOBER 2020

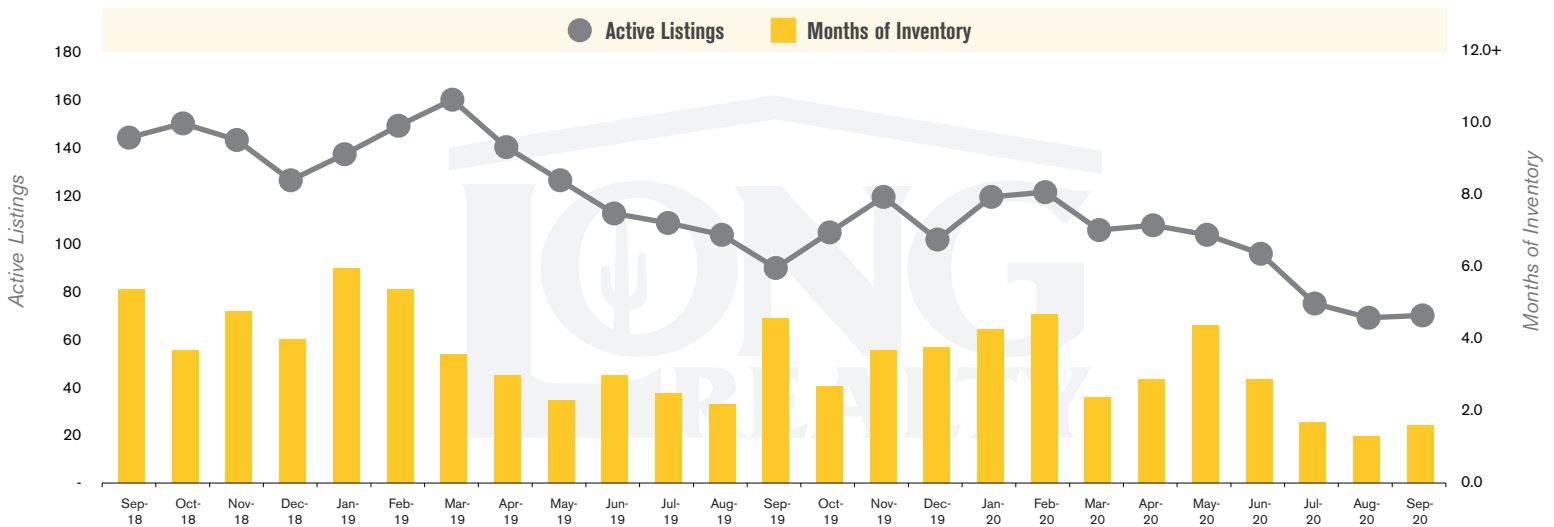


In the Rancho Vistoso area, September 2020 active inventory was 71, a 22% decrease from September 2019. There were 44 closings in September 2020, a 120% increase from September 2019. Year-to-date 2020 there were 335 closings, a 4% decrease from year-to-date 2019. Months of Inventory was 1.6, down from 4.6 in September 2019. Median price of sold homes was \$396,741 for the month of September 2020, up 22% from September 2019. The Rancho Vistoso area had 63 new properties under contract in September 2020, up 58% from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

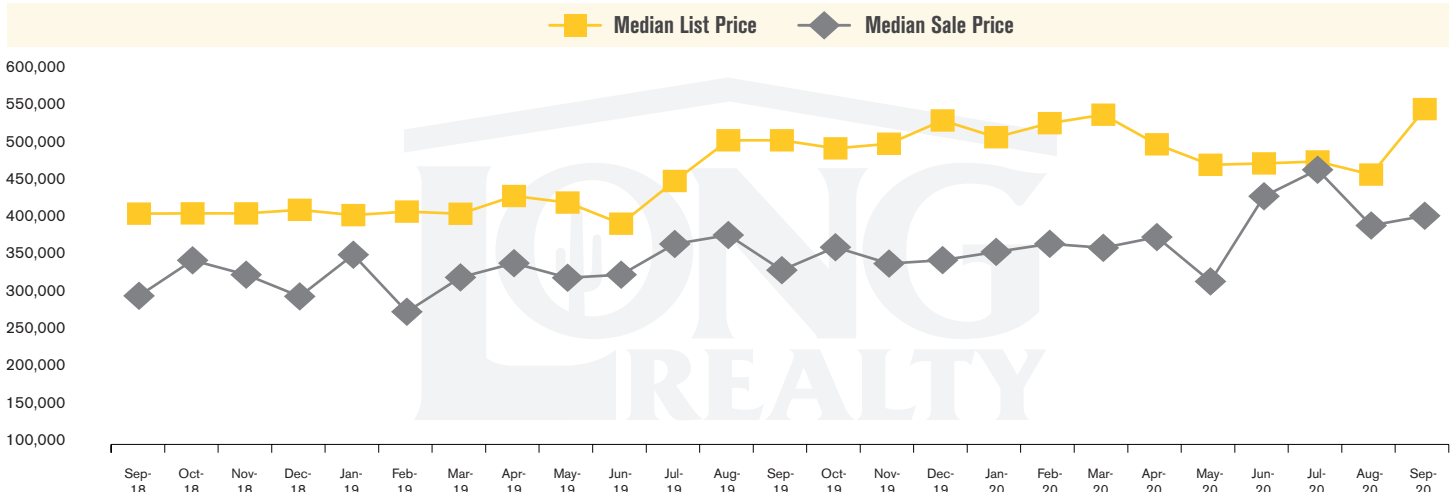
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | OCTOBER 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

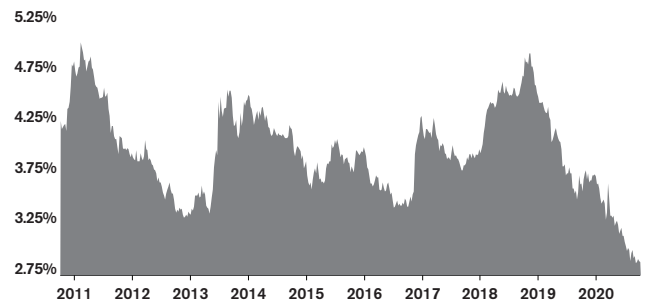


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$325,900	3.600%	\$1,407.60
2020	\$396,741	2.890%	\$1,566.77

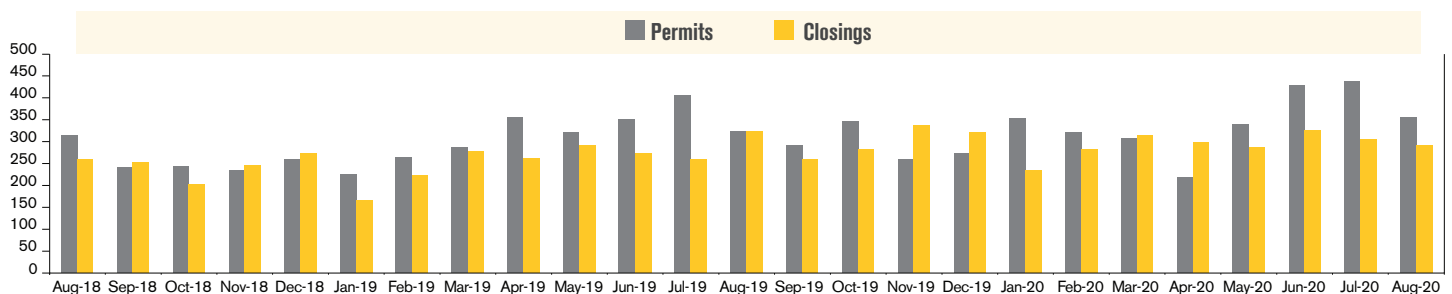
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For August 2020, new home permits were **up 10%** and new home closings were **down 10%** from August 2019.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | OCTOBER 2020



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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-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	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	2	1	1	0	4	0	n/a	1.8	Seller
\$225,000 - 249,999	2	4	3	0	4	5	3	0.7	0.8	Seller
\$250,000 - 274,999	1	6	2	4	6	6	2	0.5	0.7	Seller
\$275,000 - 299,999	0	1	4	3	4	2	0	n/a	0.5	Seller
\$300,000 - 349,999	8	5	5	4	4	5	5	1.6	1.1	Seller
\$350,000 - 399,999	6	7	2	9	7	8	11	0.5	0.9	Seller
\$400,000 - 499,999	16	5	3	3	9	9	6	2.7	1.7	Seller
\$500,000 - 599,999	6	3	2	5	1	5	7	0.9	3.5	Seller
\$600,000 - 699,999	6	1	1	0	2	3	4	1.5	2.0	Seller
\$700,000 - 799,999	3	4	1	4	2	1	2	1.5	1.6	Seller
\$800,000 - 899,999	3	0	0	1	1	2	2	1.5	2.8	Seller
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	15	0	0	2	5	2	2	7.5	4.6	Slightly Seller
TOTAL	71	38	24	37	45	52	44	1.6	1.5	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | OCTOBER 2020



MARKET SHARE (RANCHO VISTOSO)

Long Realty leads the market in successful real estate sales.

Data Obtained 10/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2019 – 09/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

36.5%

Coldwell Banker Residential Brokerage 9.0%

Tierra Antigua Realty 8.0%

Mattamay Homes 6.6%

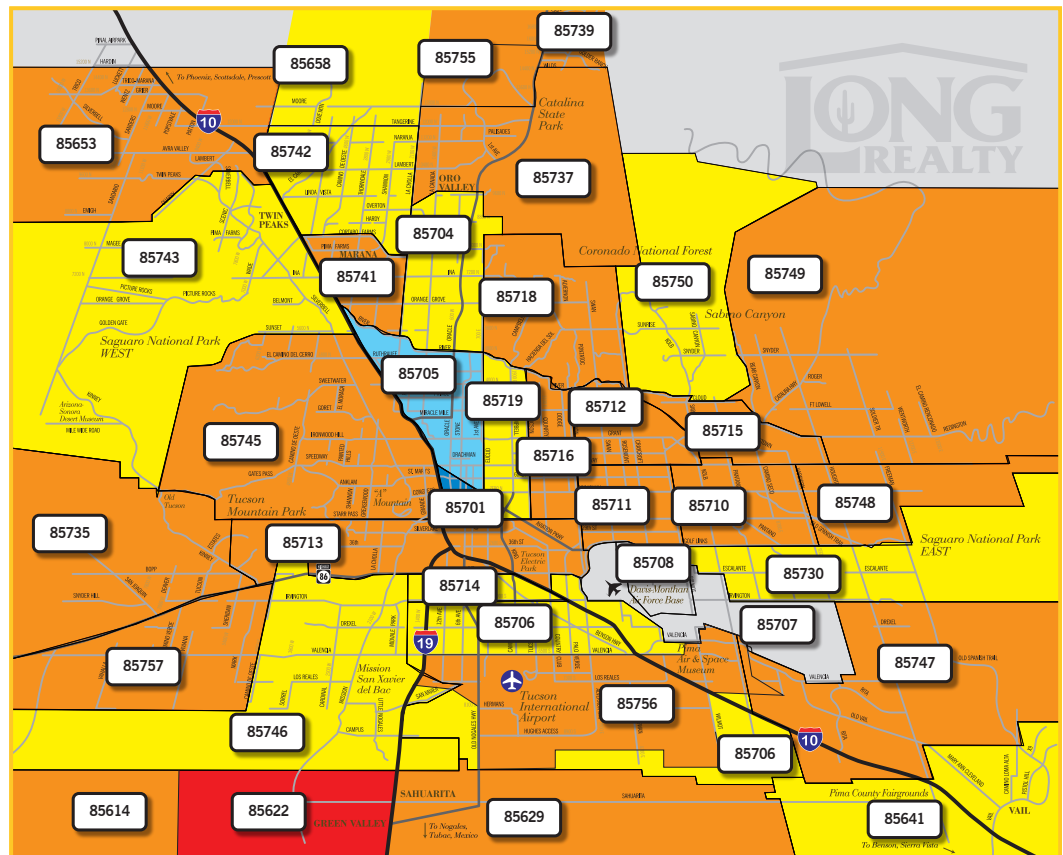
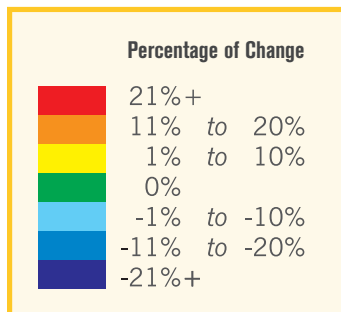
Realty Executives Arizona Territory 6.0%

Keller Williams Southern Arizona 5.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2019-SEP 2019 TO JUL 2020-SEP 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.



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from July 2019-September 2019 to July 2020-September 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2020. Information is believed to be reliable, but not guaranteed.