

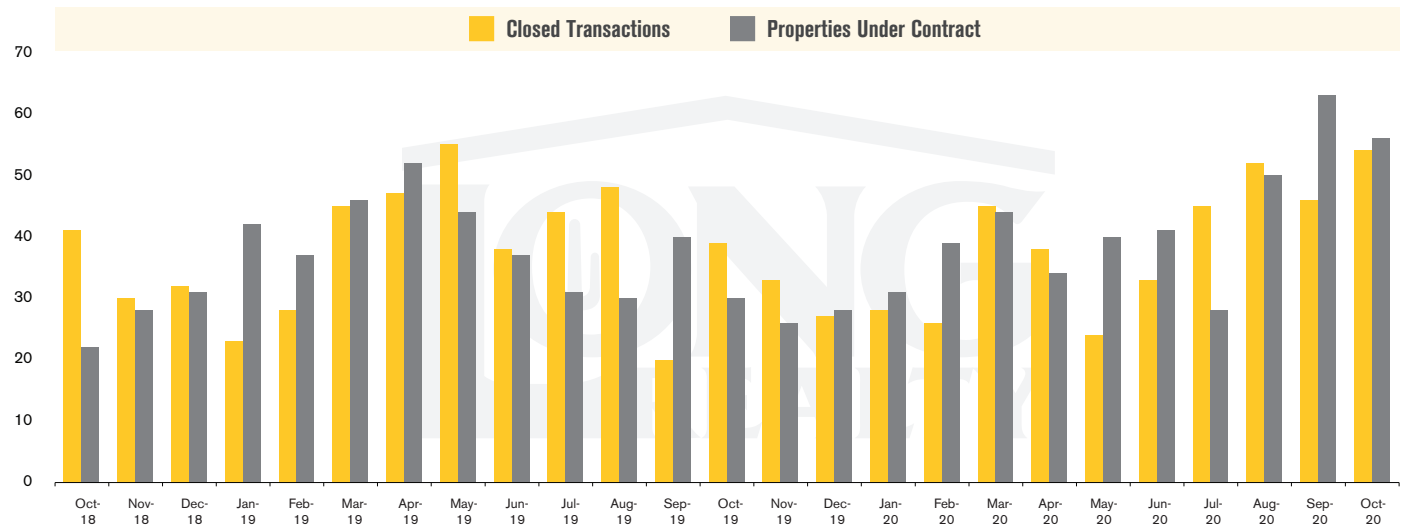
# THE HOUSING REPORT

RANCHO VISTOSO | NOVEMBER 2020

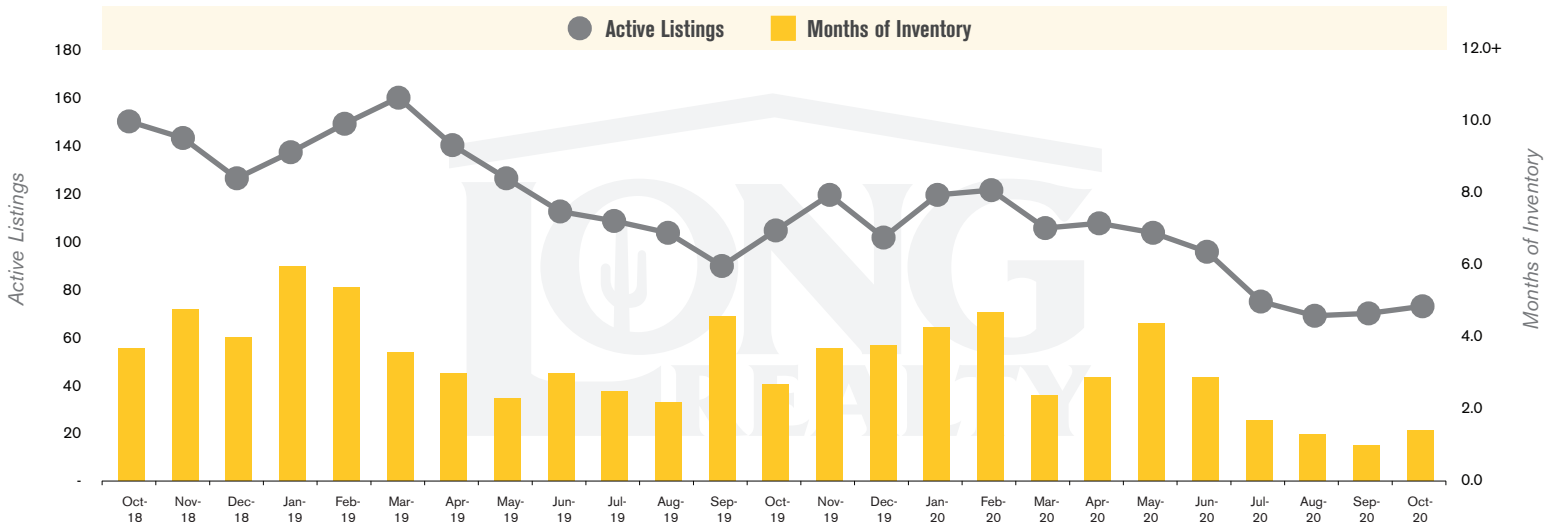


In the Rancho Vistoso area, October 2020 active inventory was 74, a 30% decrease from October 2019. There were 54 closings in October 2020, a 38% increase from October 2019. Year-to-date 2020 there were 389 closings, a 1% increase from year-to-date 2019. Months of Inventory was 1.4, down from 2.7 in October 2019. Median price of sold homes was \$390,467 for the month of October 2020, up 10% from October 2019. The Rancho Vistoso area had 56 new properties under contract in October 2020, up 87% from October 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](mailto:Stephen@TeamWoodall.com)

Long Realty Company

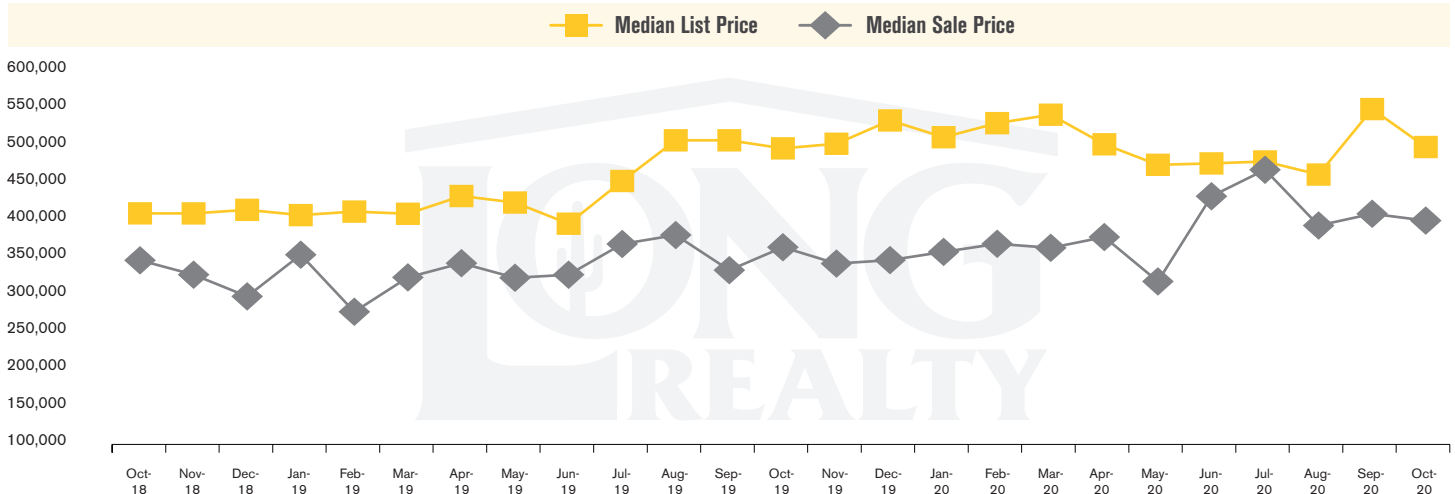
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | NOVEMBER 2020



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE RANCHO VISTOSO

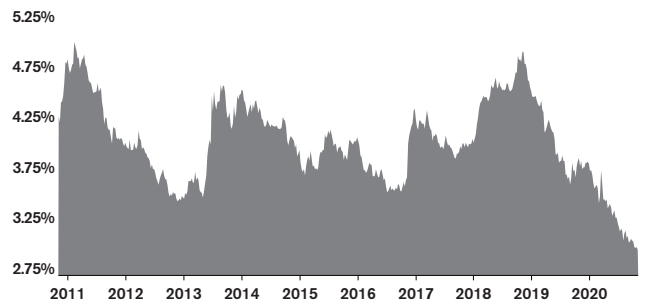


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$355,771	3.690%	\$1,553.76
2020	\$390,467	2.830%	\$1,530.11

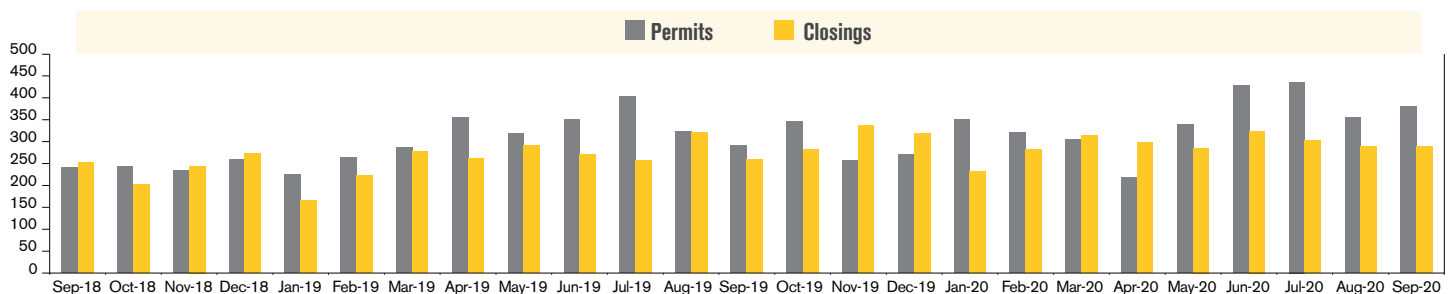
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For September 2020, new home permits were **up 30%** and new home closings were **up 12%** from September 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 11/06/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | NOVEMBER 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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-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	2	0	1	0	0	0	1	2.0	4.0	<b>Seller</b>
\$200,000 - 224,999	3	1	1	0	4	0	0	n/a	1.8	<b>Seller</b>
\$225,000 - 249,999	2	3	0	4	5	3	4	0.5	0.5	<b>Seller</b>
\$250,000 - 274,999	2	2	4	6	6	2	7	0.3	0.5	<b>Seller</b>
\$275,000 - 299,999	6	4	3	4	2	0	2	3.0	2.0	<b>Seller</b>
\$300,000 - 349,999	6	5	4	4	5	5	7	0.9	1.0	<b>Seller</b>
\$350,000 - 399,999	8	2	9	7	8	12	7	1.1	0.8	<b>Seller</b>
\$400,000 - 499,999	10	3	3	9	9	6	10	1.0	1.6	<b>Seller</b>
\$500,000 - 599,999	7	2	5	1	5	7	3	2.3	3.0	<b>Seller</b>
\$600,000 - 699,999	4	1	0	2	3	4	6	0.7	1.3	<b>Seller</b>
\$700,000 - 799,999	2	1	4	2	1	3	1	2.0	1.4	<b>Seller</b>
\$800,000 - 899,999	4	0	1	1	2	2	2	2.0	2.2	<b>Seller</b>
\$900,000 - 999,999	2	0	0	0	0	0	1	2.0	6.0	<b>Balanced</b>
\$1,000,000 - and over	16	0	2	5	2	2	3	5.3	6.1	<b>Balanced</b>
<b>TOTAL</b>	<b>74</b>	<b>24</b>	<b>37</b>	<b>45</b>	<b>52</b>	<b>46</b>	<b>54</b>	<b>1.4</b>	<b>1.4</b>	<b>Seller</b>



**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](mailto:Stephen@TeamWoodall.com)

**Long Realty Company**

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2020-10/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | NOVEMBER 2020



## MARKET SHARE RANCHO VISTOSO

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

Data Obtained 11/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2019 – 10/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

35.1%

Coldwell Banker Residential Brokerage 9.5%

Tierra Antigua Realty 8.0%

Mattamay Homes 6.2%

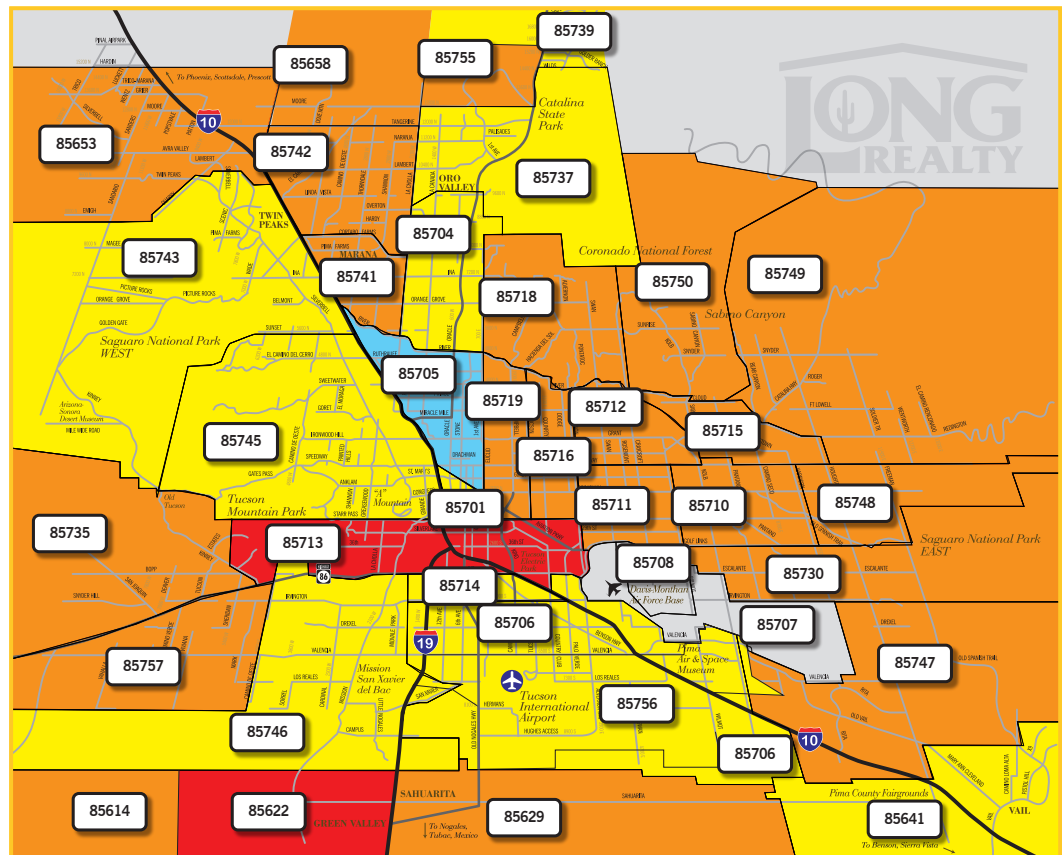
Russ Lyon Sotheby's International 6.2%

Realty Executives Arizona Territory 5.0%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2019-OCT 2019 TO  
AUG 2020-OCT 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](mailto:Stephen@TeamWoodall.com)

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from August 2019-October 2019 to August 2020-October 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/06/2020. Information is believed to be reliable, but not guaranteed.