

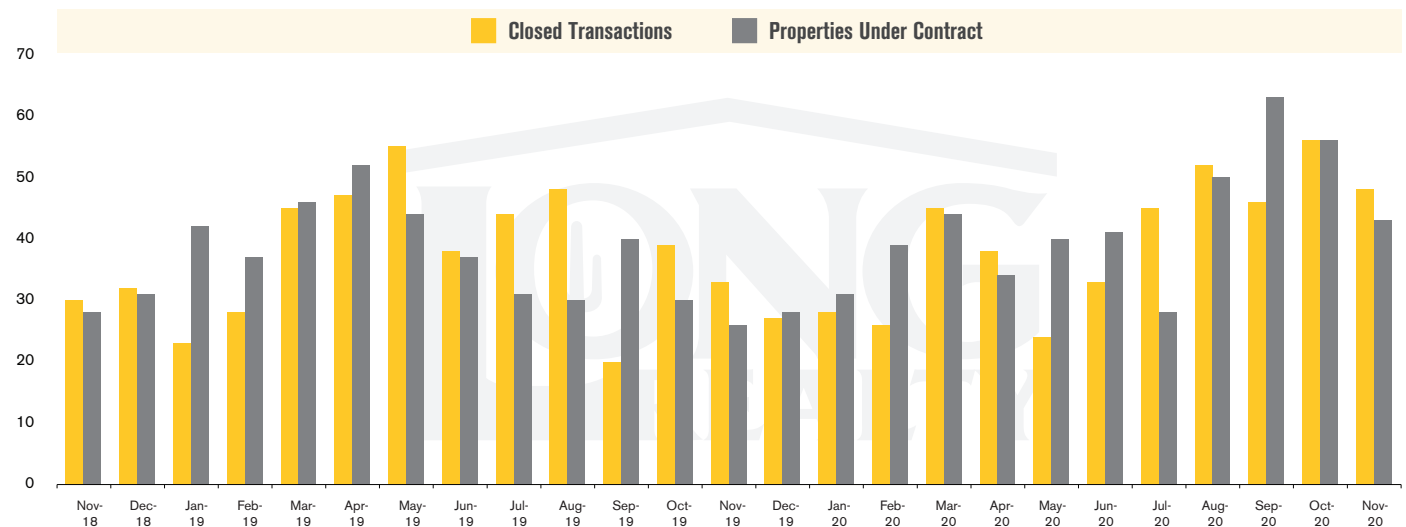
THE HOUSING REPORT

RANCHO VISTOSO | DECEMBER 2020

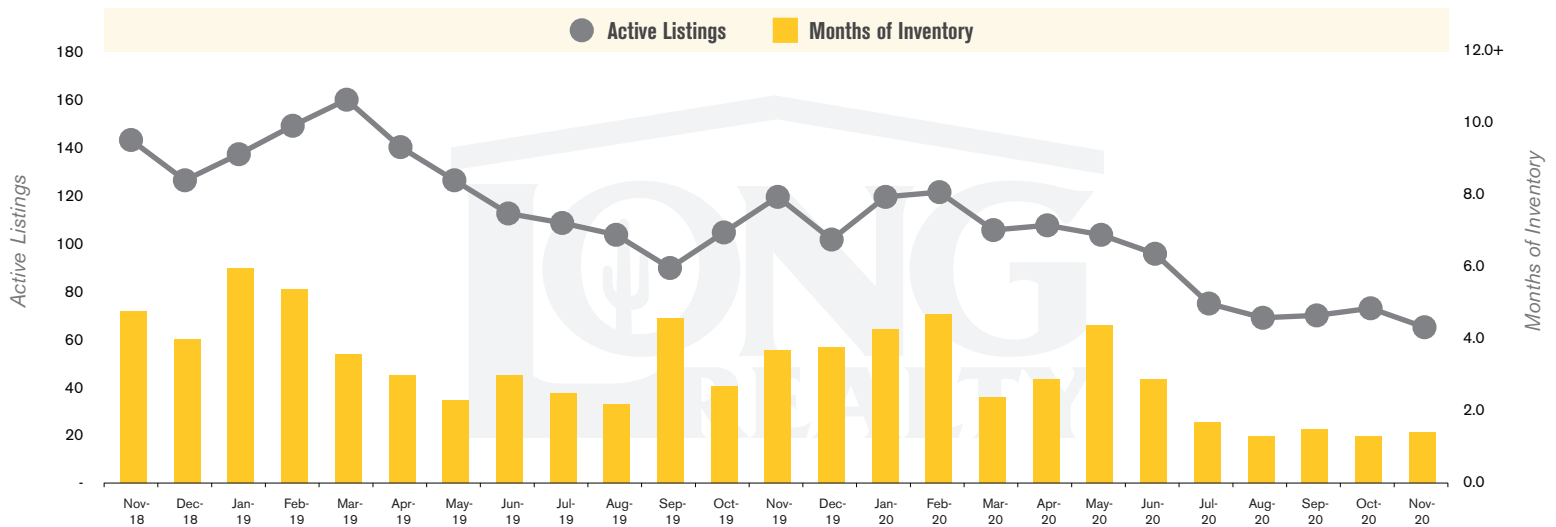


In the Rancho Vistoso area, November 2020 active inventory was 66, a 45% decrease from November 2019. There were 48 closings in November 2020, a 45% increase from November 2019. Year-to-date 2020 there were 441 closings, a 5% increase from year-to-date 2019. Months of Inventory was 1.4, down from 3.7 in November 2019. Median price of sold homes was \$392,188 for the month of November 2020, up 17% from November 2019. The Rancho Vistoso area had 43 new properties under contract in November 2020, up 65% from November 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY RANCHO VISTOSO



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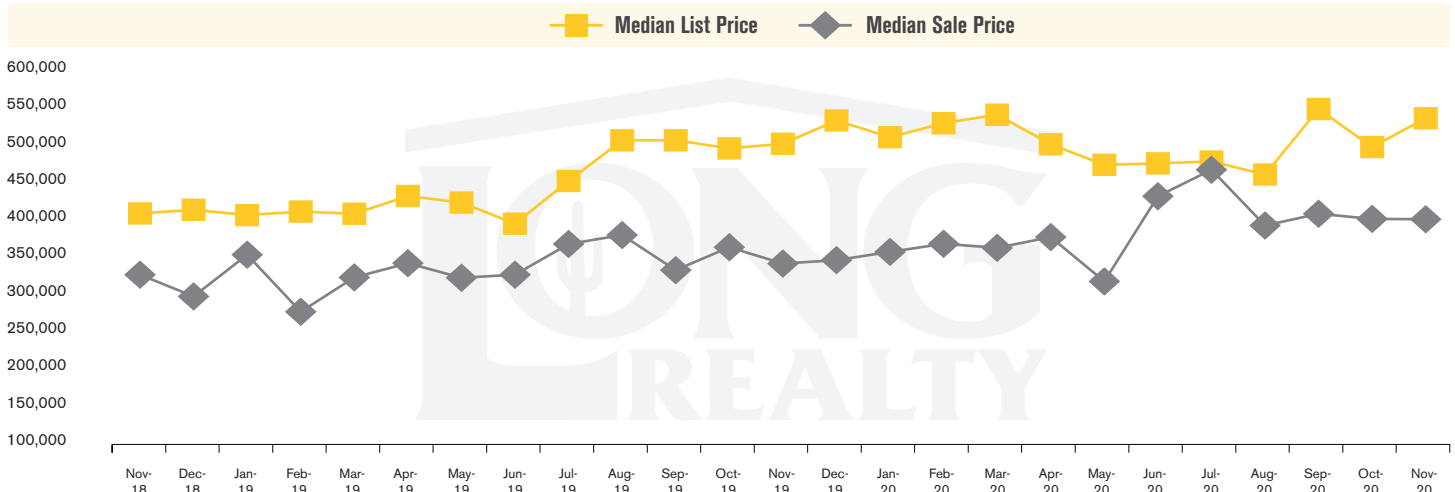
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE RANCHO VISTOSO

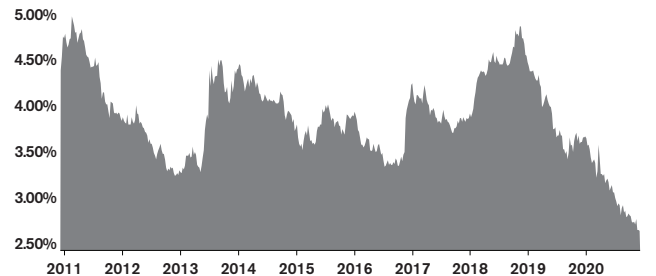


MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

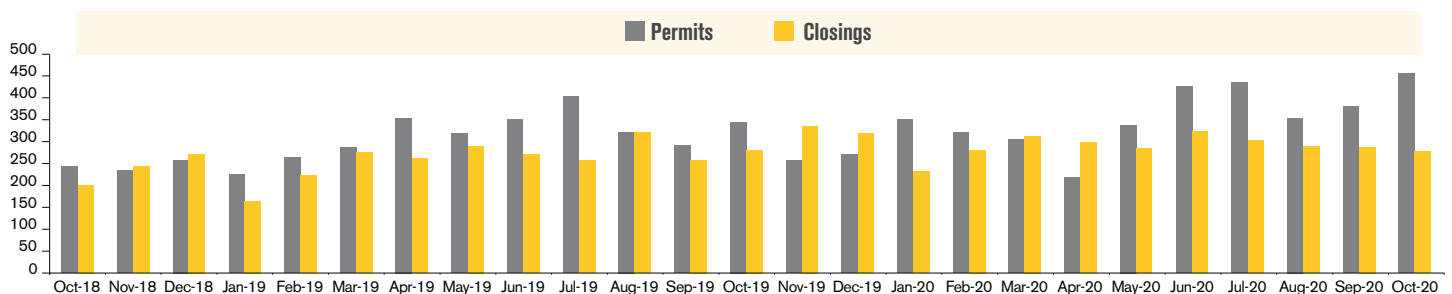
Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2019	\$334,482	3.700%	\$1,462.59
2020	\$392,188	2.770%	\$1,524.97

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 October 2020, new home permits were **up 32%** and new home closings were **down 1%** from October 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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-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	1	0	0	0	1	0	n/a	4.0	Seller
\$200,000 - 224,999	0	1	0	4	0	0	4	0.0	1.0	Seller
\$225,000 - 249,999	1	0	4	5	3	4	4	0.3	0.5	Seller
\$250,000 - 274,999	2	4	6	6	2	8	2	1.0	0.4	Seller
\$275,000 - 299,999	6	3	4	2	0	2	2	3.0	3.0	Seller
\$300,000 - 349,999	7	4	4	5	5	7	7	1.0	1.1	Seller
\$350,000 - 399,999	5	9	7	8	12	7	5	1.0	0.8	Seller
\$400,000 - 499,999	9	3	9	9	6	10	16	0.6	1.1	Seller
\$500,000 - 599,999	9	5	1	5	7	3	3	3.0	3.5	Seller
\$600,000 - 699,999	2	0	2	3	4	7	3	0.7	0.9	Seller
\$700,000 - 799,999	2	4	2	1	3	1	1	2.0	1.4	Seller
\$800,000 - 899,999	5	1	1	2	2	2	0	n/a	3.0	Seller
\$900,000 - 999,999	1	0	0	0	0	1	0	n/a	6.0	Balanced
\$1,000,000 - and over	16	2	5	2	2	3	1	16.0	7.8	Slightly Buyer
TOTAL	66	37	45	52	46	56	48	1.4	1.4	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 TrendGraphix software on 12/07/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2020-11/30/2020. 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 12/07/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2019 – 11/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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35.2%

Coldwell Banker Residential Brokerage 8.9%

Tierra Antigua Realty 8.4%

Russ Lyon Sothebys International 5.9%

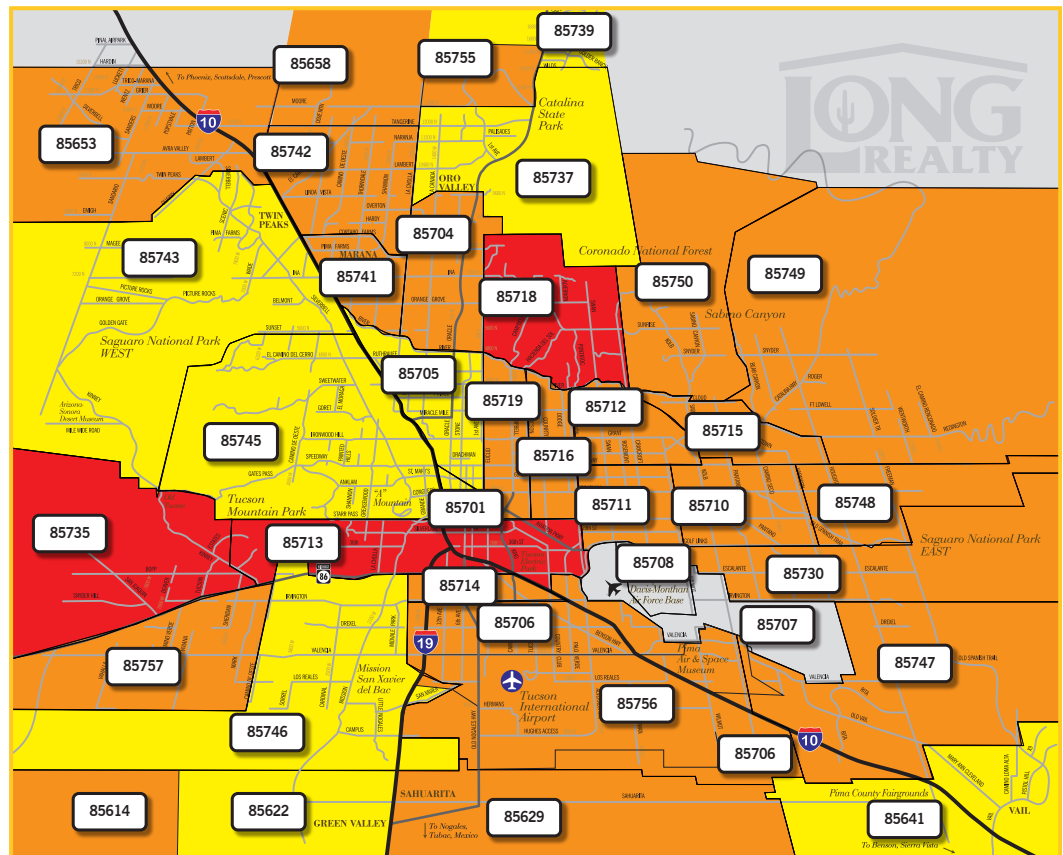
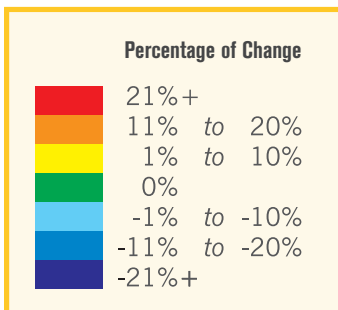
Realty Executives Arizona Territory 5.7%

Mattamy Homes 5.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2019-NOV 2019 TO
SEP 2020-NOV 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 September 2019-November 2019 to September 2020-November 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2020. Information is believed to be reliable, but not guaranteed.