

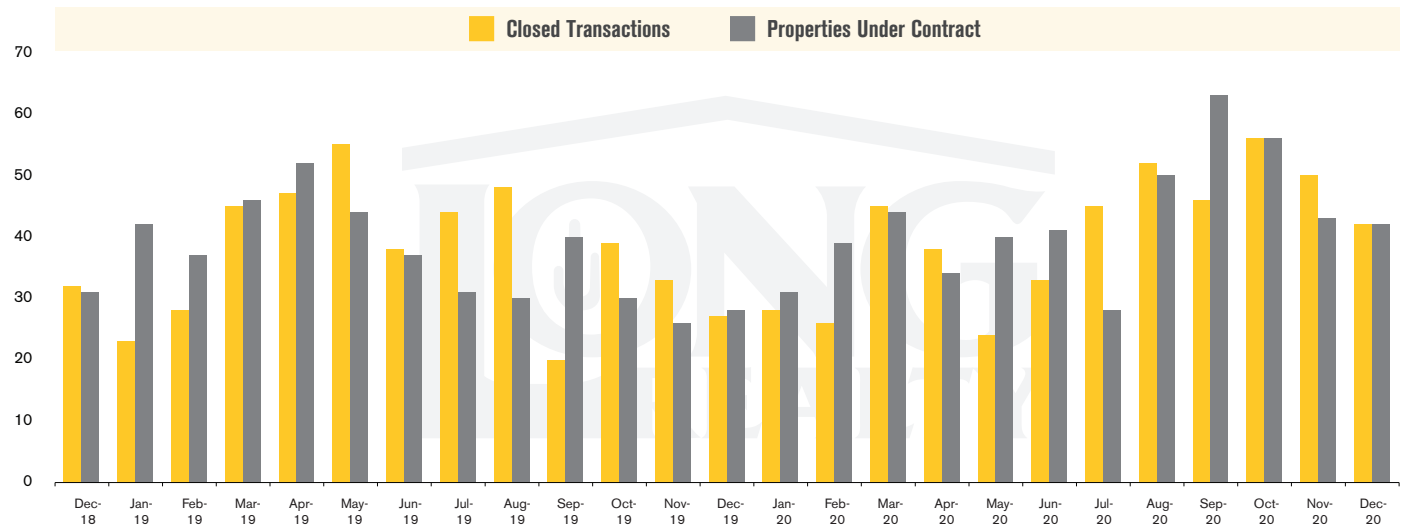
THE HOUSING REPORT

RANCHO VISTOSO | JANUARY 2021

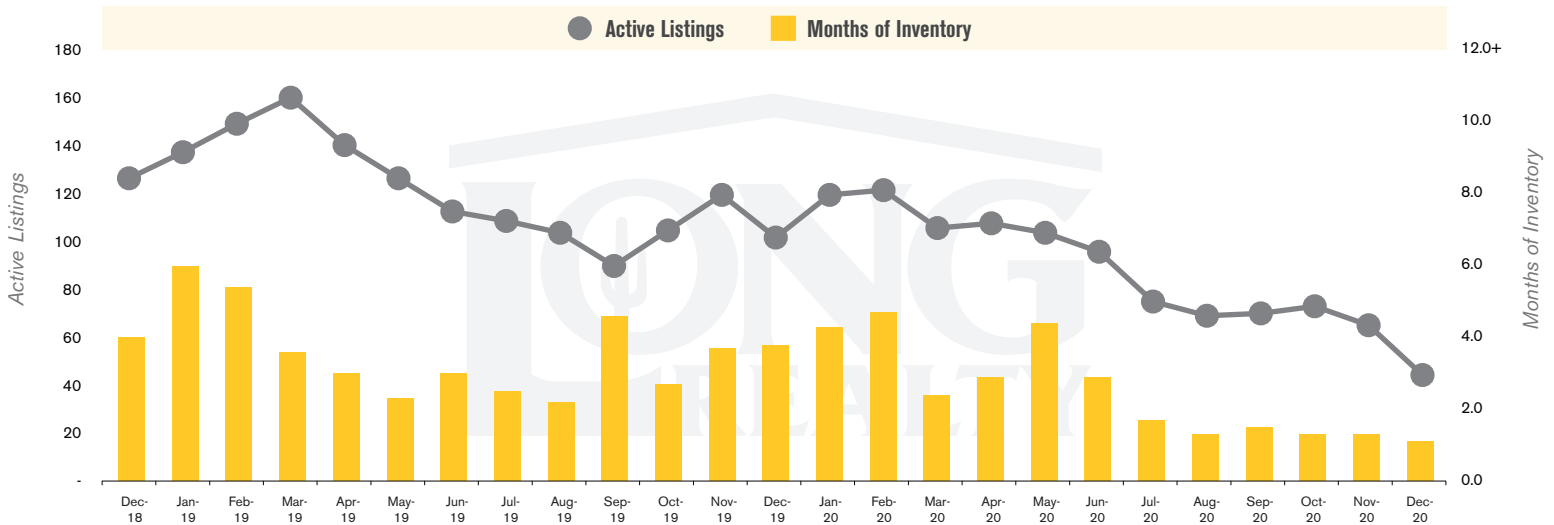


In the Rancho Vistoso area, December 2020 active inventory was 45, a 56% decrease from December 2019. There were 42 closings in December 2020, a 56% increase from December 2019. Year-to-date 2020 there were 485 closings, a 9% increase from year-to-date 2019. Months of Inventory was 1.1, down from 3.8 in December 2019. Median price of sold homes was \$380,077 for the month of December 2020, up 12% from December 2019. The Rancho Vistoso area had 42 new properties under contract in December 2020, up 50% from December 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT RANCHO VISTOSO



ACTIVE LISTINGS AND MONTHS OF INVENTORY RANCHO VISTOSO



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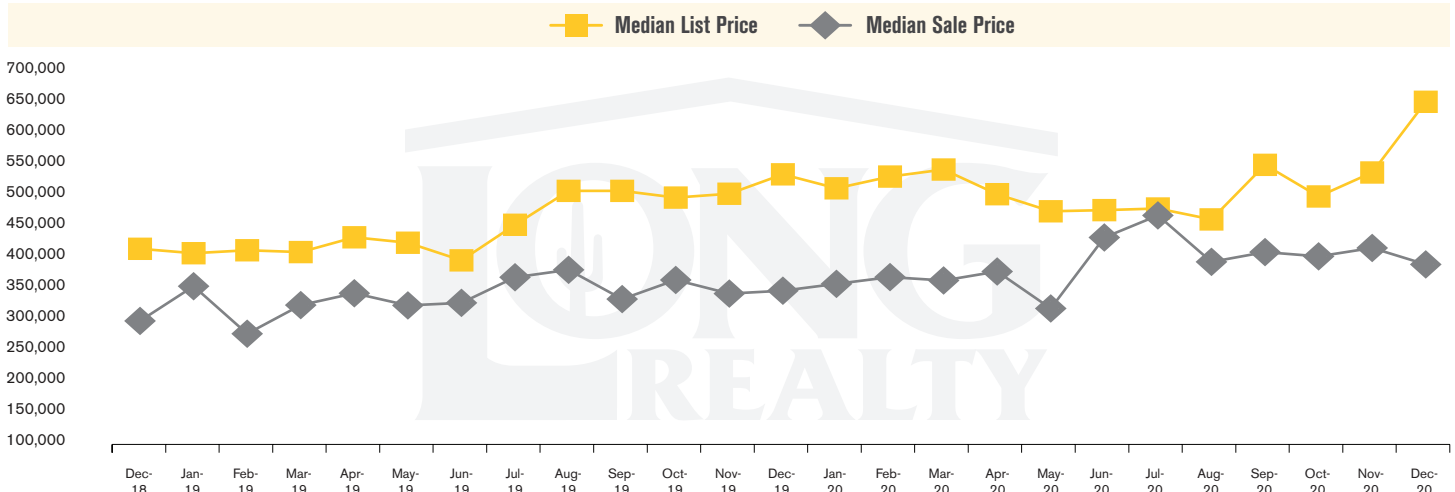
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE RANCHO VISTOSO

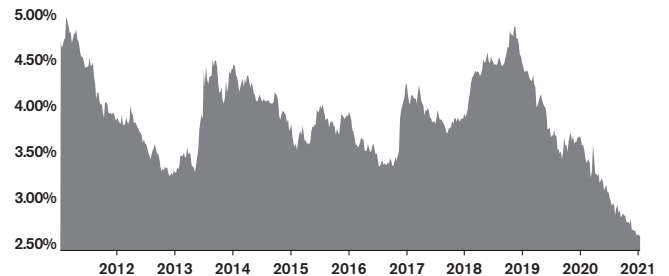


MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$375,000 | 6.140% | \$2,168.07 |
| 2019 | \$339,000 | 3.720% | \$1,485.99 |
| 2020 | \$380,077 | 2.680% | \$1,460.70 |

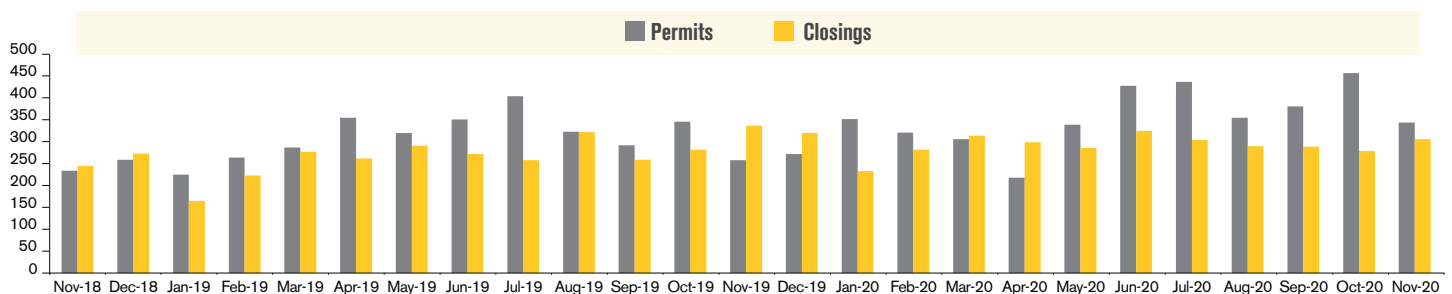
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|------------------------|
| | | Jul-20 | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Dec-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 | 1 | 0 | 1 | 0.0 | 1.5 | Seller |
| \$200,000 - 224,999 | 0 | 0 | 4 | 0 | 0 | 4 | 0 | n/a | 0.8 | Seller |
| \$225,000 - 249,999 | 1 | 4 | 5 | 3 | 4 | 4 | 4 | 0.3 | 0.3 | Seller |
| \$250,000 - 274,999 | 1 | 6 | 6 | 2 | 8 | 2 | 3 | 0.3 | 0.4 | Seller |
| \$275,000 - 299,999 | 4 | 4 | 2 | 0 | 2 | 2 | 5 | 0.8 | 1.8 | Seller |
| \$300,000 - 349,999 | 9 | 4 | 5 | 5 | 7 | 7 | 5 | 1.8 | 1.2 | Seller |
| \$350,000 - 399,999 | 1 | 7 | 8 | 12 | 7 | 5 | 5 | 0.2 | 0.8 | Seller |
| \$400,000 - 499,999 | 8 | 9 | 9 | 6 | 10 | 17 | 11 | 0.7 | 0.7 | Seller |
| \$500,000 - 599,999 | 2 | 1 | 5 | 7 | 3 | 3 | 2 | 1.0 | 4.9 | Slightly Seller |
| \$600,000 - 699,999 | 1 | 2 | 3 | 4 | 7 | 4 | 1 | 1.0 | 0.6 | Seller |
| \$700,000 - 799,999 | 2 | 2 | 1 | 3 | 1 | 1 | 1 | 2.0 | 2.0 | Seller |
| \$800,000 - 899,999 | 3 | 1 | 2 | 2 | 2 | 0 | 0 | n/a | 6.0 | Balanced |
| \$900,000 - 999,999 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 1.0 | 2.0 | Seller |
| \$1,000,000 - and over | 12 | 5 | 2 | 2 | 3 | 1 | 3 | 4.0 | 6.3 | Balanced |
| TOTAL | 45 | 45 | 52 | 46 | 56 | 50 | 42 | 1.1 | 1.3 | Seller |



Seller's Market



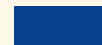
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JANUARY 2021



MARKET SHARE RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 01/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2020 – 12/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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33.5%

Tierra Antigua Realty 9.2%

Coldwell Banker Residential Brokerage 8.3%

Realty Executives Arizona Territory 6.4%

Russ Lyon Sothebys International 5.8%

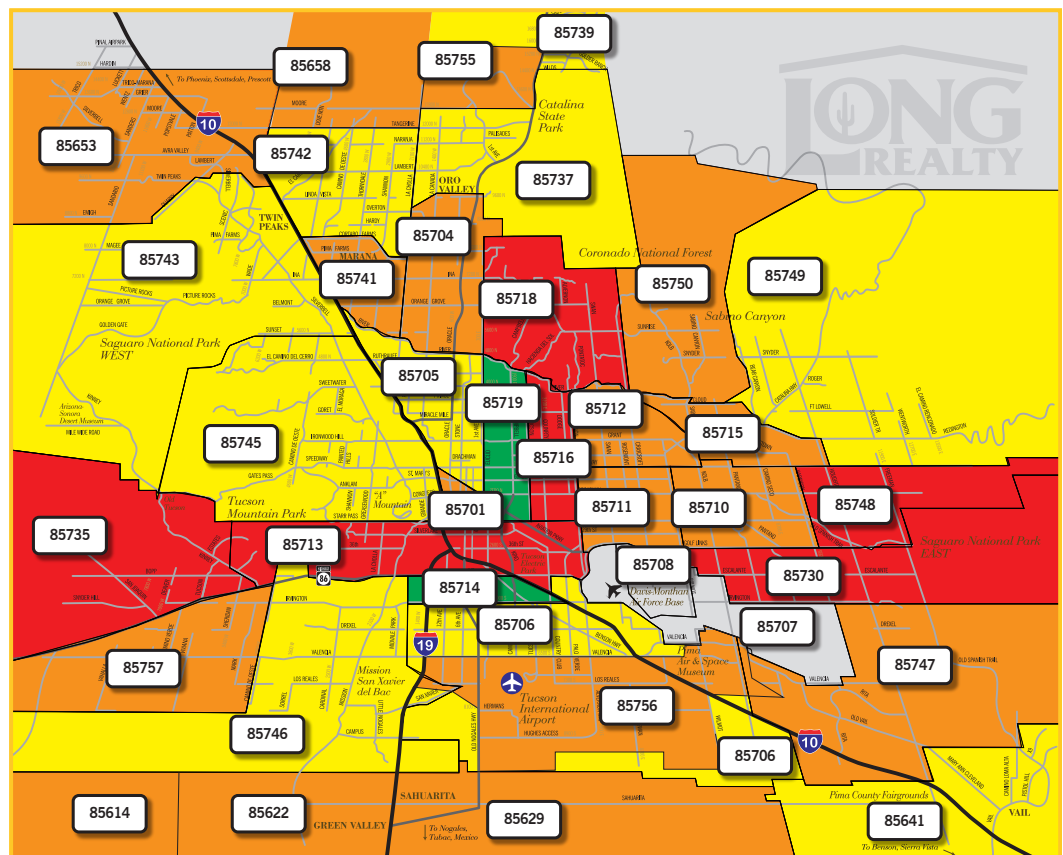
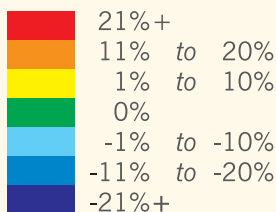
Mattamy Homes 5.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2019-DEC 2019 TO
OCT 2020-DEC 2020

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



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 October 2019-December 2019 to October 2020-December 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/08/2021. Information is believed to be reliable, but not guaranteed.