

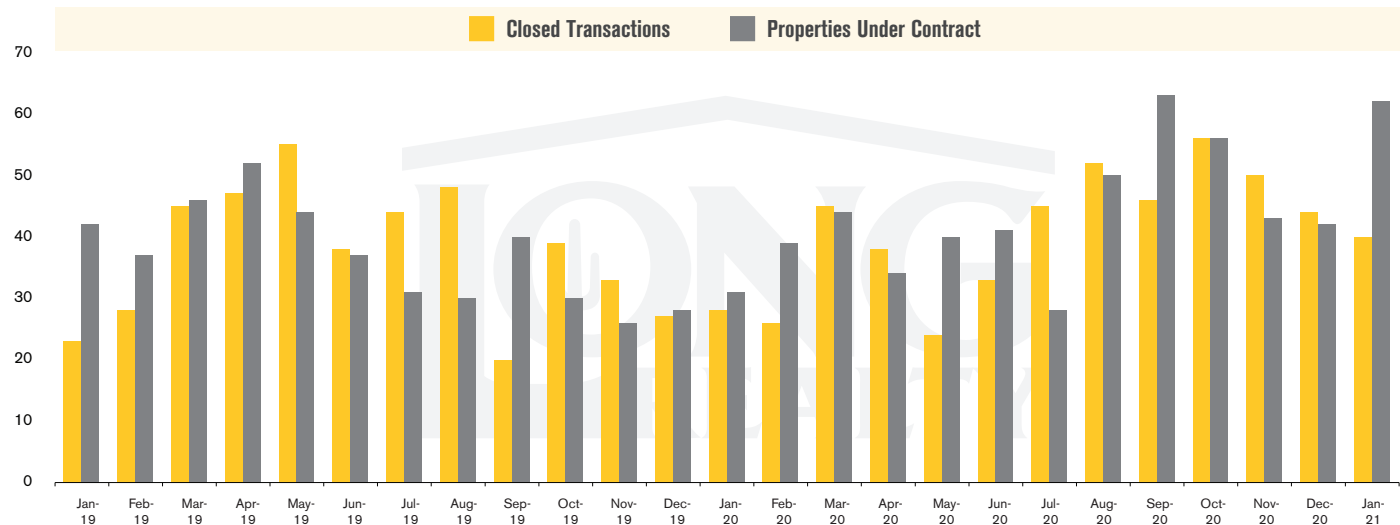
# THE HOUSING REPORT

RANCHO VISTOSO | FEBRUARY 2021

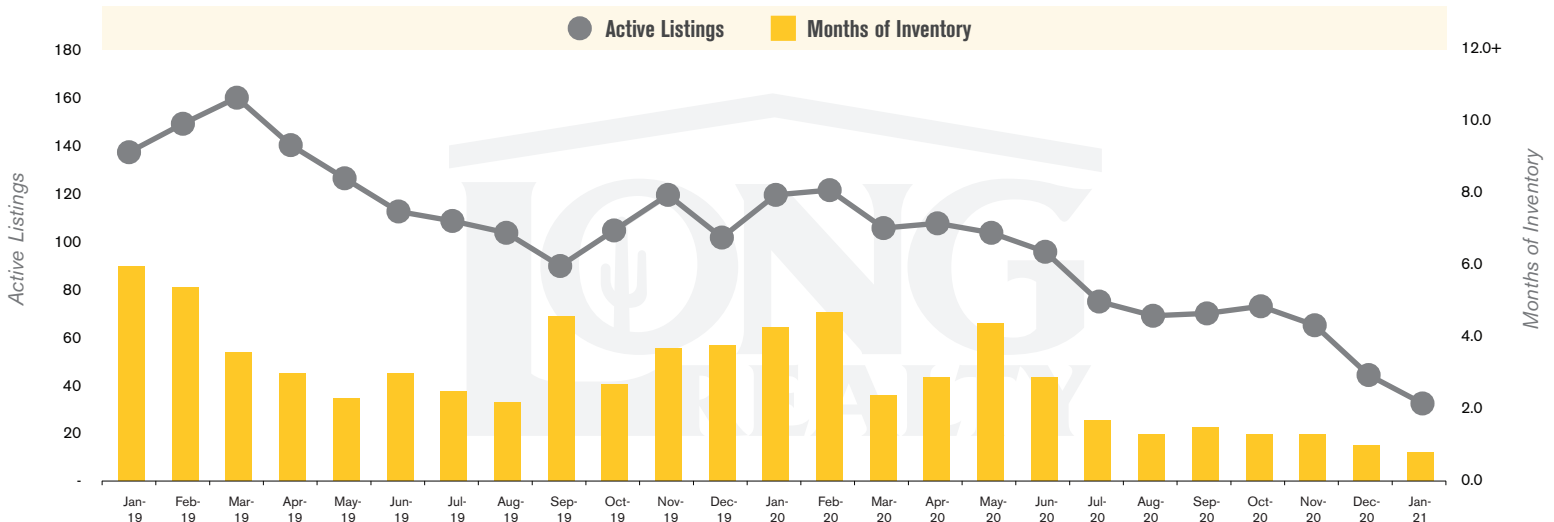


In the Rancho Vistoso area, January 2021 active inventory was 33, a 73% decrease from January 2020. There were 40 closings in January 2021, a 43% increase from January 2020. Months of Inventory was 0.8, down from 4.3 in January 2020. Median price of sold homes was \$349,250 for the month of January 2021, virtually unchanged from January 2020. The Rancho Vistoso area had 62 new properties under contract in January 2021, up 100% from January 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT RANCHO VISTOSO



## ACTIVE LISTINGS AND MONTHS OF INVENTORY RANCHO VISTOSO



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 02/05/2021 is believed to be reliable, but not guaranteed.

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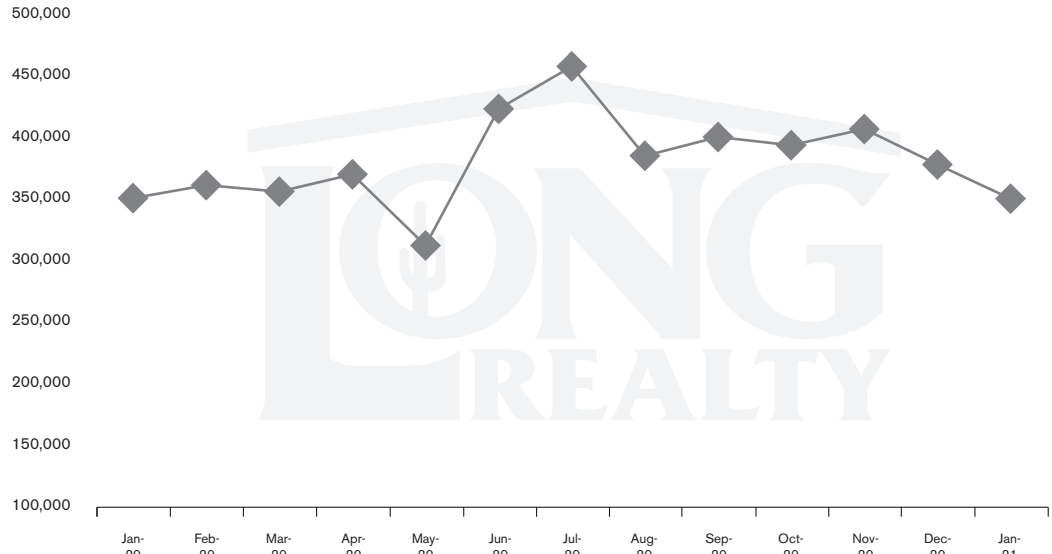


## MEDIAN SOLD PRICE

RANCHO VISTOSO

**On average, homes sold this % of original list price.**

Jan 2020	Jan 2021
<b>96.9%</b>	<b>96.0%</b>

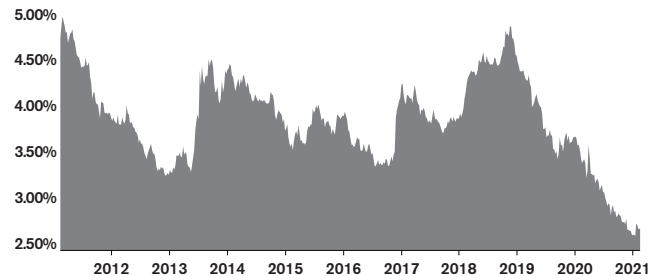


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$349,700	3.620%	\$1,514.14
2021	\$349,250	2.740%	\$1,352.74

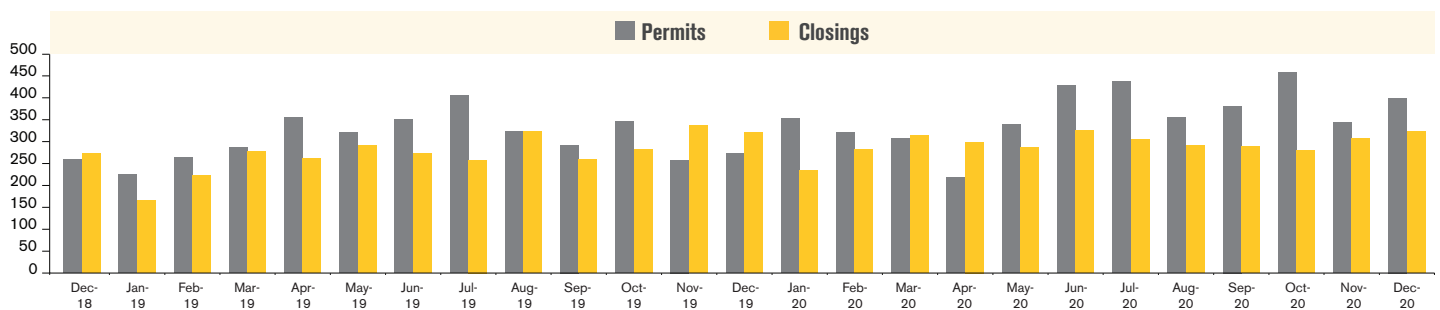
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For December 2020, new home permits were **up 47%** and new home closings were **up 1%** from December 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
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			
\$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	1	0	1	1	0.0	0.5	<b>Seller</b>
\$200,000 - 224,999	0	4	0	0	4	1	1	0.0	0.0	<b>Seller</b>
\$225,000 - 249,999	1	5	3	4	4	4	5	0.2	0.2	<b>Seller</b>
\$250,000 - 274,999	1	6	2	8	2	3	2	0.5	0.6	<b>Seller</b>
\$275,000 - 299,999	1	2	0	2	2	5	4	0.3	1.0	<b>Seller</b>
\$300,000 - 349,999	4	5	5	7	7	6	7	0.6	1.0	<b>Seller</b>
\$350,000 - 399,999	1	8	12	7	5	5	7	0.1	0.4	<b>Seller</b>
\$400,000 - 499,999	4	9	6	10	17	11	4	1.0	0.7	<b>Seller</b>
\$500,000 - 599,999	3	5	7	3	3	2	1	3.0	5.3	<b>Balanced</b>
\$600,000 - 699,999	0	3	4	7	4	1	2	0.0	0.4	<b>Seller</b>
\$700,000 - 799,999	1	1	3	1	1	1	1	1.0	1.7	<b>Seller</b>
\$800,000 - 899,999	3	2	2	2	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	1	0	1	0	n/a	3.0	<b>Seller</b>
\$1,000,000 - and over	13	2	2	3	1	3	5	2.6	4.6	<b>Slightly Seller</b>
<b>TOTAL</b>	<b>33</b>	<b>52</b>	<b>46</b>	<b>56</b>	<b>50</b>	<b>44</b>	<b>40</b>	<b>0.8</b>	<b>1.1</b>	<b>Seller</b>



**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 02/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2020-01/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | FEBRUARY 2021



## MARKET SHARE RANCHO VISTOSO

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

Data Obtained 02/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2020 – 01/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

34.0%

Tierra Antigua Realty 9.0%

Coldwell Banker Residential Brokerage 7.8%

Realty Executives Arizona Territory 5.9%

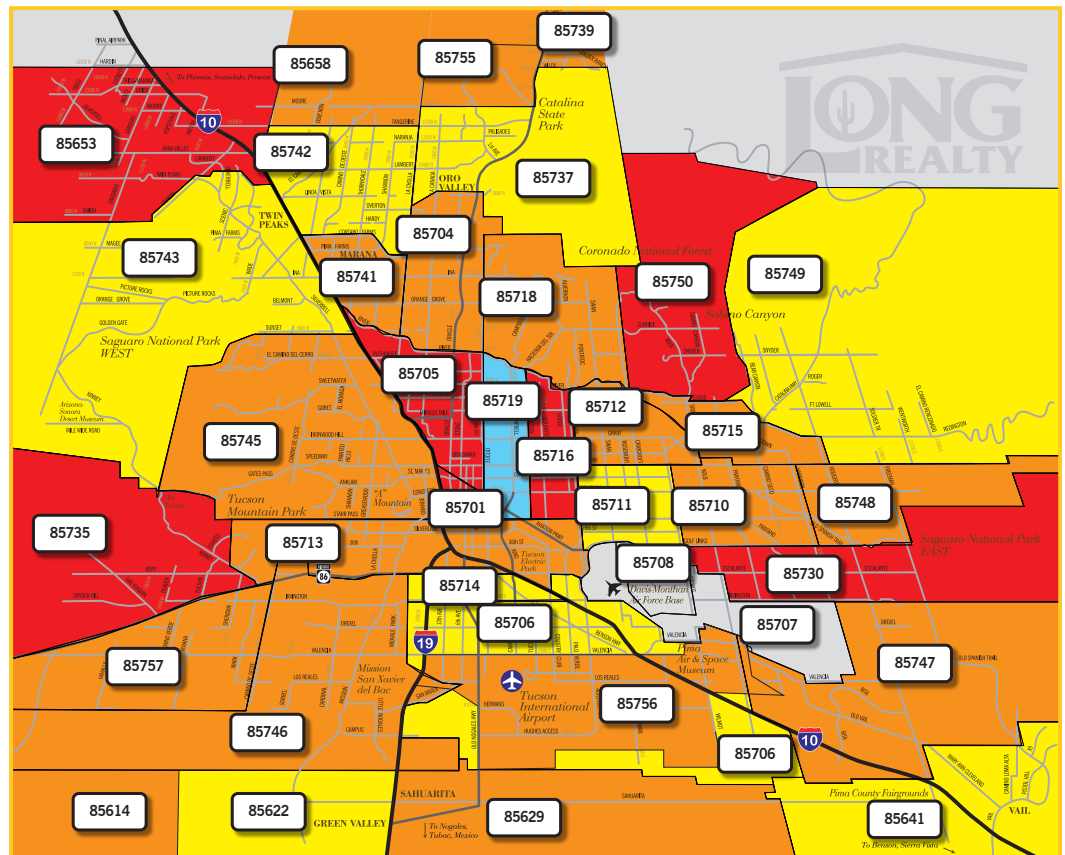
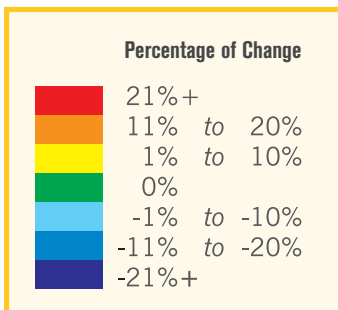
Russ Lyon Sothebys International 5.4%

Mattamy Homes 5.1%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2019-JAN 2020 TO  
NOV 2020-JAN 2021

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 November 2019-January 2020 to November 2020-January 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2021. Information is believed to be reliable, but not guaranteed.*