

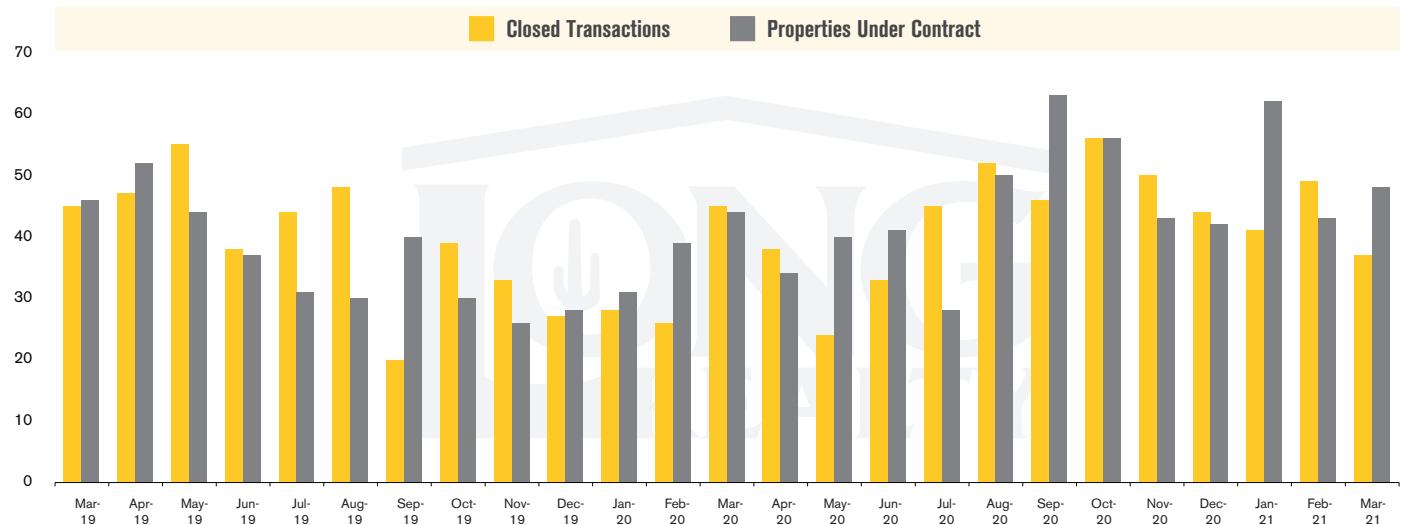
THE HOUSING REPORT

RANCHO VISTOSO | APRIL 2021

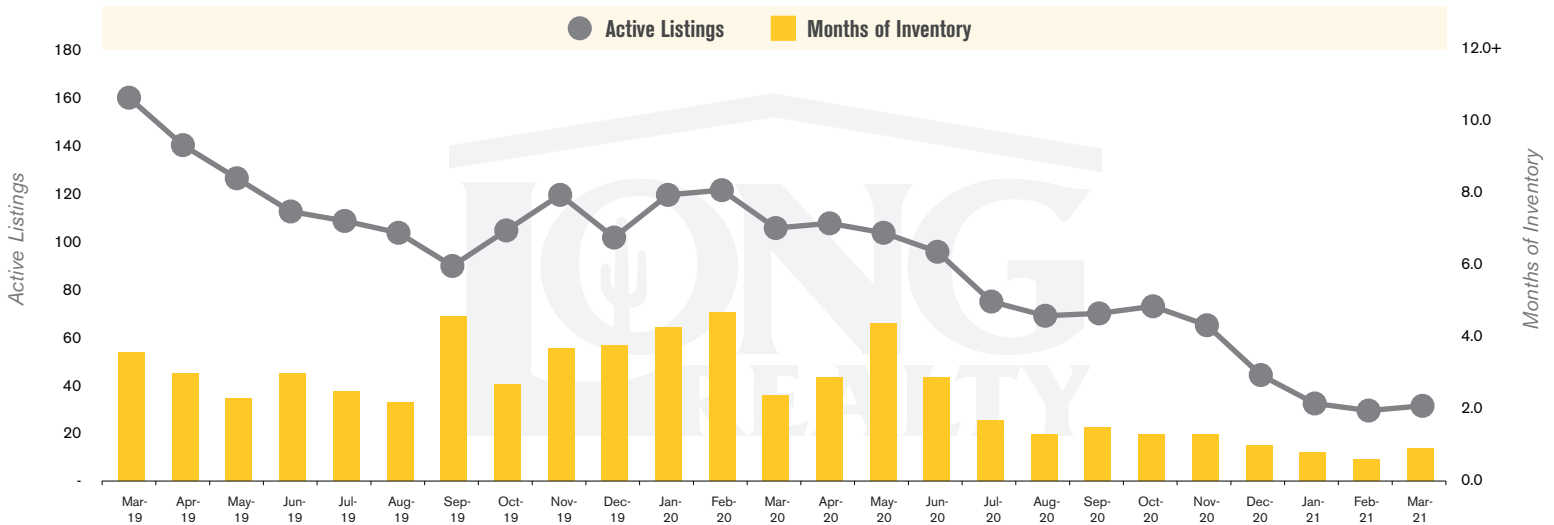


In the Rancho Vistoso area, March 2021 active inventory was 32, a 70% decrease from March 2020. There were 37 closings in March 2021, a 18% decrease from March 2020. Year-to-date 2021 there were 127 closings, a 28% increase from year-to-date 2020. Months of Inventory was .9, down from 2.4 in March 2020. Median price of sold homes was \$491,539 for the month of March 2021, up 39% from March 2020. The Rancho Vistoso area had 48 new properties under contract in March 2021, up 9% from March 2020.

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 04/06/2021 is believed to be reliable, but not guaranteed.

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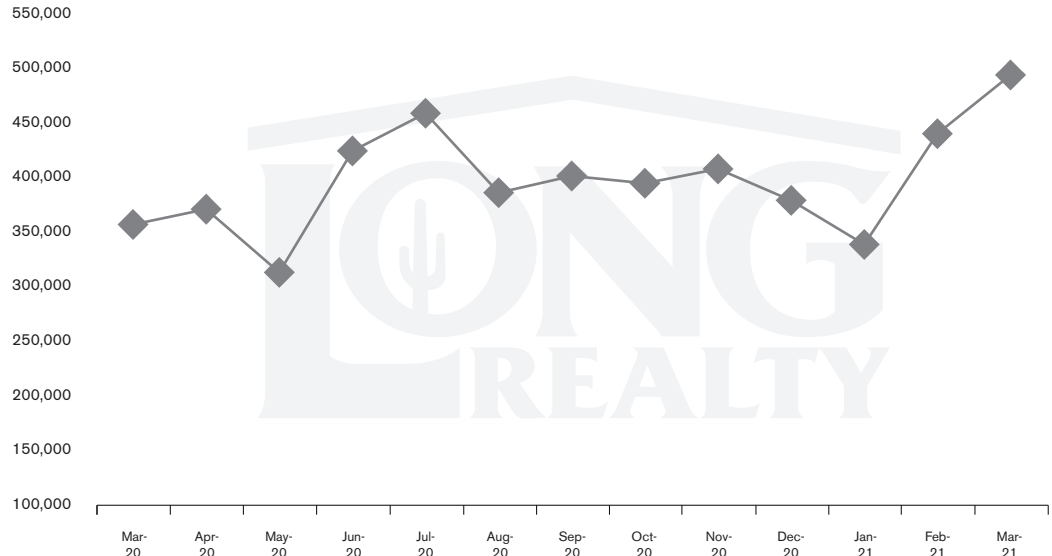


MEDIAN SOLD PRICE

RANCHO VISTOSO

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

Mar 2020	Mar 2021
97.1%	99.3%

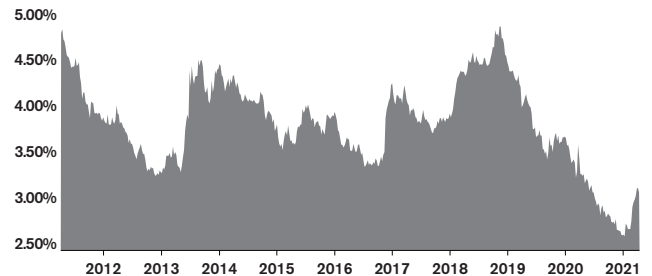


MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$355,000	3.450%	\$1,505.01
2021	\$491,539	3.080%	\$1,988.94

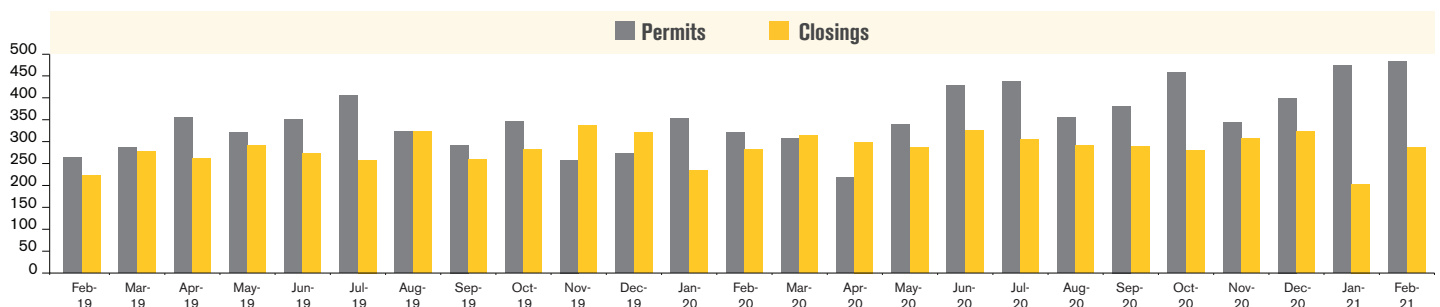
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For February 2021, new home permits were **up 50%** and new home closings were **up 1%** from February 2020.



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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
		Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-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	1	0	1	1	0	0	n/a	0.0	Seller
\$200,000 - 224,999	0	0	4	1	1	0	0	n/a	1.0	Seller
\$225,000 - 249,999	1	4	4	4	5	3	0	n/a	0.3	Seller
\$250,000 - 274,999	0	8	2	3	2	3	1	0.0	0.2	Seller
\$275,000 - 299,999	2	2	2	5	5	4	0	n/a	0.3	Seller
\$300,000 - 349,999	2	7	7	6	7	9	8	0.3	0.3	Seller
\$350,000 - 399,999	3	7	5	5	7	4	7	0.4	0.2	Seller
\$400,000 - 499,999	6	10	17	11	4	7	5	1.2	0.8	Seller
\$500,000 - 599,999	1	3	3	2	1	4	3	0.3	2.8	Seller
\$600,000 - 699,999	1	7	4	1	2	5	2	0.5	0.4	Seller
\$700,000 - 799,999	0	1	1	1	1	2	3	0.0	0.2	Seller
\$800,000 - 899,999	3	2	0	0	0	2	0	n/a	3.5	Seller
\$900,000 - 999,999	2	1	0	1	0	0	2	1.0	2.5	Seller
\$1,000,000 - and over	11	3	1	3	5	6	6	1.8	2.4	Seller
TOTAL	32	56	50	44	41	49	37	0.9	0.7	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 04/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2021-03/31/2021. 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 04/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2020 – 03/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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35.1%

Coldwell Banker Residential Brokerage 8.4%

Tierra Antigua Realty 8.1%

Russ Lyon Sothebys International 6.0%

Realty Executives Arizona Territory 5.4%

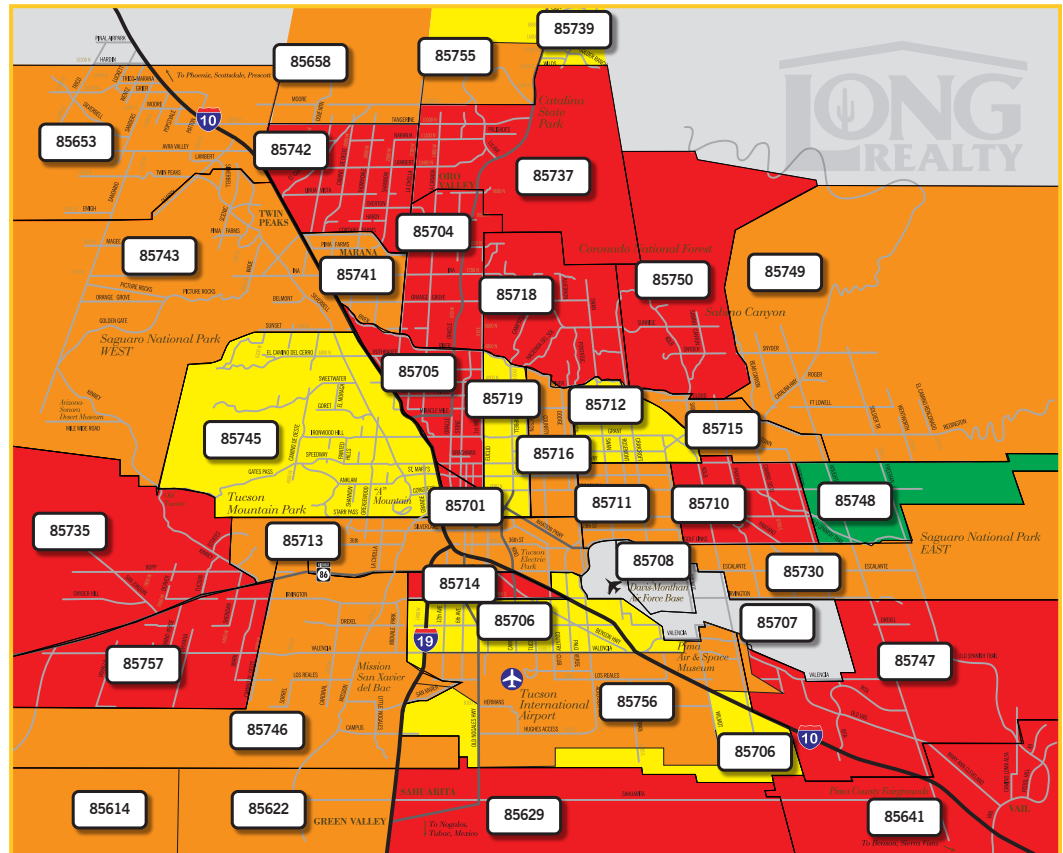
Keller Williams Southern Arizona 4.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2020-MAR 2020 TO
JAN 2021-MAR 2021

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 January 2020-March 2020 to January 2021-March 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/06/2021. Information is believed to be reliable, but not guaranteed.