

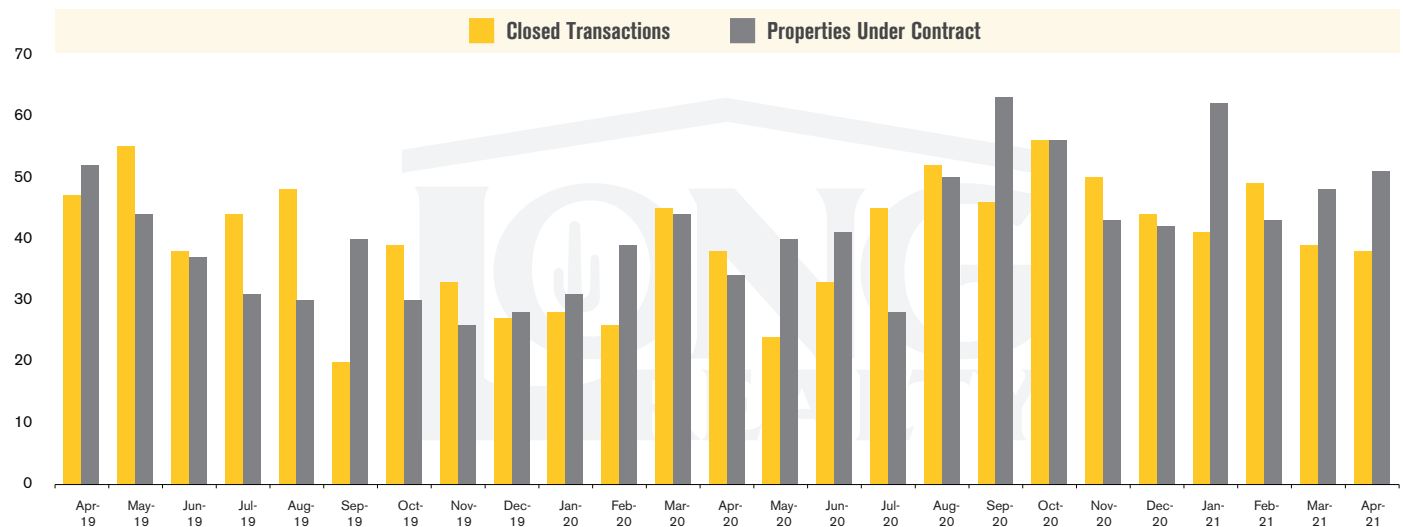
# THE HOUSING REPORT

RANCHO VISTOSO | MAY 2021

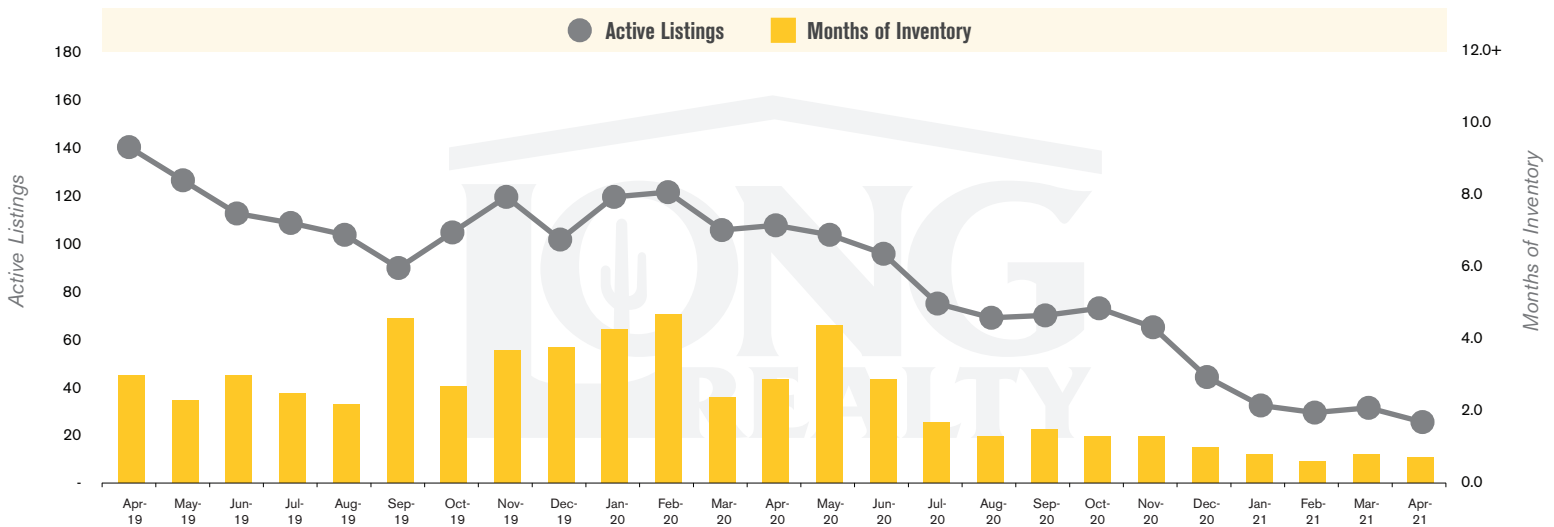


In the Rancho Vistoso area, April 2021 active inventory was 26, a 76% decrease from April 2020. There were 38 closings in April 2021, virtually unchanged from April 2020. Year-to-date 2021 there were 167 closings, a 22% increase from year-to-date 2020. Months of Inventory was .7, down from 2.9 in April 2020. Median price of sold homes was \$424,711 for the month of April 2021, up 15% from April 2020. The Rancho Vistoso area had 51 new properties under contract in April 2021, up 50% from April 2020.

## 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 05/06/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | MAY 2021



## MEDIAN SOLD PRICE

RANCHO VISTOSO

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

Apr 2020	Apr 2021
97.5%	97.4%

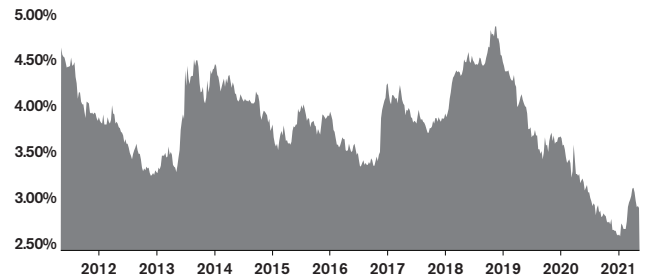


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$369,000	3.310%	\$1,537.18
2021	\$424,711	3.060%	\$1,714.15

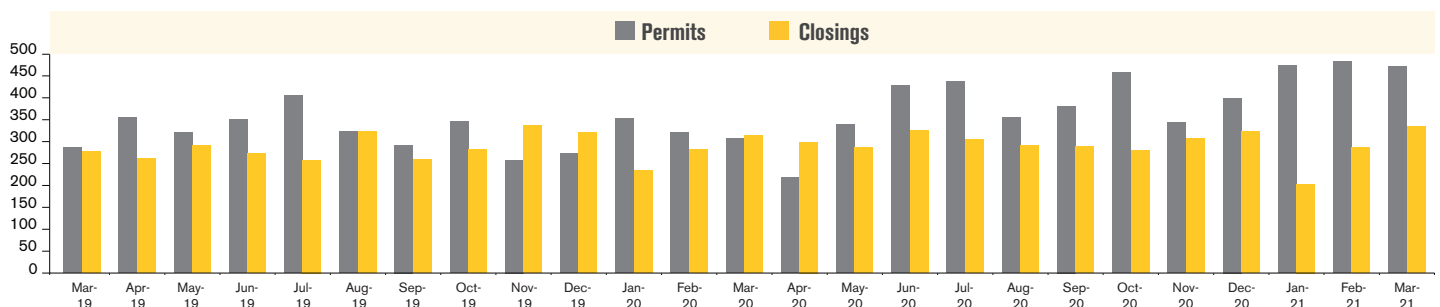
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For March 2021, new home permits were **up 54%** and new home closings were **up 6%** from March 2020.



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 05/06/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | MAY 2021



## 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
		Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-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	1	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	4	1	1	0	0	2	0.0	0.5	<b>Seller</b>
\$225,000 - 249,999	0	4	4	5	3	0	1	0.0	0.3	<b>Seller</b>
\$250,000 - 274,999	0	2	3	2	3	1	1	0.0	0.0	<b>Seller</b>
\$275,000 - 299,999	0	2	5	5	4	0	1	0.0	0.4	<b>Seller</b>
\$300,000 - 349,999	1	7	6	7	9	8	5	0.2	0.2	<b>Seller</b>
\$350,000 - 399,999	2	5	5	7	4	7	6	0.3	0.3	<b>Seller</b>
\$400,000 - 499,999	7	17	11	4	7	5	9	0.8	0.8	<b>Seller</b>
\$500,000 - 599,999	1	3	2	1	4	3	5	0.2	1.8	<b>Seller</b>
\$600,000 - 699,999	0	4	1	2	5	2	1	0.0	0.5	<b>Seller</b>
\$700,000 - 799,999	0	1	1	1	2	3	1	0.0	0.0	<b>Seller</b>
\$800,000 - 899,999	1	0	0	0	2	0	2	0.5	1.3	<b>Seller</b>
\$900,000 - 999,999	3	0	1	0	0	2	0	n/a	3.5	<b>Seller</b>
\$1,000,000 - and over	11	1	3	5	6	8	4	2.8	2.2	<b>Seller</b>
<b>TOTAL</b>	<b>26</b>	<b>50</b>	<b>44</b>	<b>41</b>	<b>49</b>	<b>39</b>	<b>38</b>	<b>0.7</b>	<b>0.7</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 05/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2021-04/30/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | MAY 2021



## MARKET SHARE RANCHO VISTOSO

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

Data Obtained 05/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2020 – 04/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

36.5%

Coldwell Banker Residential Brokerage 8.3%

Tierra Antigua Realty 7.9%

Russ Lyon Sothebys International 6.1%

Realty Executives Arizona Territory 5.4%

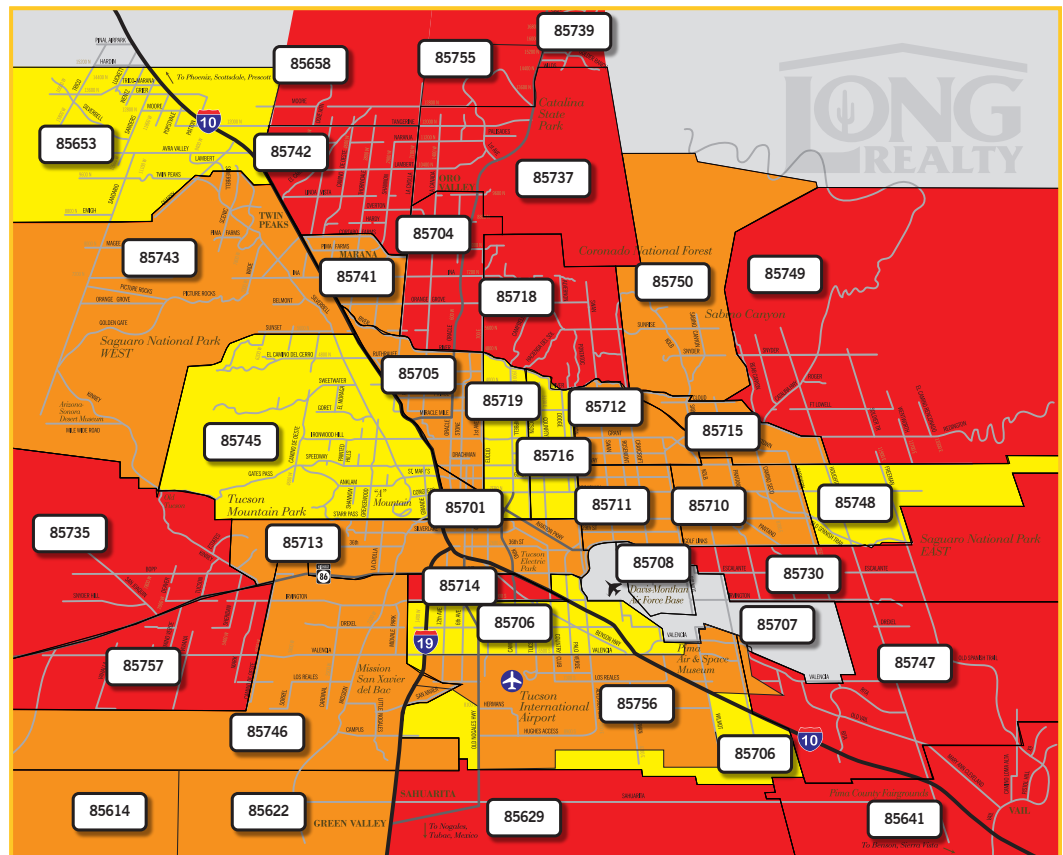
Keller Williams Southern Arizona 4.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2020-APR 2020 TO  
FEB 2021-APR 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.**

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 February 2020-April 2020 to February 2021-April 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/06/2021. Information is believed to be reliable, but not guaranteed.