

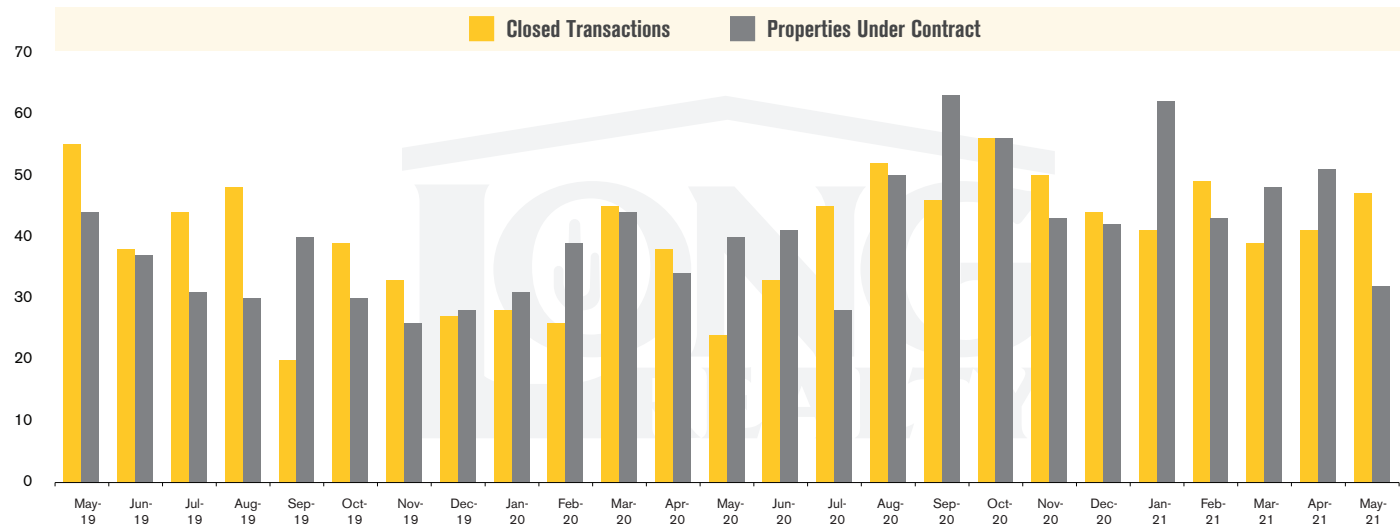
THE HOUSING REPORT

RANCHO VISTOSO | JUNE 2021

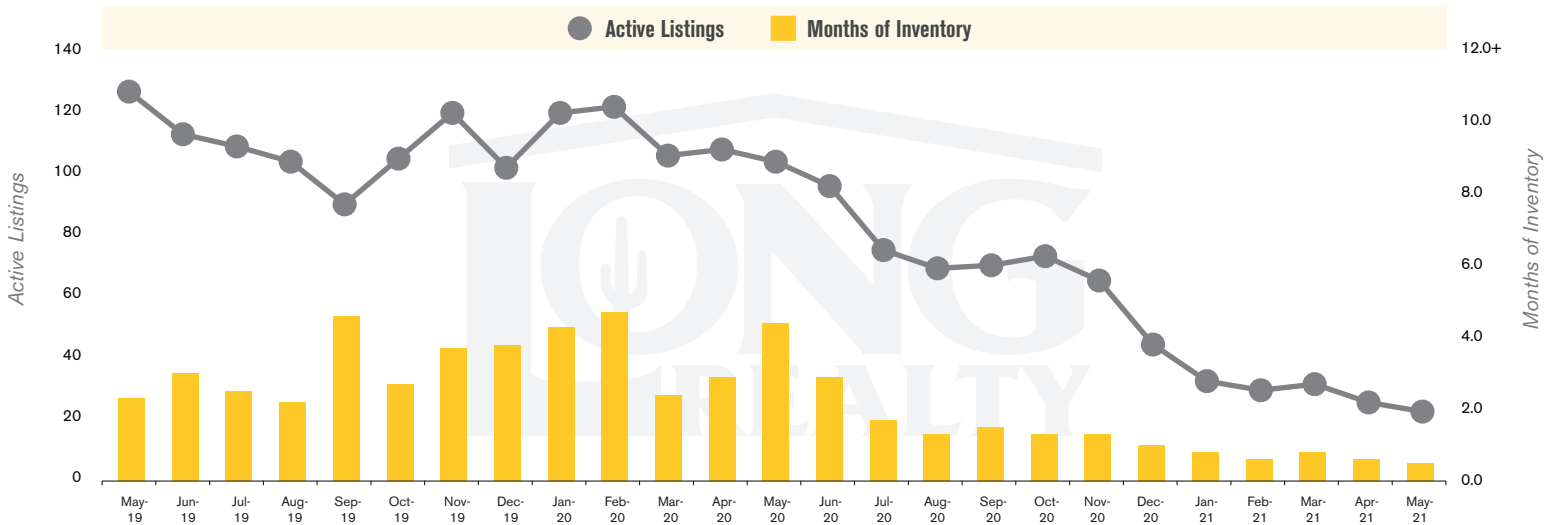


In the Rancho Vistoso area, May 2021 active inventory was 23, a 78% decrease from May 2020. There were 47 closings in May 2021, a 96% increase from May 2020. Year-to-date 2021 there were 217 closings, a 35% increase from year-to-date 2020. Months of Inventory was .5, down from 4.4 in May 2020. Median price of sold homes was \$552,038 for the month of May 2021, up 77% from May 2020. The Rancho Vistoso area had 32 new properties under contract in May 2021, down 20% from May 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

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 06/07/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JUNE 2021

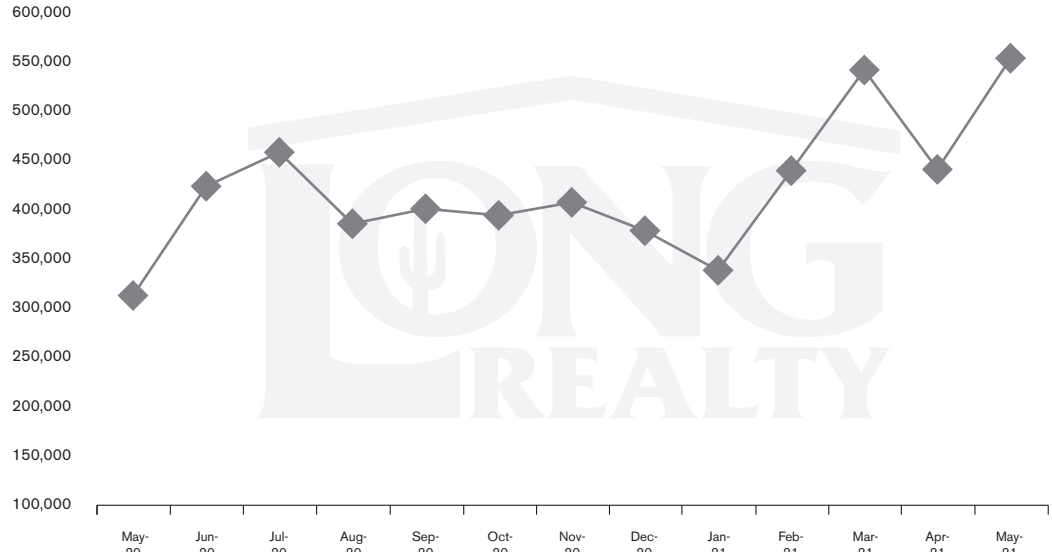


MEDIAN SOLD PRICE

RANCHO VISTOSO

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

May 2020	May 2021
95.0%	100.5%

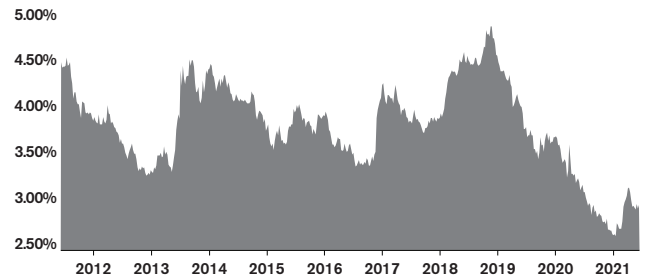


MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$311,250	3.230%	\$1,283.61
2021	\$552,038	2.960%	\$2,199.75

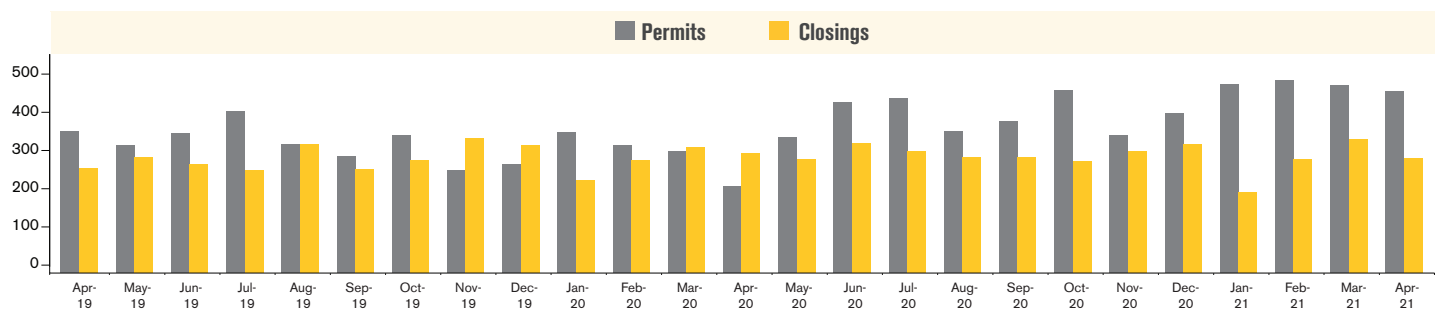
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For April 2021, new home permits were **up 100%** and new home closings were **down 4%** from April 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 06/07/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JUNE 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
		Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-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	1	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	1	0	0	2	0	n/a	0.0	Seller
\$225,000 - 249,999	0	4	5	3	0	1	3	0.0	0.3	Seller
\$250,000 - 274,999	0	3	2	3	1	1	2	0.0	0.0	Seller
\$275,000 - 299,999	1	5	5	4	0	1	2	0.5	1.0	Seller
\$300,000 - 349,999	1	6	7	9	8	5	6	0.2	0.2	Seller
\$350,000 - 399,999	1	5	7	4	7	6	5	0.2	0.3	Seller
\$400,000 - 499,999	5	11	4	7	5	10	9	0.6	0.8	Seller
\$500,000 - 599,999	3	2	1	4	3	6	3	1.0	1.5	Seller
\$600,000 - 699,999	1	1	2	5	2	2	3	0.3	0.3	Seller
\$700,000 - 799,999	0	1	1	2	3	1	4	0.0	0.0	Seller
\$800,000 - 899,999	0	0	0	2	0	2	1	0.0	1.3	Seller
\$900,000 - 999,999	2	1	0	0	2	0	1	2.0	2.3	Seller
\$1,000,000 - and over	9	3	5	6	8	4	8	1.1	1.6	Seller
TOTAL	23	44	41	49	39	41	47	0.5	0.6	Seller



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

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 06/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2021-05/31/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JUNE 2021



MARKET SHARE RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 06/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 06/01/2020 – 05/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

37.0%

Coldwell Banker Residential Brokerage 7.6%

Tierra Antigua Realty 7.5%

Russ Lyon Sothebys International 6.0%

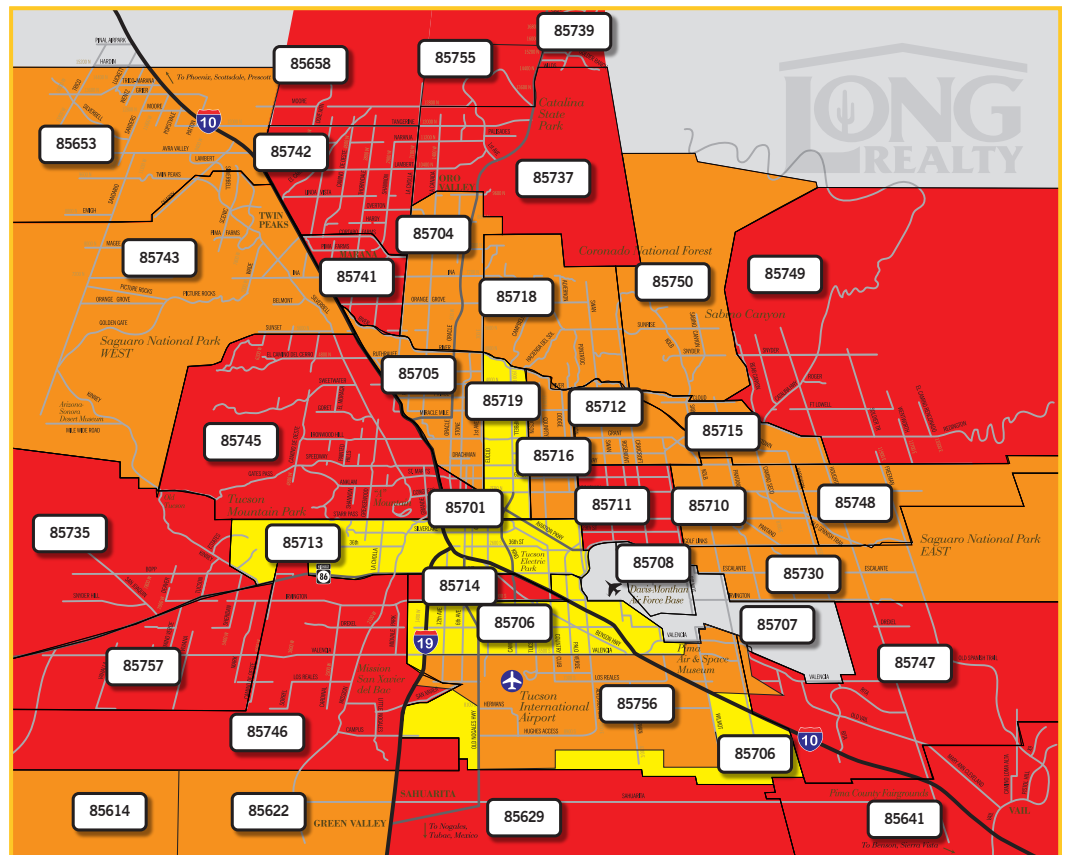
Realty Executives Arizona Territory 5.4%

Keller Williams Southern Arizona 5.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2020-MAY 2020 TO
MAR 2021-MAY 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.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from March 2020-May 2020 to March 2021-May 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/07/2021. Information is believed to be reliable, but not guaranteed.