

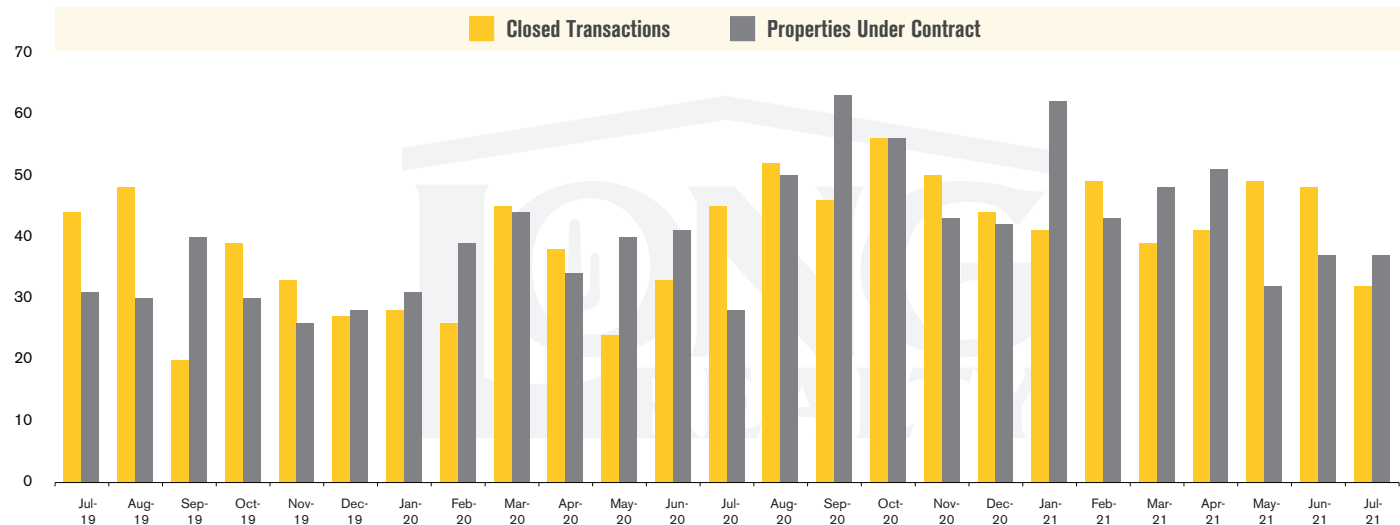
# THE HOUSING REPORT

RANCHO VISTOSO | AUGUST 2021

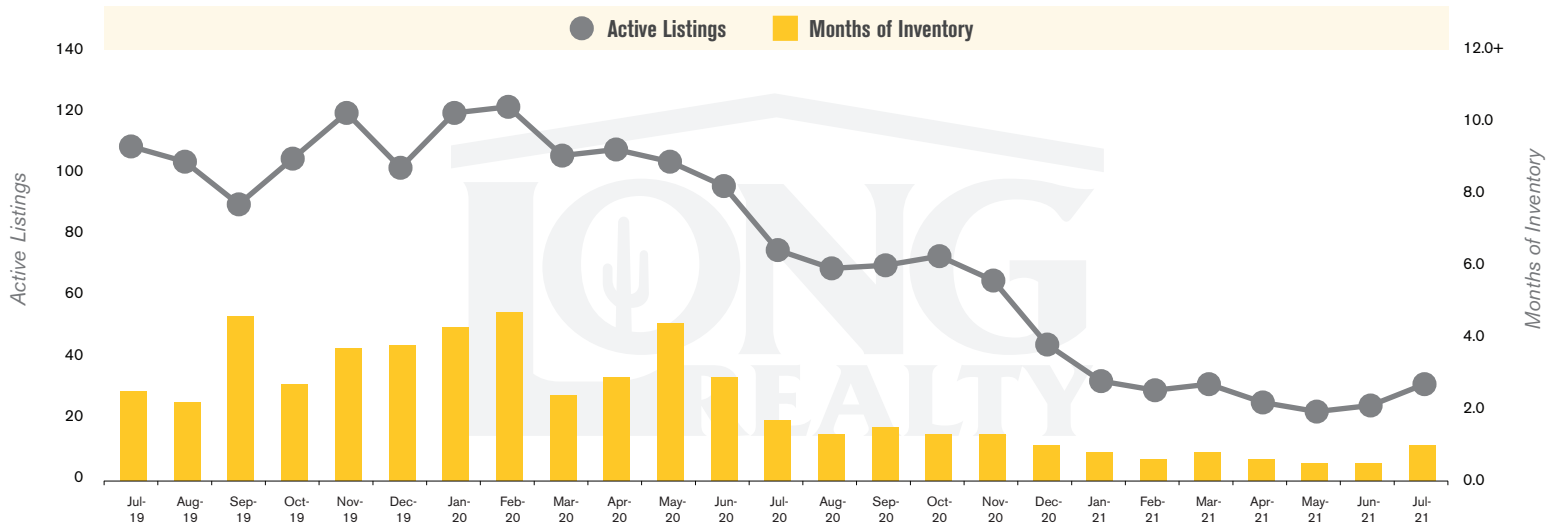


In the Rancho Vistoso area, July 2021 active inventory was 32, a 58% decrease from July 2020. There were 32 closings in July 2021, a 29% decrease from July 2020. Year-to-date 2021 there were 299 closings, a 25% increase from year-to-date 2020. Months of Inventory was 1.0, down from 1.7 in July 2020. Median price of sold homes was \$432,969 for the month of July 2021, down 5% from July 2020. The Rancho Vistoso area had 37 new properties under contract in July 2021, up 32% from July 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)

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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 08/05/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

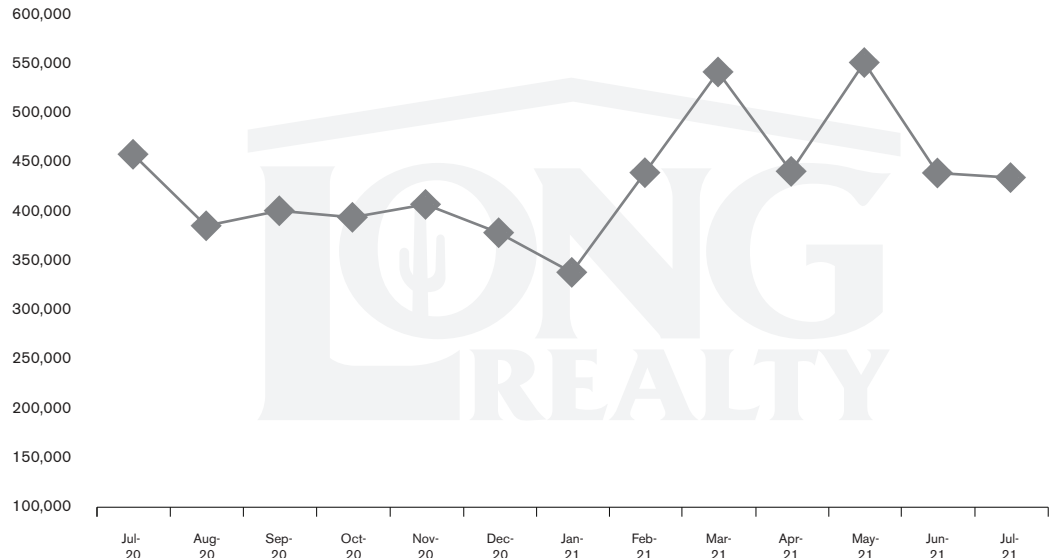
RANCHO VISTOSO | AUGUST 2021



## MEDIAN SOLD PRICE RANCHO VISTOSO

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

Jul 2020	Jul 2021
95.1%	100.4%

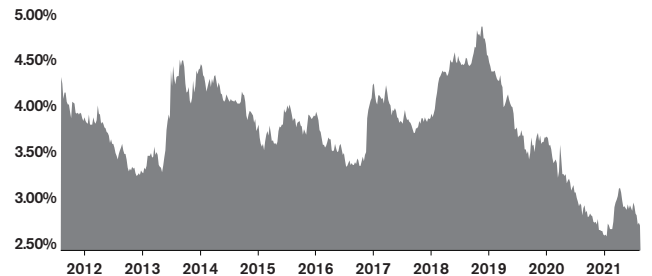


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$456,622	3.020%	\$1,833.56
2021	\$432,969	2.870%	\$1,705.44

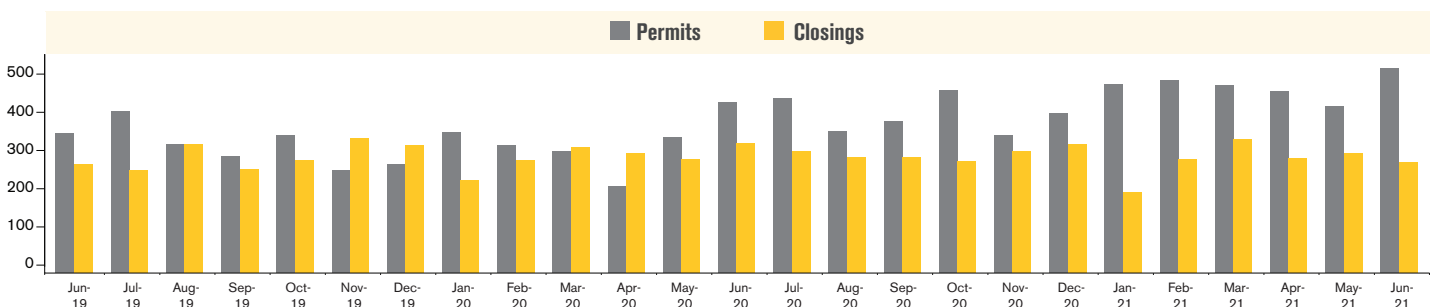
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For June 2021, new home permits were **up 20%** and new home closings were **down 14%** from June 2020.

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

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# THE HOUSING REPORT

RANCHO VISTOSO | AUGUST 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
		Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-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	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	0	0	2	0	1	0	n/a	0.0	<b>Seller</b>
\$225,000 - 249,999	0	3	0	1	3	2	1	0.0	0.0	<b>Seller</b>
\$250,000 - 274,999	0	3	1	1	2	1	0	n/a	0.0	<b>Seller</b>
\$275,000 - 299,999	0	4	0	1	2	1	1	0.0	0.3	<b>Seller</b>
\$300,000 - 349,999	0	9	8	5	6	6	7	0.0	0.2	<b>Seller</b>
\$350,000 - 399,999	3	4	7	6	5	7	5	0.6	0.4	<b>Seller</b>
\$400,000 - 499,999	6	7	5	10	11	16	7	0.9	0.4	<b>Seller</b>
\$500,000 - 599,999	5	4	3	6	3	4	3	1.7	1.9	<b>Seller</b>
\$600,000 - 699,999	6	5	2	2	3	2	3	2.0	1.5	<b>Seller</b>
\$700,000 - 799,999	0	2	3	1	4	0	1	0.0	0.4	<b>Seller</b>
\$800,000 - 899,999	1	2	0	2	1	2	1	1.0	0.3	<b>Seller</b>
\$900,000 - 999,999	1	0	2	0	1	2	1	1.0	0.8	<b>Seller</b>
\$1,000,000 - and over	10	6	8	4	8	4	2	5.0	1.7	<b>Seller</b>
<b>TOTAL</b>	<b>32</b>	<b>49</b>	<b>39</b>	<b>41</b>	<b>49</b>	<b>48</b>	<b>32</b>	<b>1.0</b>	<b>0.6</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



Stephen Woodall - Team Woodall  
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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 08/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2021-07/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | AUGUST 2021



## MARKET SHARE RANCHO VISTOSO

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

Data Obtained 08/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 08/01/2020 – 07/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

35.8%

Coldwell Banker Residential Brokerage 8.0%

Tierra Antigua Realty 7.5%

Realty Executives Arizona Territory 6.3%

Russ Lyon Sothebys International 5.9%

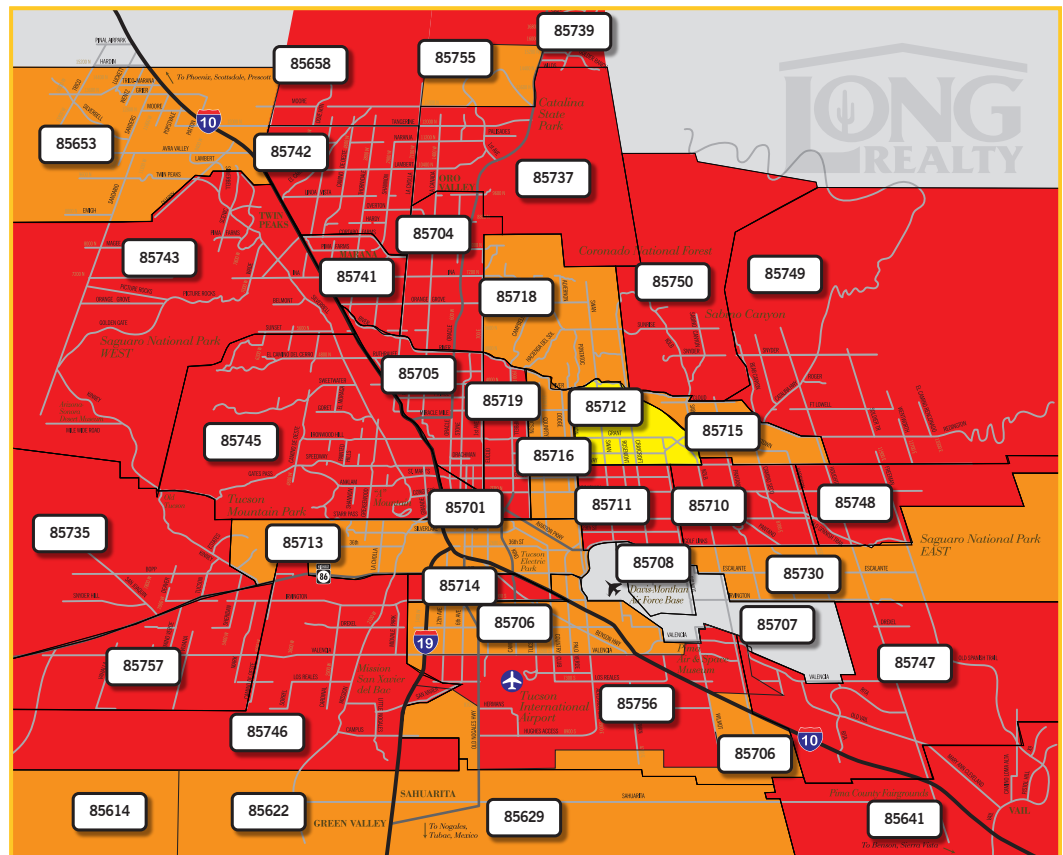
Keller Williams Southern Arizona 5.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2020-JUL 2020 TO  
MAY 2021-JUL 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  
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This heat map represents the percentage of change in Tucson metro median sales prices from May 2020-July 2020 to May 2021-July 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2021. Information is believed to be reliable, but not guaranteed.