

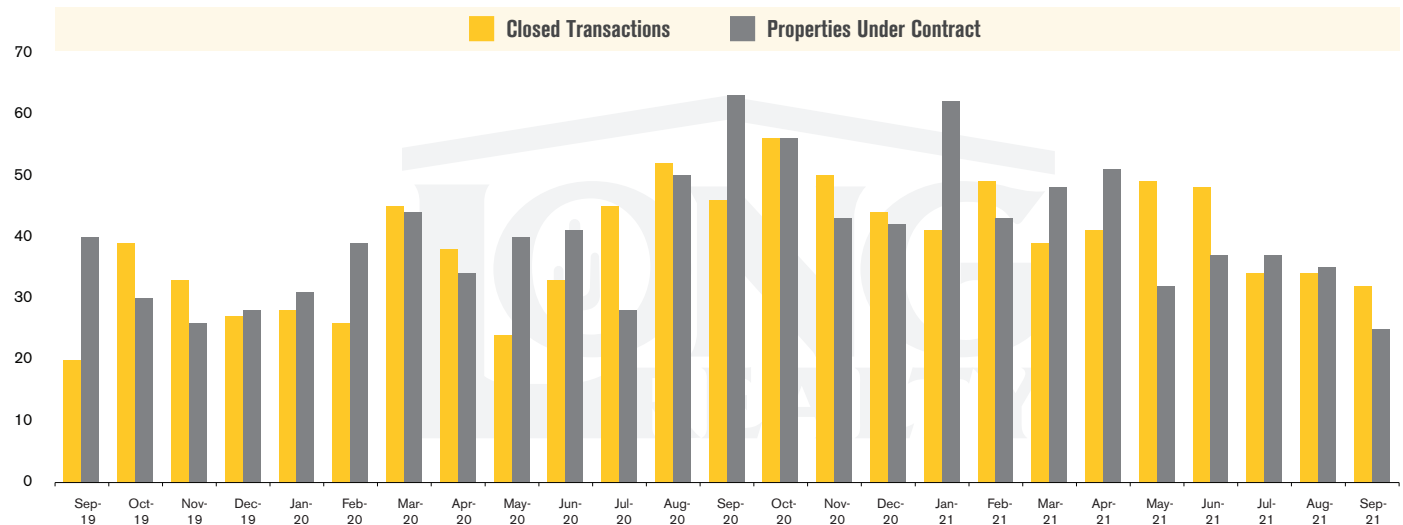
# THE HOUSING REPORT

RANCHO VISTOSO | OCTOBER 2021

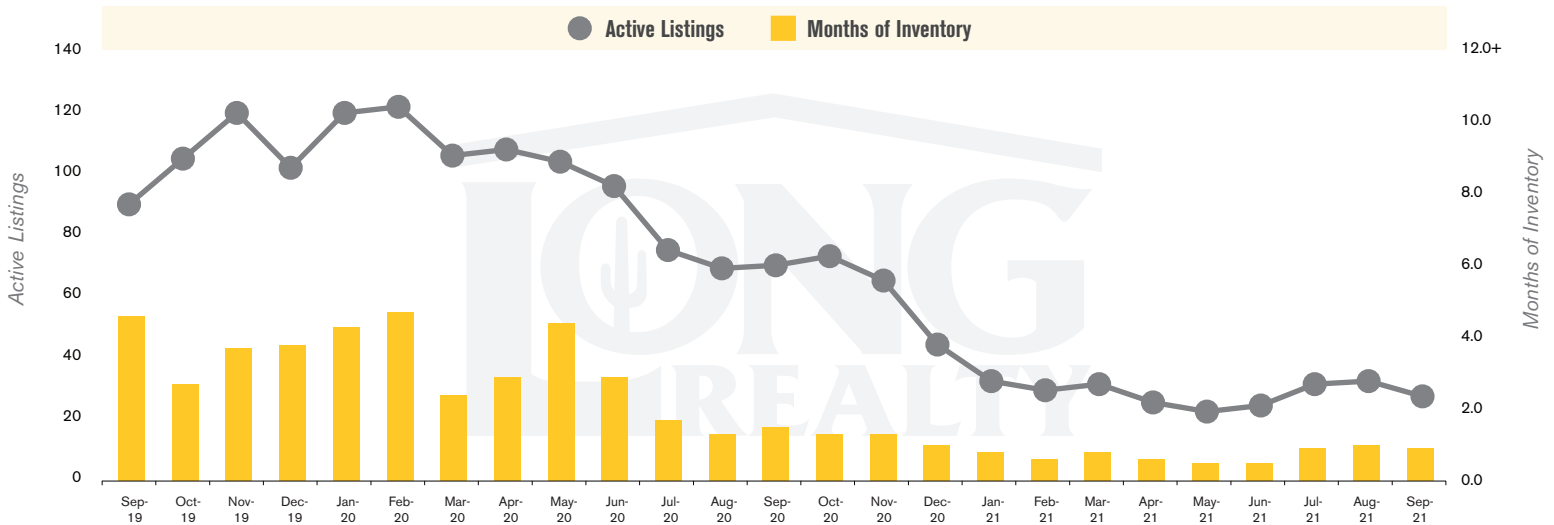


In the Rancho Vistoso area, September 2021 active inventory was 28, a 61% decrease from September 2020. There were 32 closings in September 2021, a 30% decrease from September 2020. Year-to-date 2021 there were 367 closings, a 9% increase from year-to-date 2020. Months of Inventory was .9, down from 1.5 in September 2020. Median price of sold homes was \$437,031 for the month of September 2021, up 10% from September 2020. The Rancho Vistoso area had 25 new properties under contract in September 2021, down 60% from September 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 10/06/2021 is believed to be reliable, but not guaranteed.

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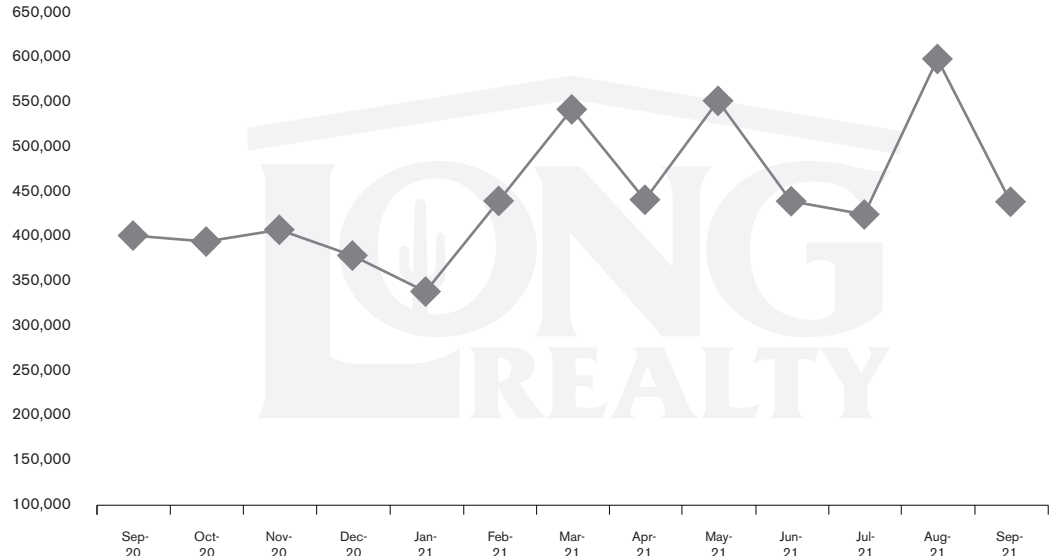


## MEDIAN SOLD PRICE

RANCHO VISTOSO

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

Sep 2020	Sep 2021
97.6%	99.3%

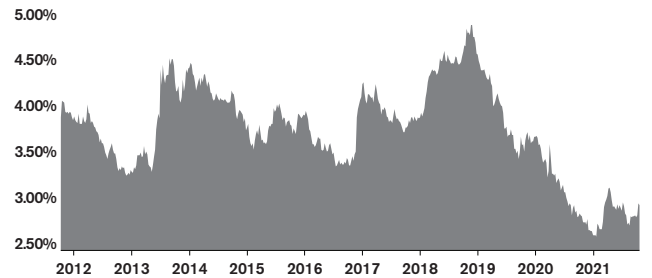


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$399,316	2.890%	\$1,576.94
2021	\$437,031	2.900%	\$1,728.10

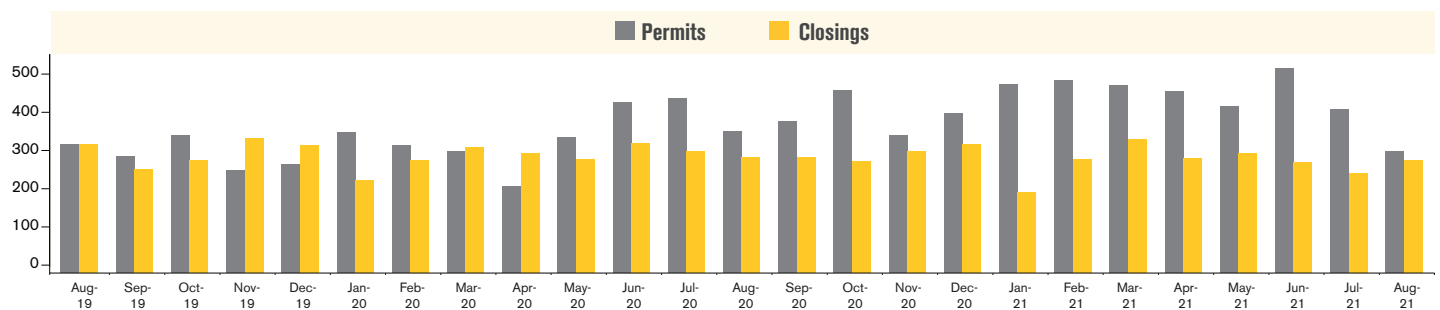
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For August 2021, new home permits were **down 3%** and new home closings were **down 14%** from August 2020.

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# THE HOUSING REPORT

RANCHO VISTOSO | OCTOBER 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
		Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-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	2	0	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	1	3	2	1	0	1	0.0	0.5	<b>Seller</b>
\$250,000 - 274,999	0	1	2	1	0	2	0	n/a	0.0	<b>Seller</b>
\$275,000 - 299,999	0	1	2	1	1	1	1	0.0	0.3	<b>Seller</b>
\$300,000 - 349,999	0	5	6	6	7	0	5	0.0	0.0	<b>Seller</b>
\$350,000 - 399,999	6	6	5	7	6	4	2	3.0	1.1	<b>Seller</b>
\$400,000 - 499,999	6	10	11	16	7	9	9	0.7	0.7	<b>Seller</b>
\$500,000 - 599,999	4	6	3	4	3	3	7	0.6	1.7	<b>Seller</b>
\$600,000 - 699,999	5	2	3	2	3	4	4	1.3	1.5	<b>Seller</b>
\$700,000 - 799,999	1	1	4	0	1	2	0	n/a	0.3	<b>Seller</b>
\$800,000 - 899,999	0	2	1	2	1	3	0	n/a	0.3	<b>Seller</b>
\$900,000 - 999,999	0	0	1	2	1	0	1	0.0	1.0	<b>Seller</b>
\$1,000,000 - and over	6	4	8	4	3	6	2	3.0	2.0	<b>Seller</b>
<b>TOTAL</b>	<b>28</b>	<b>41</b>	<b>49</b>	<b>48</b>	<b>34</b>	<b>34</b>	<b>32</b>	<b>0.9</b>	<b>0.9</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 10/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2021-09/30/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | OCTOBER 2021



## MARKET SHARE RANCHO VISTOSO

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

Data Obtained 10/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2020 – 09/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

34.7%

Tierra Antigua Realty 7.7%

Coldwell Banker Residential Brokerage 7.4%

Realty Executives Arizona Territory 7.2%

Russ Lyon Sothebys International 5.8%

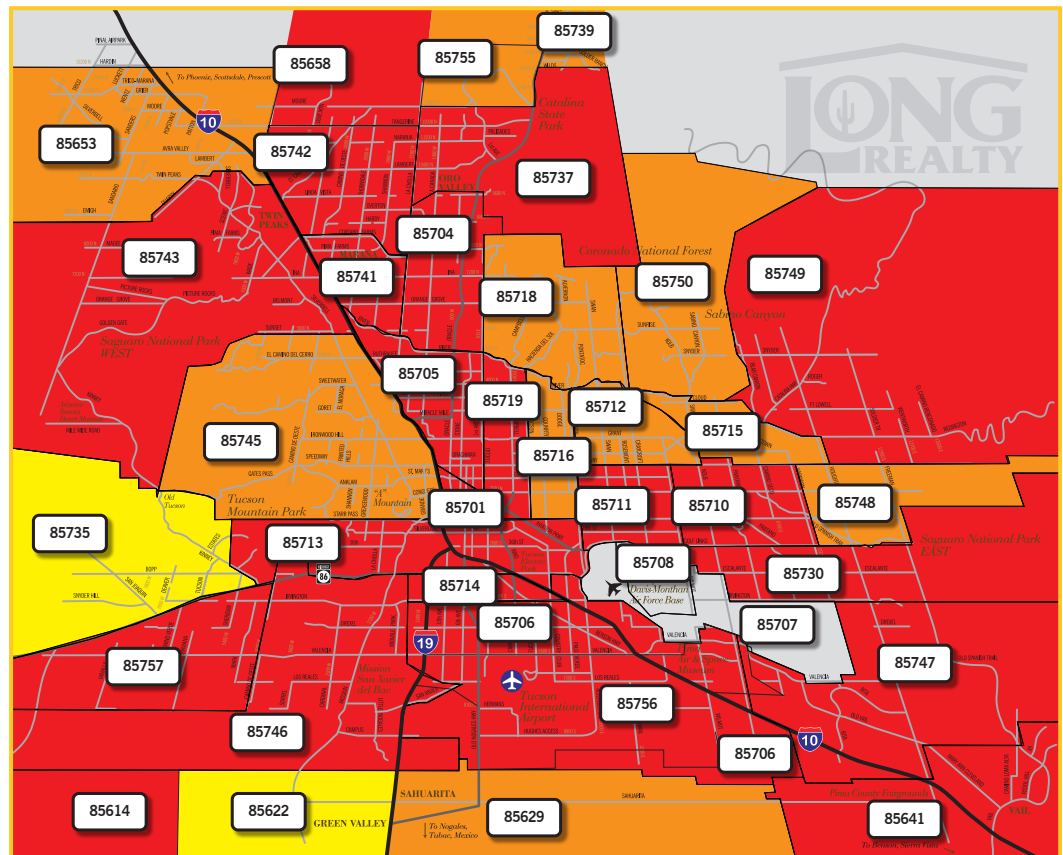
Keller Williams Southern Arizona 5.7%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2020-SEP 2020 TO  
JUL 2021-SEP 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 July 2020-September 2020 to July 2021-September 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2021. Information is believed to be reliable, but not guaranteed.