

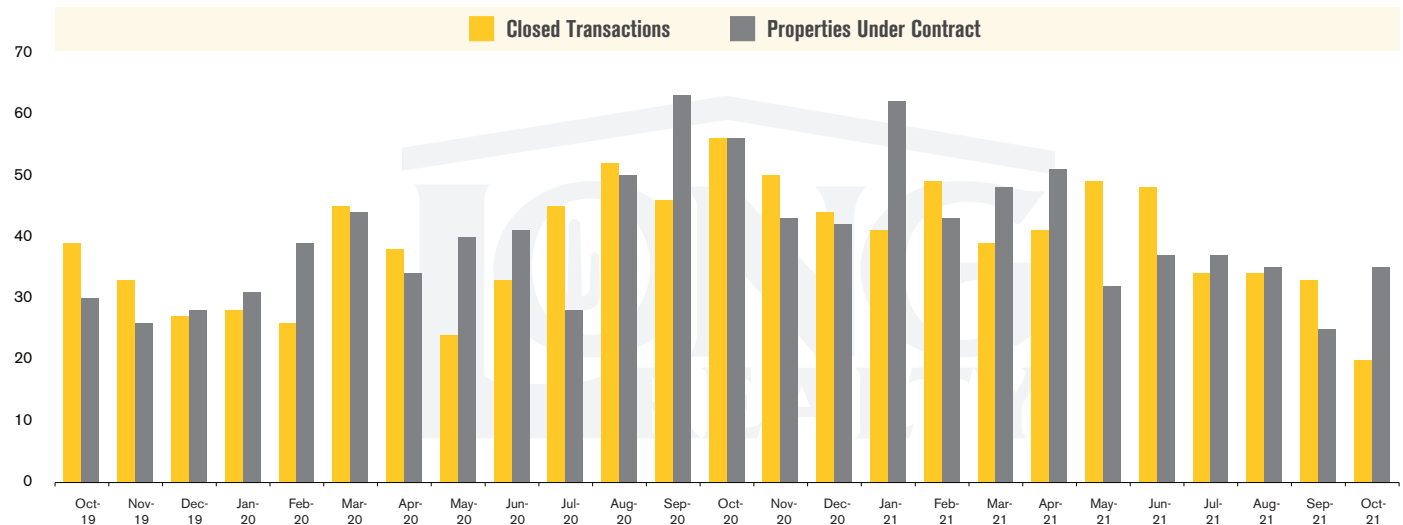
THE HOUSING REPORT

RANCHO VISTOSO | NOVEMBER 2021

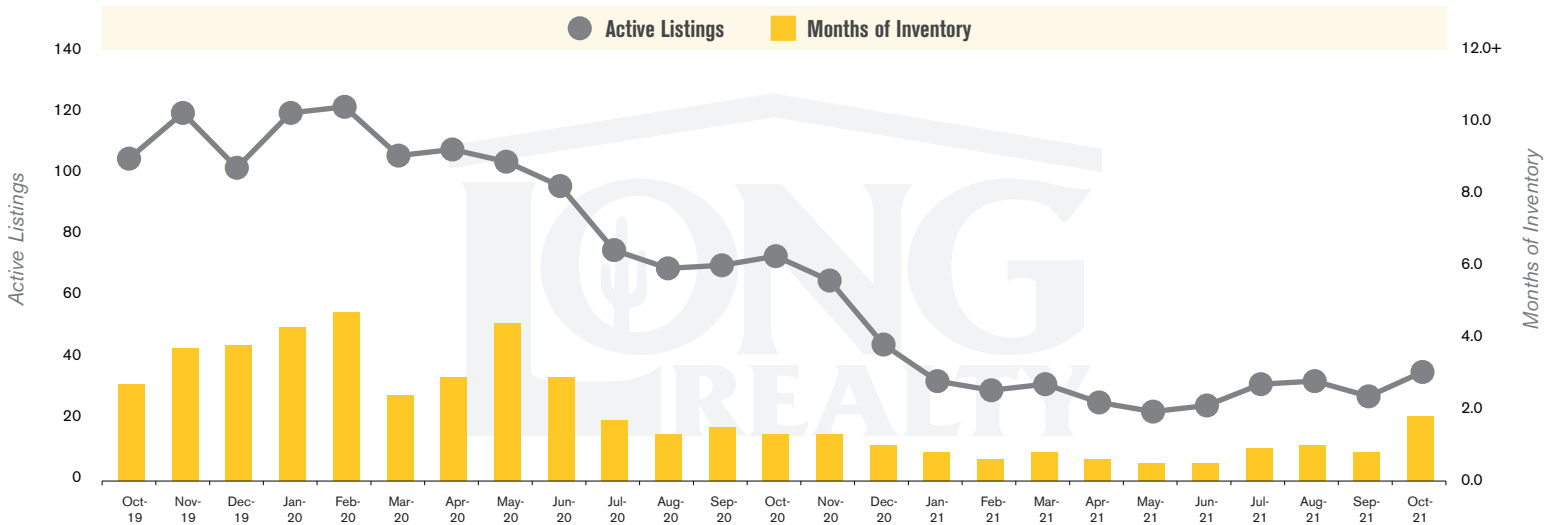


In the Rancho Vistoso area, October 2021 active inventory was 36, a 51% decrease from October 2020. There were 20 closings in October 2021, a 64% decrease from October 2020. Year-to-date 2021 there were 388 closings, a 1% decrease from year-to-date 2020. Months of Inventory was 1.8, up from 1.3 in October 2020. Median price of sold homes was \$580,000 for the month of October 2021, up 48% from October 2020. The Rancho Vistoso area had 35 new properties under contract in October 2021, down 38% from October 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 11/05/2021 is believed to be reliable, but not guaranteed.

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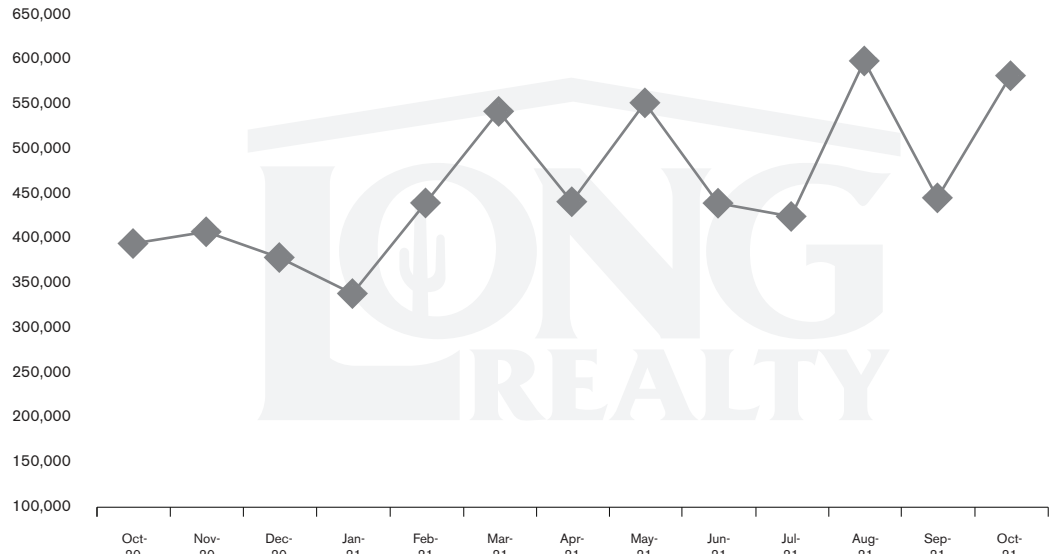
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MEDIAN SOLD PRICE RANCHO VISTOSO

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

Oct 2020	Oct 2021
96.5%	99.5%

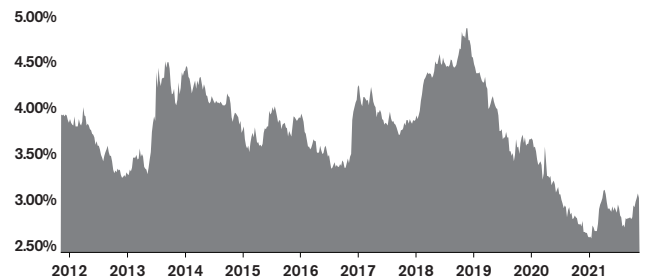


MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$392,661	2.830%	\$1,538.71
2021	\$580,000	3.070%	\$2,343.89

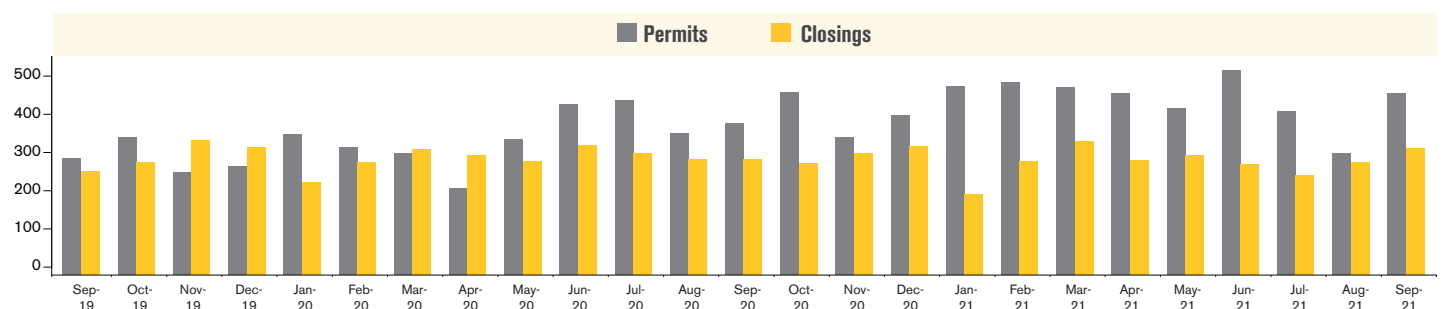
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For September 2021, new home permits were **up 19%** and new home closings were **up 10%** from September 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
		May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-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	1	0	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	3	2	1	0	1	0	n/a	1.0	Seller
\$250,000 - 274,999	0	2	1	0	2	0	0	n/a	0.0	Seller
\$275,000 - 299,999	0	2	1	1	1	1	1	0.0	0.3	Seller
\$300,000 - 349,999	2	6	6	7	0	5	1	2.0	0.3	Seller
\$350,000 - 399,999	5	5	7	6	4	2	2	2.5	1.9	Seller
\$400,000 - 499,999	7	11	16	7	9	9	4	1.8	0.9	Seller
\$500,000 - 599,999	6	3	4	3	3	8	6	1.0	1.3	Seller
\$600,000 - 699,999	5	3	2	3	4	4	1	5.0	1.8	Seller
\$700,000 - 799,999	0	4	0	1	2	0	1	0.0	0.3	Seller
\$800,000 - 899,999	0	1	2	1	3	0	0	n/a	0.0	Seller
\$900,000 - 999,999	1	1	2	1	0	1	0	n/a	2.0	Seller
\$1,000,000 - and over	10	8	4	3	6	2	4	2.5	1.8	Seller
TOTAL	36	49	48	34	34	33	20	1.8	1.1	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 11/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2021-10/31/2021. 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 11/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2020 – 10/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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34.9%

Tierra Antigua Realty 8.0%

Realty Executives Arizona Territory 7.3%

Coldwell Banker Residential Brokerage 6.9%

Keller Williams Southern Arizona 5.9%

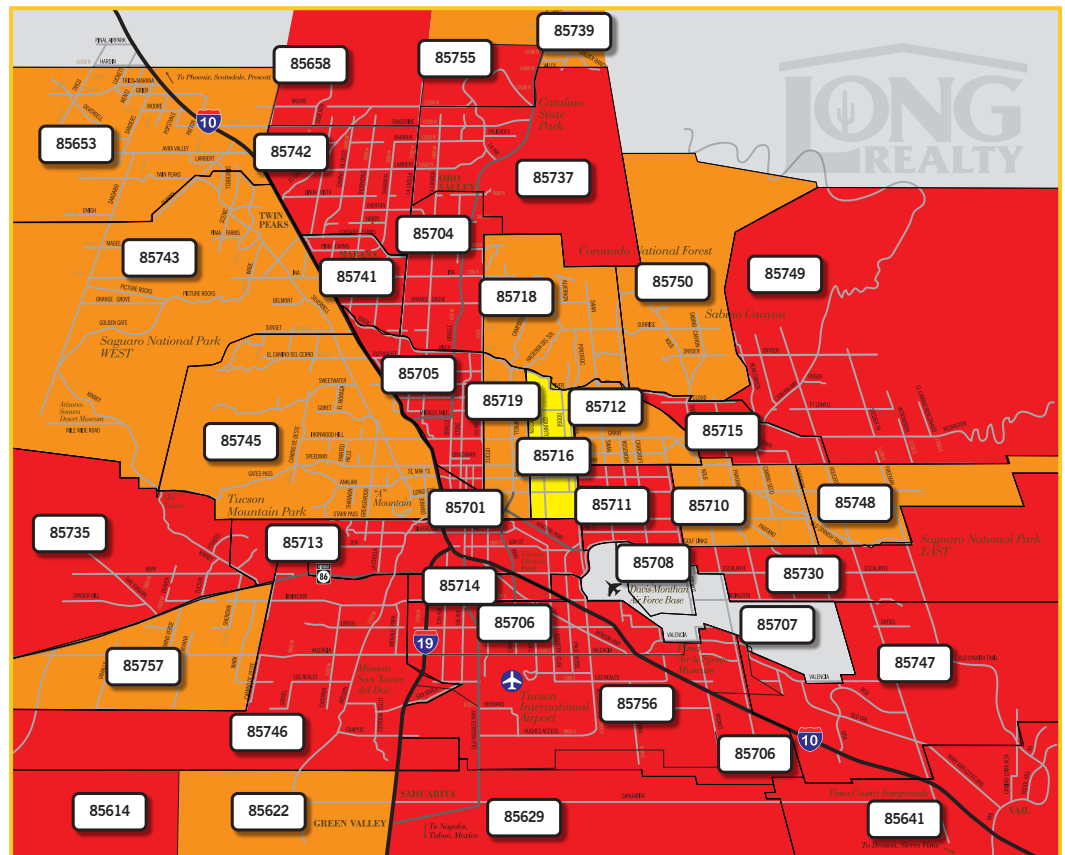
Russ Lyon Sothebys International 4.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2020-OCT 2020 TO
AUG 2021-OCT 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 August 2020-October 2020 to August 2021-October 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/05/2021. Information is believed to be reliable, but not guaranteed.