

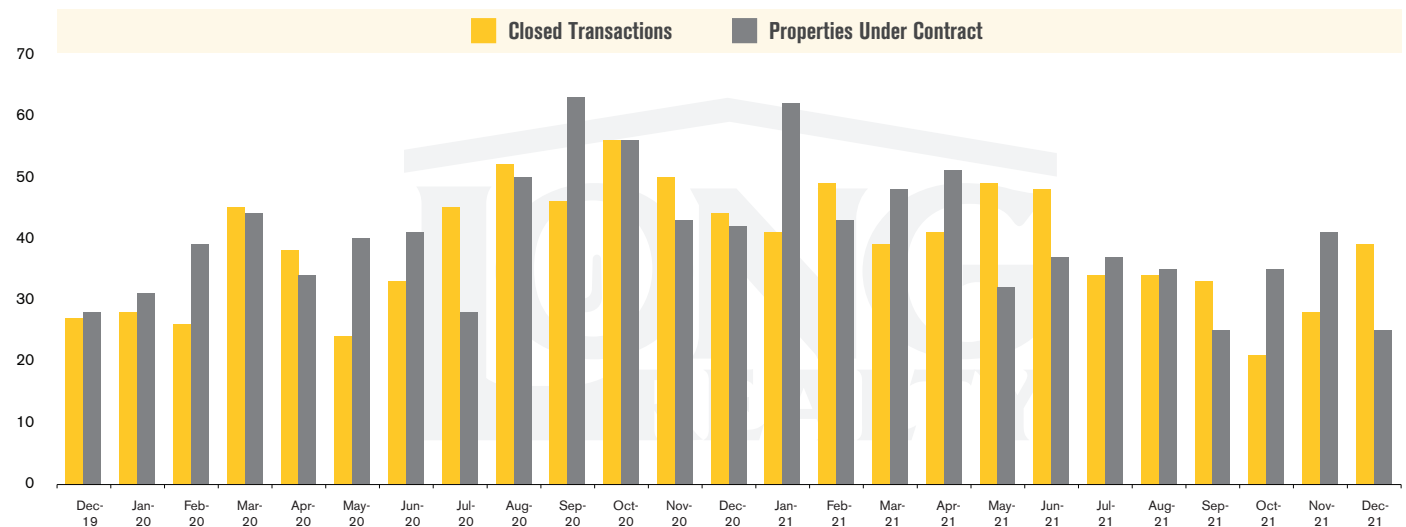
THE HOUSING REPORT

RANCHO VISTOSO | JANUARY 2022

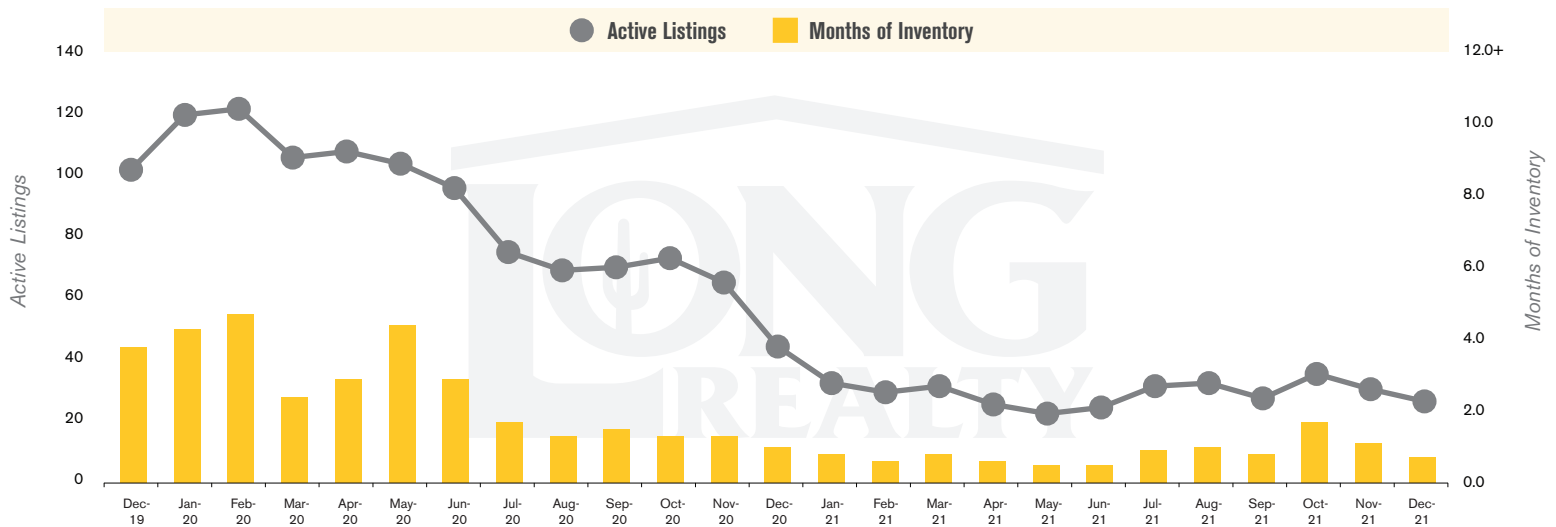


In the Rancho Vistoso area, December 2021 active inventory was 27, a 40% decrease from December 2020. There were 39 closings in December 2021, a 11% decrease from December 2020. Year-to-date 2021 there were 456 closings, a 6% decrease from year-to-date 2020. Months of Inventory was 0.7, down from 1.0 in December 2020. Median price of sold homes was \$706,731 for the month of December 2021, up 88% from December 2020. The Rancho Vistoso area had 25 new properties under contract in December 2021, down 40% from December 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 01/06/2022 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JANUARY 2022

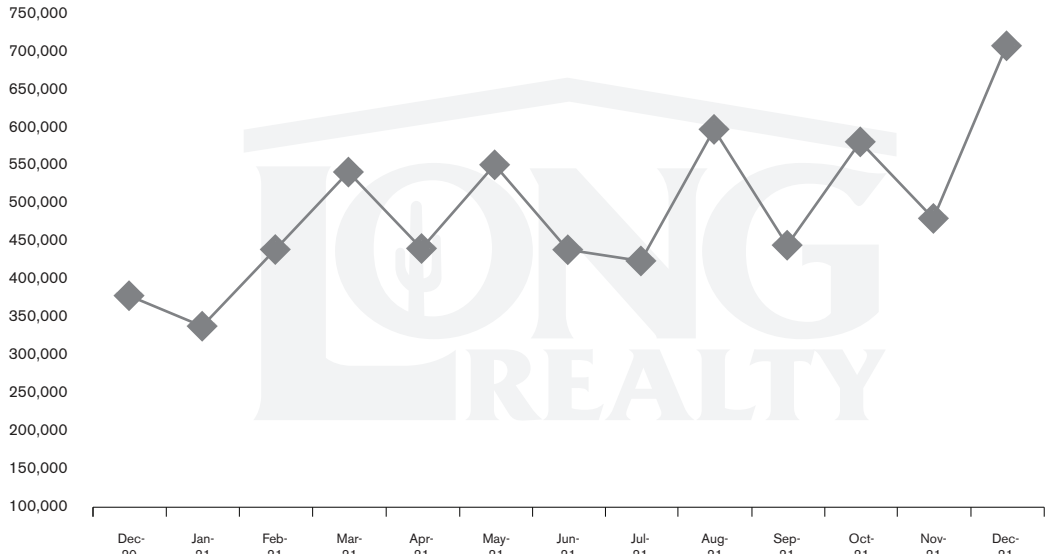


MEDIAN SOLD PRICE

RANCHO VISTOSO

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

Dec 2020	Dec 2021
98.6%	98.9%

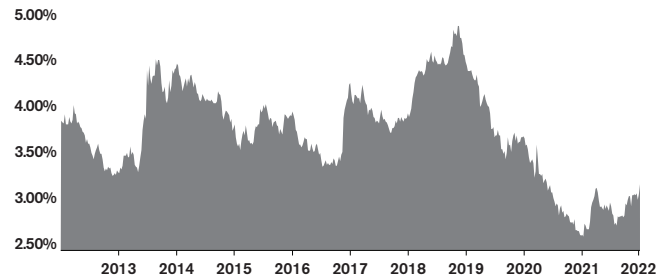


MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$377,023	2.680%	\$1,448.96
2021	\$706,731	3.100%	\$2,866.96

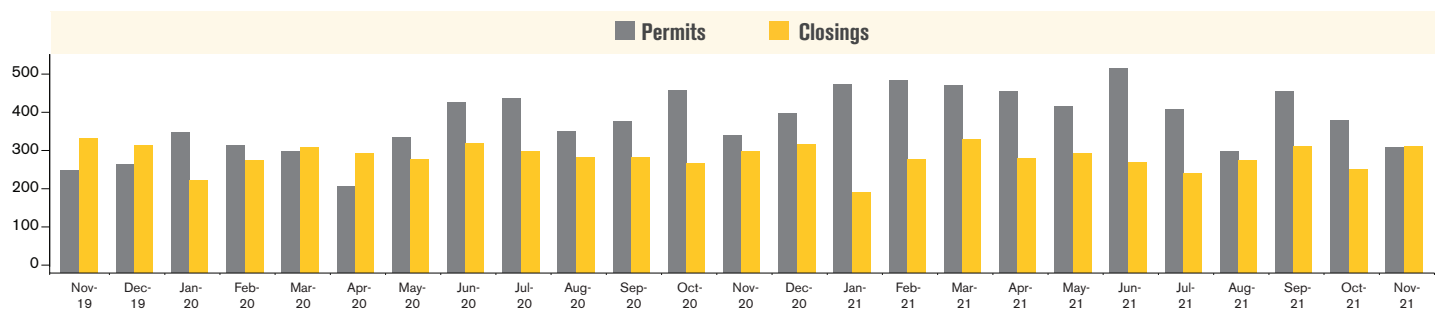
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2021, new home permits were **down 9%** and new home closings were **up 4%** from November 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 01/06/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JANUARY 2022



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
		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-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	0	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	0	0	2	0	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	0	1	1	1	1	0	0	n/a	0.0	Seller
\$300,000 - 349,999	1	7	0	5	2	0	2	0.5	0.8	Seller
\$350,000 - 399,999	4	6	4	2	2	5	3	1.3	1.3	Seller
\$400,000 - 499,999	2	7	9	9	4	14	8	0.3	0.5	Seller
\$500,000 - 599,999	3	3	3	8	6	3	9	0.3	1.3	Seller
\$600,000 - 699,999	4	3	4	4	1	2	2	2.0	2.8	Seller
\$700,000 - 799,999	0	1	2	0	1	1	1	0.0	0.7	Seller
\$800,000 - 899,999	2	1	3	0	0	1	4	0.5	0.4	Seller
\$900,000 - 999,999	0	1	0	1	0	1	1	0.0	0.5	Seller
\$1,000,000 - and over	11	3	6	2	4	1	9	1.2	2.1	Seller
TOTAL	27	34	34	33	21	28	39	0.7	1.1	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 01/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JANUARY 2022



MARKET SHARE RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

35.6%

Coldwell Banker Residential Brokerage 7.6%

Realty Executives Arizona Territory 7.2%

Tierra Antigua Realty 6.9%

Keller Williams Southern Arizona 5.9%

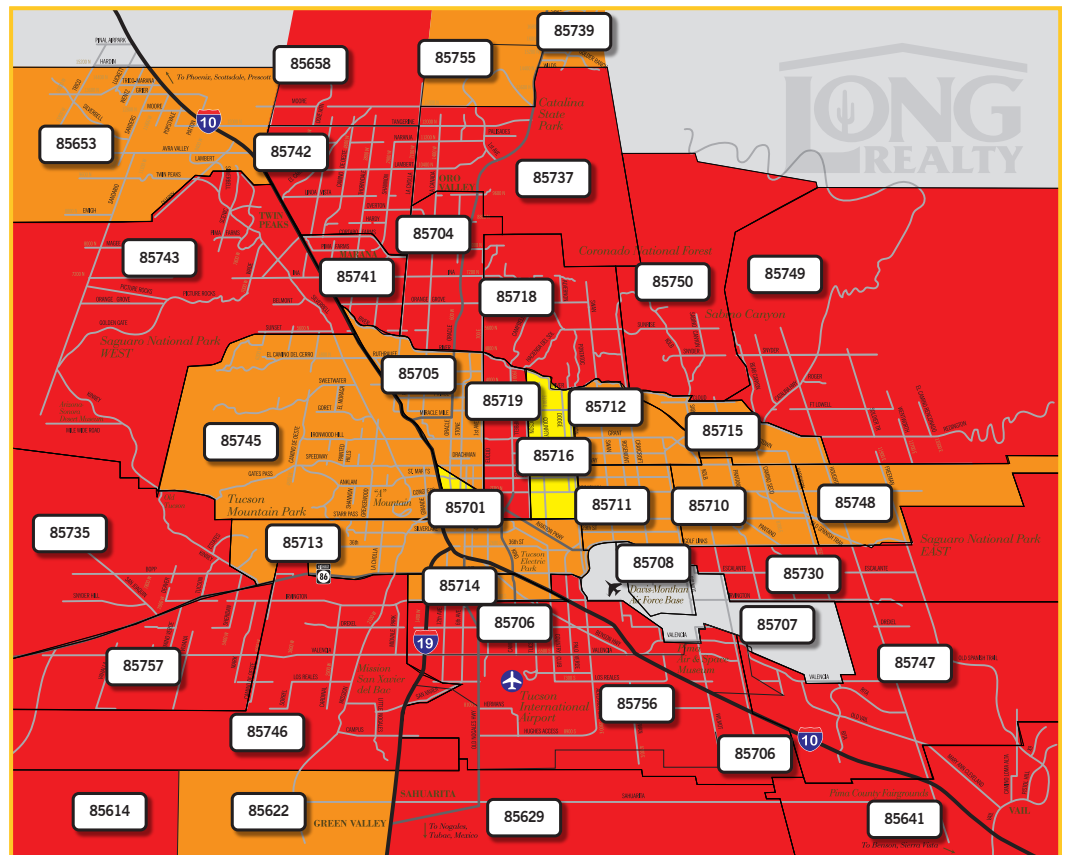
Russ Lyon Sothebys International 4.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2020-DEC 2020 TO
OCT 2021-DEC 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

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from October 2020-December 2020 to October 2021-December 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2022. Information is believed to be reliable, but not guaranteed.