

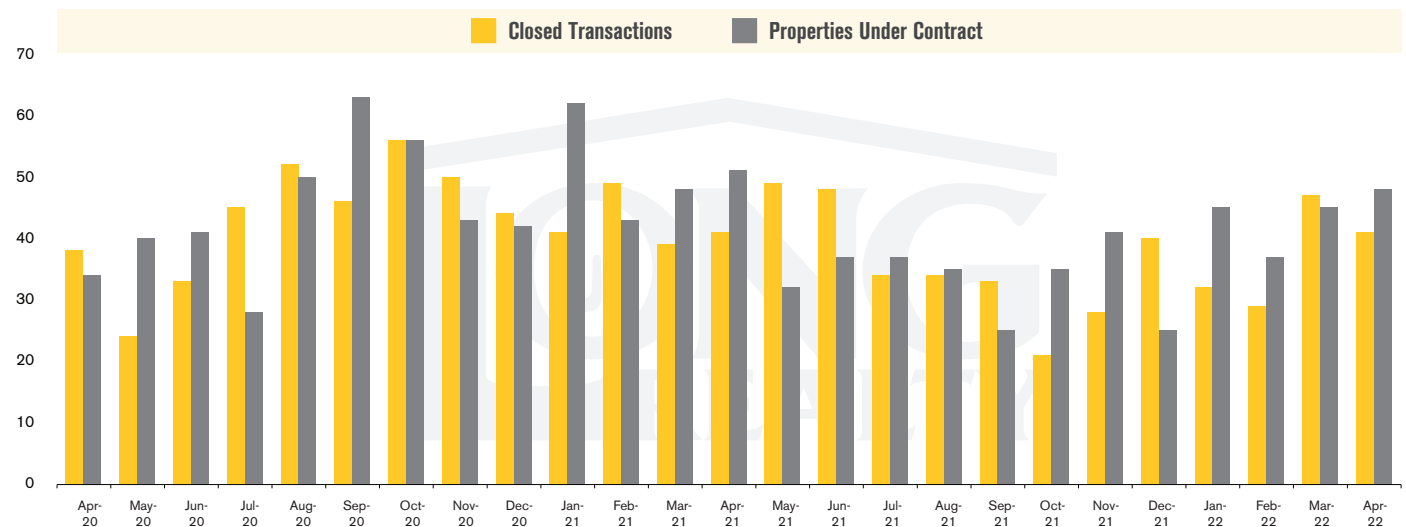
THE HOUSING REPORT

RANCHO VISTOSO | MAY 2022

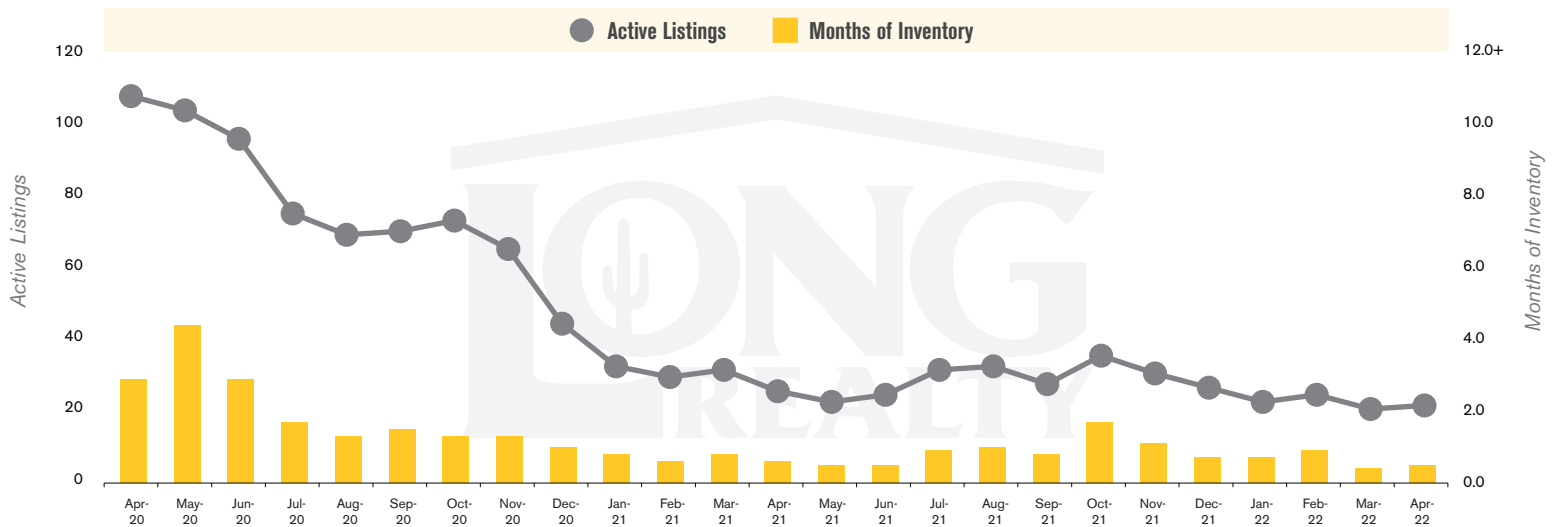


In the Rancho Vistoso area, April 2022 active inventory was 22, a 15% decrease from April 2021. There were 41 closings in April 2022, virtually unchanged from April 2021. Year-to-date 2022 there were 149 closings, a 12% decrease from year-to-date 2021. Months of Inventory was 0.5, down from 0.6 in April 2021. Median price of sold homes was \$519,031 for the month of April 2022, up 18% from April 2021. The Rancho Vistoso area had 48 new properties under contract in April 2022, down 6% from April 2021.

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 05/05/2022 is believed to be reliable, but not guaranteed.

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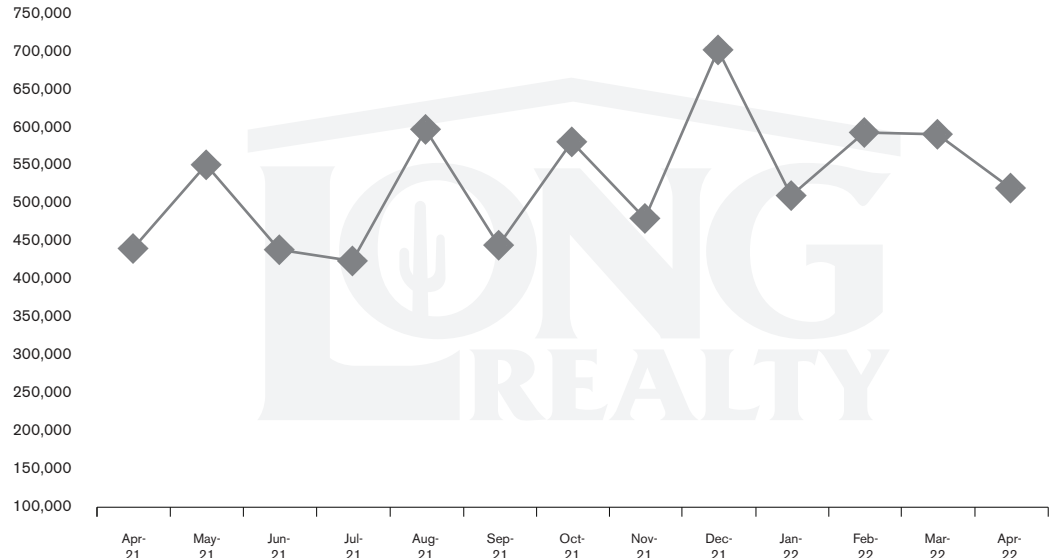


MEDIAN SOLD PRICE

RANCHO VISTOSO

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

Apr 2021	Apr 2022
97.7%	103.7%

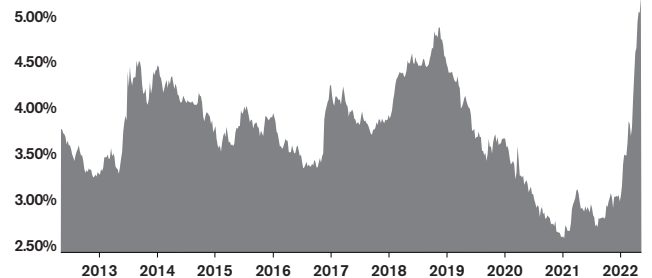


MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2021	\$439,293	3.060%	\$1,773.01
2022	\$519,031	4.980%	\$2,640.93

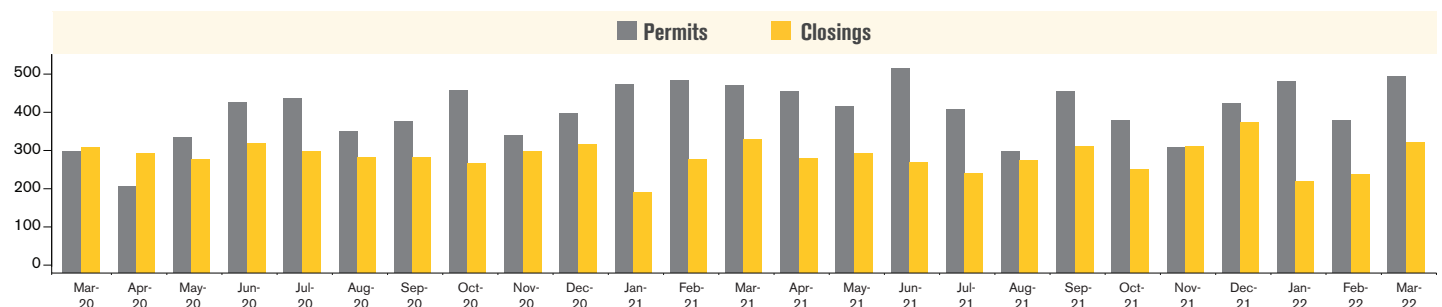
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For March 2022, new home permits were **up 5%** and new home closings were **down 2%** from March 2021.

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RANCHO VISTOSO | MAY 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
		Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22			
\$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	0	0	0	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$275,000 - 299,999	0	0	0	1	1	0	0	n/a	0.0	Seller
\$300,000 - 349,999	0	0	2	4	3	3	3	0.0	0.0	Seller
\$350,000 - 399,999	0	5	3	4	5	2	6	0.0	0.1	Seller
\$400,000 - 499,999	2	14	9	6	2	12	10	0.2	0.4	Seller
\$500,000 - 599,999	3	3	9	8	5	6	9	0.3	0.9	Seller
\$600,000 - 699,999	0	2	2	4	4	7	5	0.0	0.1	Seller
\$700,000 - 799,999	0	1	1	0	3	4	1	0.0	0.3	Seller
\$800,000 - 899,999	0	1	4	1	1	3	2	0.0	0.0	Seller
\$900,000 - 999,999	3	1	1	0	0	2	0	n/a	3.5	Seller
\$1,000,000 - and over	14	1	9	4	5	7	5	2.8	2.1	Seller
TOTAL	22	28	40	32	29	47	41	0.5	0.6	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 05/05/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2022-04/30/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

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MARKET SHARE RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2021 – 04/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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32.0%

Realty Executive Arizona Territory 9.9%

Tierra Antigua Realty 9.2%

Coldwell Banker Residential Brokerage 6.0%

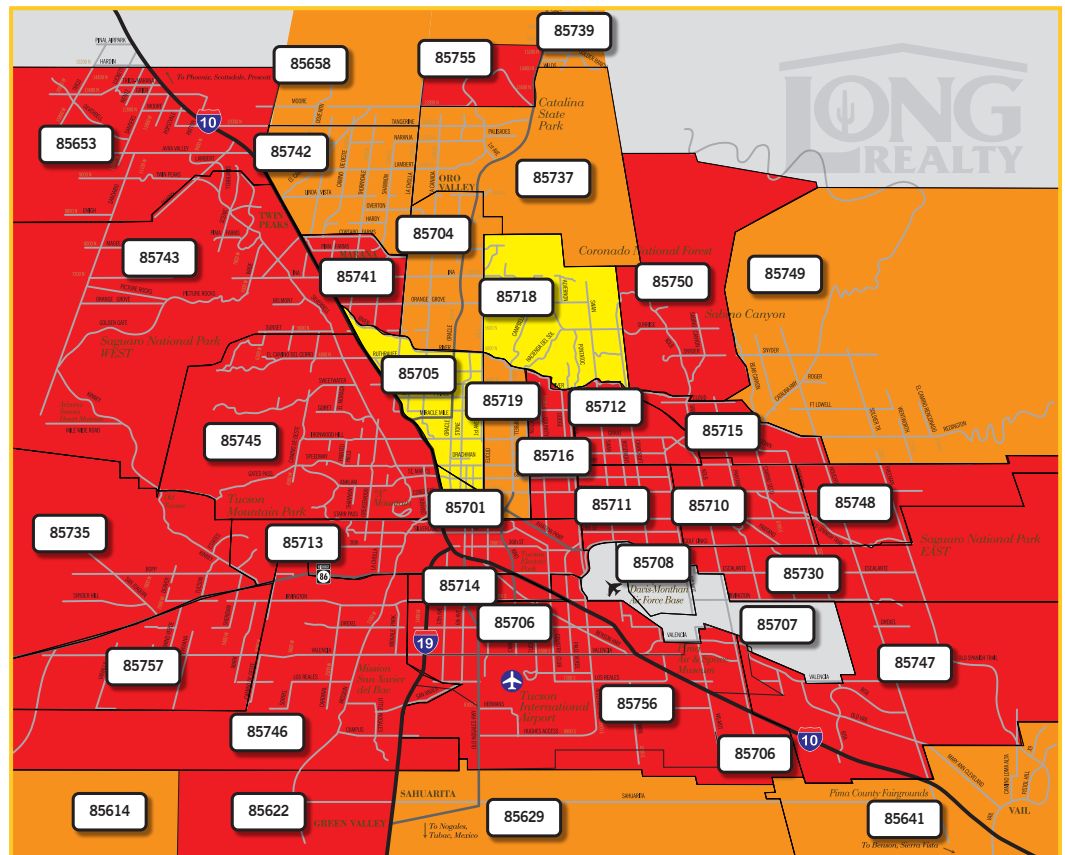
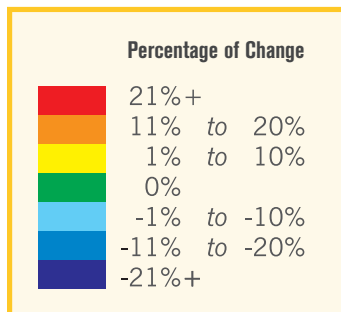
Keller Williams Southern Arizona 5.5%

Russ Lyon Sothebys International 4.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2021-APR 2021 TO
FEB 2022-APR 2022

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.



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This heat map represents the percentage of change in Tucson metro median sales prices from February 2021-April 2021 to February 2022-April 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2022. Information is believed to be reliable, but not guaranteed.