

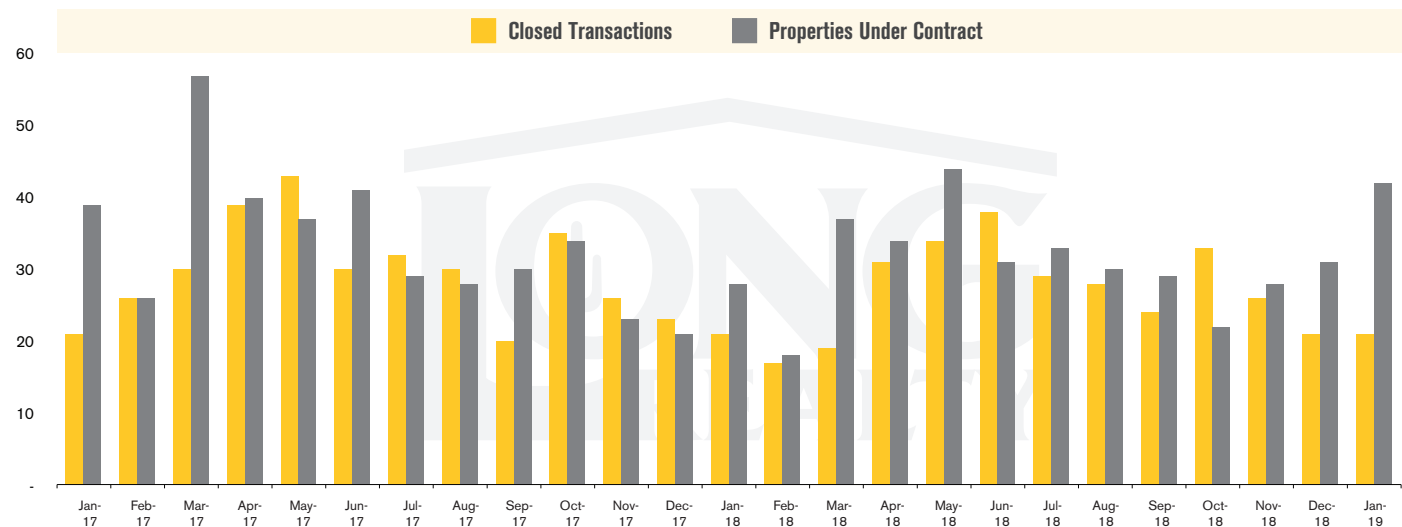
THE HOUSING REPORT

RANCHO VISTOSO | FEBRUARY 2019

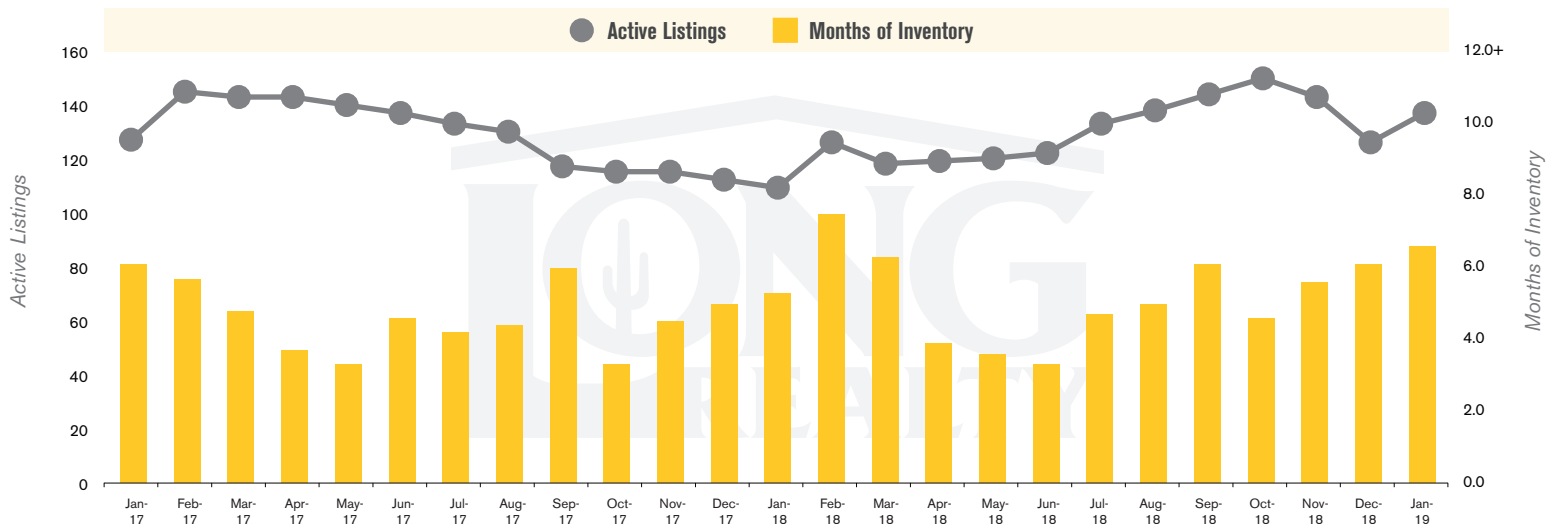


In the Rancho Vistoso area, January 2019 active inventory was 139, a 25% increase from January 2018. There were 21 closings in January 2019, virtually unchanged from January 2018. Months of Inventory was 6.6, up from 5.3 in January 2018. Median price of sold homes was \$352,000 for the month of January 2019, up 33% from January 2018. The Rancho Vistoso area had 42 new properties under contract in January 2019, up 50% from January 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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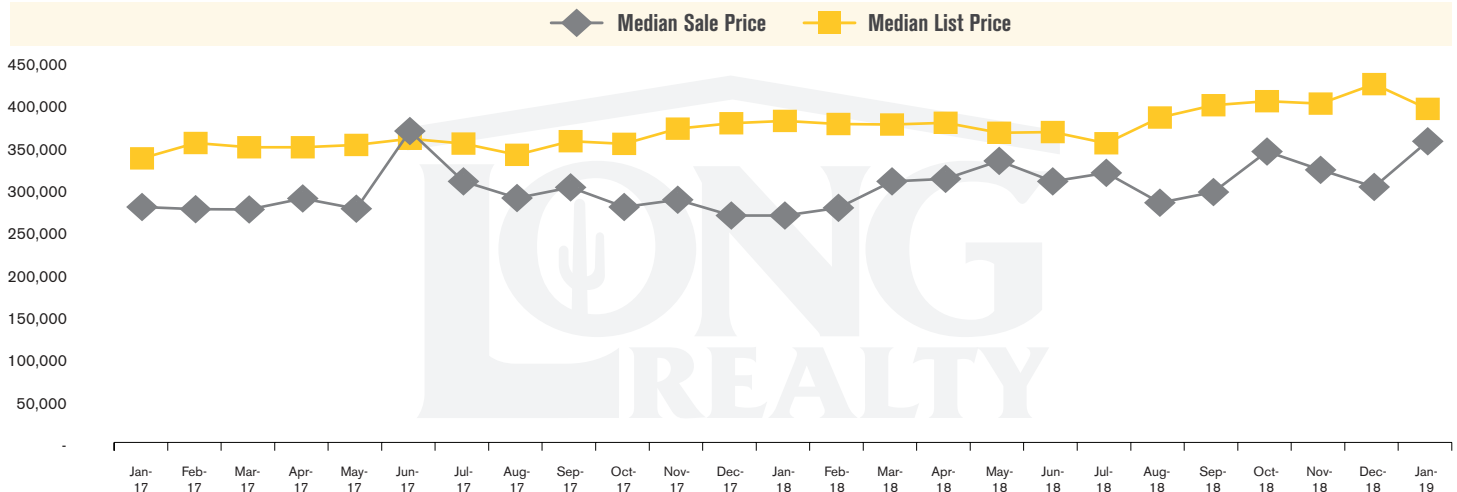
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

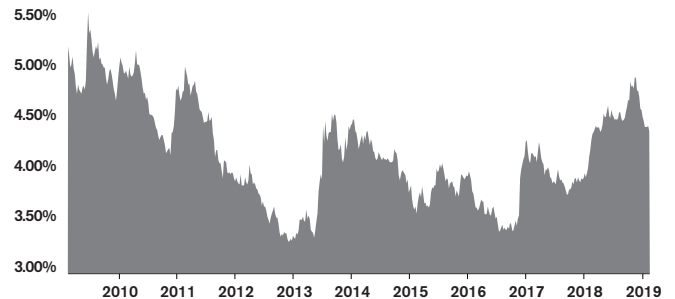


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$265,000	4.125%	\$1,220.11
2019	\$352,000	4.750%	\$1,744.39

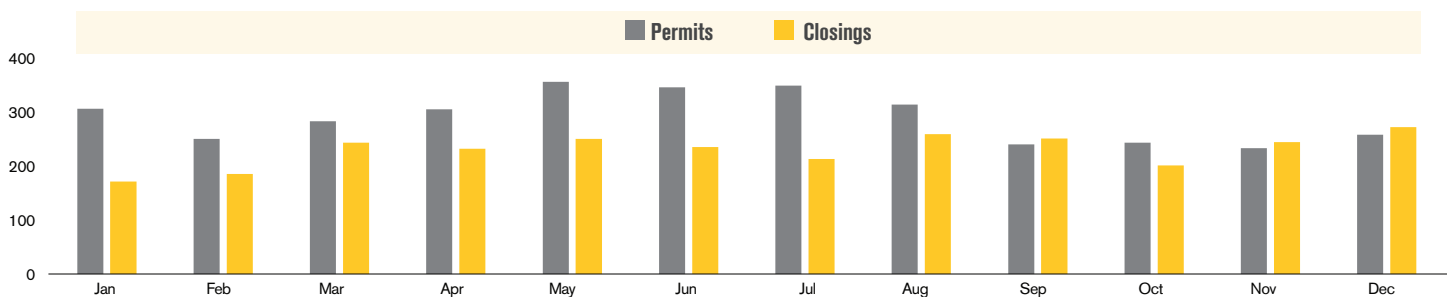
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

2018 NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



New home permits are **up 11%** from last year. New home closings are **up 7%** from last year.

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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
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$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	1	1	3	1	0	0	1	1.0	4.0	Seller
\$200,000 - 224,999	4	3	1	1	4	3	2	2.0	1.8	Seller
\$225,000 - 249,999	11	5	3	3	2	4	1	11.0	3.3	Seller
\$250,000 - 274,999	8	4	4	4	2	2	2	4.0	5.2	Balanced
\$275,000 - 299,999	7	4	2	3	4	3	2	3.5	3.2	Seller
\$300,000 - 349,999	15	5	3	8	4	4	2	7.5	3.2	Seller
\$350,000 - 399,999	25	4	3	3	5	1	3	8.3	6.9	Slightly Buyer
\$400,000 - 499,999	11	1	1	4	3	1	4	2.8	5.1	Balanced
\$500,000 - 599,999	9	1	1	1	1	0	2	4.5	27.9	Buyer
\$600,000 - 699,999	7	0	0	3	0	1	0	n/a	16.0	Buyer
\$700,000 - 799,999	2	0	1	1	2	0	0	n/a	4.5	Slightly Seller
\$800,000 - 899,999	11	0	1	1	0	1	1	11.0	15.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	1	0	n/a	17.0	Buyer
\$1,000,000 - and over	23	2	1	1	0	1	1	23.0	36.5	Buyer
TOTAL	139	30	24	34	27	22	21	6.6	5.9	Balanced



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 Brokermetrics software on 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. 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 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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31.4%

Coldwell Banker Residential Brokerage 7.8%

Tierra Antigua Realty 7.6%

Realty Executives Tucson Elite 7.3%

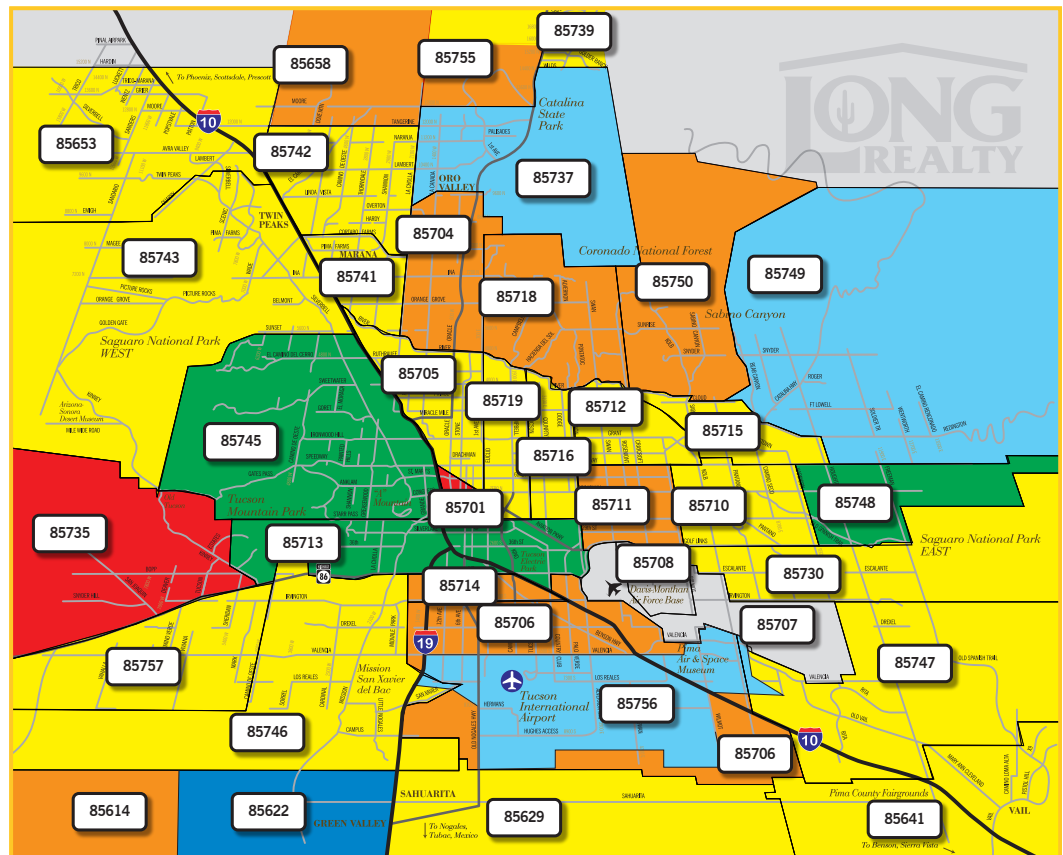
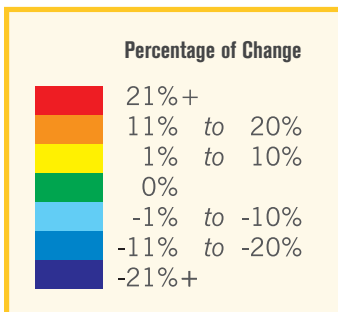
Mattamy Homes 7.2%

Exp Realty 5.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2017-JAN 2018 TO NOV 2018-JAN 2019)

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 November 2017-January 2018 to November 2018-January 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2019. Information is believed to be reliable, but not guaranteed.