

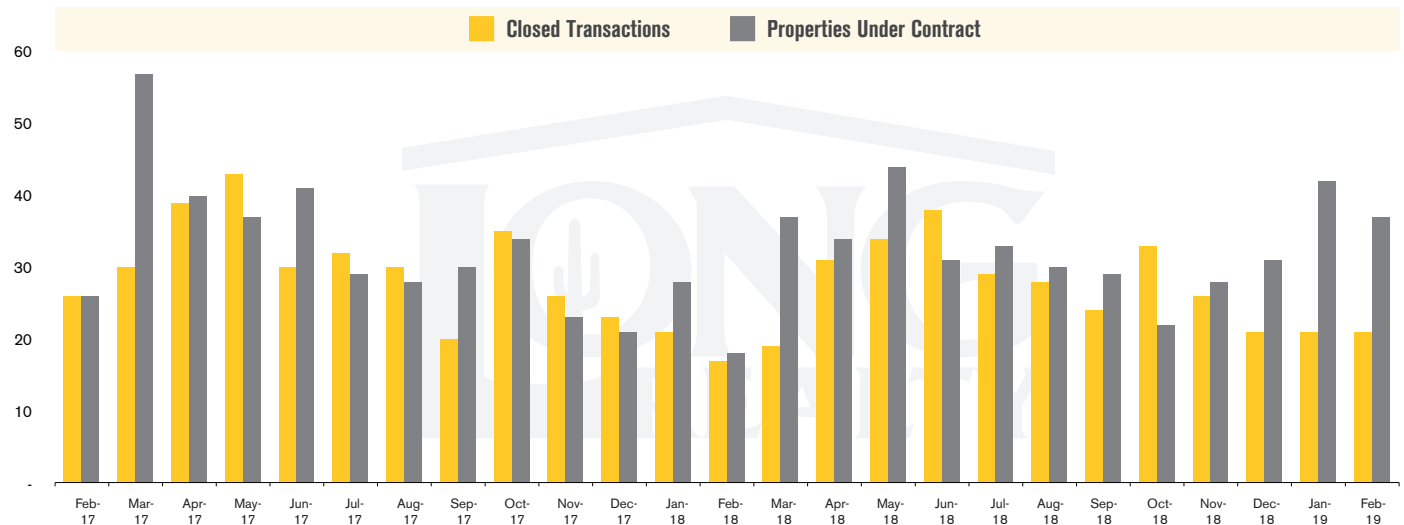
THE HOUSING REPORT

RANCHO VISTOSO | MARCH 2019

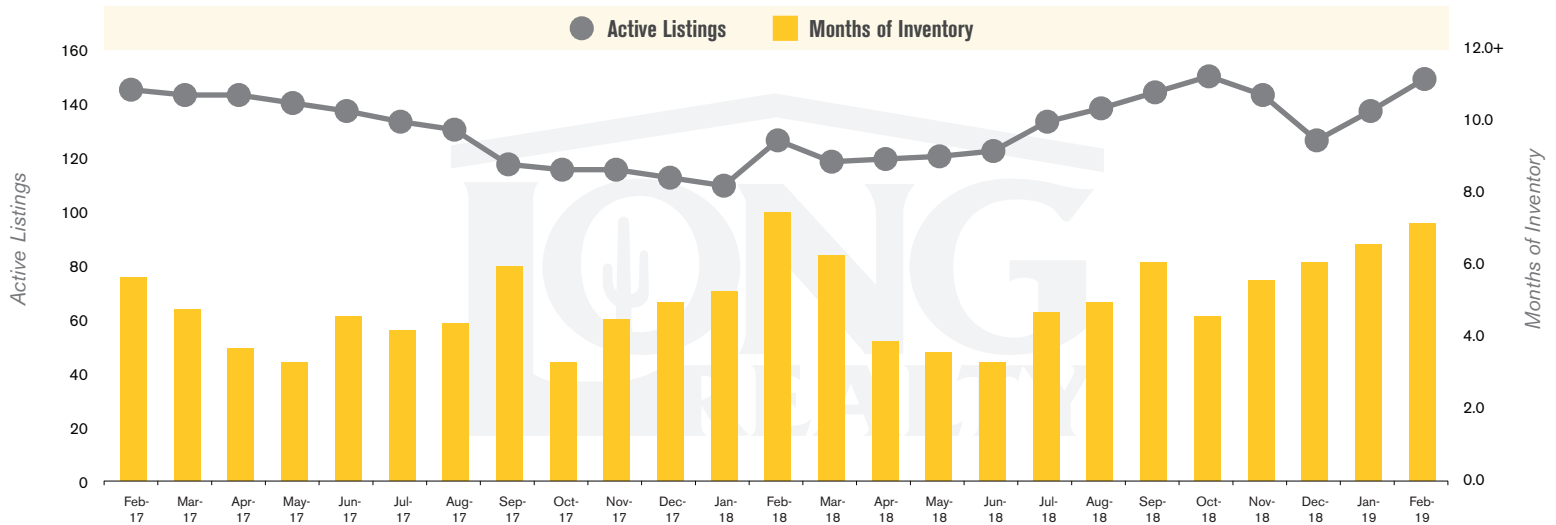


In the Rancho Vistoso area, February 2019 active inventory was 151, an 18% increase from February 2018. There were 21 closings in February 2019, a 24% increase from February 2018. Year-to-date 2019 there were 42 closings, an 11% increase from year-to-date 2018. Months of Inventory was 7.2, down from 7.5 in February 2018. Median price of sold homes was \$267,500 for the month of February 2019, down 2% from February 2018. The Rancho Vistoso area had 37 new properties under contract in February 2019, up 106% from February 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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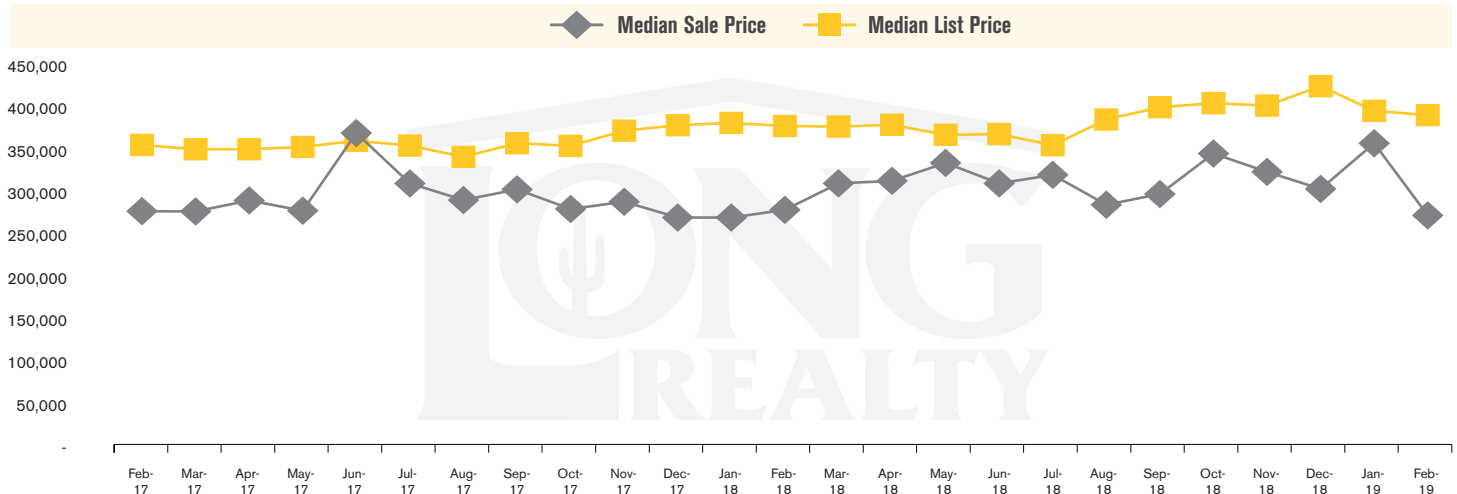
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

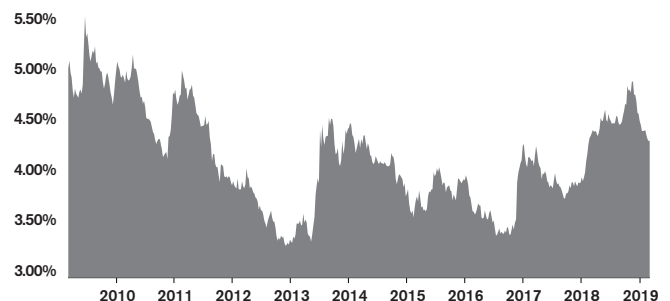


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$274,000	4.500%	\$1,318.90
2019	\$267,500	4.625%	\$1,306.56

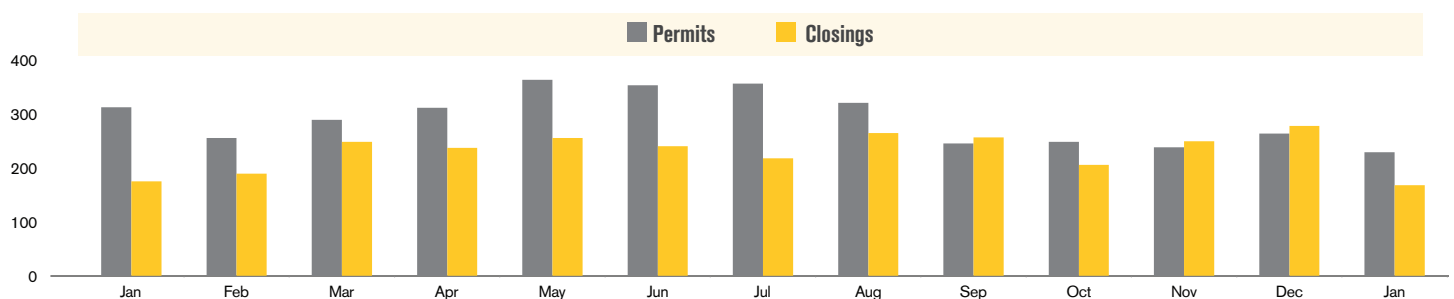
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.



For January 2019, new home permits were **down 26%** from last year and new home closings were **down 4%** 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
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-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	2	3	1	0	0	2	0	n/a	2.0	Seller
\$200,000 - 224,999	6	1	1	4	3	2	3	2.0	2.1	Seller
\$225,000 - 249,999	6	3	3	2	4	1	2	3.0	3.0	Seller
\$250,000 - 274,999	7	4	4	2	2	2	8	0.9	2.1	Seller
\$275,000 - 299,999	7	2	3	4	3	2	3	2.3	2.9	Seller
\$300,000 - 349,999	18	3	8	4	4	2	0	n/a	7.0	Slightly Buyer
\$350,000 - 399,999	27	3	3	5	1	3	0	n/a	17.5	Buyer
\$400,000 - 499,999	13	1	4	3	1	4	2	6.5	5.4	Balanced
\$500,000 - 599,999	12	1	1	1	0	2	2	6.0	21.3	Buyer
\$600,000 - 699,999	10	0	3	0	1	0	1	10.0	11.0	Buyer
\$700,000 - 799,999	3	1	1	2	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	7	1	1	0	1	1	0	n/a	13.5	Buyer
\$900,000 - 999,999	6	0	0	0	1	0	0	n/a	17.0	Buyer
\$1,000,000 - and over	27	1	1	0	1	1	0	n/a	36.5	Buyer
TOTAL	151	24	34	27	22	22	21	7.2	6.4	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 03/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2018-02/28/2019. 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 03/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2018 – 02/28/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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31.4%

Mittamy Homes 7.8%

Tierra Antigua Realty 7.8%

Realty Executives Tucson Elite 7.5%

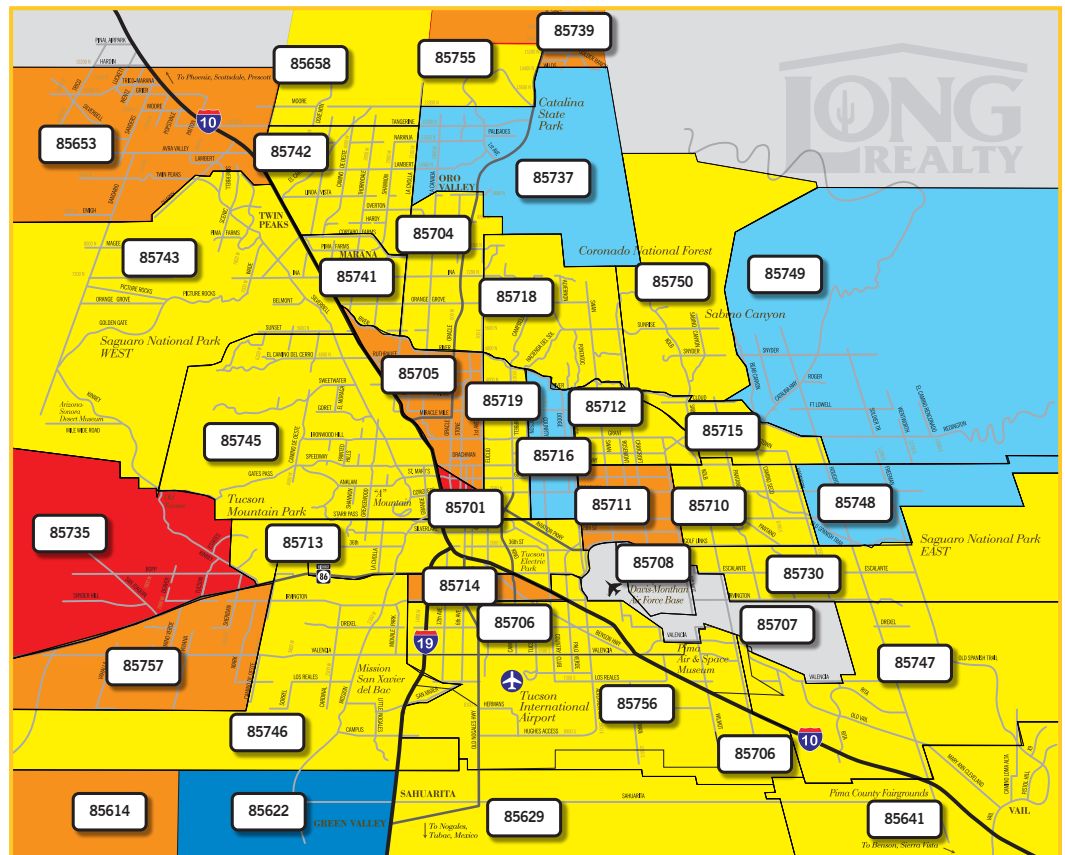
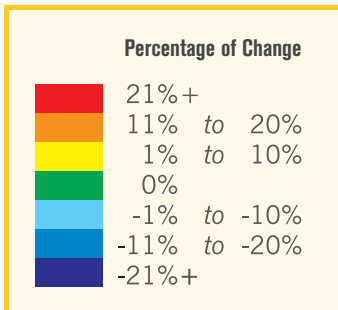
Coldwell Banker Residential Brokerage 7.2%

Exp Realty 5.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2017-FEB 2018 TO DEC 2018-FEB 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 December 2017-February 2018 to December 2018-February 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2019. Information is believed to be reliable, but not guaranteed.