

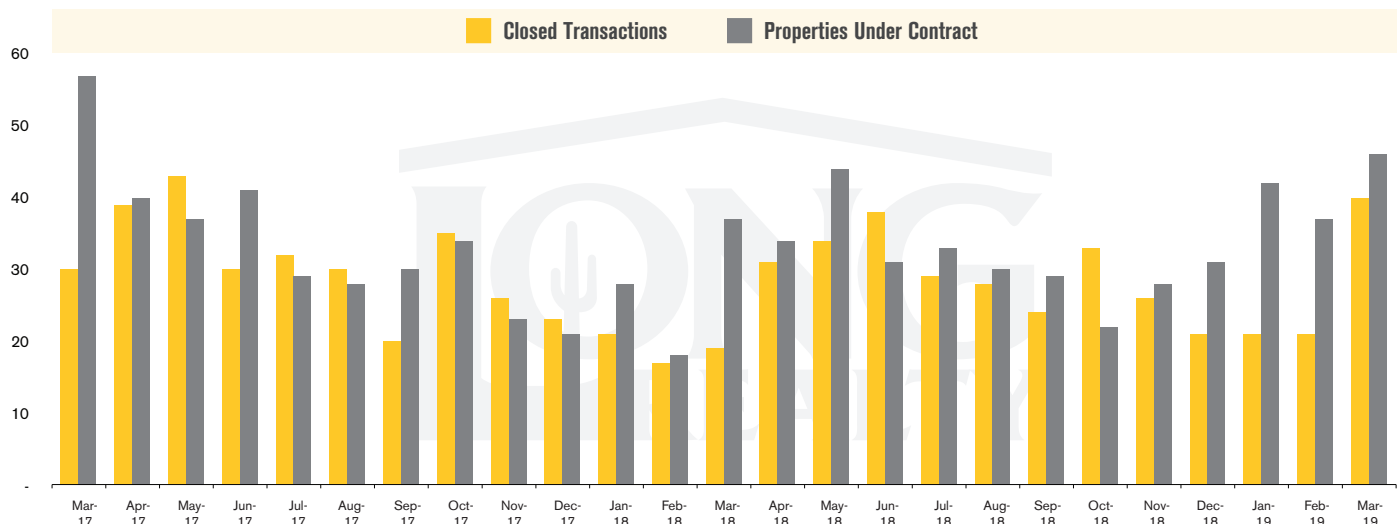
THE HOUSING REPORT

RANCHO VISTOSO | APRIL 2019

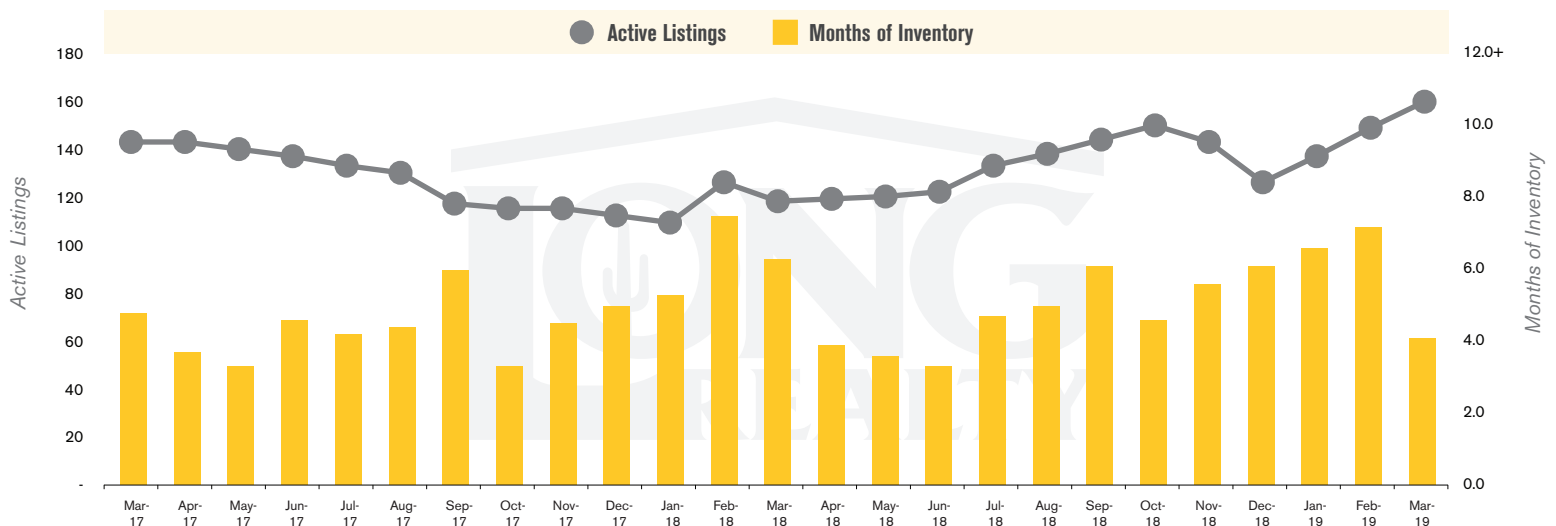


In the Rancho Vistoso area, March 2019 active inventory was 162, a 35% increase from March 2018. There were 40 closings in March 2019, a 111% increase from March 2018. Year-to-date 2019 there were 82 closings, a 44% increase from year-to-date 2018. Months of Inventory was 4.1, down from 6.3 in March 2018. Median price of sold homes was \$317,250 for the month of March 2019, up 4% from March 2018. The Rancho Vistoso area had 46 new properties under contract in March 2019, up 24% from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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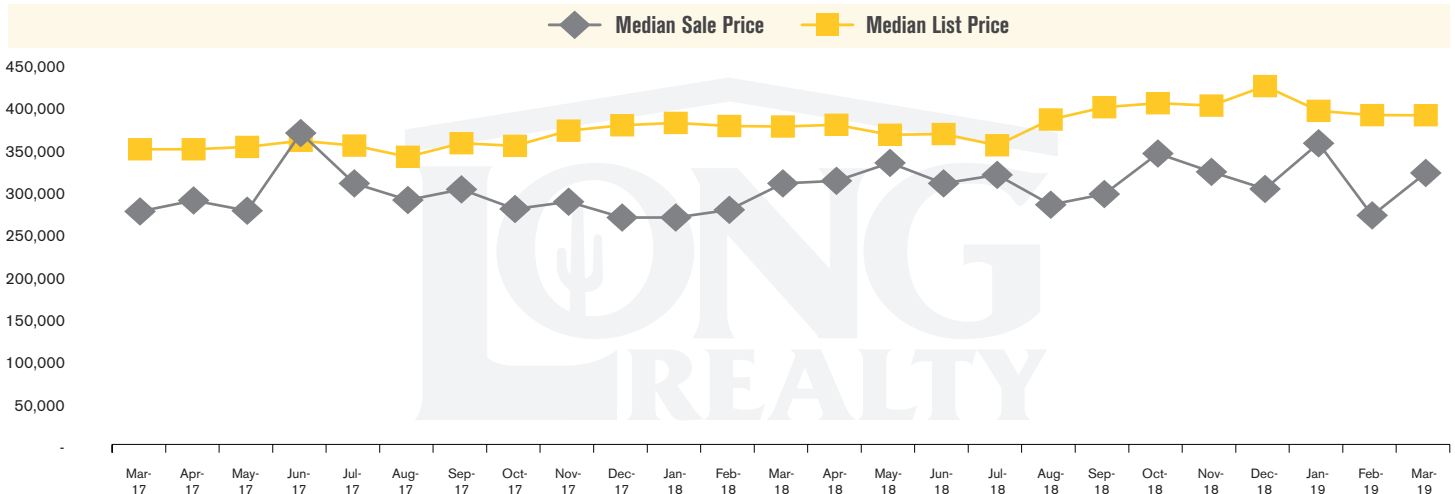
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

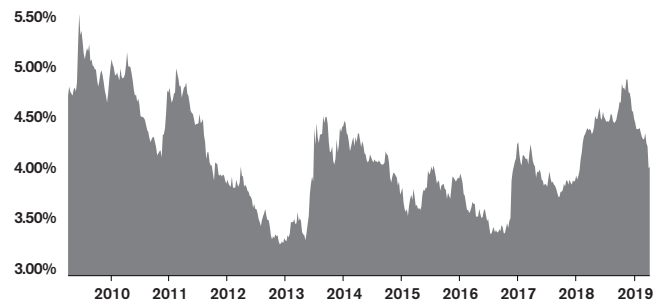


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$305,000	4.500%	\$1,468.12
2019	\$317,250	4.250%	\$1,482.65

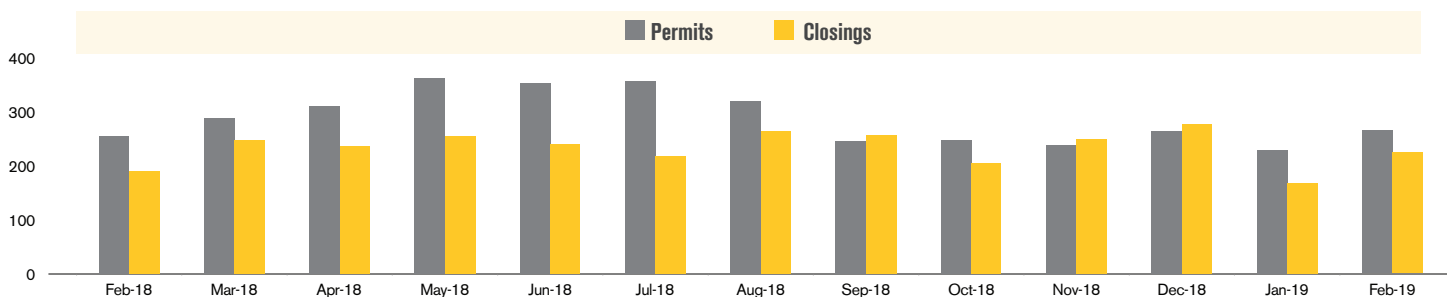
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 February 2019, new home permits were **up 5%** from last year and new home closings were **up 20%** 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
		Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-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	0	0	2	0	1	1.0	1.3	Seller
\$200,000 - 224,999	5	1	4	3	2	4	5	1.0	1.4	Seller
\$225,000 - 249,999	9	3	2	4	1	2	3	3.0	4.3	Slightly Seller
\$250,000 - 274,999	7	4	2	2	2	8	5	1.4	1.5	Seller
\$275,000 - 299,999	12	3	4	3	2	4	4	3.0	2.6	Seller
\$300,000 - 349,999	18	8	4	4	2	0	8	2.3	5.1	Balanced
\$350,000 - 399,999	29	3	5	1	3	0	1	29.0	20.3	Buyer
\$400,000 - 499,999	15	4	3	1	4	2	4	3.8	3.9	Seller
\$500,000 - 599,999	10	1	1	0	2	2	7	1.4	8.3	Slightly Buyer
\$600,000 - 699,999	11	3	0	1	0	1	0	n/a	28.0	Buyer
\$700,000 - 799,999	5	1	2	0	0	0	2	2.5	5.0	Balanced
\$800,000 - 899,999	9	1	0	1	1	0	0	n/a	27.0	Buyer
\$900,000 - 999,999	5	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	26	1	0	1	1	0	0	n/a	76.0	Buyer
TOTAL	162	34	27	22	22	23	40	4.1	5.3	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 04/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2019-03/31/2019. 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 04/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2018 – 03/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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31.6%

Coldwell Banker Residential Brokerage 8.0%

Tierra Antigua Realty 7.6%

Realty Executives Tucson Elite 7.5%

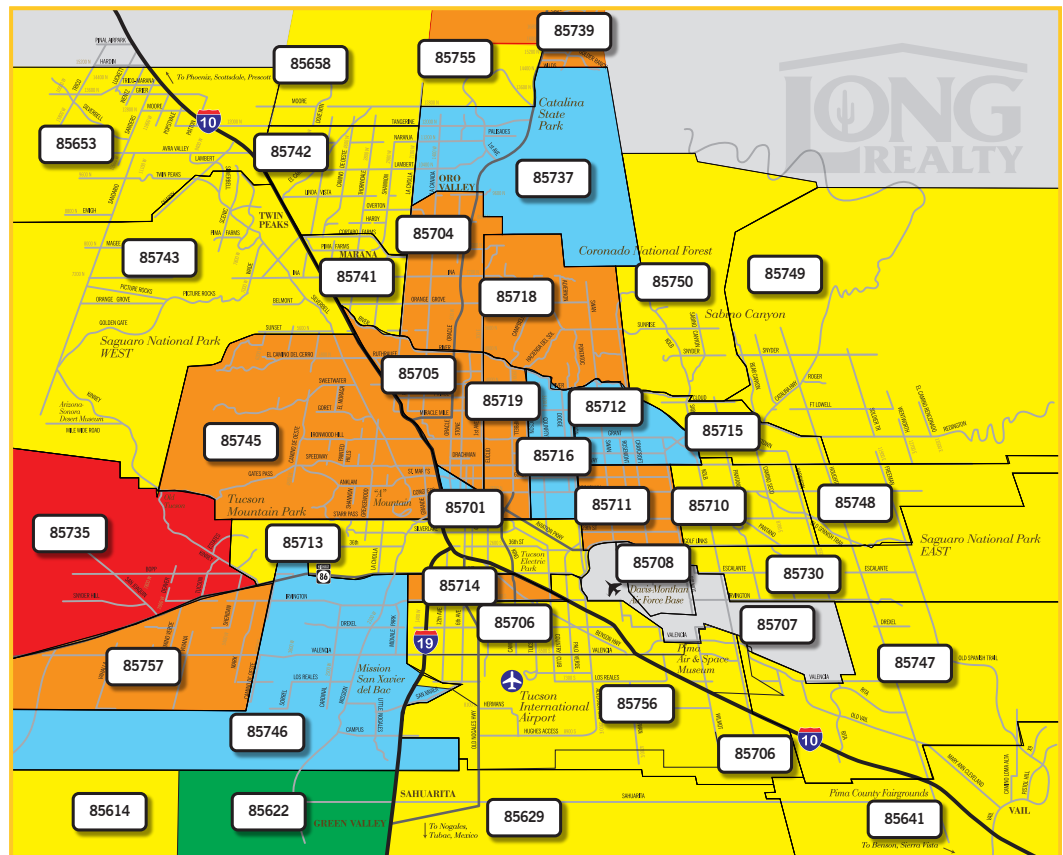
Mattamy Homes 7.2%

Keller Williams Southern Arizona 5.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2018-MAR 2018 TO JAN 2019-MAR 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 January 2018-March 2018 to January 2019-March 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2019. Information is believed to be reliable, but not guaranteed.