

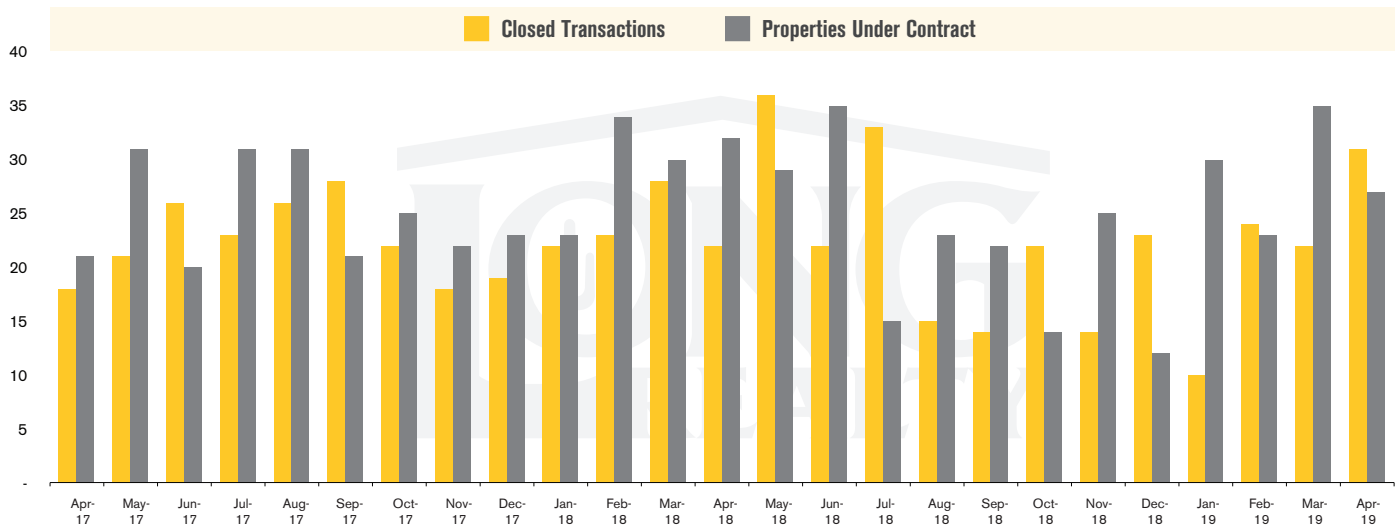
THE HOUSING REPORT

CONTINENTAL RANCH | MAY 2019

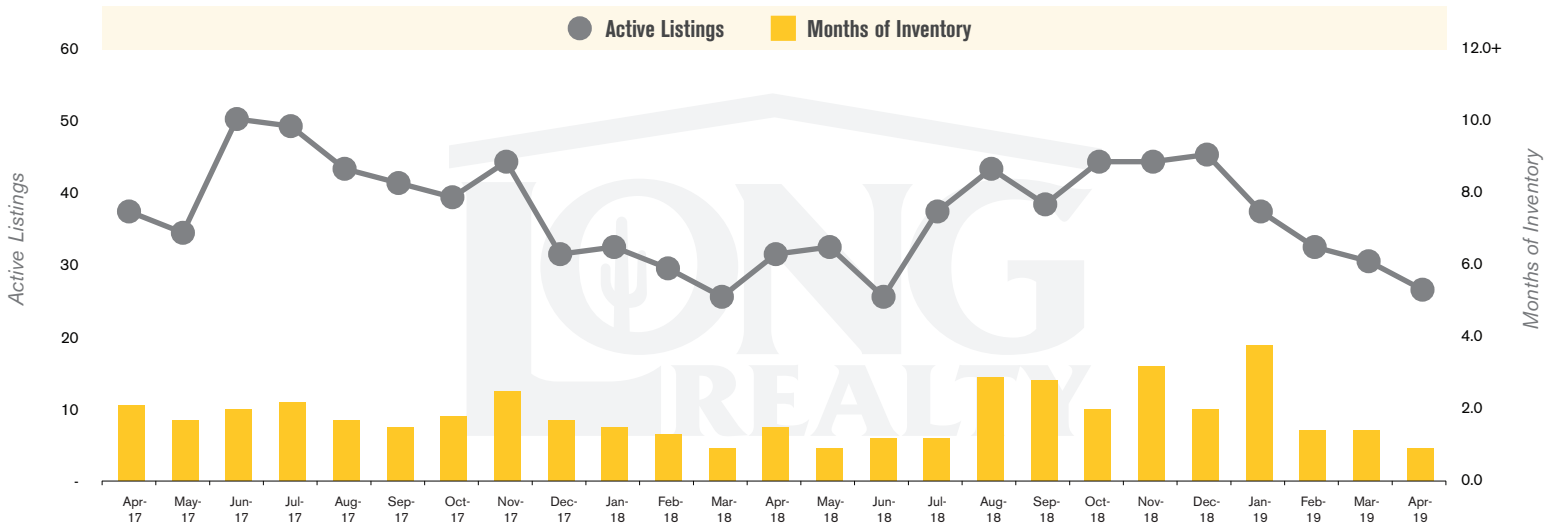


In the Continental Ranch area, April 2019 active inventory was 27, a 16% decrease from April 2018. There were 31 closings in April 2019, a 41% increase from April 2018. Year-to-date 2019 there were 87 closings, an 8% decrease from year-to-date 2018. Months of Inventory was .9, down from 1.5 in April 2018. Median price of sold homes was \$229,000 for the month of April 2019, up 7% from April 2018. The Continental Ranch area had 27 new properties under contract in April 2019, down 16% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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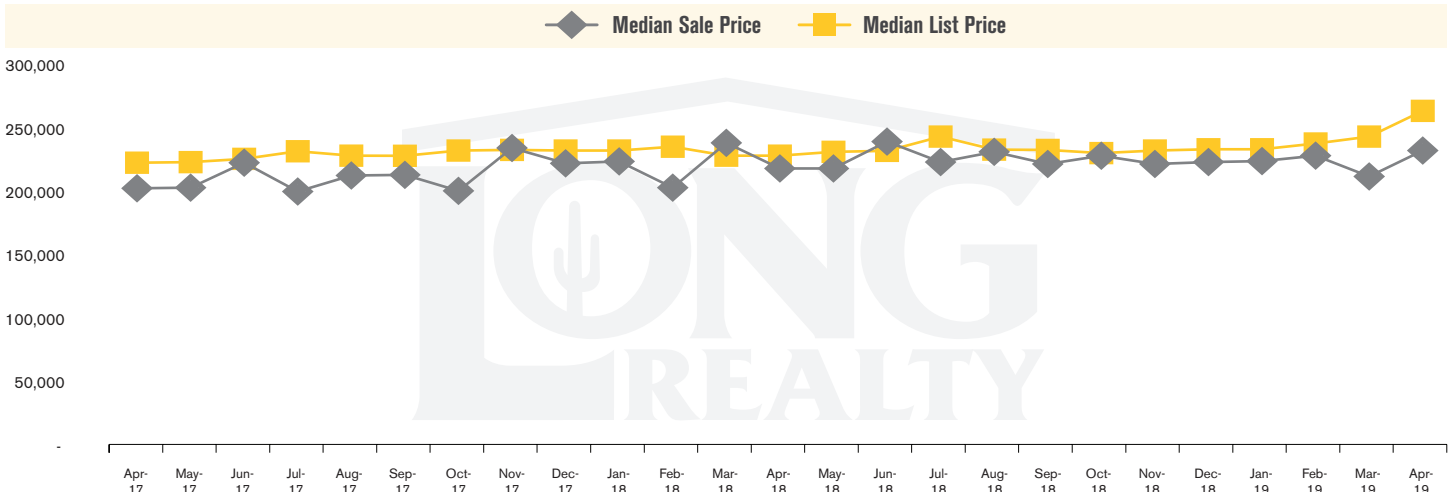
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

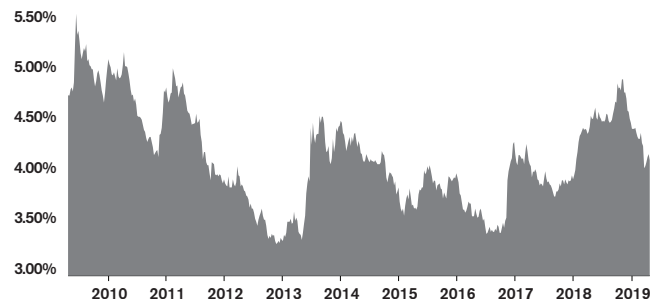


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2018	\$215,000	4.470%	\$1,031.27
2019	\$229,000	4.140%	\$1,056.25

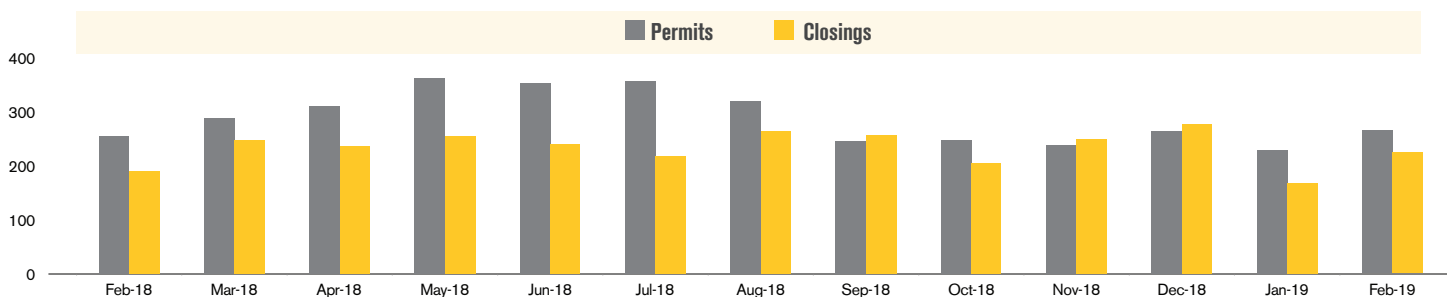
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 (CONTINENTAL RANCH)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-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	1	0	2	0	1	1	0	n/a	1.0	Seller
\$175,000 - 199,999	1	2	7	0	4	5	5	0.2	0.4	Seller
\$200,000 - 224,999	2	6	5	6	6	10	9	0.2	0.6	Seller
\$225,000 - 249,999	1	5	5	0	9	5	6	0.2	0.6	Seller
\$250,000 - 274,999	7	0	1	3	3	0	4	1.8	2.7	Seller
\$275,000 - 299,999	4	1	2	2	1	1	4	1.0	2.2	Seller
\$300,000 - 349,999	8	0	2	0	0	0	2	4.0	10.5	Buyer
\$350,000 - 399,999	1	0	0	0	0	0	1	1.0	2.0	Seller
\$400,000 - 499,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	27	14	24	11	24	22	31	0.9	1.2	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 Brokermetrics software on 05/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2019-04/30/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (CONTINENTAL RANCH)

Long Realty leads the market in successful real estate sales.

Data Obtained 05/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2018 – 04/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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23.2%

Tierra Antigua Realty

19.8%

Realty Executives Tucson Elite

9.5%

Coldwell Banker Residential Brokerage

6.4%

Keller Williams Southern Arizona

5.3%

Exp Realty

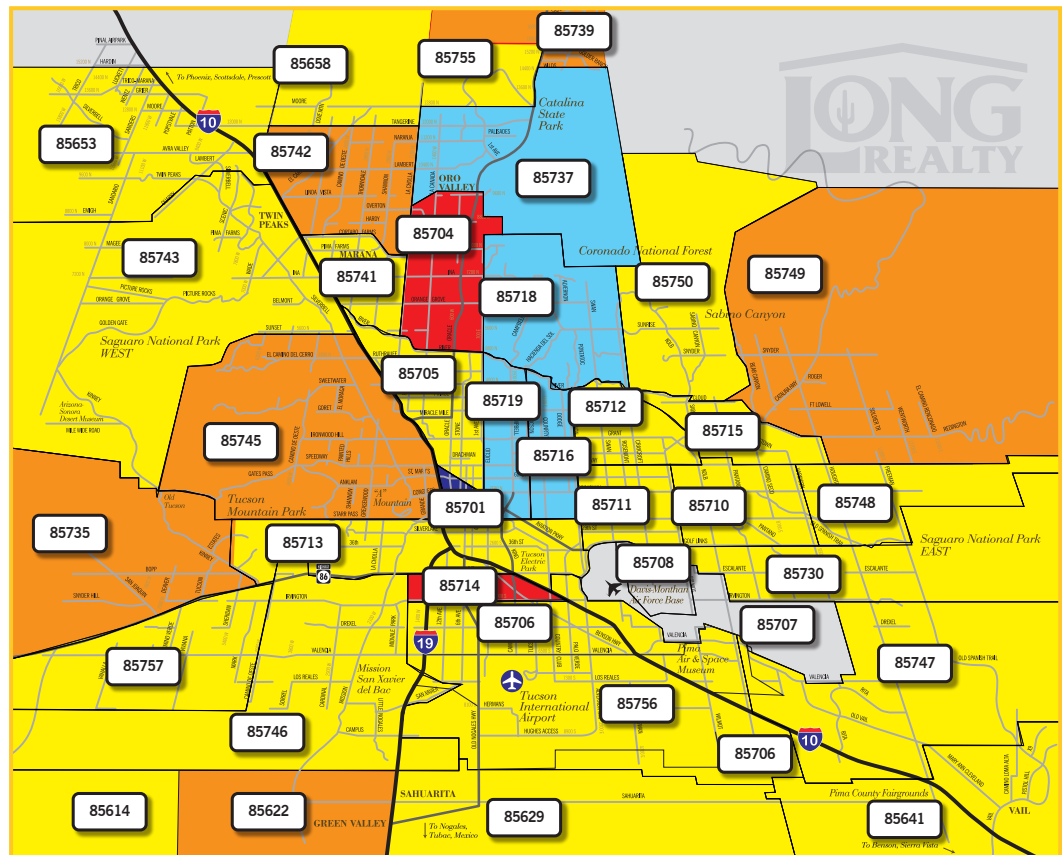
4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2018-APR 2018 TO FEB 2019-APR 2019)

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.



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This heat map represents the percentage of change in Tucson metro median sales prices from February 2018-April 2018 to February 2019-April 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/03/2019. Information is believed to be reliable, but not guaranteed.