

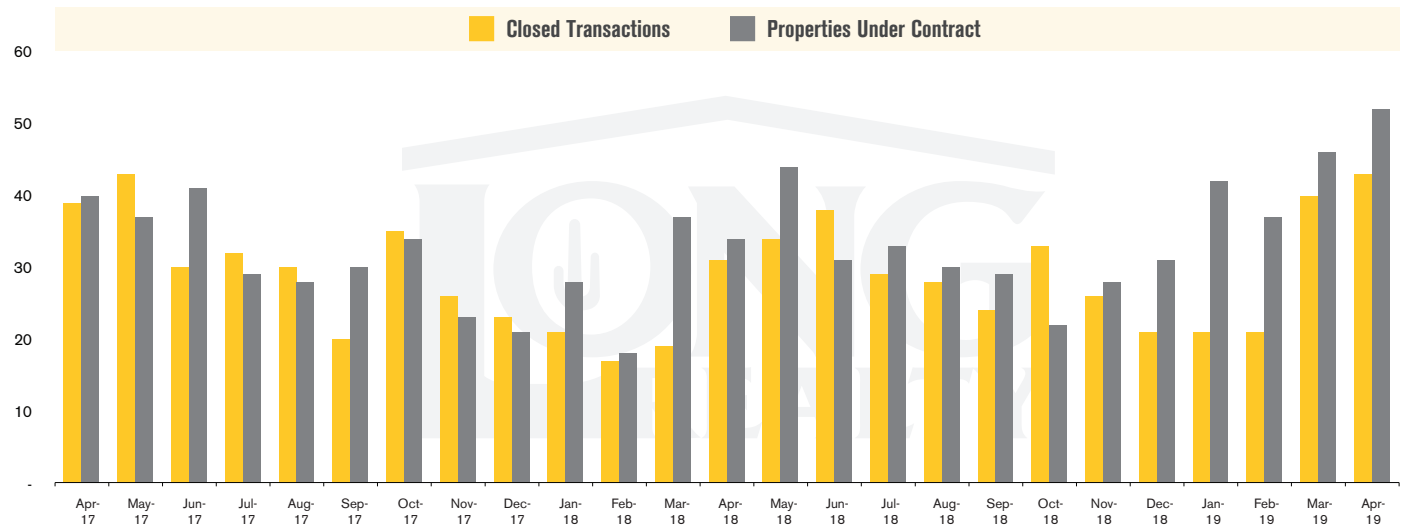
THE HOUSING REPORT

RANCHO VISTOSO | MAY 2019

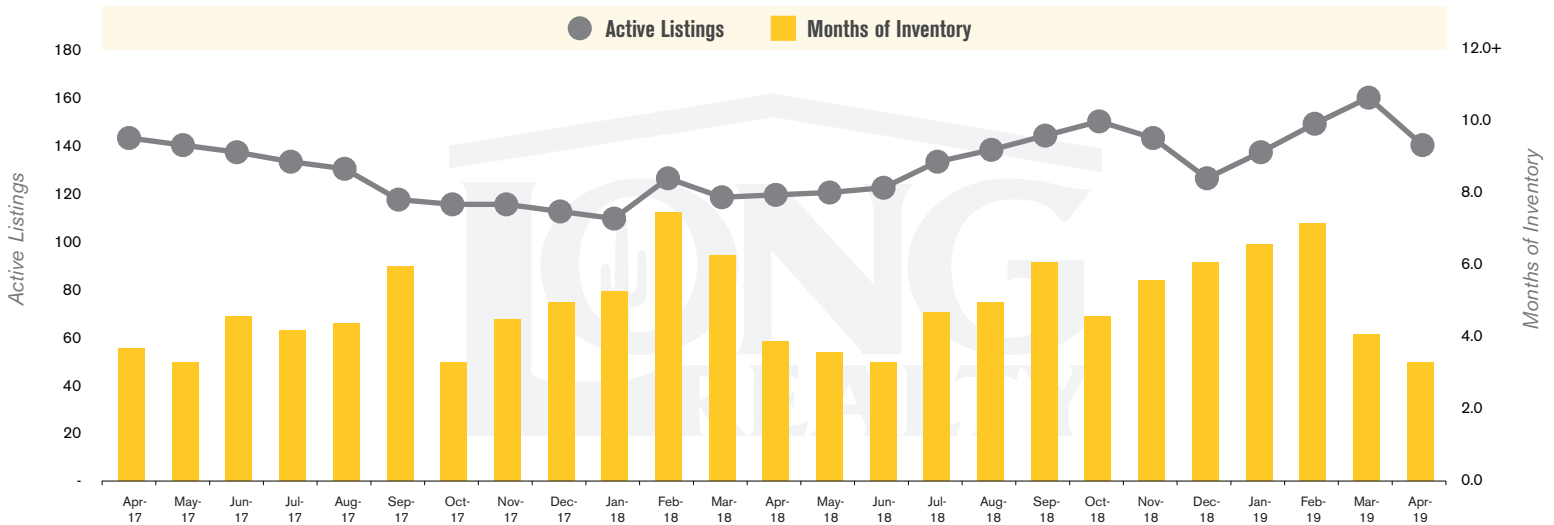


In the Rancho Vistoso area, April 2019 active inventory was 142, a 17% increase from April 2018. There were 43 closings in April 2019, a 39% increase from April 2018. Year-to-date 2019 there were 125 closings, a 42% increase from year-to-date 2018. Months of Inventory was 3.3, down from 3.9 in April 2018. Median price of sold homes was \$335,000 for the month of April 2019, up 9% from April 2018. The Rancho Vistoso area had 52 new properties under contract in April 2019, up 53% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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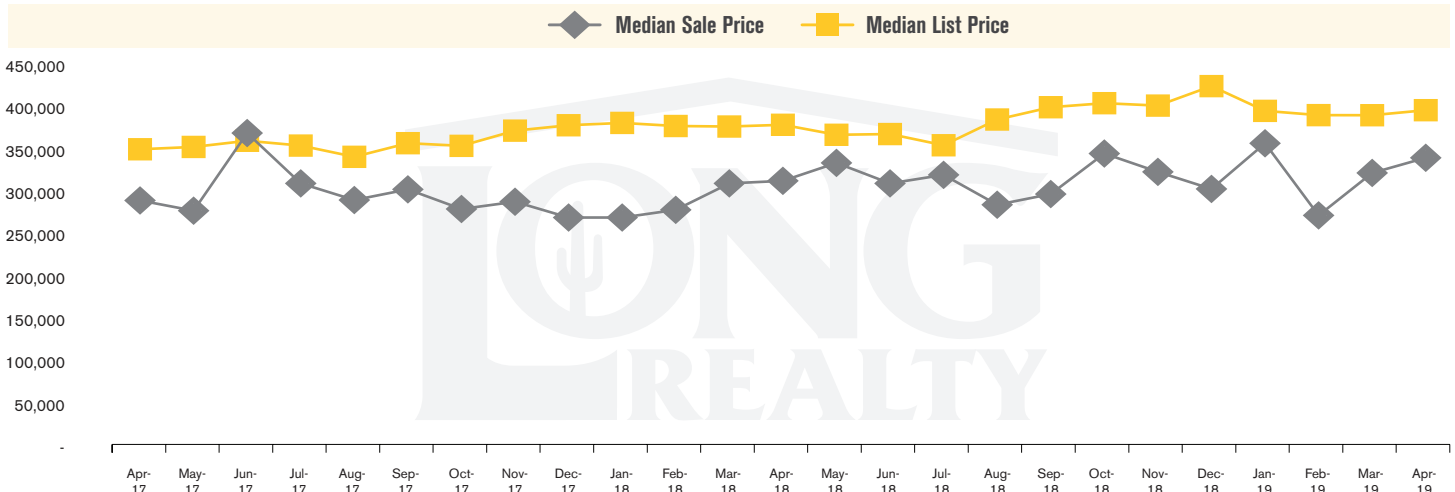
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

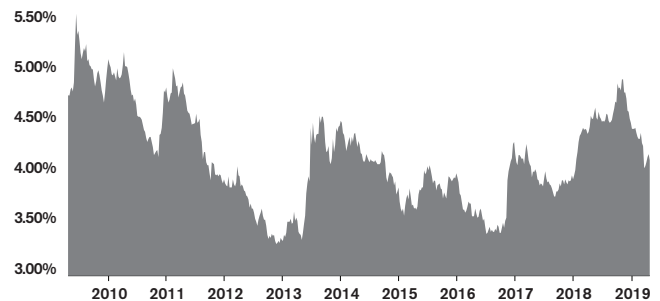


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$308,000	4.470%	\$1,477.35
2019	\$335,000	4.140%	\$1,545.17

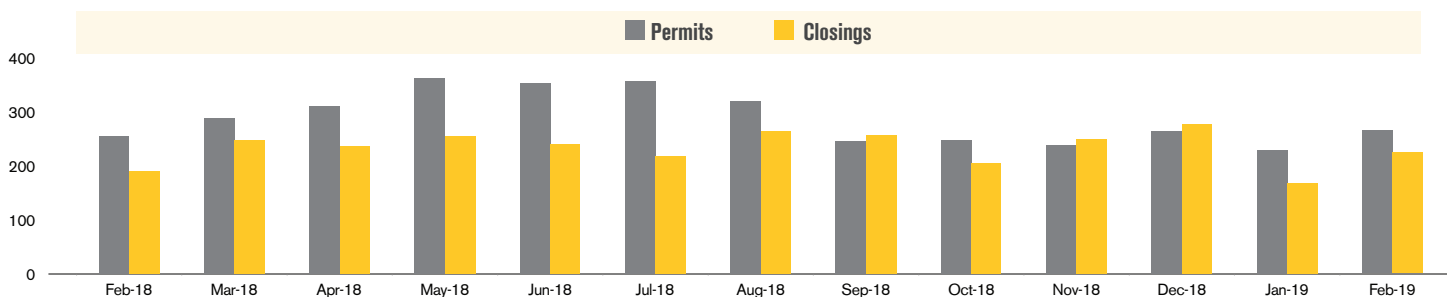
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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
		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	0	0	0	0	0	0	1	0.0	0.0	Seller
\$175,000 - 199,999	0	0	0	2	0	1	3	0.0	0.8	Seller
\$200,000 - 224,999	2	4	3	2	4	6	6	0.3	0.8	Seller
\$225,000 - 249,999	5	2	4	1	2	3	3	1.7	2.5	Seller
\$250,000 - 274,999	8	2	2	2	8	5	6	1.3	1.2	Seller
\$275,000 - 299,999	13	4	3	2	4	4	0	n/a	4.0	Seller
\$300,000 - 349,999	16	4	4	2	0	8	5	3.2	4.0	Seller
\$350,000 - 399,999	18	5	1	3	0	1	7	2.6	9.3	Buyer
\$400,000 - 499,999	18	3	1	4	3	4	3	6.0	4.6	Slightly Seller
\$500,000 - 599,999	9	1	0	2	4	7	1	9.0	7.7	Slightly Buyer
\$600,000 - 699,999	12	0	1	0	1	0	2	6.0	11.0	Buyer
\$700,000 - 799,999	6	2	0	0	0	2	2	3.0	3.5	Seller
\$800,000 - 899,999	8	0	1	1	0	0	1	8.0	24.0	Buyer
\$900,000 - 999,999	4	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	23	0	1	1	0	0	3	7.7	25.3	Buyer
TOTAL	142	27	22	22	26	41	43	3.3	4.1	Slightly 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 (RANCHO VISTOSO)

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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31.1%

Realty Executives Tucson Elite 8.5%

Tierra Antigua Realty 7.5%

Mattamy Homes 7.3%

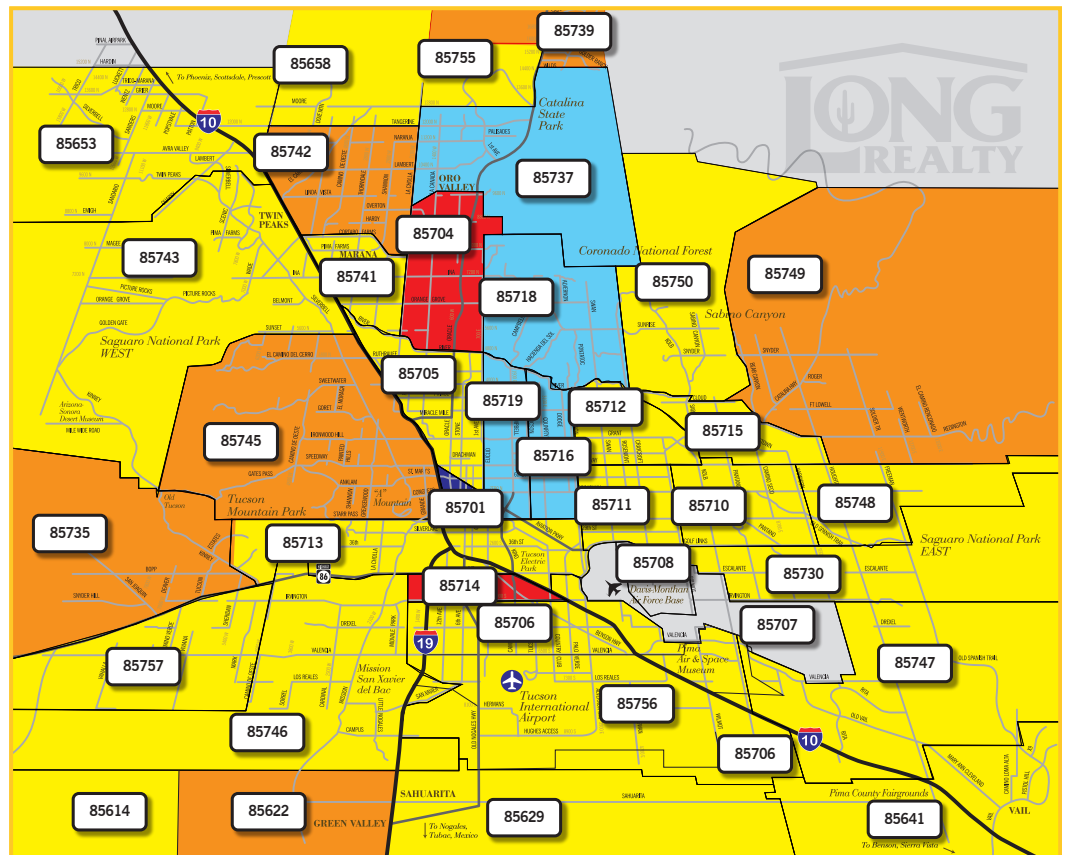
Coldwell Banker Residential Brokerage 7.1%

Keller Williams Southern Arizona 5.5%

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.



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.