

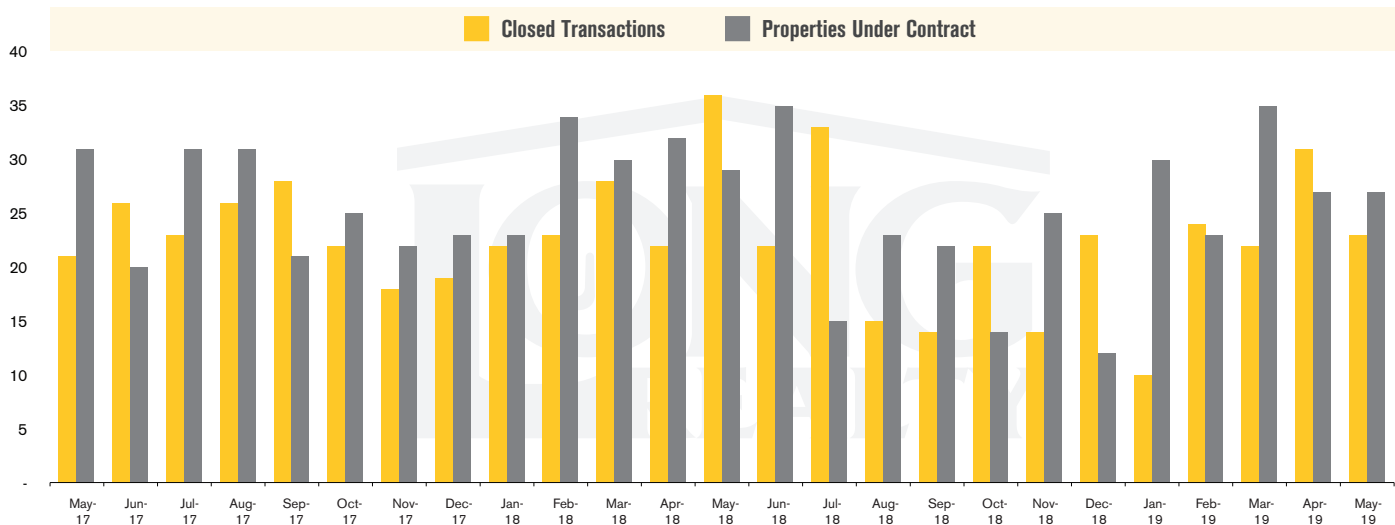
# THE HOUSING REPORT

CONTINENTAL RANCH | JUNE 2019

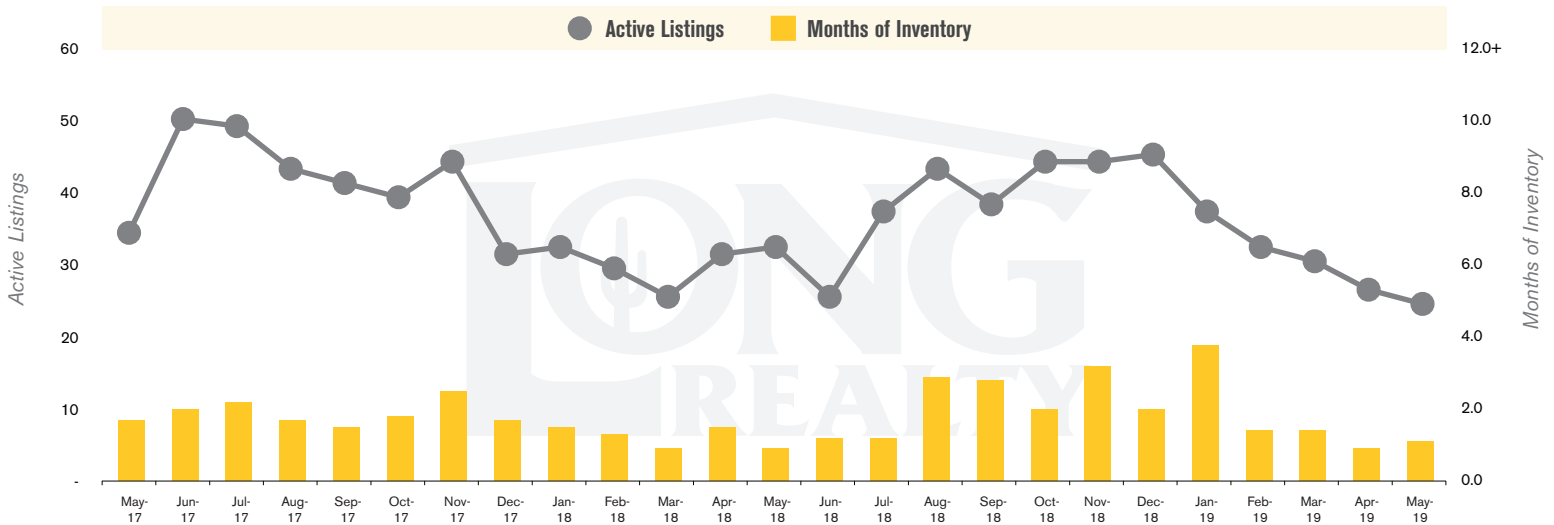


In the Continental Ranch area, May 2019 active inventory was 25, a 24% decrease from May 2018. There were 23 closings in May 2019, a 36% decrease from May 2018. Year-to-date 2019 there were 110 closings, a 16% decrease from year-to-date 2018. Months of Inventory was 1.1, up from .9 in May 2018. Median price of sold homes was \$232,000 for the month of May 2019, up 8% from May 2018. The Continental Ranch area had 27 new properties under contract in May 2019, down 7% from May 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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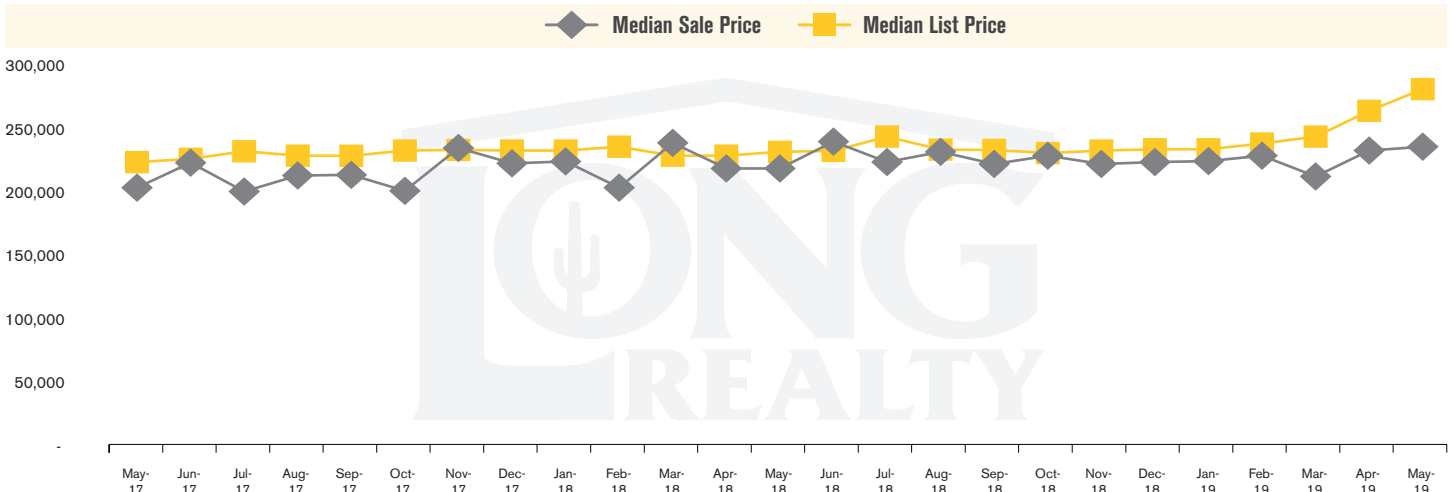
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | JUNE 2019



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

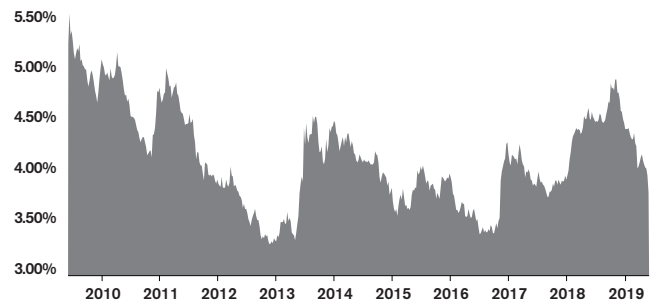


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2018	\$215,000	4.625%	\$1,050.13
2019	\$232,000	4.000%	\$1,052.22

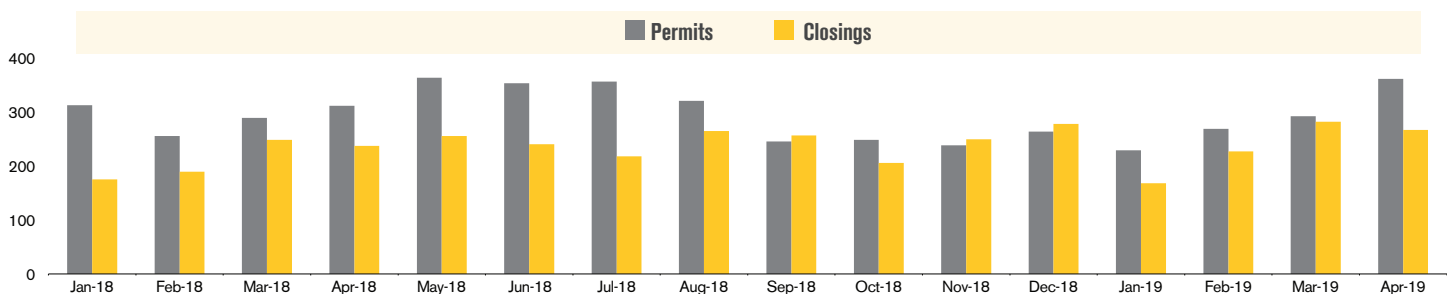
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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



For April 2019, new home permits were **down 2%** year-to-date from 2018 and new home closings were **up 11%** year to date from 2018.

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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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-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	2	0	1	1	0	1	0.0	1.0	<b>Seller</b>
\$175,000 - 199,999	1	7	0	4	5	5	1	1.0	0.4	<b>Seller</b>
\$200,000 - 224,999	3	5	6	6	10	9	7	0.4	0.4	<b>Seller</b>
\$225,000 - 249,999	3	5	0	9	5	7	6	0.5	0.5	<b>Seller</b>
\$250,000 - 274,999	3	1	3	3	0	4	0	n/a	3.5	<b>Seller</b>
\$275,000 - 299,999	6	2	2	1	2	4	3	2.0	1.6	<b>Seller</b>
\$300,000 - 349,999	5	2	0	0	0	2	4	1.3	3.3	<b>Seller</b>
\$350,000 - 399,999	2	0	0	0	0	1	1	2.0	2.0	<b>Seller</b>
\$400,000 - 499,999	2	0	0	0	0	1	0	n/a	5.0	<b>Balanced</b>
\$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
<b>TOTAL</b>	<b>25</b>	<b>24</b>	<b>11</b>	<b>24</b>	<b>23</b>	<b>33</b>	<b>23</b>	<b>1.1</b>	<b>1.1</b>	<b>Seller</b>



**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 06/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2019-05/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | JUNE 2019



## MARKET SHARE (CONTINENTAL RANCH)

**Long Realty leads the market in successful real estate sales.**

*Data Obtained 06/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 05/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

24.0%

Tierra Antigua Realty

18.1%

Realty Executives Tucson Elite

8.4%

Coldwell Banker Residential Brokerage

8.3%

Keller Williams Southern Arizona

5.0%

Homesmart Advantage Group

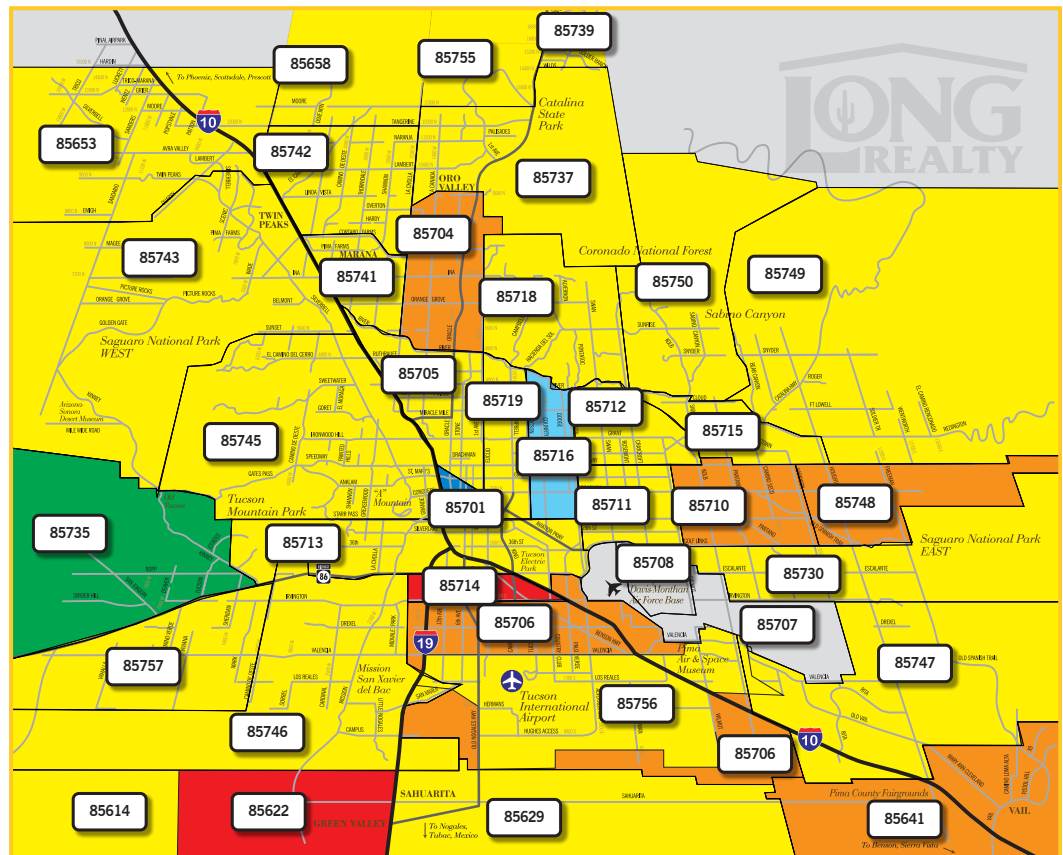
4.2%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2018-MAY 2018 TO MAR 2019-MAY 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 March 2018-May 2018 to March 2019-May 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/05/2019. Information is believed to be reliable, but not guaranteed.*