

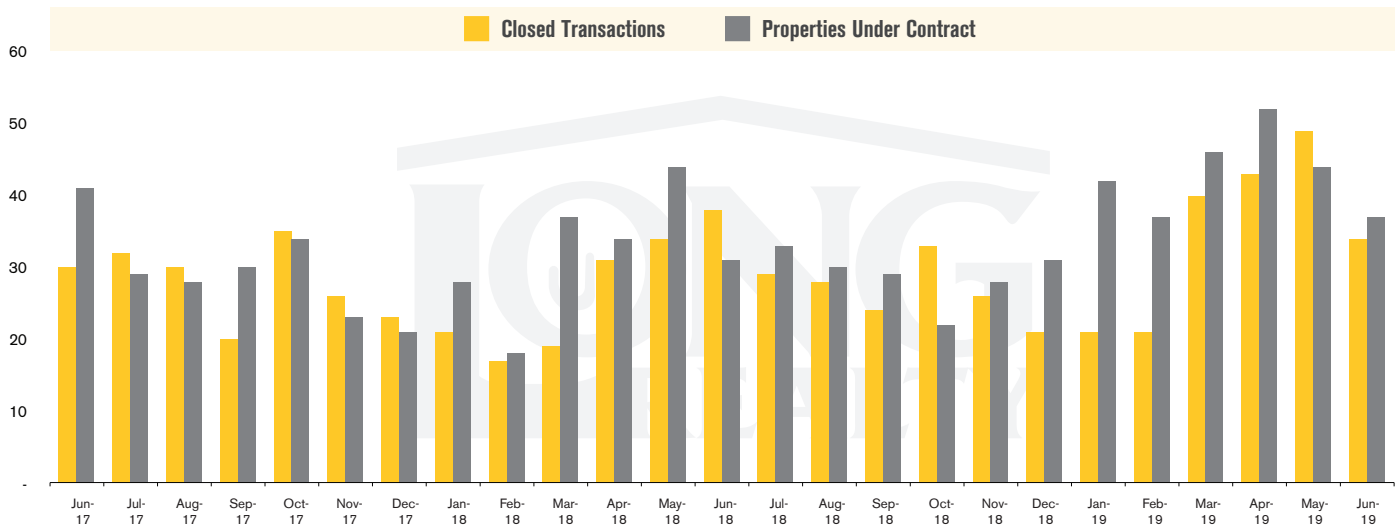
THE HOUSING REPORT

RANCHO VISTOSO | JULY 2019

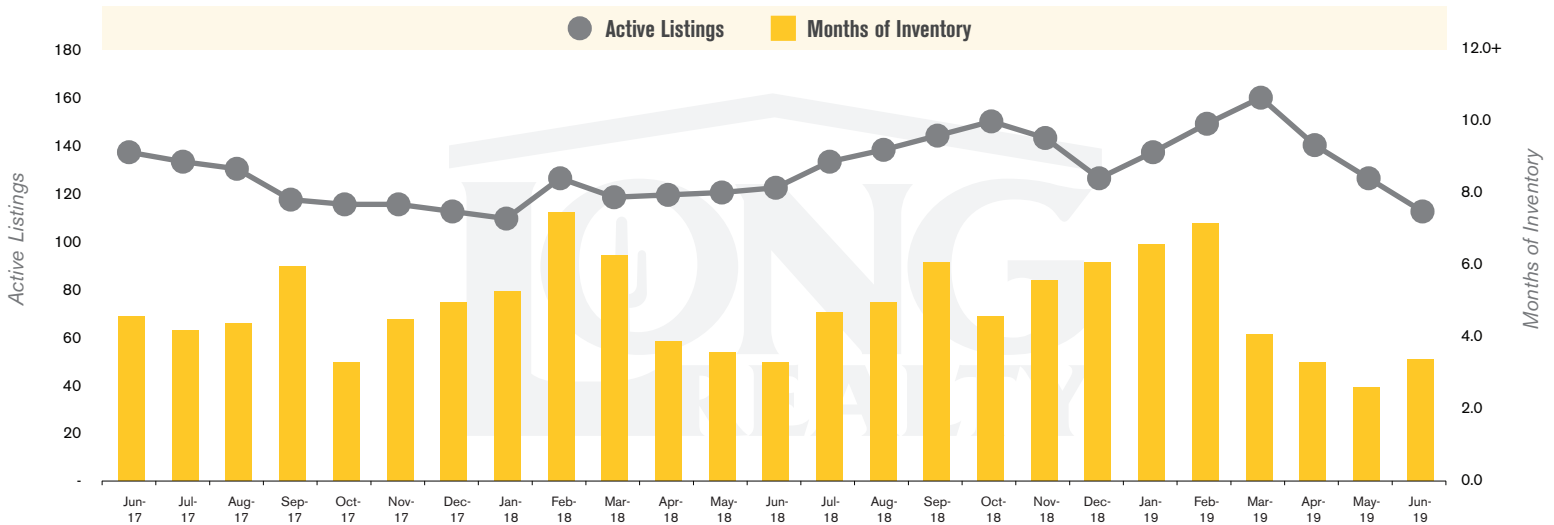


In the Rancho Vistoso area, June 2019 active inventory was 114, an 8% decrease from June 2018. There were 34 closings in June 2019, an 11% decrease from June 2018. Year-to-date 2019 there were 208 closings, a 30% increase from year-to-date 2018. Months of Inventory was 3.4, up from 3.3 in June 2018. Median price of sold homes was \$320,000 for the month of June 2019, up 5% from June 2018. The Rancho Vistoso area had 37 new properties under contract in June 2019, up 19% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

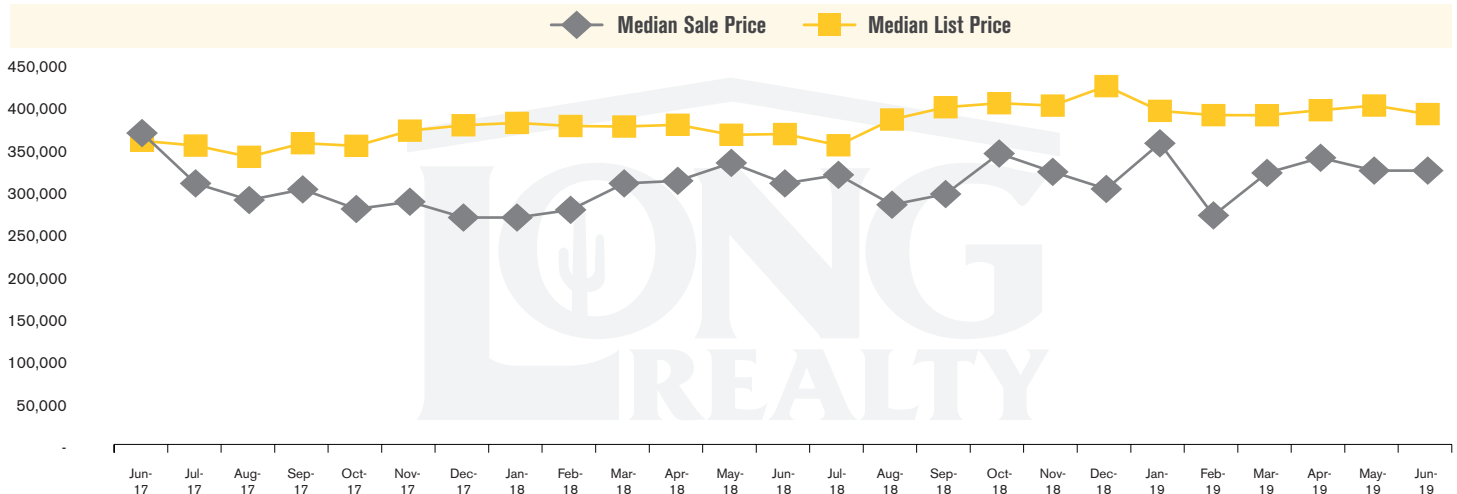
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JULY 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

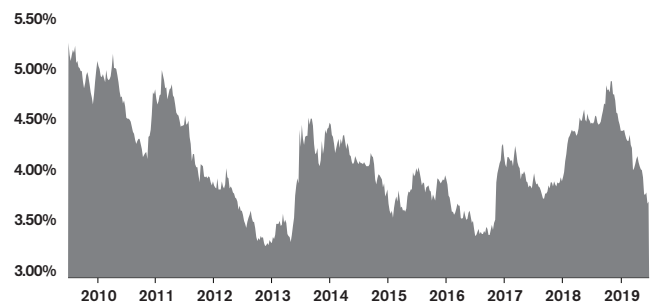


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$305,000	4.500%	\$1,468.12
2019	\$320,000	4.000%	\$1,451.34

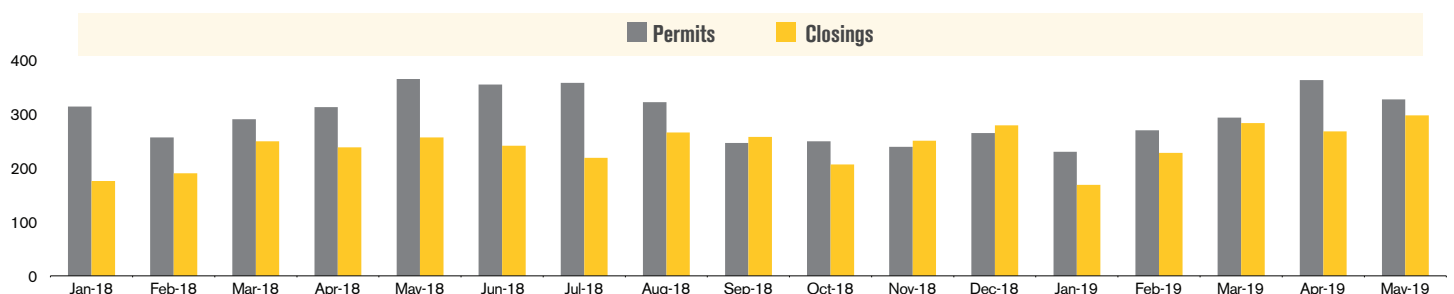
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** year to date from 2018.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JULY 2019



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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-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	1	0.0	0.0	Seller
\$150,000 - 174,999	0	0	0	0	1	0	0	n/a	0.0	Seller
\$175,000 - 199,999	1	2	0	1	3	2	0	n/a	0.2	Seller
\$200,000 - 224,999	1	2	4	6	6	2	1	1.0	0.6	Seller
\$225,000 - 249,999	6	1	2	3	3	6	3	2.0	1.3	Seller
\$250,000 - 274,999	6	2	8	5	6	5	4	1.5	1.5	Seller
\$275,000 - 299,999	13	2	4	4	0	7	3	4.3	3.5	Seller
\$300,000 - 349,999	15	2	0	8	5	10	7	2.1	2.2	Seller
\$350,000 - 399,999	18	3	0	1	7	7	6	3.0	2.7	Seller
\$400,000 - 499,999	8	4	3	4	3	6	3	2.7	3.8	Seller
\$500,000 - 599,999	8	2	4	7	1	1	3	2.7	15.5	Buyer
\$600,000 - 699,999	4	0	1	0	2	1	2	2.0	4.6	Slightly Seller
\$700,000 - 799,999	3	0	0	2	2	1	0	n/a	4.7	Slightly Seller
\$800,000 - 899,999	7	1	0	0	1	0	0	n/a	21.0	Buyer
\$900,000 - 999,999	4	0	0	0	0	1	0	n/a	13.0	Buyer
\$1,000,000 - and over	20	1	0	0	3	0	1	20.0	15.5	Buyer
TOTAL	114	22	26	41	43	49	34	3.4	3.0	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

RANCHO VISTOSO | JULY 2019



MARKET SHARE (RANCHO VISTOSO)

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

30.9%

Coldwell Banker Residential Brokerage 8.4%

Realty Executives Tucson Elite 8.3%

Tierra Antigua Realty 7.4%

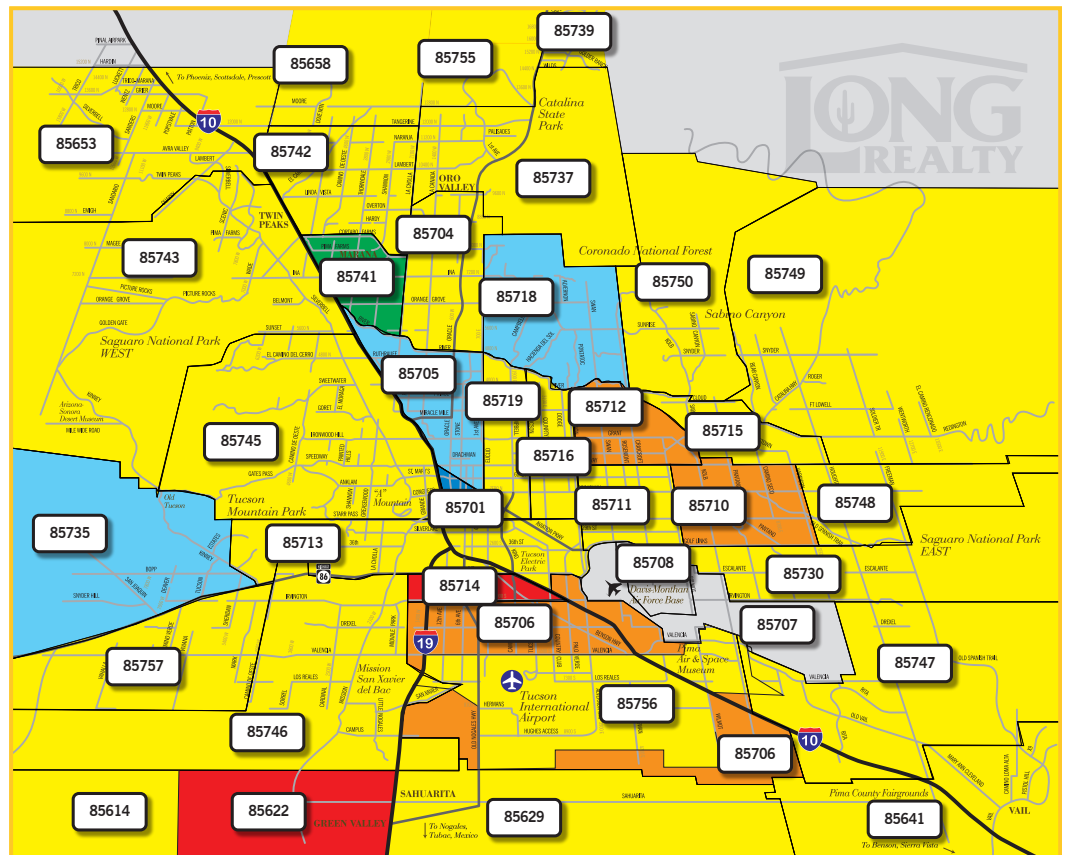
Mattamy Homes 6.6%

Russ Lyon Sotheby's 5.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2018-JUN 2018 TO
APR 2019-JUN 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.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.