

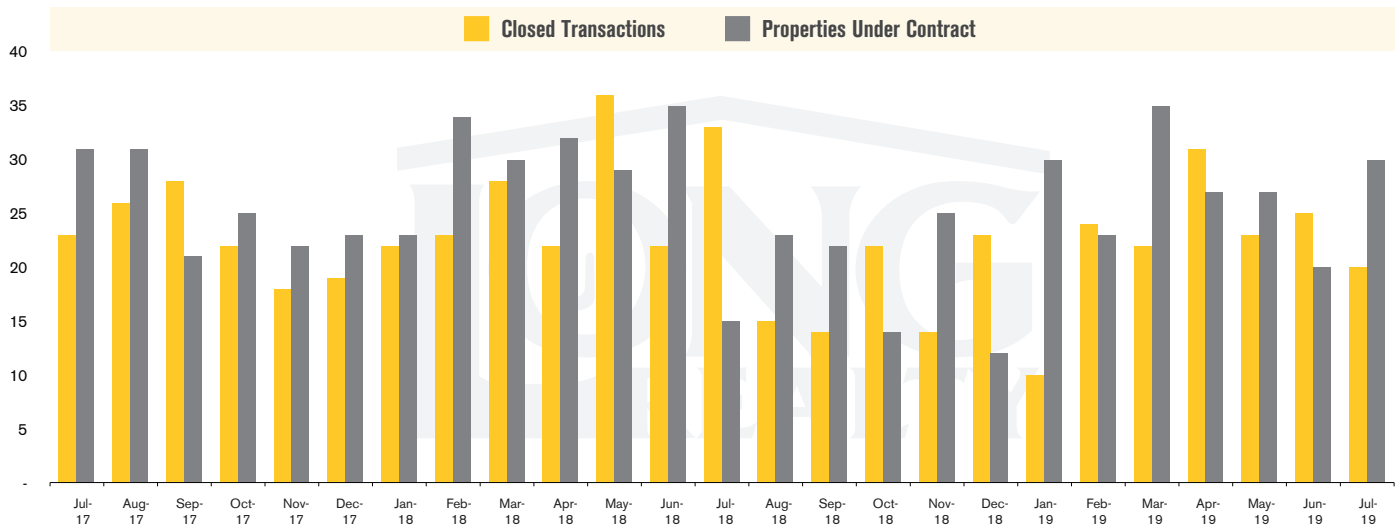
THE HOUSING REPORT

CONTINENTAL RANCH | AUGUST 2019

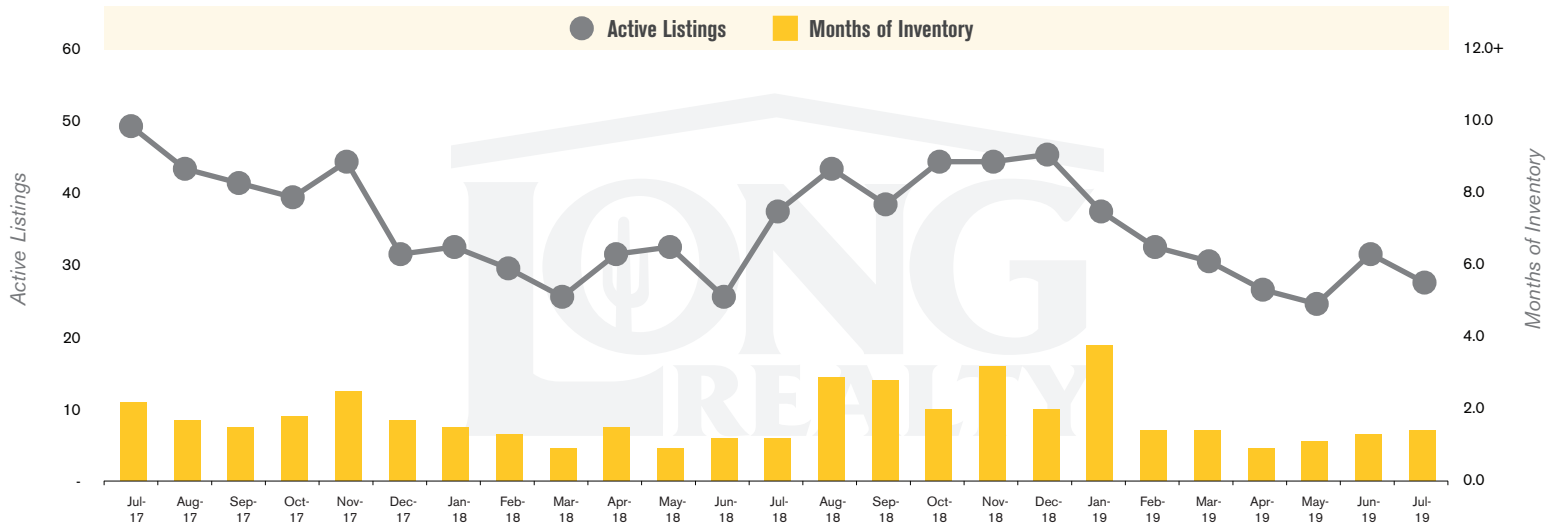


In the Continental Ranch area, July 2019 active inventory was 28, a 26% decrease from July 2018. There were 20 closings in July 2019, a 39% decrease from July 2018. Year-to-date 2019 there were 161 closings, a 19% decrease from year-to-date 2018. Months of Inventory was 1.4, up from 1.2 in July 2018. Median price of sold homes was \$236,250 for the month of July 2019, up 7% from July 2018. The Continental Ranch area had 30 new properties under contract in July 2019, up 100% from July 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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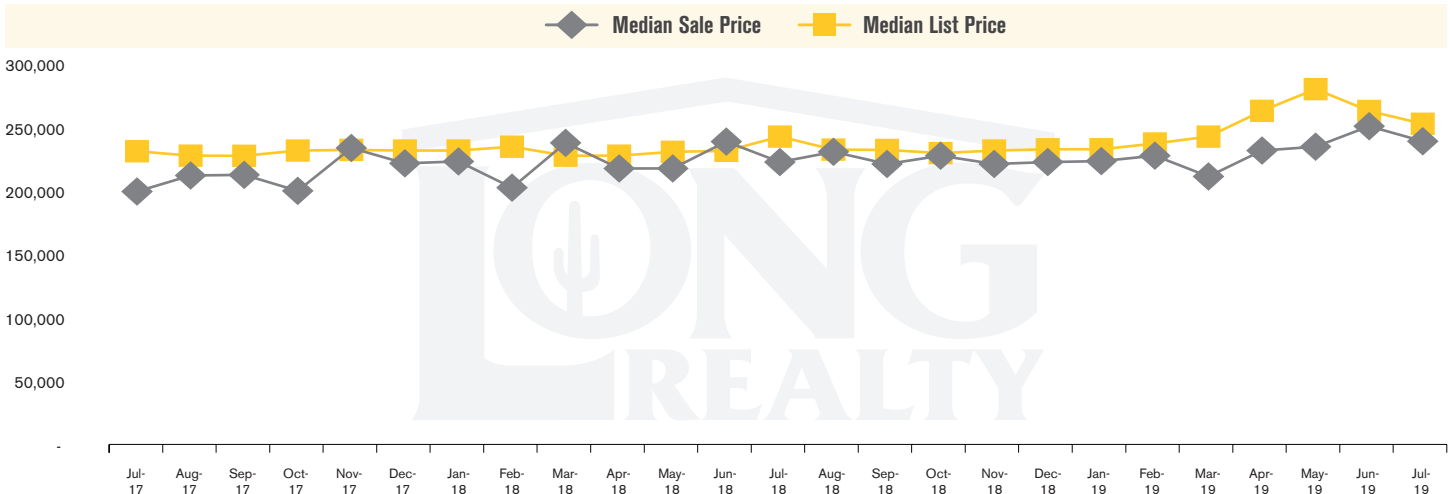
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

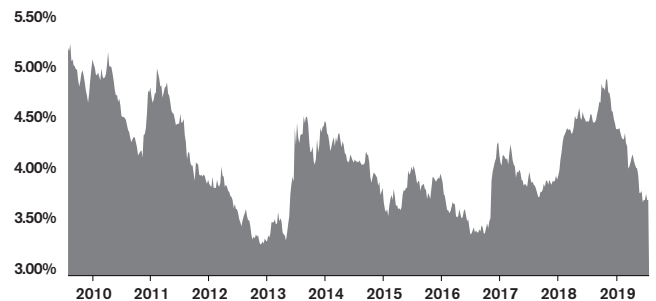


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2018	\$220,000	4.530%	\$1,062.70
2019	\$236,250	3.770%	\$1,041.95

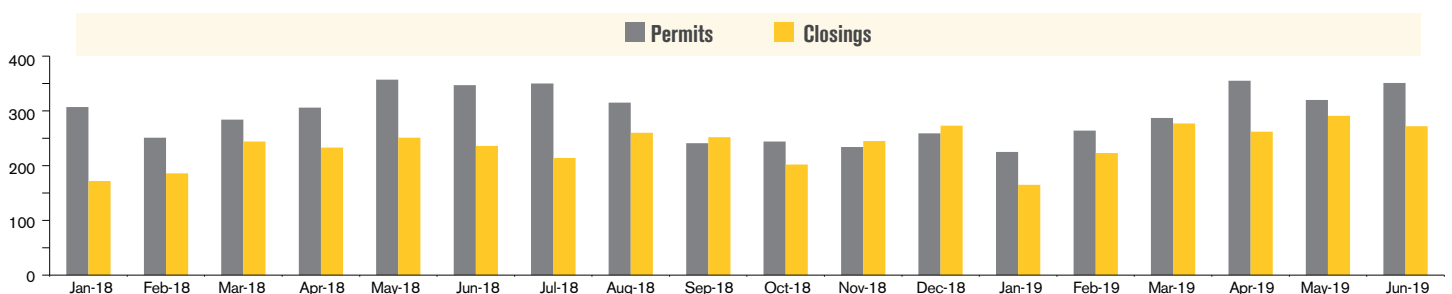
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 June 2019, new home permits were **down 3%** year-to-date from 2018 and new home closings were **up 13%** 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
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-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	1	1	0	1	0	0	n/a	0.0	Seller
\$175,000 - 199,999	0	4	5	5	2	2	2	0.0	0.5	Seller
\$200,000 - 224,999	1	6	10	9	7	4	5	0.2	0.4	Seller
\$225,000 - 249,999	7	9	5	7	7	7	4	1.8	1.0	Seller
\$250,000 - 274,999	10	3	0	4	0	2	2	5.0	5.3	Balanced
\$275,000 - 299,999	6	1	2	4	3	3	3	2.0	1.9	Seller
\$300,000 - 349,999	2	0	0	2	4	5	3	0.7	1.1	Seller
\$350,000 - 399,999	0	0	0	1	1	2	0	n/a	0.7	Seller
\$400,000 - 499,999	2	0	0	1	0	0	1	2.0	5.0	Balanced
\$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	28	24	23	33	25	25	20	1.4	1.2	Seller



Seller's Market



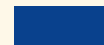
Slight Seller's Market



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 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. 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 08/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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25.4%

Tierra Antigua Realty

17.1%

Realty Executives Tucson Elite

8.7%

Coldwell Banker Residential Brokerage

8.4%

Keller Williams Southern Arizona

4.1%

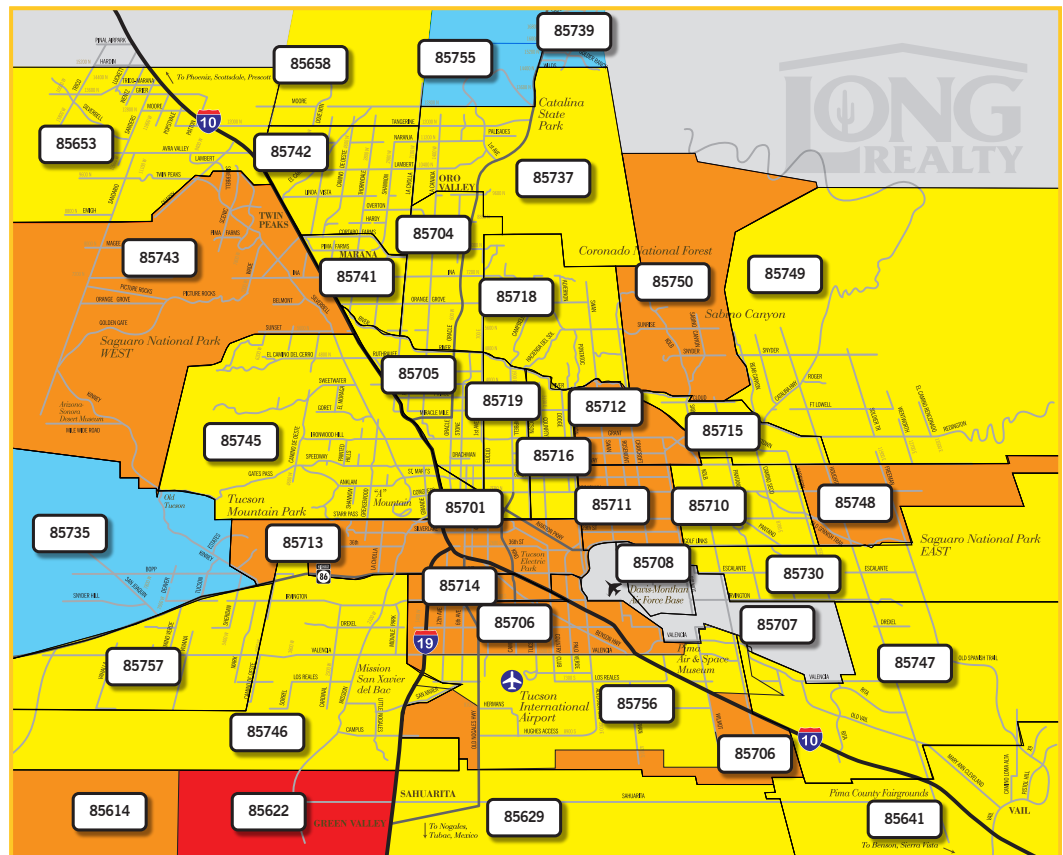
Homesmart Advantage Group

3.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2018-JUL 2018 TO MAY 2019-JUL 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 May 2018-July 2018 to May 2019-July 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2019. Information is believed to be reliable, but not guaranteed.