

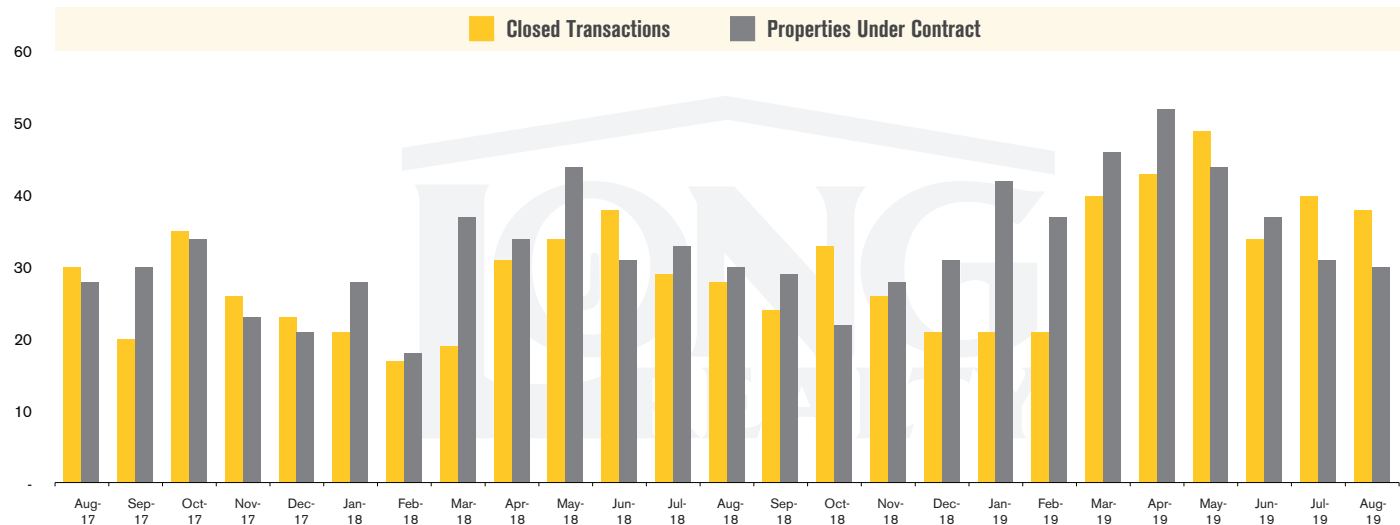
THE HOUSING REPORT

RANCHO VISTOSO | SEPTEMBER 2019

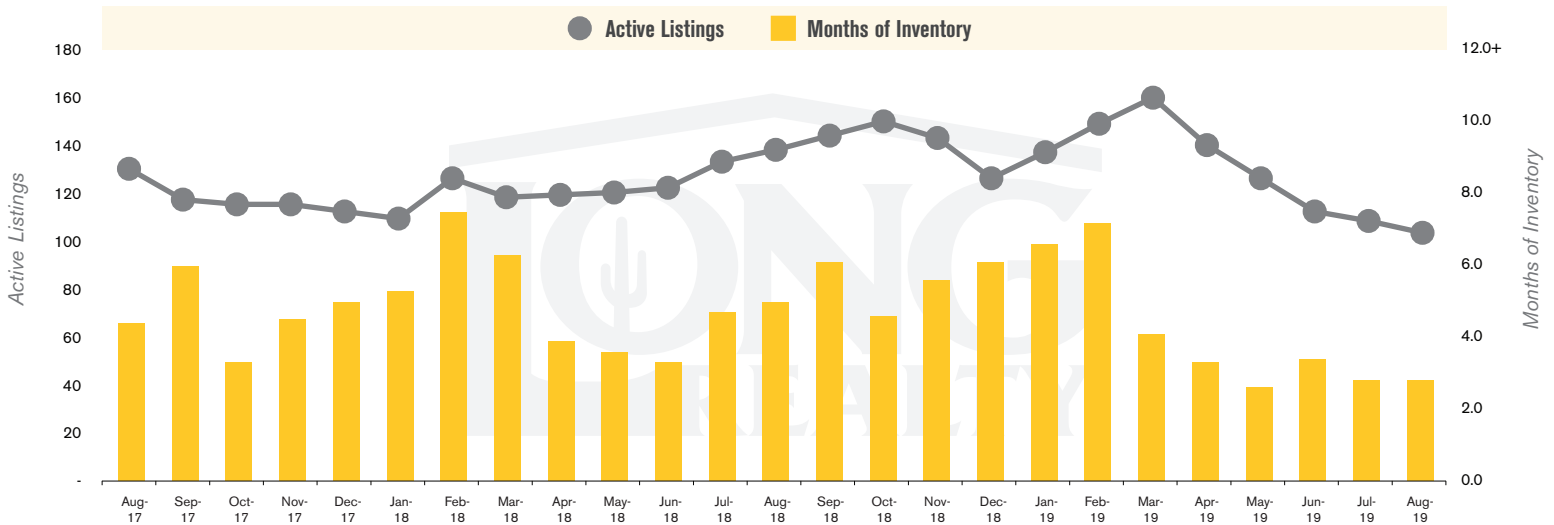


In the Rancho Vistoso area, August 2019 active inventory was 105, a 25% decrease from August 2018. There were 38 closings in August 2019, a 36% increase from August 2018. Year-to-date 2019 there were 297 closings, a 34% increase from year-to-date 2018. Months of Inventory was 2.8, down from 5.0 in August 2018. Median price of sold homes was \$371,630 for the month of August 2019, up 33% from August 2018. The Rancho Vistoso area had 30 new properties under contract in August 2019, unchanged from August 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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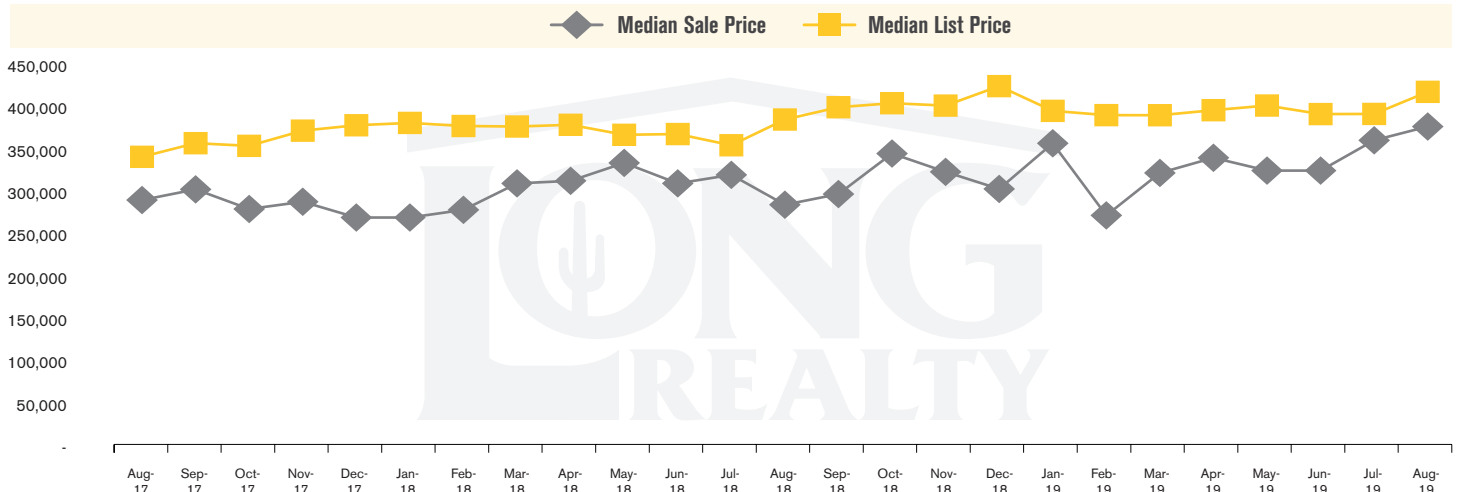
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

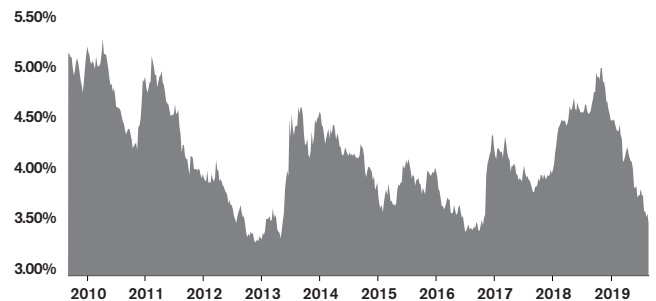


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$280,000	4.879%	\$1,408.26
2019	\$371,630	3.625%	\$1,610.08

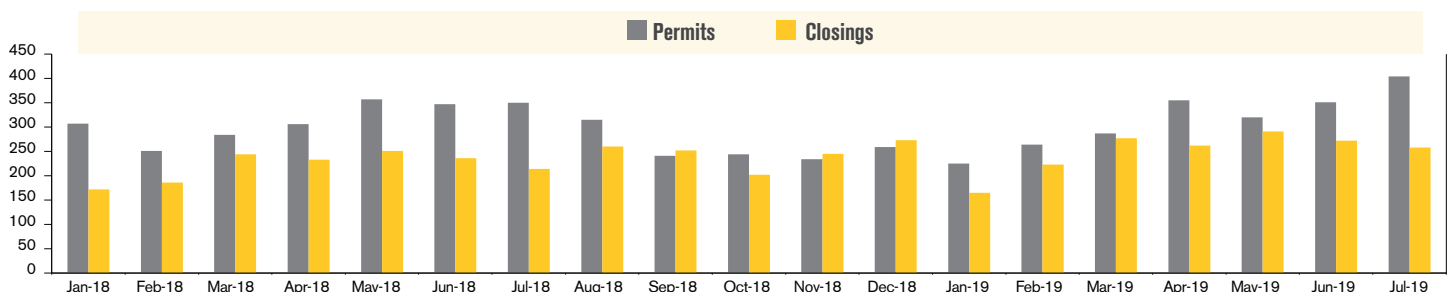
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 July 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 14%** year to date from 2018.



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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
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-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	1	0	0	n/a	0.0	Seller
\$150,000 - 174,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	1	1	3	2	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	6	6	2	1	2	1	1.0	0.8	Seller
\$225,000 - 249,999	3	3	3	7	3	5	4	0.8	0.8	Seller
\$250,000 - 274,999	5	5	6	5	5	3	4	1.3	1.4	Seller
\$275,000 - 299,999	8	4	0	7	3	2	4	2.0	3.6	Seller
\$300,000 - 349,999	13	8	5	10	8	7	3	4.3	2.3	Seller
\$350,000 - 399,999	15	1	7	7	6	7	5	3.0	2.8	Seller
\$400,000 - 499,999	10	4	3	6	3	7	6	1.7	1.6	Seller
\$500,000 - 599,999	3	7	1	1	3	1	3	1.0	9.7	Buyer
\$600,000 - 699,999	8	0	2	1	2	1	3	2.7	3.3	Seller
\$700,000 - 799,999	4	2	2	1	0	1	1	4.0	5.5	Balanced
\$800,000 - 899,999	7	0	1	0	0	1	2	3.5	7.3	Slightly Buyer
\$900,000 - 999,999	7	0	0	1	0	4	1	7.0	3.4	Seller
\$1,000,000 - and over	20	0	3	0	1	0	1	20.0	29.5	Buyer
TOTAL	105	41	43	50	36	41	38	2.8	2.9	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 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. 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 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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31.7%

Realty Executives Tucson Elite 8.9%

Coldwell Banker Residential Brokerage 7.7%

Mattamy Homes 7.3%

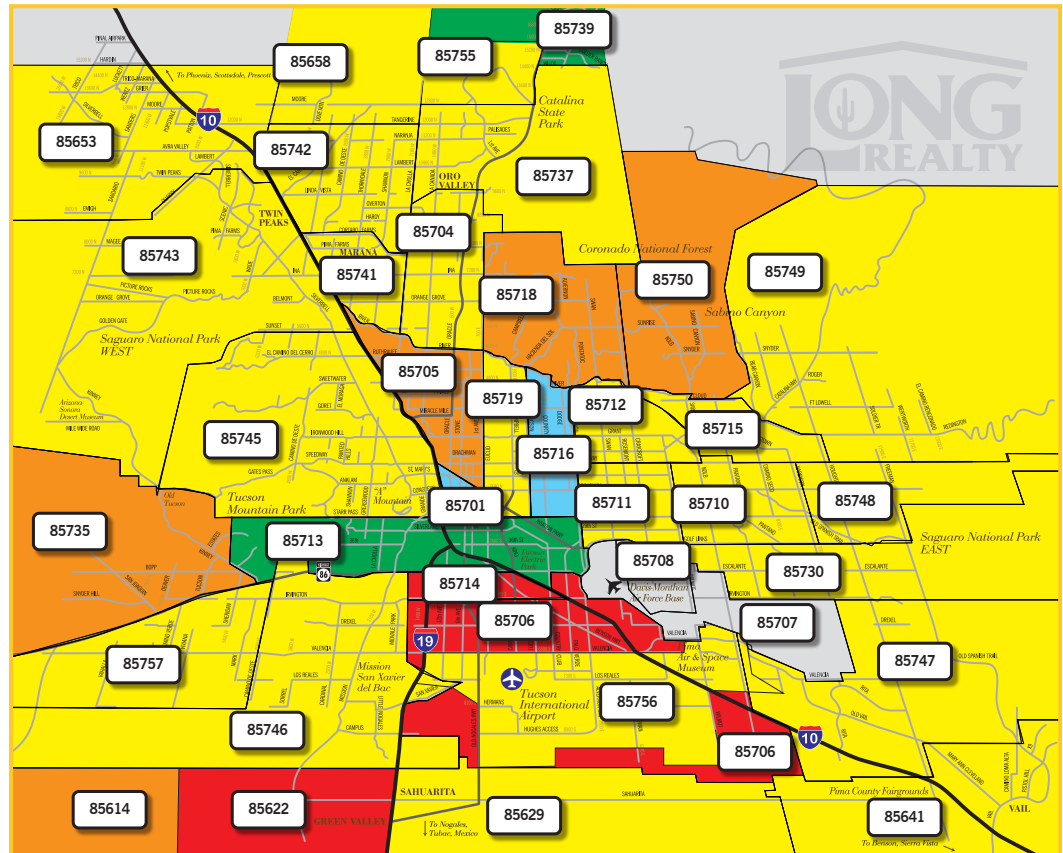
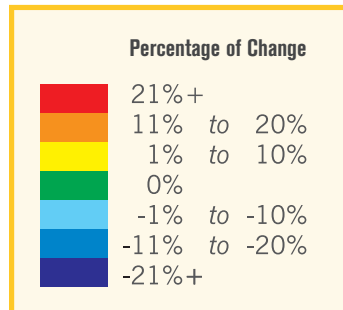
Tierra Antigua Realty 6.8%

Russ Lyon Sotheby's 5.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN2018-AUG 2018 TO JUN 2019-AUG 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 June 2018-August 2018 to June 2019-August 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/05/2019. Information is believed to be reliable, but not guaranteed.