

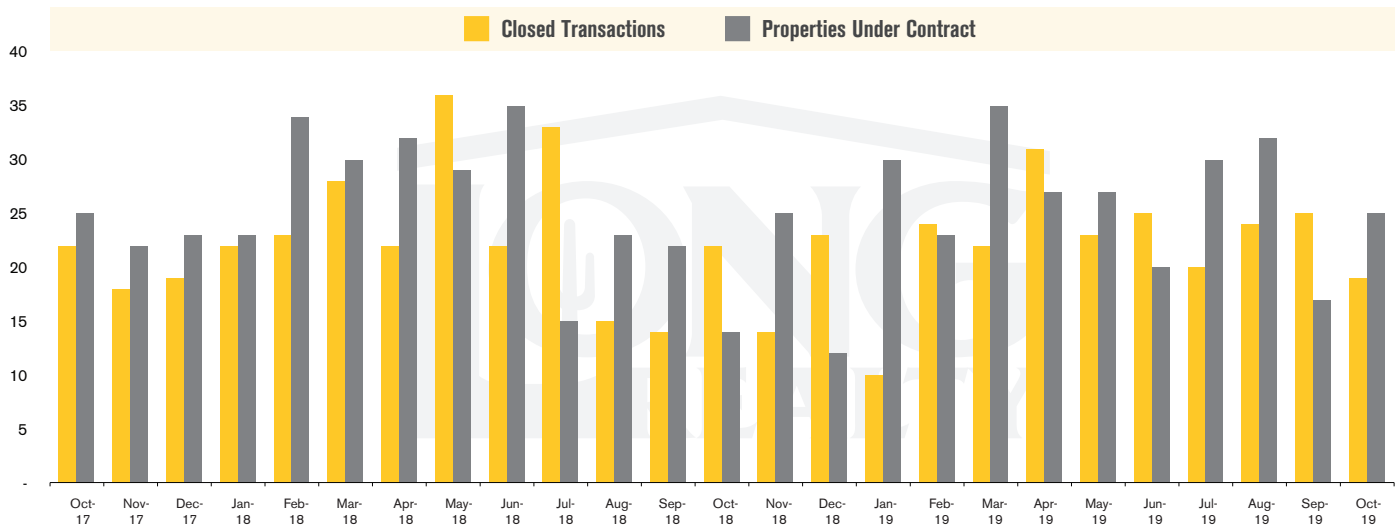
THE HOUSING REPORT

CONTINENTAL RANCH | NOVEMBER 2019

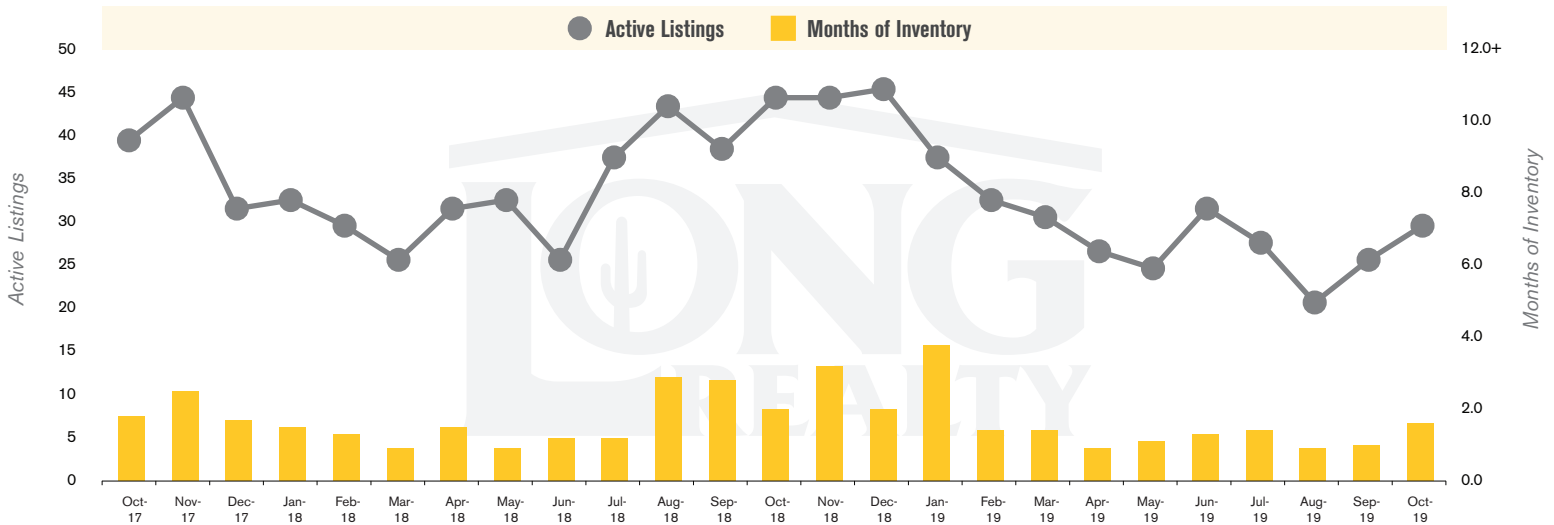


In the Continental Ranch area, October 2019 active inventory was 30, a 33% decrease from October 2018. There were 19 closings in October 2019, a 14% decrease from October 2018. Year-to-date 2019 there were 230 closings, an 8% decrease from year-to-date 2018. Months of Inventory was 1.6, down from 2.0 in October 2018. Median price of sold homes was \$240,000 for the month of October 2019, up 7% from October 2018. The Continental Ranch area had 25 new properties under contract in October 2019, up 79% from October 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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

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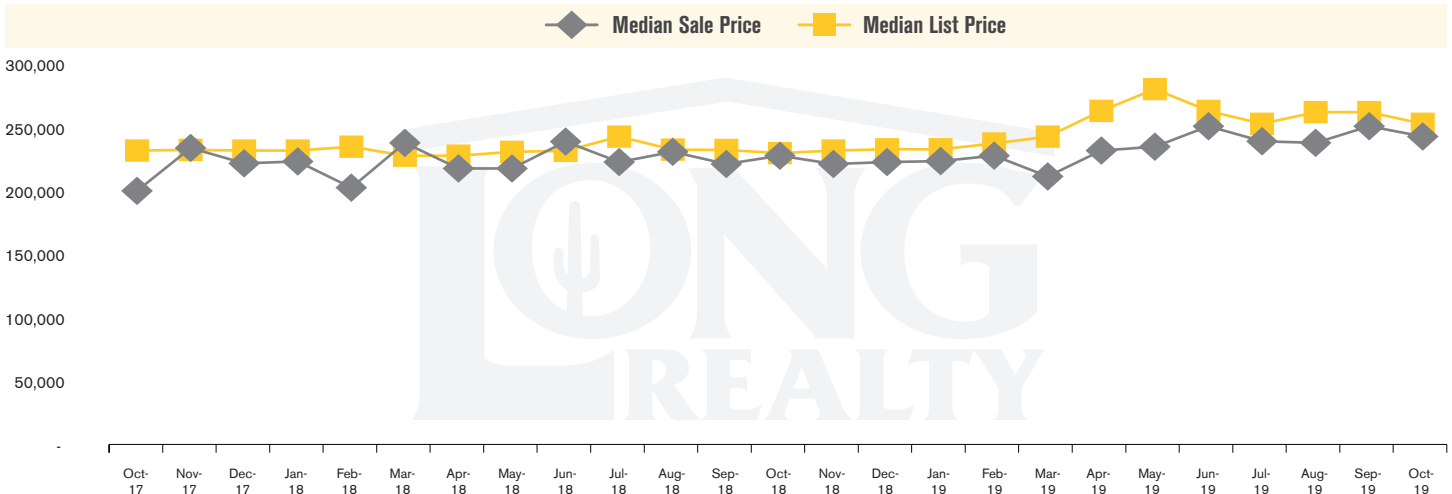
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

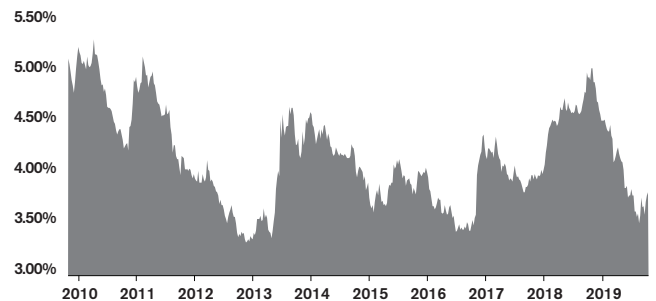


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2018	\$224,950	4.500%	\$1,082.80
2019	\$240,000	3.875%	\$1,072.14

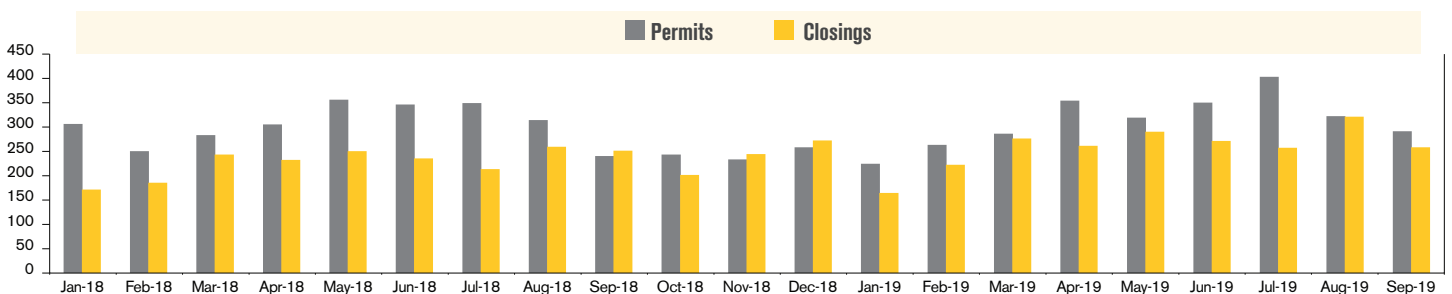
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For September 2019, new home permits were **up 2%** year-to-date from 2018 and new home closings were **up 15%** year to date from 2018.

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

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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
		May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-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	0	0	1	0	0	n/a	0.0	Seller
\$175,000 - 199,999	2	2	2	2	4	2	1	2.0	0.3	Seller
\$200,000 - 224,999	2	7	4	5	4	3	4	0.5	0.5	Seller
\$225,000 - 249,999	5	7	7	5	9	9	5	1.0	0.6	Seller
\$250,000 - 274,999	5	0	2	2	1	5	4	1.3	1.6	Seller
\$275,000 - 299,999	8	3	3	3	2	3	1	8.0	3.2	Seller
\$300,000 - 349,999	3	4	5	3	3	3	2	1.5	0.9	Seller
\$350,000 - 399,999	3	1	2	0	0	0	2	1.5	4.5	Slightly Seller
\$400,000 - 499,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$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	30	25	25	21	24	25	19	1.6	1.1	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

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 11/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2019-10/31/2019. 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 11/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2018 – 10/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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23.3%

Tierra Antigua Realty

14.5%

Coldwell Banker Residential Brokerage

9.8%

Realty Executives Tucson Elite

8.9%

Keller Williams Southern Arizona

4.9%

Homesmart Advantage Group

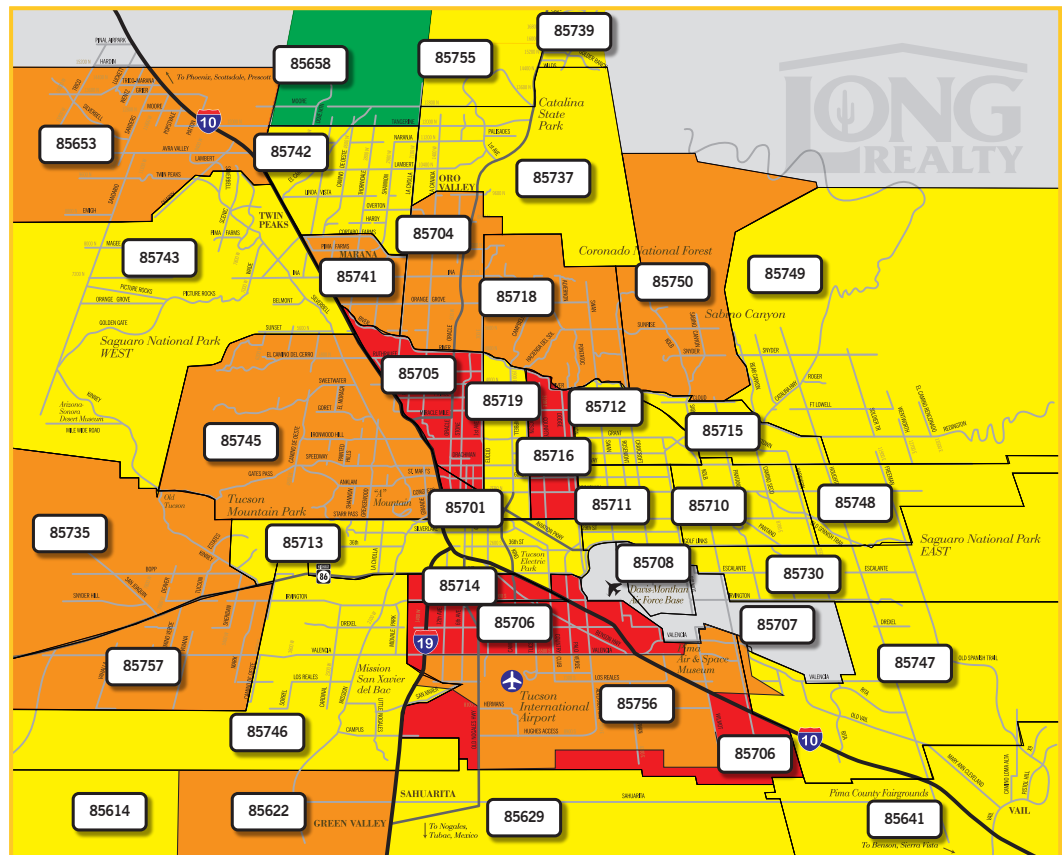
4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(AUG 2018-OCT 2018 TO
AUG 2019-OCT 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.

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

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This heat map represents the percentage of change in Tucson metro median sales prices from August 2018-October 2018 to August 2019-October 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/05/2019. Information is believed to be reliable, but not guaranteed.