

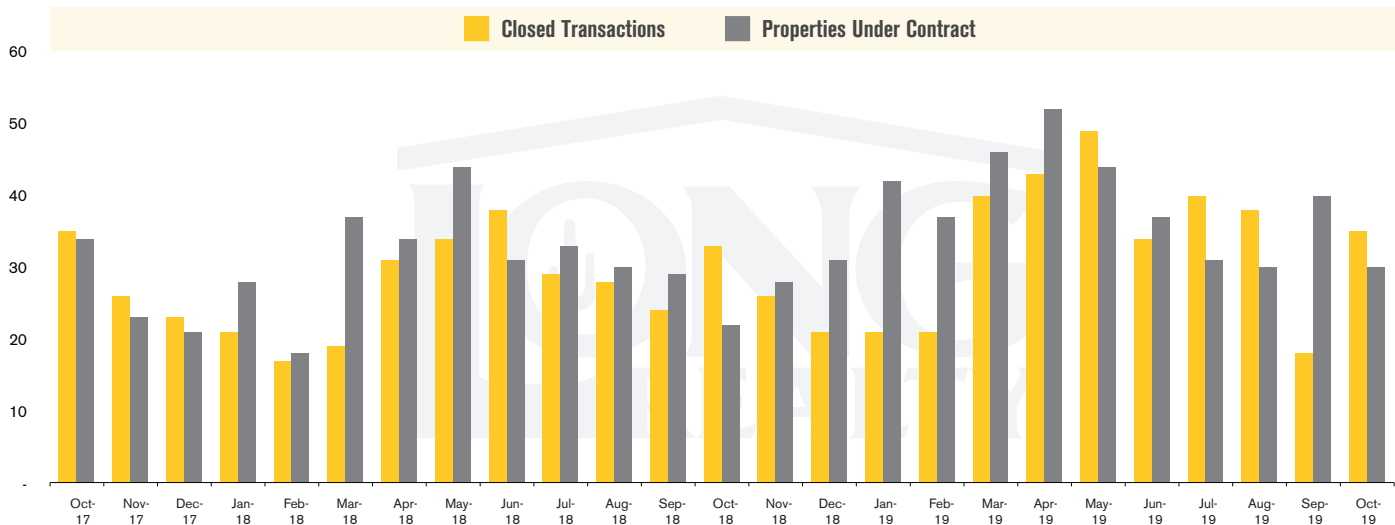
THE HOUSING REPORT

RANCHO VISTOSO | NOVEMBER 2019

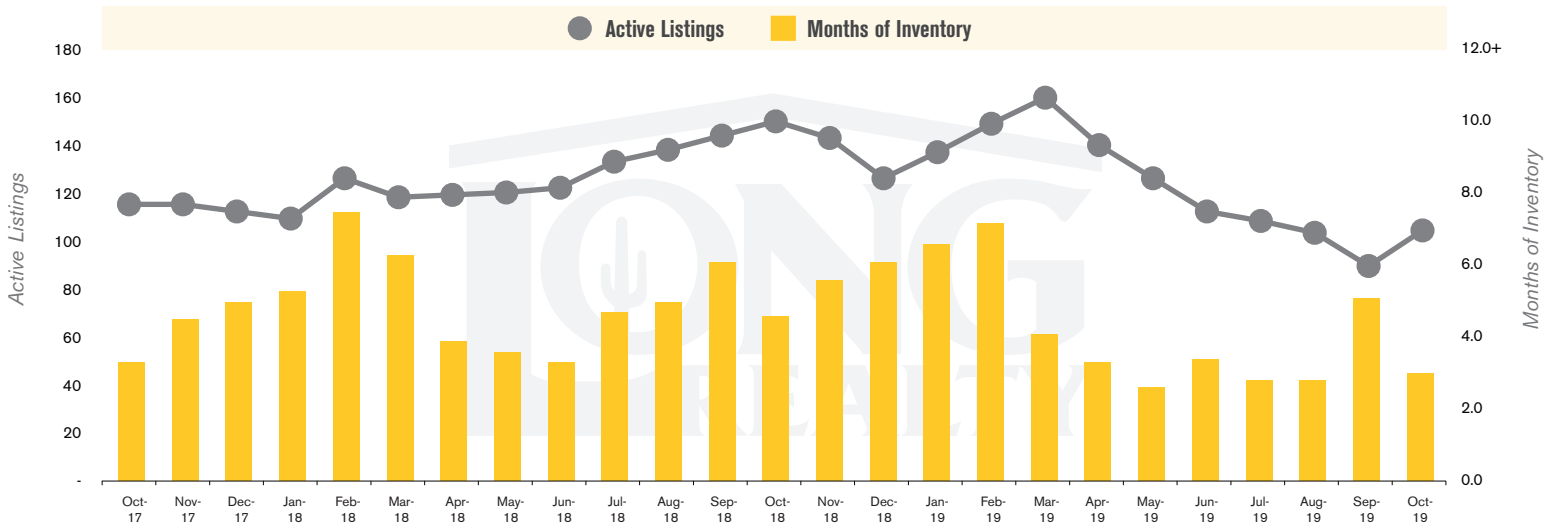


In the Rancho Vistoso area, October 2019 active inventory was 106, a 30% decrease from October 2018. There were 35 closings in October 2019, a 6% increase from October 2018. Year-to-date 2019 there were 354 closings, a 27% increase from year-to-date 2018. Months of Inventory was 3.0, down from 4.6 in October 2018. Median price of sold homes was \$355,000 for the month of October 2019, up 4% from October 2018. The Rancho Vistoso area had 30 new properties under contract in October 2019, up 36% from October 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (RANCHO VISTOSO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (RANCHO VISTOSO)



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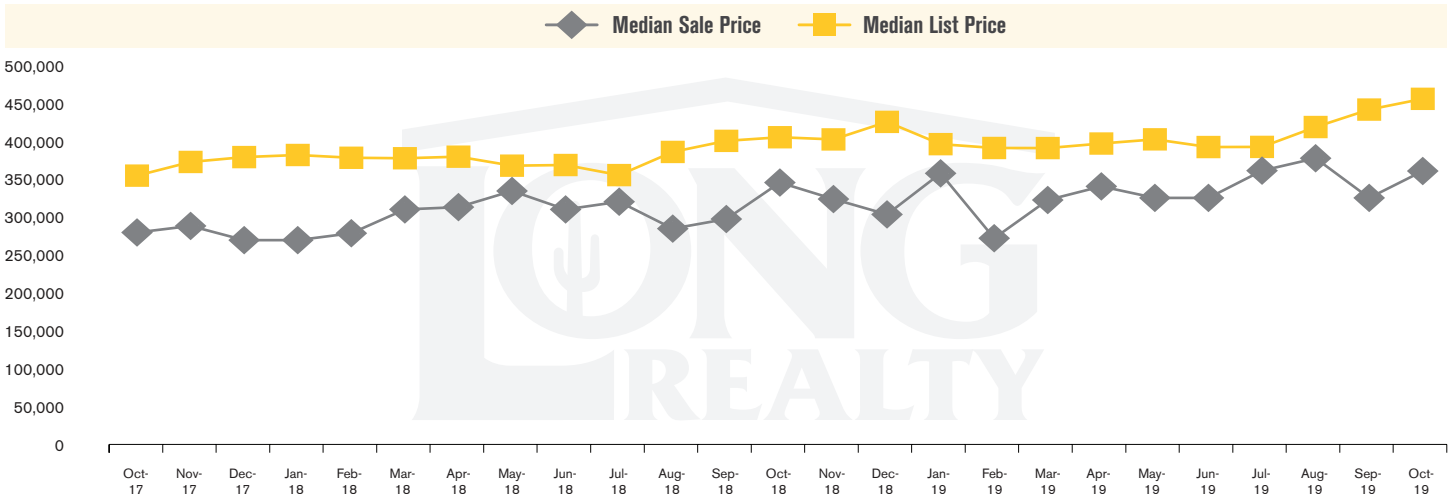
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (RANCHO VISTOSO)

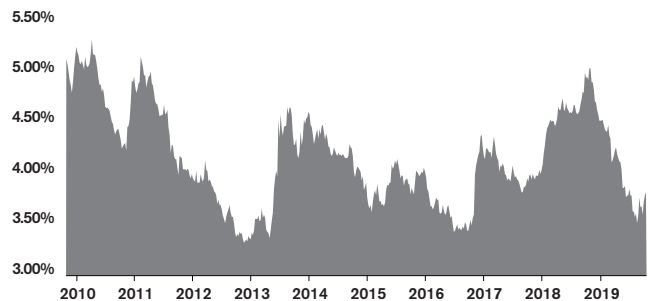


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (RANCHO VISTOSO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2018	\$340,000	4.500%	\$1,636.59
2019	\$355,000	3.875%	\$1,585.87

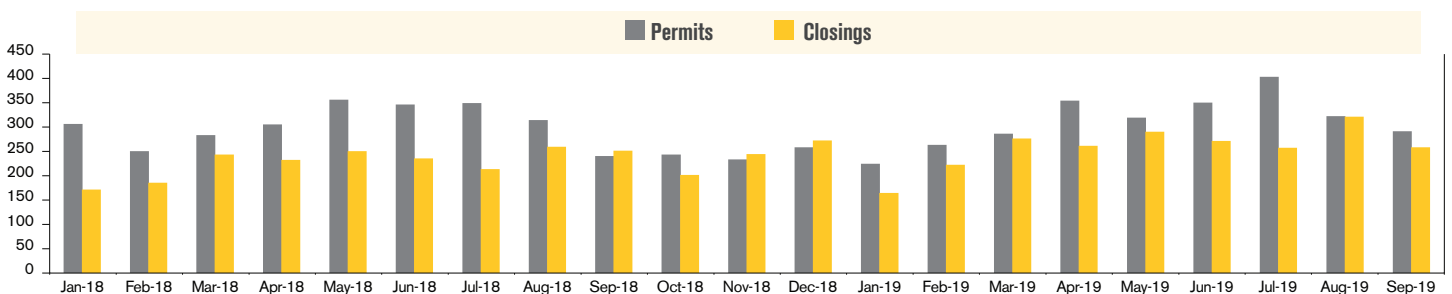
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

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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
		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	1	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	2	0	0	0	0	1	0.0	1.0	Seller
\$200,000 - 224,999	4	2	1	2	1	0	1	4.0	3.5	Seller
\$225,000 - 249,999	6	7	3	5	4	2	1	6.0	1.9	Seller
\$250,000 - 274,999	4	5	5	3	4	4	6	0.7	0.9	Seller
\$275,000 - 299,999	6	7	3	2	5	2	3	2.0	1.8	Seller
\$300,000 - 349,999	14	10	8	7	3	4	5	2.8	3.0	Seller
\$350,000 - 399,999	12	7	6	7	5	2	8	1.5	2.4	Seller
\$400,000 - 499,999	10	6	3	7	6	3	3	3.3	2.8	Seller
\$500,000 - 599,999	7	1	3	1	3	2	2	3.5	9.1	Buyer
\$600,000 - 699,999	9	1	2	1	3	0	2	4.5	5.0	Balanced
\$700,000 - 799,999	3	1	0	1	1	0	1	3.0	5.5	Balanced
\$800,000 - 899,999	8	0	0	1	2	0	2	4.0	6.0	Balanced
\$900,000 - 999,999	4	1	0	4	1	0	0	n/a	15.0	Buyer
\$1,000,000 - and over	19	0	1	0	2	0	0	n/a	28.5	Buyer
TOTAL	106	50	36	41	40	19	35	3.0	3.2	Seller



Seller's Market



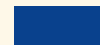
Slight Seller's Market



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 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 (RANCHO VISTOSO)

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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32.5%

Realty Executives Tucson Elite 8.8%

Mattamy Homes 8.1%

Coldwell Banker Residential Brokerage 7.1%

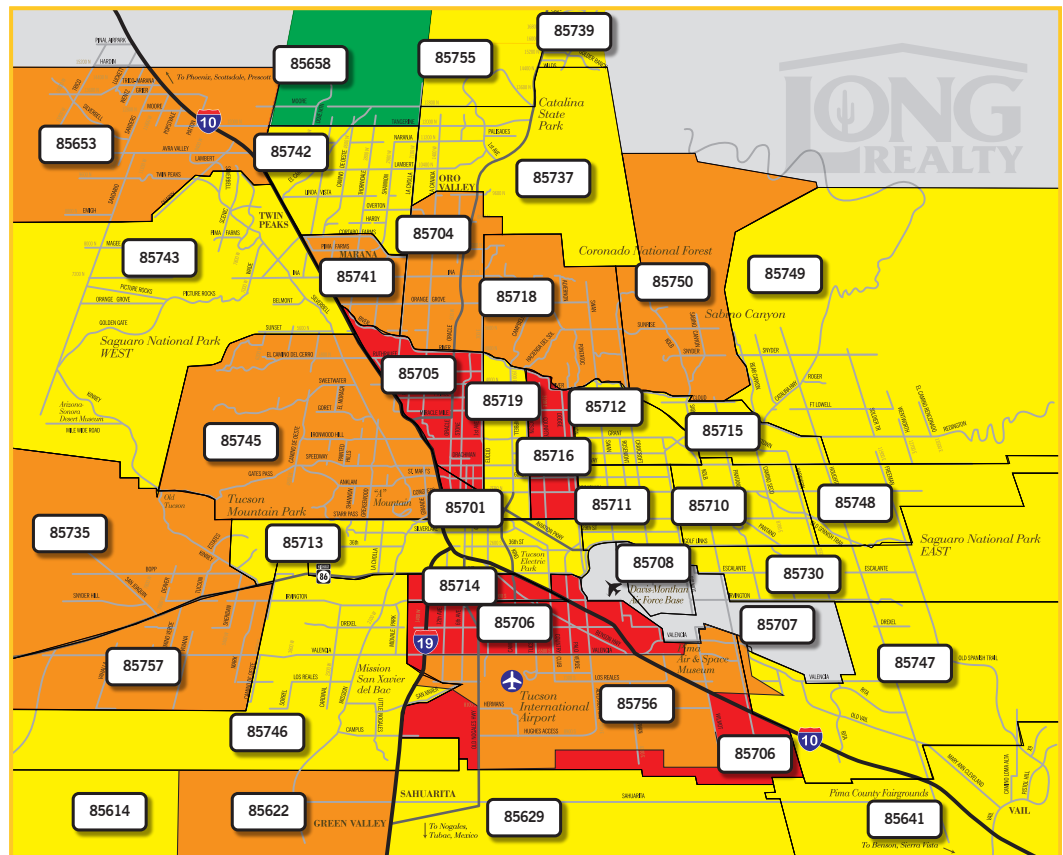
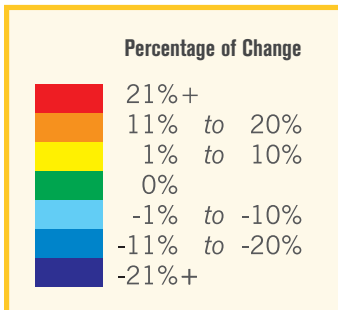
Tierra Antigua Realty 6.9%

Keller Williams Southern Arizona 5.7%

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.



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 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.