

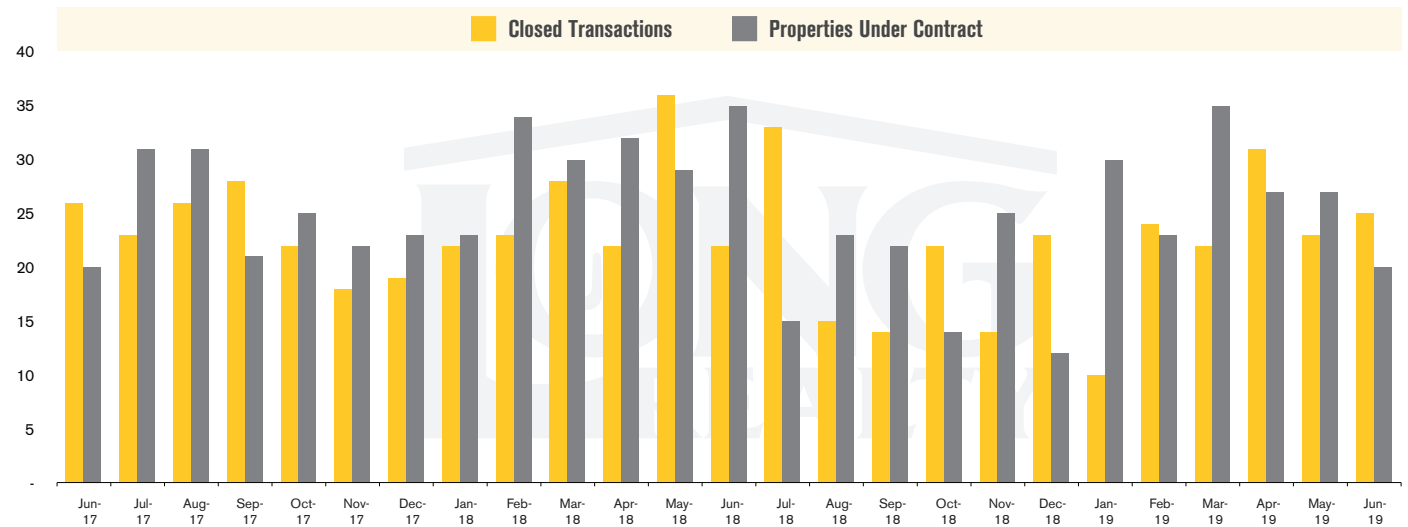
THE HOUSING REPORT



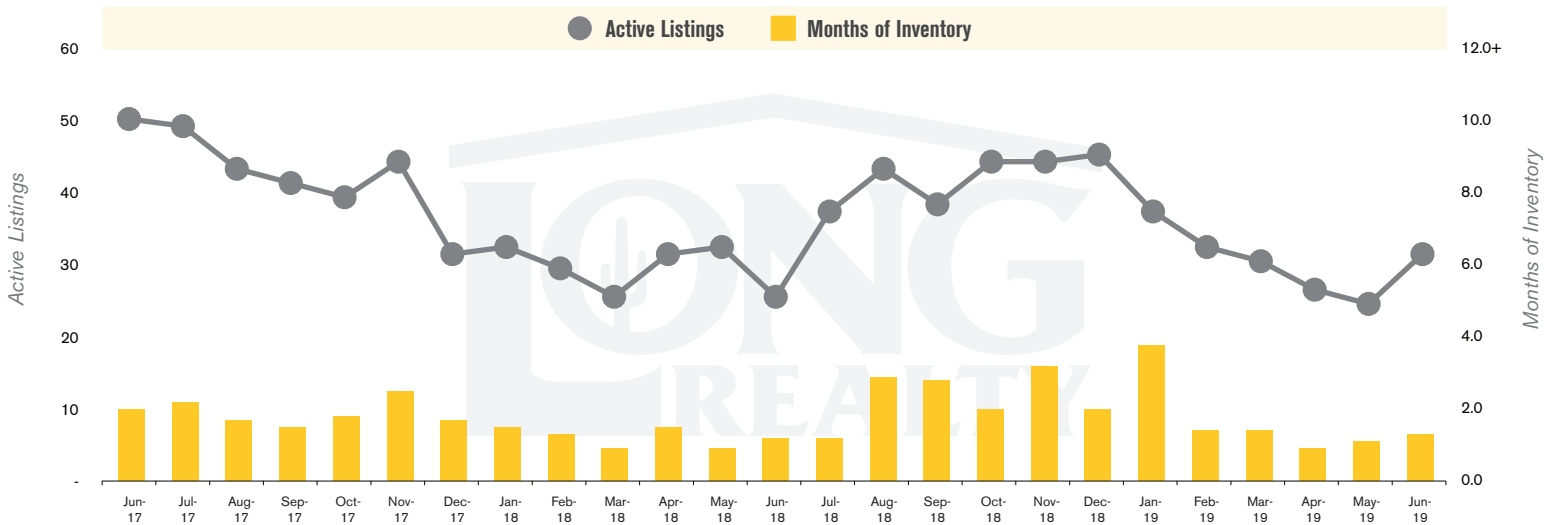
CONTINENTAL RANCH | JULY 2019

In the Continental Ranch area, June 2019 active inventory was 32, a 23% increase from June 2018. There were 25 closings in June 2019, a 14% increase from June 2018. Year-to-date 2019 there were 135 closings, a 12% decrease from year-to-date 2018. Months of Inventory was 1.3, up from 1.2 in June 2018. Median price of sold homes was \$248,000 for the month of June 2019, up 5% from June 2018. The Continental Ranch area had 20 new properties under contract in June 2019, down 43% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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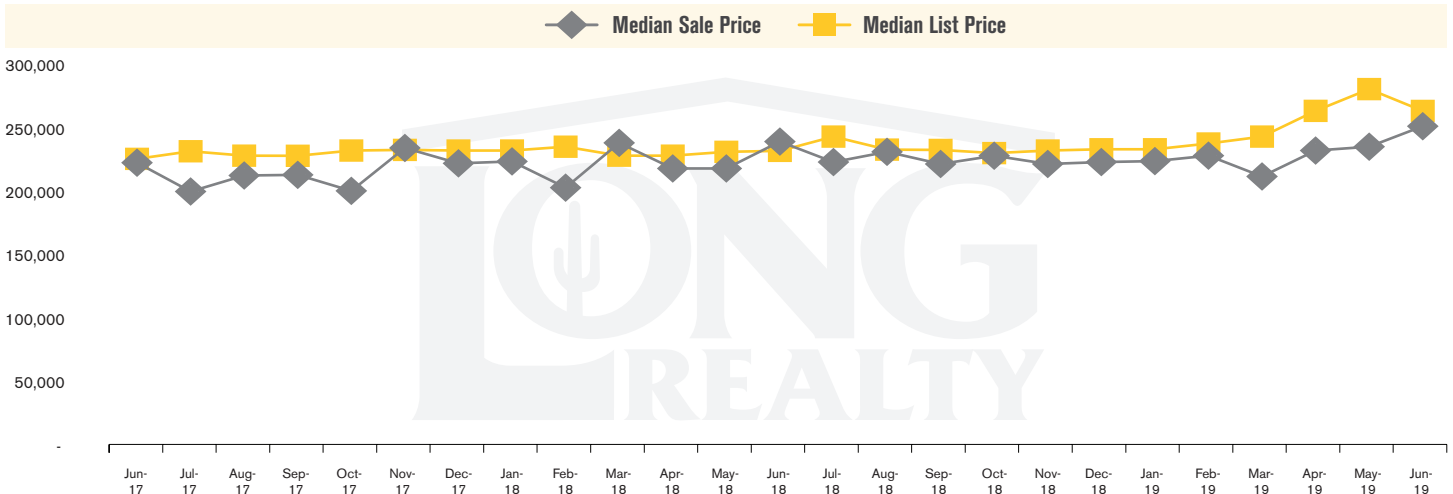
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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CONTINENTAL RANCH | JULY 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

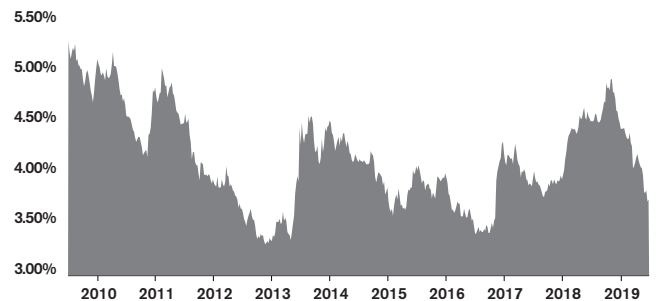


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2018	\$236,000	4.500%	\$1,135.99
2019	\$248,000	4.000%	\$1,124.79

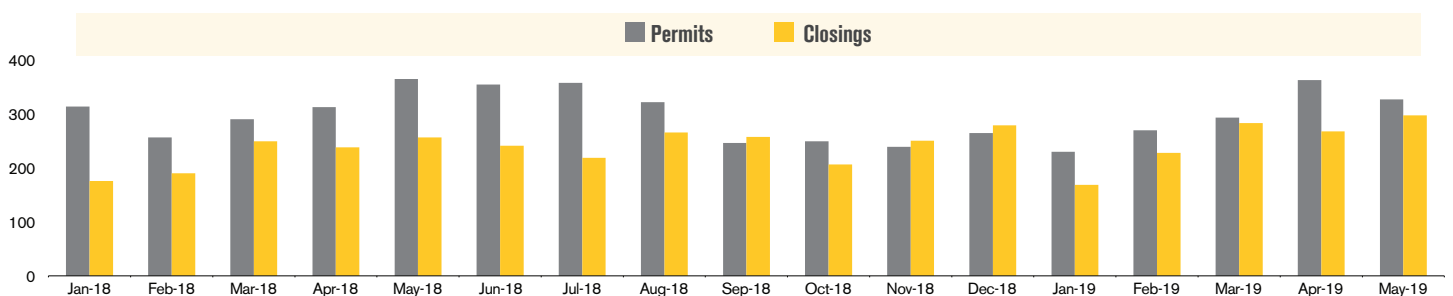
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

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CONTINENTAL RANCH | JULY 2019



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
		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	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	1	1	0	1	0	n/a	1.0	Seller
\$175,000 - 199,999	2	0	4	5	5	2	2	1.0	0.4	Seller
\$200,000 - 224,999	2	6	6	10	9	7	4	0.5	0.4	Seller
\$225,000 - 249,999	8	0	9	5	7	7	7	1.1	0.6	Seller
\$250,000 - 274,999	8	3	3	0	4	0	2	4.0	3.0	Seller
\$275,000 - 299,999	5	2	1	2	4	3	3	1.7	1.5	Seller
\$300,000 - 349,999	6	0	0	0	2	4	5	1.2	1.7	Seller
\$350,000 - 399,999	0	0	0	0	1	1	2	0.0	0.8	Seller
\$400,000 - 499,999	1	0	0	0	1	0	0	n/a	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	32	11	24	23	33	25	25	1.3	1.0	Seller



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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.

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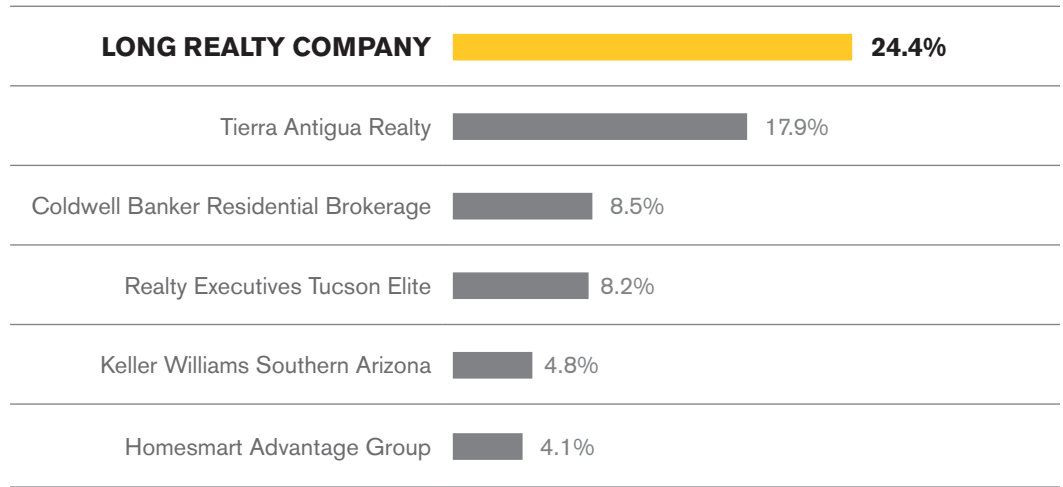
CONTINENTAL RANCH | JULY 2019



MARKET SHARE (CONTINENTAL RANCH)

Long Realty leads the market in successful real estate sales.

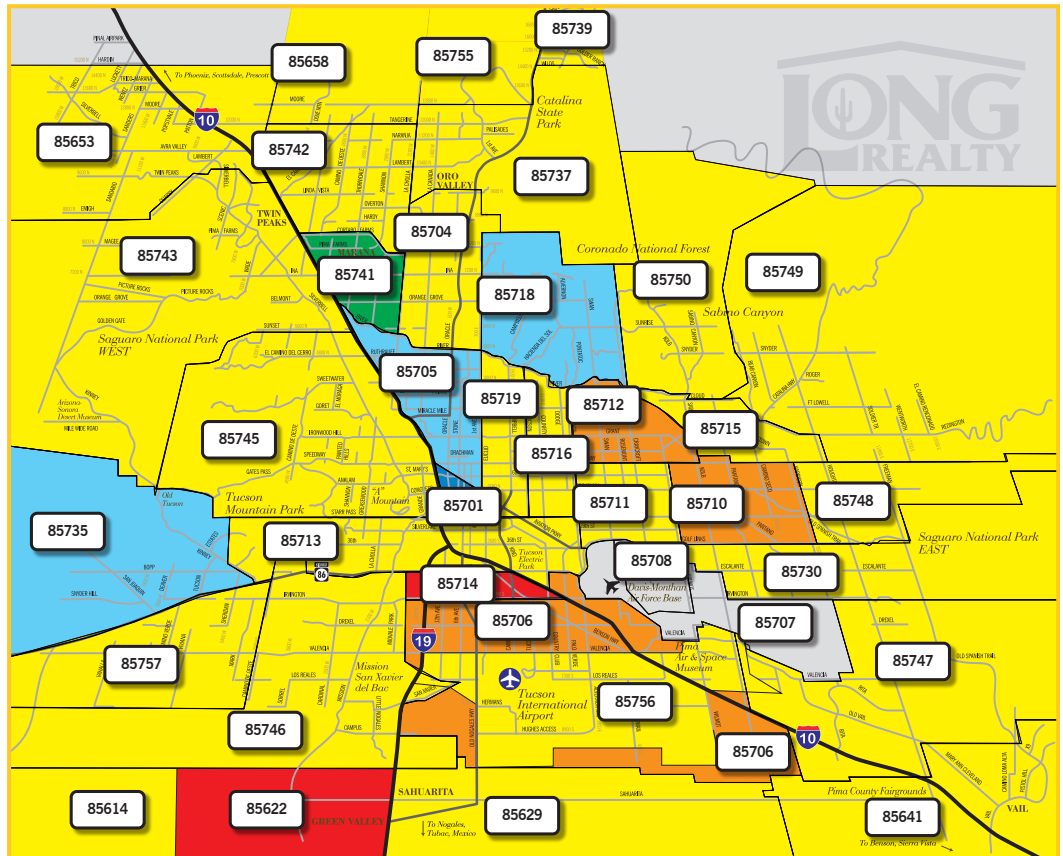
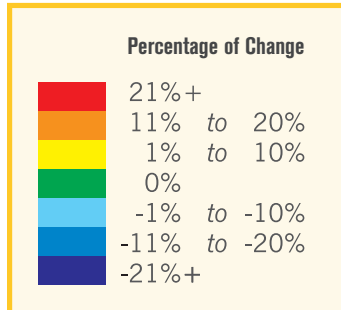
Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.



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.

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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.