

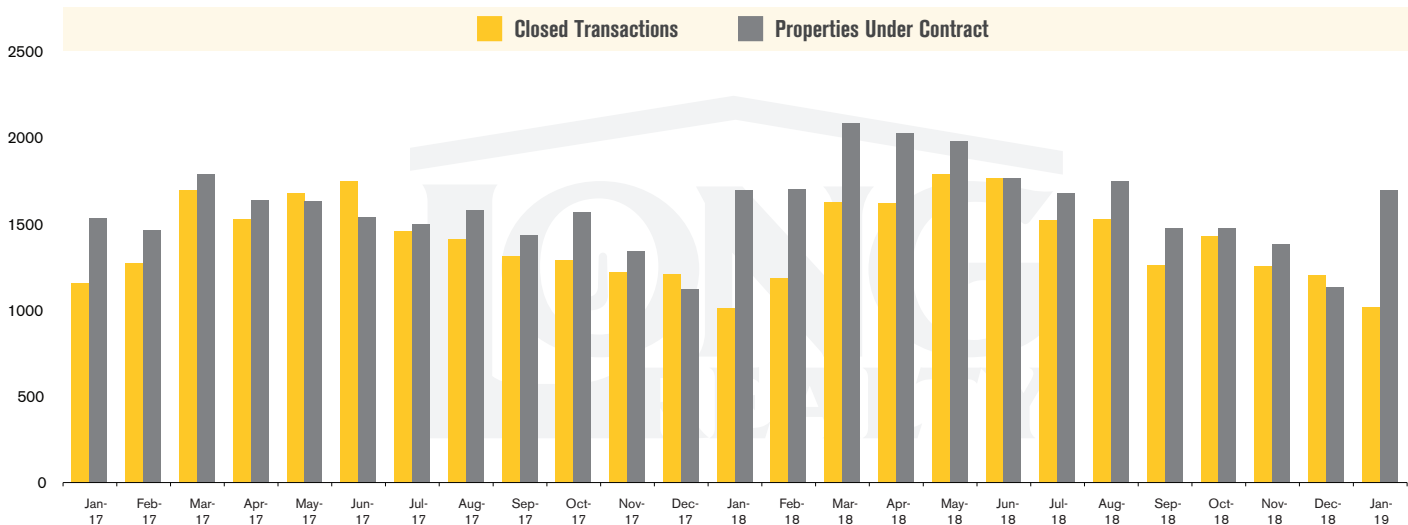
THE HOUSING REPORT

TUCSON METRO | FEBRUARY 2019

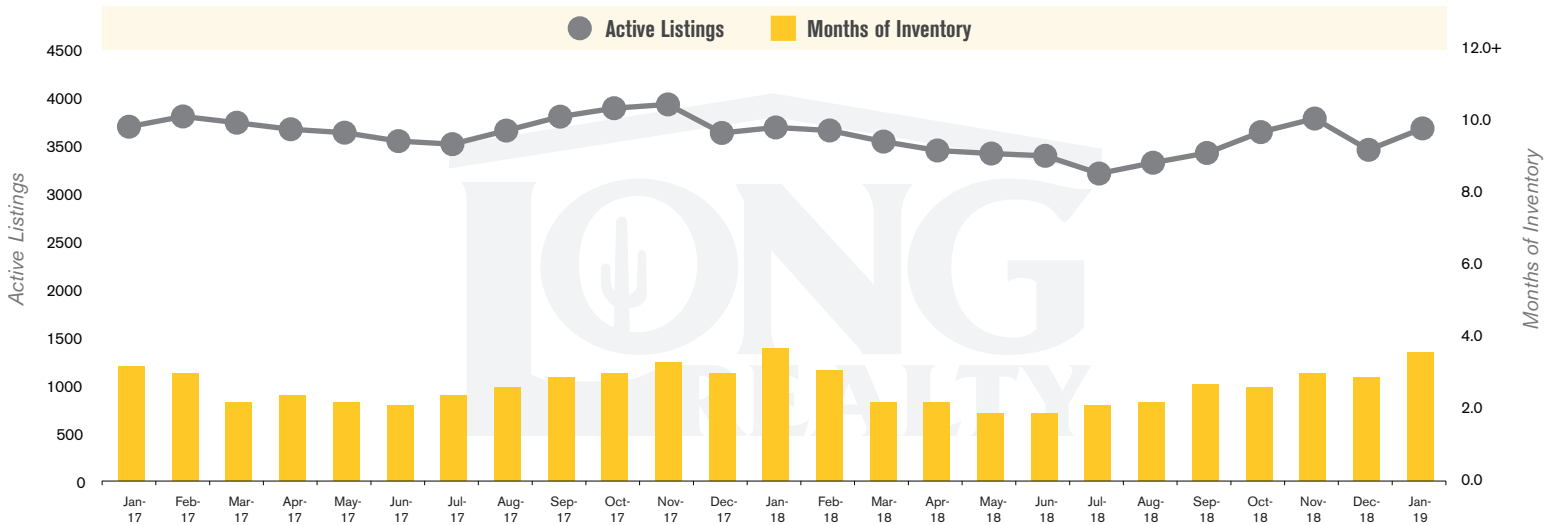


In the Tucson Main Market area, January 2019 active inventory was 3,726, virtually unchanged from January 2018. There were 1,021 closings in January 2019, up 1% from January 2018. Months of Inventory was 3.6, down from 3.7 in January 2018. Median price of sold homes was \$213,000 for the month of January 2019, up 7% from January 2018. The Tucson Main Market area had 1,700 new properties under contract in January 2019, unchanged from January 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON METRO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON METRO)



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

Long Realty Company

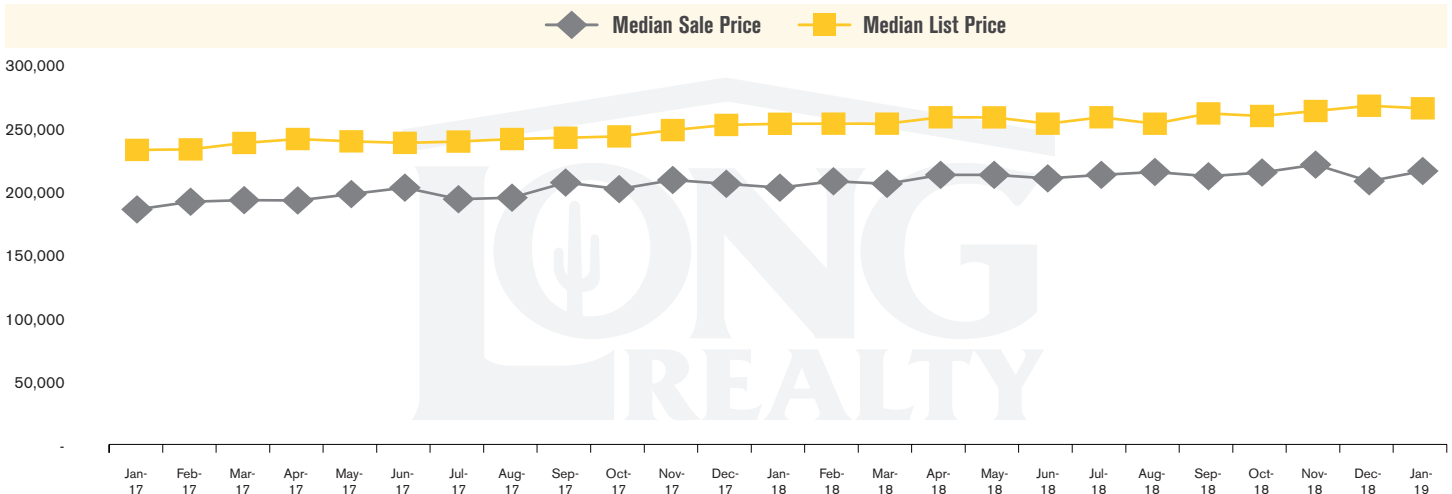
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON METRO | FEBRUARY 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON METRO)

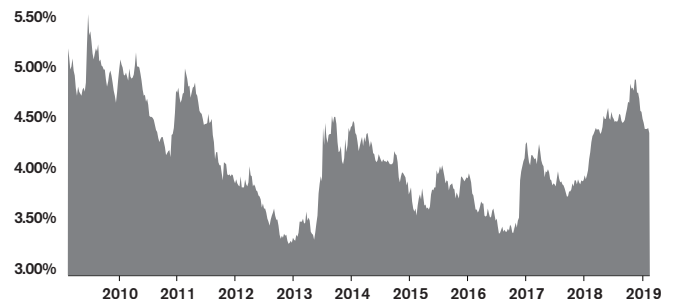


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON METRO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$200,000	4.125%	\$920.83
2019	\$213,000	4.750%	\$1,055.55

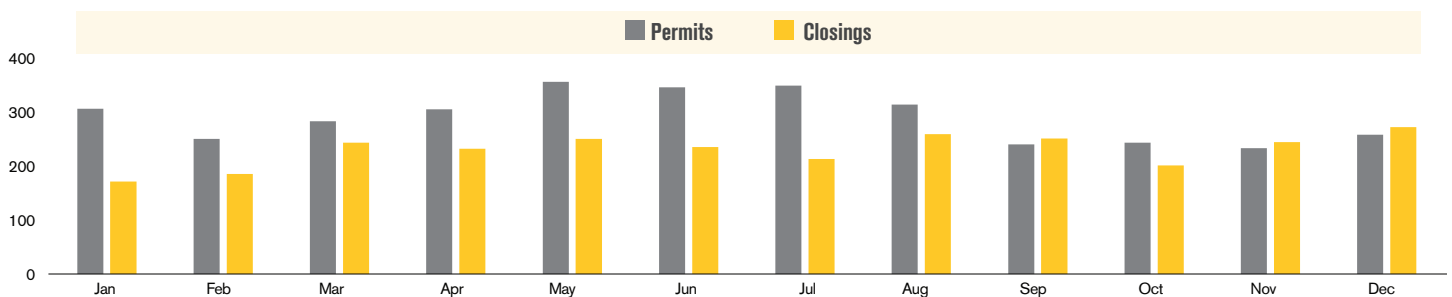
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

2018 NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



New home permits are **up 11%** from last year. New home closings are **up 7%** from last year.

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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON METRO | FEBRUARY 2019



MARKET CONDITIONS BY PRICE BAND (TUCSON METRO)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$1 - 49,999	15	7	6	17	6	8	9	1.7	2.1	Seller
\$50,000 - 74,999	46	37	29	38	29	27	26	1.8	1.9	Seller
\$75,000 - 99,999	80	48	38	42	41	39	26	3.1	2.3	Seller
\$100,000 - 124,999	100	73	69	52	51	62	49	2.0	1.7	Seller
\$125,000 - 149,999	155	141	141	101	111	111	83	1.9	1.6	Seller
\$150,000 - 174,999	217	186	178	219	164	166	134	1.6	1.4	Seller
\$175,000 - 199,999	342	239	173	221	163	187	125	2.7	2.1	Seller
\$200,000 - 224,999	260	158	132	146	145	129	100	2.6	2.1	Seller
\$225,000 - 249,999	294	148	137	146	138	100	85	3.5	2.9	Seller
\$250,000 - 274,999	239	115	96	110	88	79	74	3.2	3.1	Seller
\$275,000 - 299,999	287	84	73	87	69	73	62	4.6	3.9	Seller
\$300,000 - 349,999	323	121	89	102	102	95	66	4.9	3.6	Seller
\$350,000 - 399,999	325	79	73	68	68	59	54	6.0	5.2	Balanced
\$400,000 - 499,999	333	90	58	67	72	57	63	5.3	5.3	Balanced
\$500,000 - 599,999	189	28	25	37	26	21	28	6.8	7.1	Slightly Buyer
\$600,000 - 699,999	125	22	12	19	17	16	16	7.8	7.8	Slightly Buyer
\$700,000 - 799,999	94	11	13	14	19	9	7	13.4	7.5	Slightly Buyer
\$800,000 - 899,999	66	11	4	7	4	8	4	16.5	13.0	Buyer
\$900,000 - 999,999	60	4	3	3	2	7	3	20.0	13.2	Buyer
\$1,000,000 - and over	176	10	9	6	8	7	7	25.1	22.4	Buyer
TOTAL	3,726	1,612	1,358	1,502	1,323	1,260	1,021	3.6	3.1	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

Long Realty Company

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON METRO | FEBRUARY 2019



MARKET SHARE (TUCSON METRO)

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

27.4%

Tierra Antigua Realty

14.4%

Realty Executives Tucson Elite

8.7%

Coldwell Banker Residential Brokerage

7.3%

Keller Williams Southern Arizona

6.8%

Exp Realty

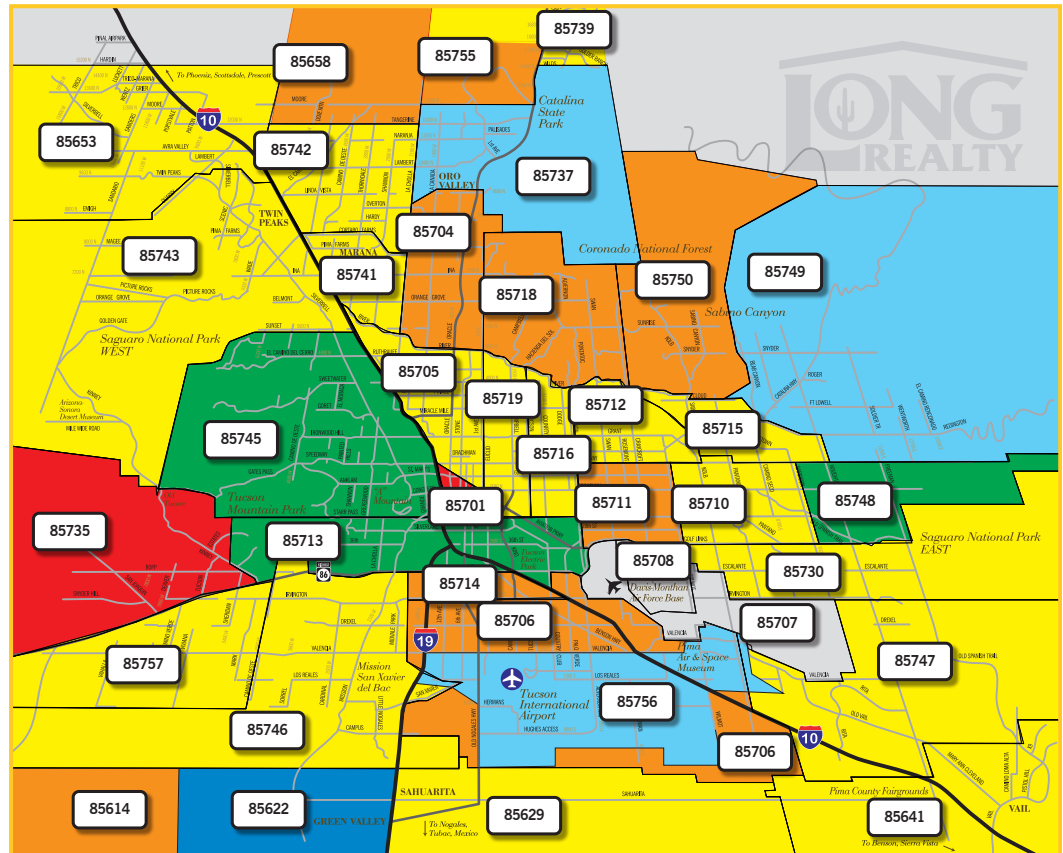
3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2017-JAN 2018 TO NOV 2018-JAN 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

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from November 2017-January 2018 to November 2018-January 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2019. Information is believed to be reliable, but not guaranteed.