

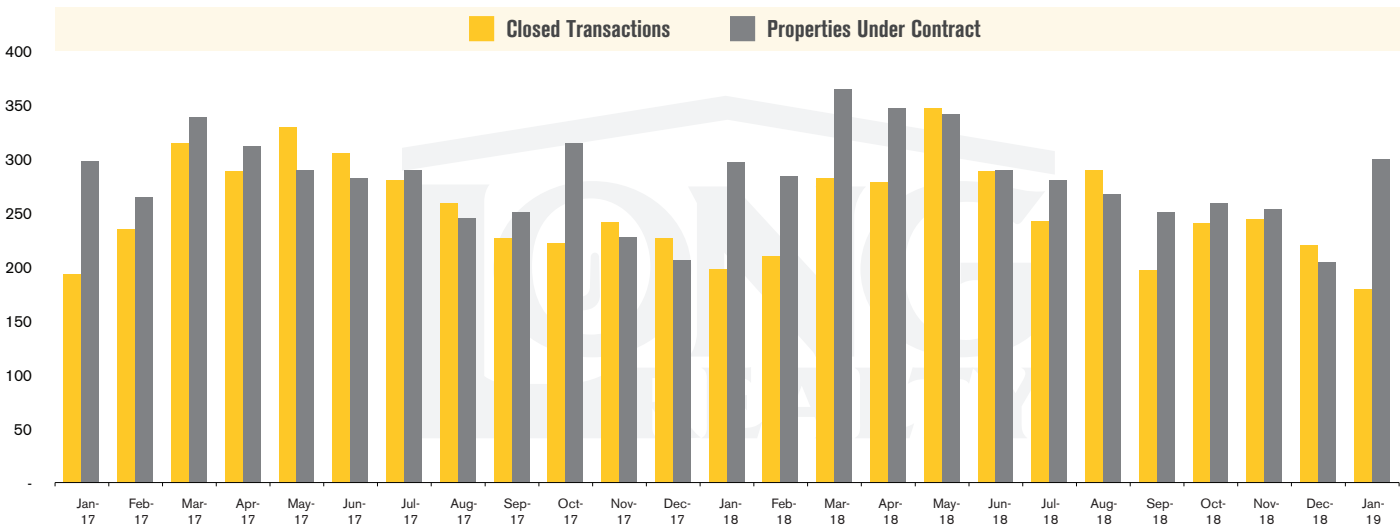
THE HOUSING REPORT

TUCSON NORTHWEST | FEBRUARY 2019

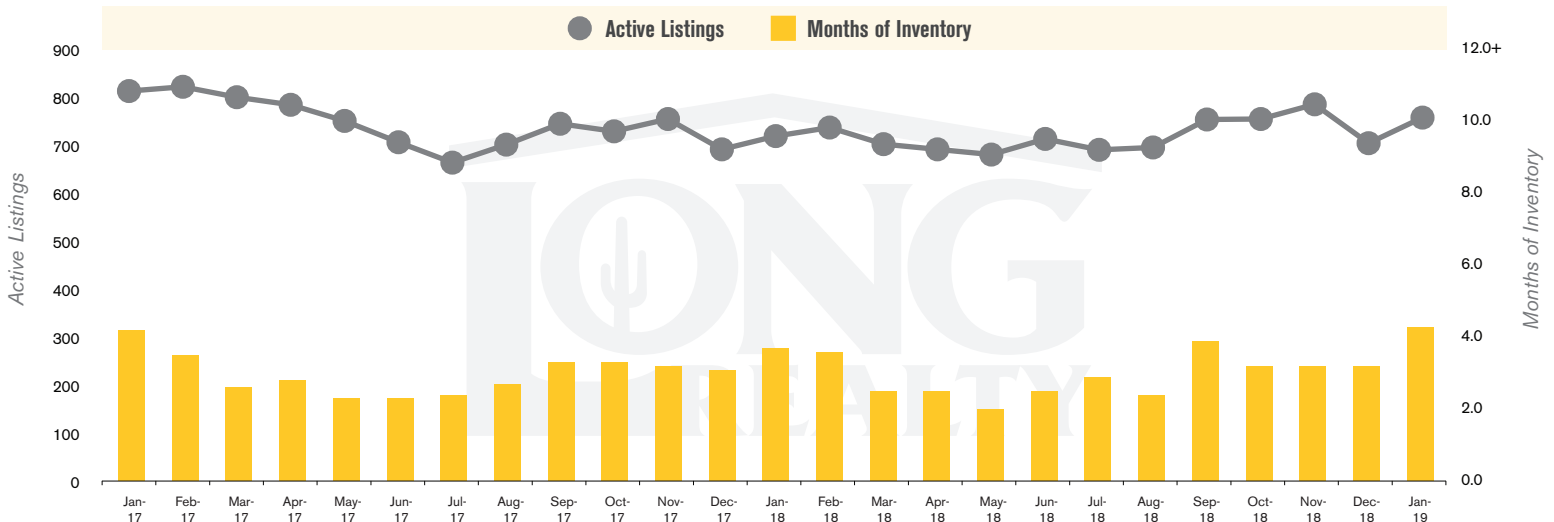


In the Tucson Northwest area, January 2019 active inventory was 768, a 5% increase from January 2018. There were 180 closings in January 2019, a 9% decrease from January 2018. Months of Inventory was 4.3, up from 3.7 in January 2018. Median price of sold homes was \$263,750 for the month of January 2019, up 7% from January 2018. The Tucson Northwest area had 301 new properties under contract in January 2019, up 1% from January 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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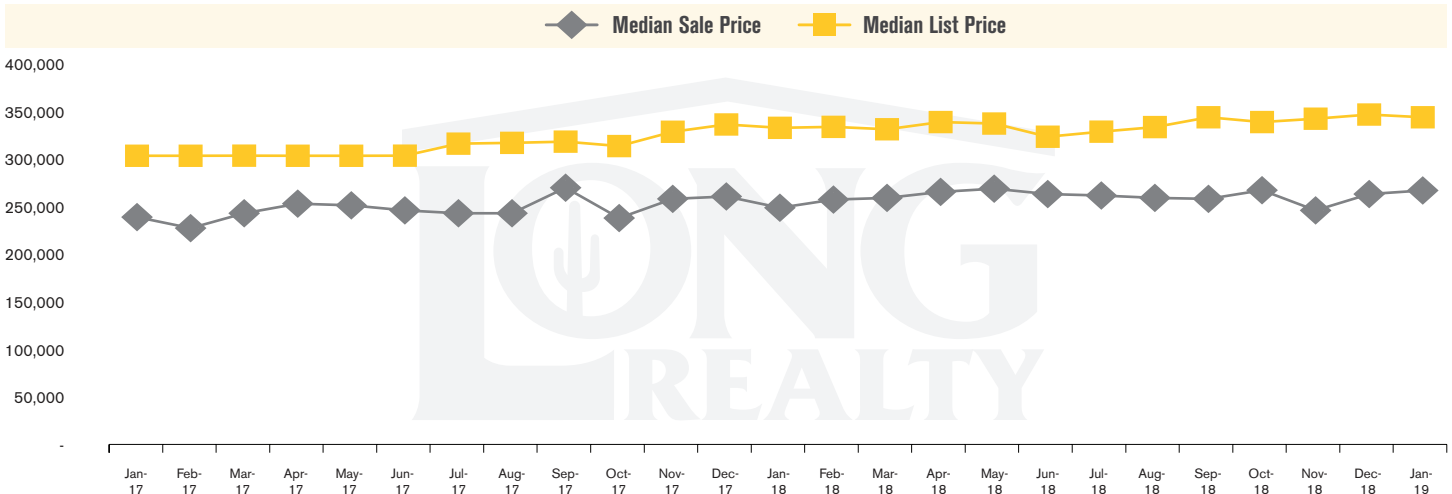
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

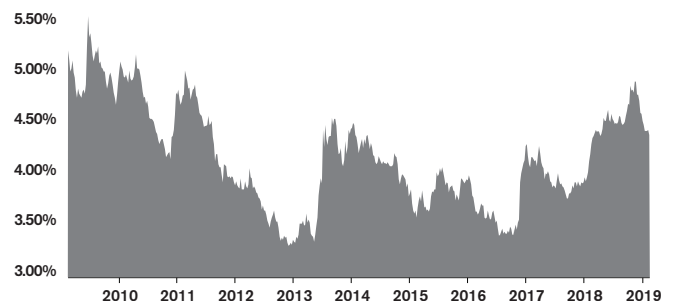


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$245,750	4.125%	\$1,131.48
2019	\$263,750	4.750%	\$1,307.05

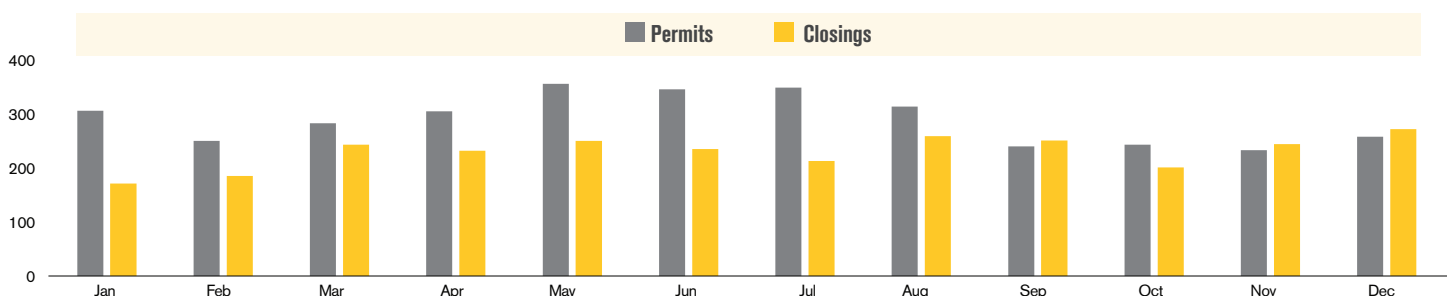
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

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MARKET CONDITIONS BY PRICE BAND (TUCSON NORTHWEST)

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	2	0	1	1	0	1	0.0	1.5	Seller
\$75,000 - 99,999	2	0	1	0	1	0	0	n/a	11.0	Buyer
\$100,000 - 124,999	2	2	1	1	4	5	1	2.0	0.5	Seller
\$125,000 - 149,999	4	5	4	1	7	7	0	n/a	0.8	Seller
\$150,000 - 174,999	13	26	14	17	17	16	14	0.9	0.7	Seller
\$175,000 - 199,999	39	43	26	33	33	28	18	2.2	1.7	Seller
\$200,000 - 224,999	38	35	24	26	34	21	26	1.5	1.6	Seller
\$225,000 - 249,999	48	33	26	32	35	24	20	2.4	2.0	Seller
\$250,000 - 274,999	42	31	21	19	22	21	17	2.5	2.2	Seller
\$275,000 - 299,999	62	23	14	19	16	15	17	3.6	3.6	Seller
\$300,000 - 349,999	94	34	25	30	28	32	16	5.9	3.4	Seller
\$350,000 - 399,999	121	26	17	22	20	19	16	7.6	5.8	Balanced
\$400,000 - 499,999	85	25	16	23	16	22	17	5.0	4.8	Slightly Seller
\$500,000 - 599,999	46	9	5	10	5	6	9	5.1	6.3	Balanced
\$600,000 - 699,999	32	4	5	9	4	6	1	32.0	8.7	Buyer
\$700,000 - 799,999	31	2	3	4	6	3	1	31.0	9.1	Buyer
\$800,000 - 899,999	28	2	2	2	0	3	2	14.0	15.8	Buyer
\$900,000 - 999,999	18	1	0	0	0	3	1	18.0	12.5	Buyer
\$1,000,000 - and over	63	4	3	2	1	1	3	21.0	39.4	Buyer
TOTAL	768	307	207	251	250	232	180	4.3	3.4	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 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.

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MARKET SHARE (TUCSON NORTHWEST)

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.

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29.4%

Tierra Antigua Realty

13.2%

Coldwell Banker Residential Brokerage

8.2%

Realty Executives Tucson Elite

6.5%

Keller Williams Southern Arizona

6.4%

Exp Realty

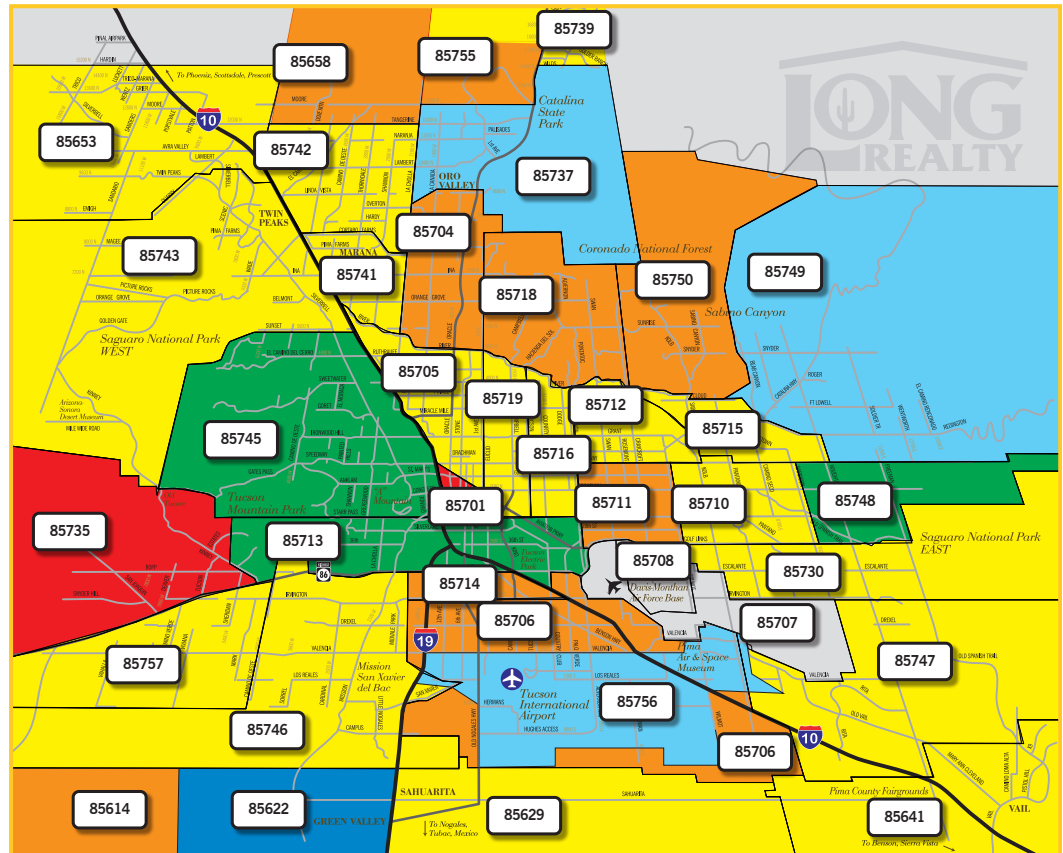
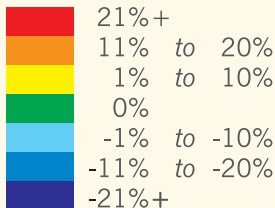
3.9%

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.

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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.