

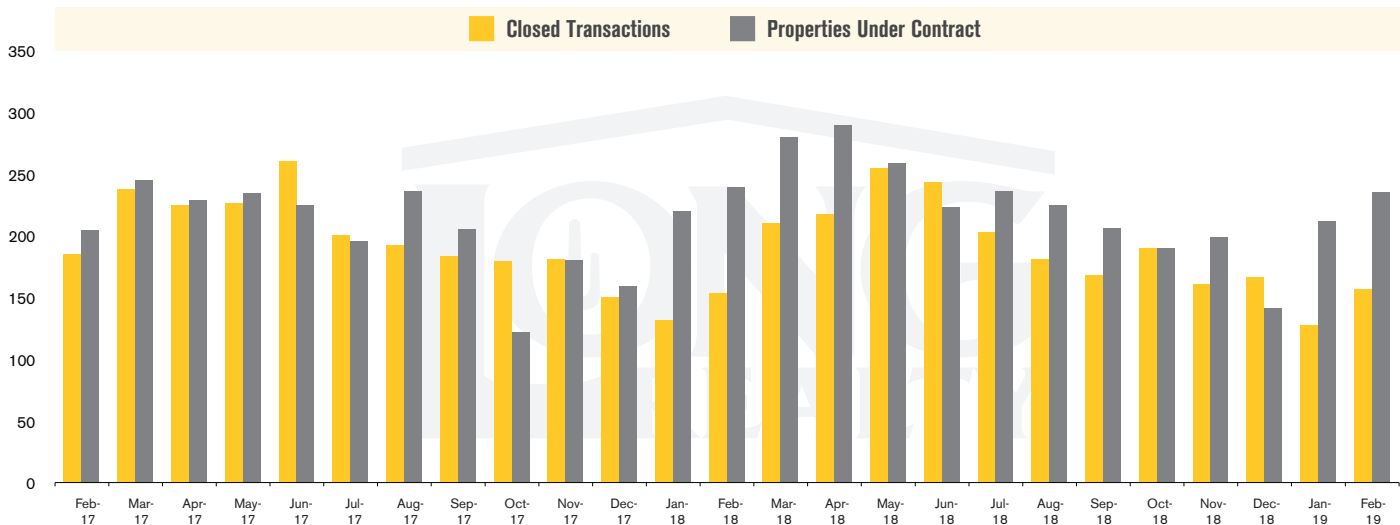
THE HOUSING REPORT

TUCSON CENTRAL | MARCH 2019

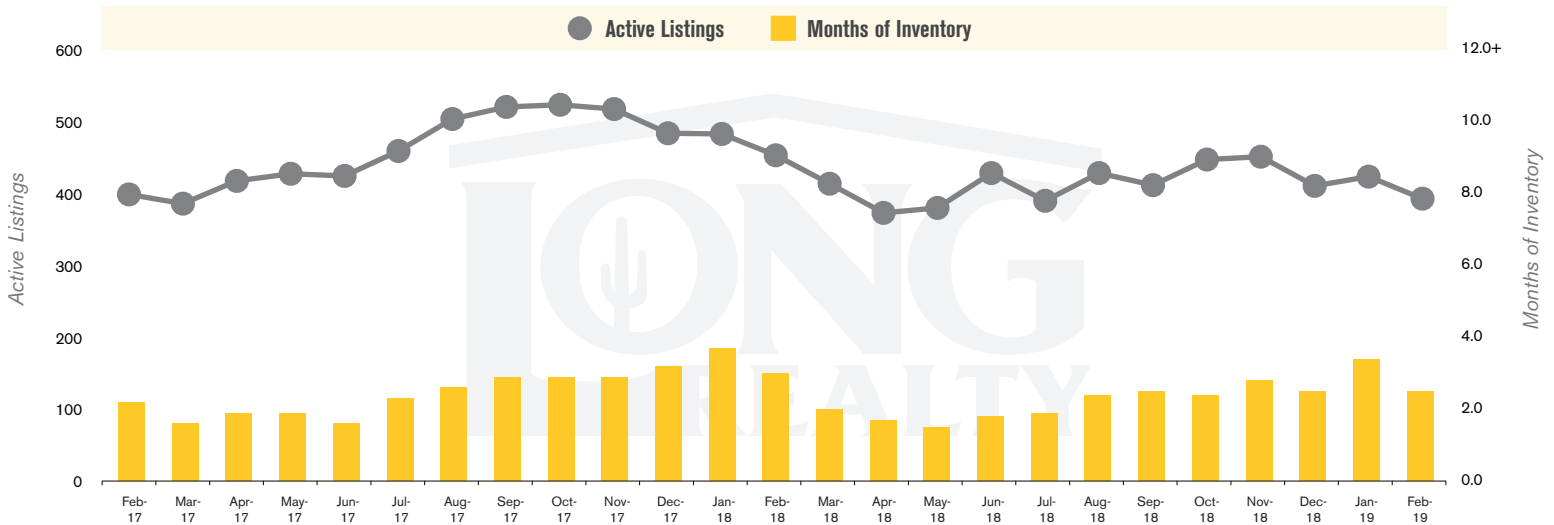


In the Tucson Central area, February 2019 active inventory was 398, a 13% decrease from February 2018. There were 157 closings in February 2019, a 2% increase from February 2018. Year-to-date 2019 there were 285 closings, virtually unchanged from year-to-date 2018. Months of Inventory was 2.5, down from 3.0 in February 2018. Median price of sold homes was \$175,000 for the month of February 2019, up 5% from February 2018. The Tucson Central area had 236 new properties under contract in February 2019, down 2% from February 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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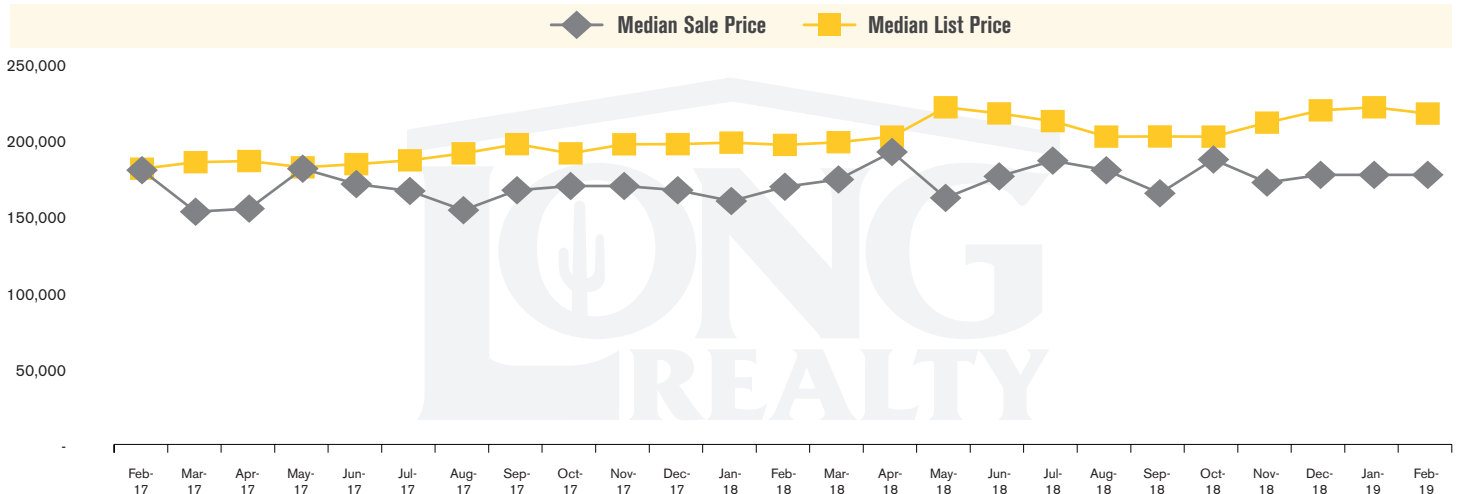
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

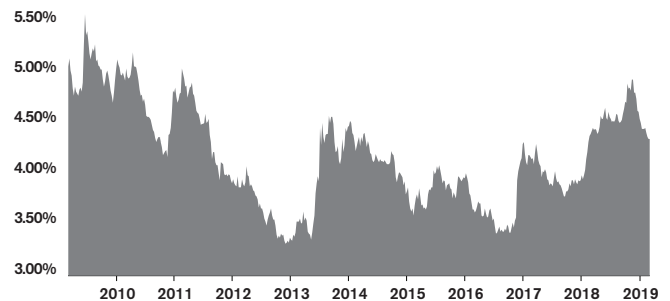


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$167,250	4.500%	\$805.06
2019	\$175,000	4.625%	\$854.76

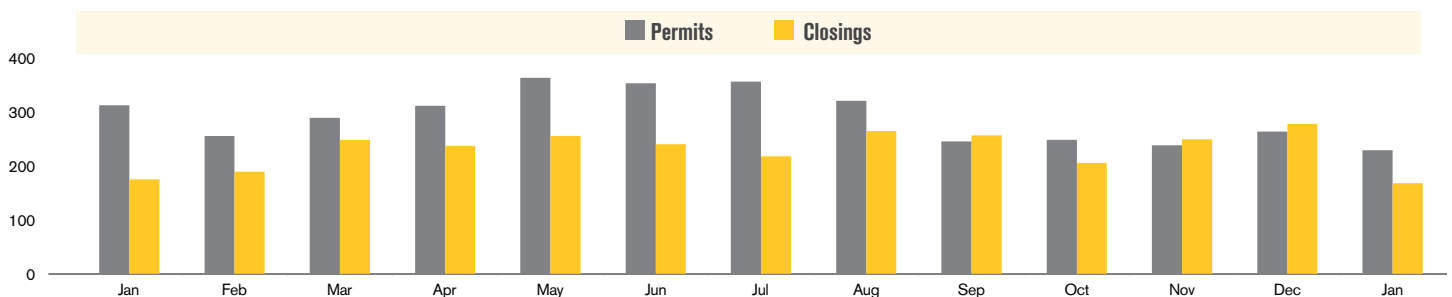
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

2018 NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



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



For January 2019, new home permits were **down 26%** from last year and new home closings were **down 4%** from last year.

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MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19			
\$1 - 49,999	3	3	5	1	2	0	4	0.8	1.3	Seller
\$50,000 - 74,999	13	4	6	6	8	3	2	6.5	2.5	Seller
\$75,000 - 99,999	12	4	7	12	8	3	7	1.7	2.8	Seller
\$100,000 - 124,999	11	22	11	12	18	17	11	1.0	0.9	Seller
\$125,000 - 149,999	25	29	23	32	22	20	22	1.1	1.4	Seller
\$150,000 - 174,999	40	44	35	29	29	20	30	1.3	1.6	Seller
\$175,000 - 199,999	45	18	32	16	28	14	18	2.5	2.5	Seller
\$200,000 - 224,999	32	11	16	16	19	10	14	2.3	2.0	Seller
\$225,000 - 249,999	29	9	14	12	8	11	11	2.6	3.8	Seller
\$250,000 - 274,999	25	13	15	8	4	9	8	3.1	3.9	Seller
\$275,000 - 299,999	29	7	11	6	7	7	8	3.6	4.2	Slightly Seller
\$300,000 - 349,999	34	6	8	12	10	8	6	5.7	4.5	Slightly Seller
\$350,000 - 399,999	40	6	4	1	8	3	6	6.7	5.6	Balanced
\$400,000 - 499,999	23	4	3	1	4	6	7	3.3	4.5	Slightly Seller
\$500,000 - 599,999	15	1	4	2	0	1	1	15.0	17.0	Buyer
\$600,000 - 699,999	3	1	2	2	1	1	2	1.5	2.3	Seller
\$700,000 - 799,999	7	2	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	398	184	198	169	176	133	157	2.5	2.7	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 03/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2018-02/28/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2018 – 02/28/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

25.8%

Tierra Antigua Realty

16.2%

Realty Executives Tucson Elite

9.9%

Keller Williams Southern Arizona

6.7%

Exp Realty

3.7%

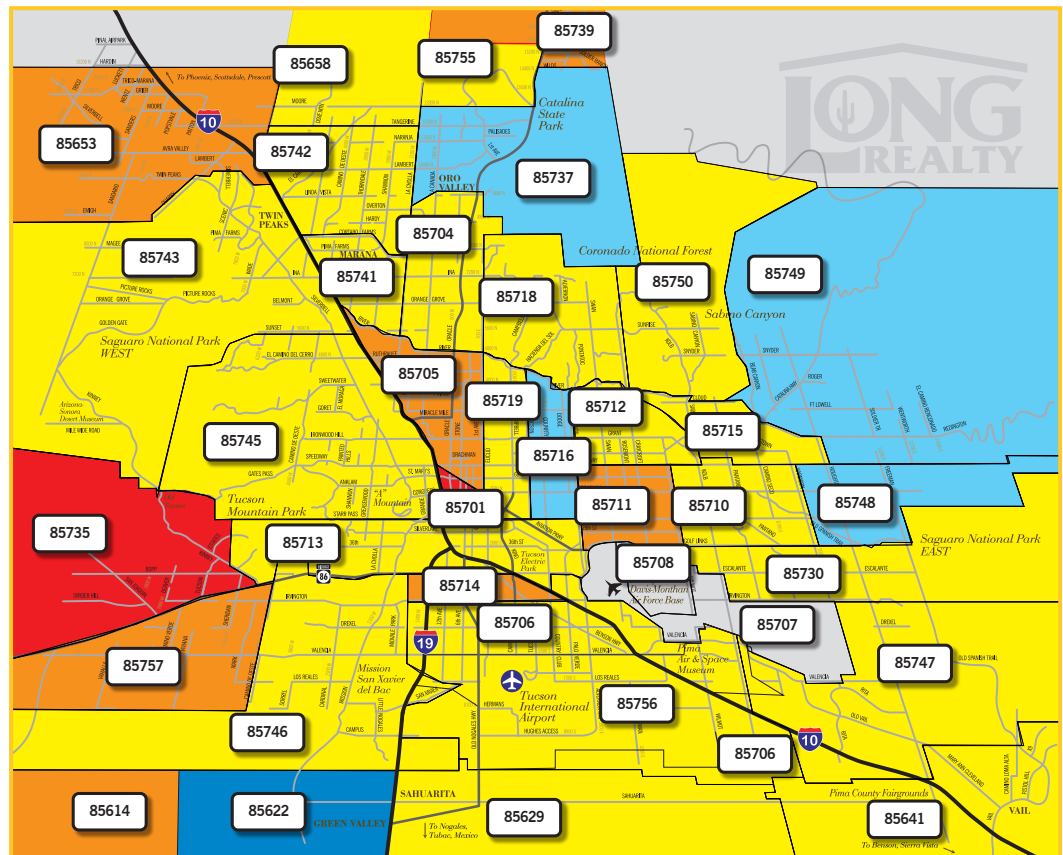
Coldwell Banker Residential Brokerage

3.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2017-FEB 2018 TO DEC 2018-FEB 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 December 2017-February 2018 to December 2018-February 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2019. Information is believed to be reliable, but not guaranteed.