

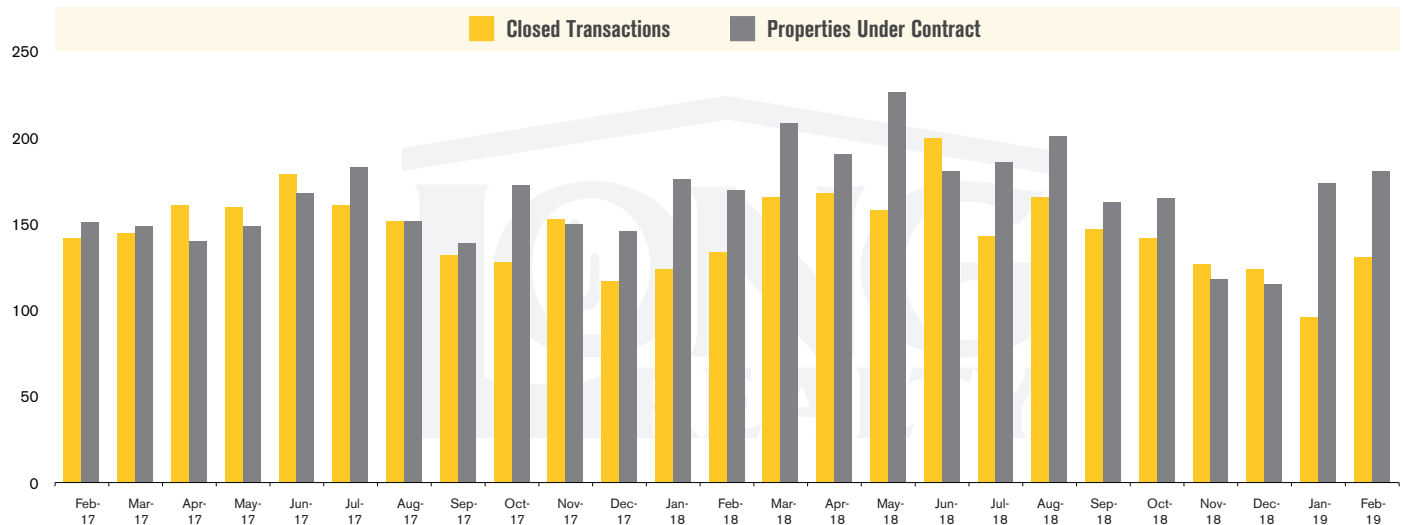
THE HOUSING REPORT

TUCSON EAST | MARCH 2019

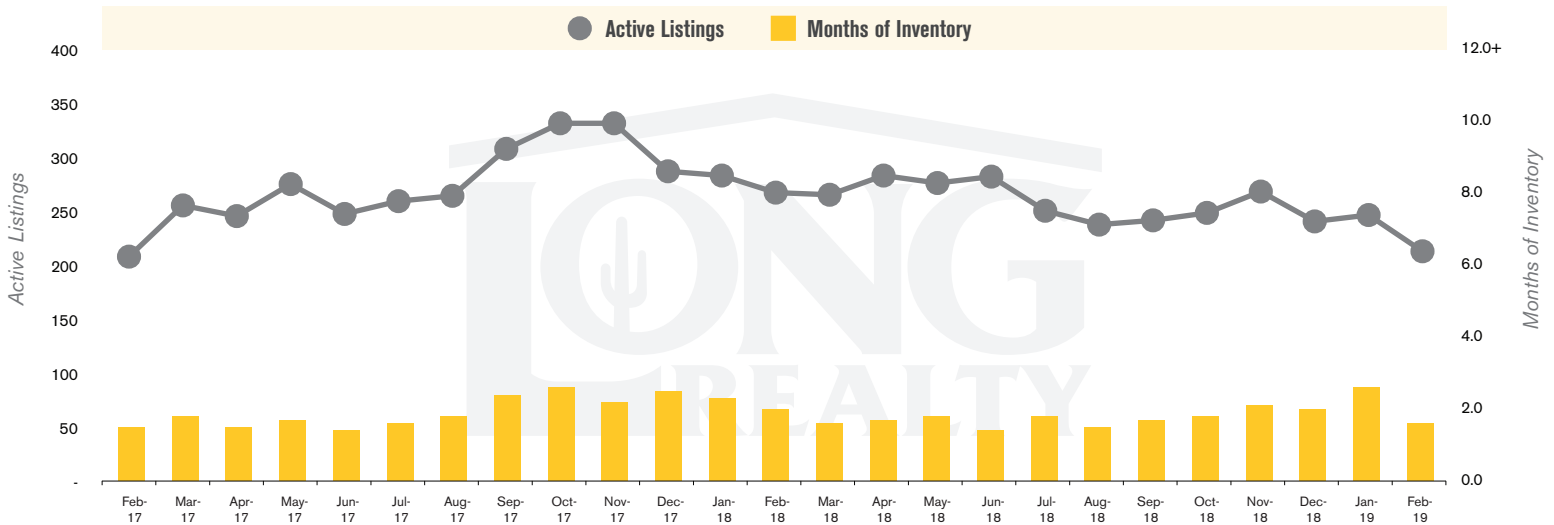


In the Tucson East area, February 2019 active inventory was 216, a 20% decrease from February 2018. There were 131 closings in February 2019, a 2% decrease from February 2018. Year-to-date 2019 there were 227 closings, a 12% decrease from year-to-date 2018. Months of Inventory was 1.6, down from 2.0 in February 2018. Median price of sold homes was \$183,000 for the month of February 2019, up 5% from February 2018. The Tucson East area had 181 new properties under contract in February 2019, up 6% from February 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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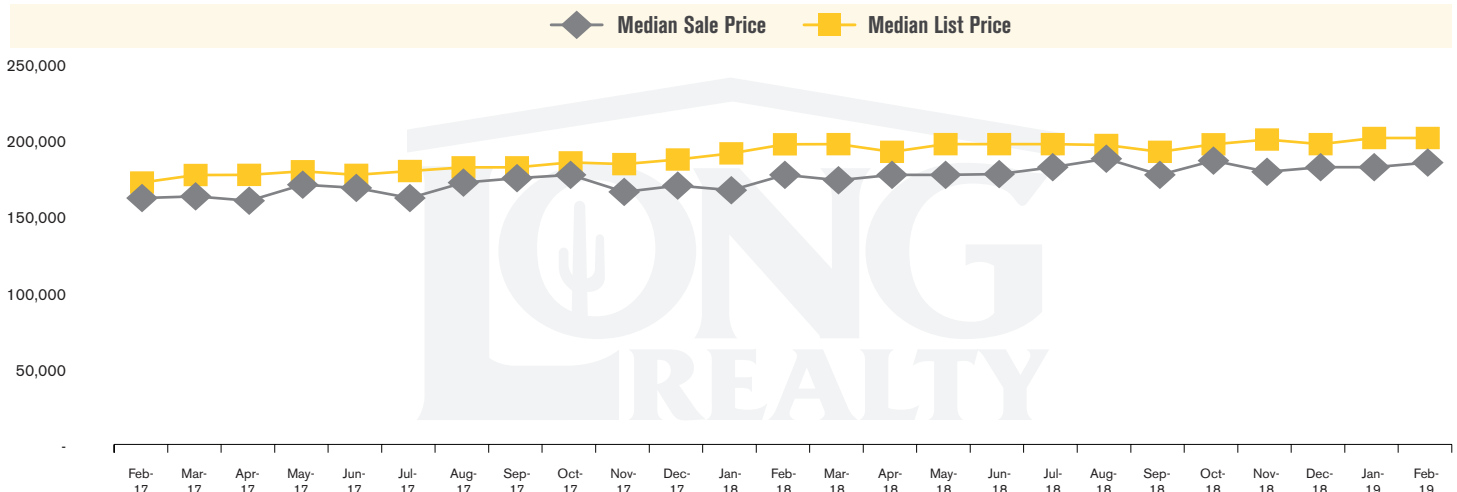
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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TUCSON EAST | MARCH 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

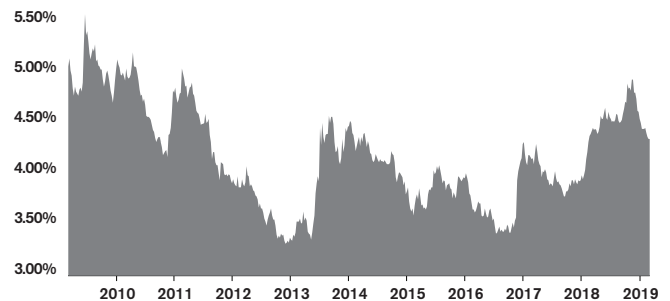


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$218,250 | 6.140% | \$1,261.82 |
| 2018 | \$175,000 | 4.500% | \$842.36 |
| 2019 | \$183,000 | 4.625% | \$893.83 |

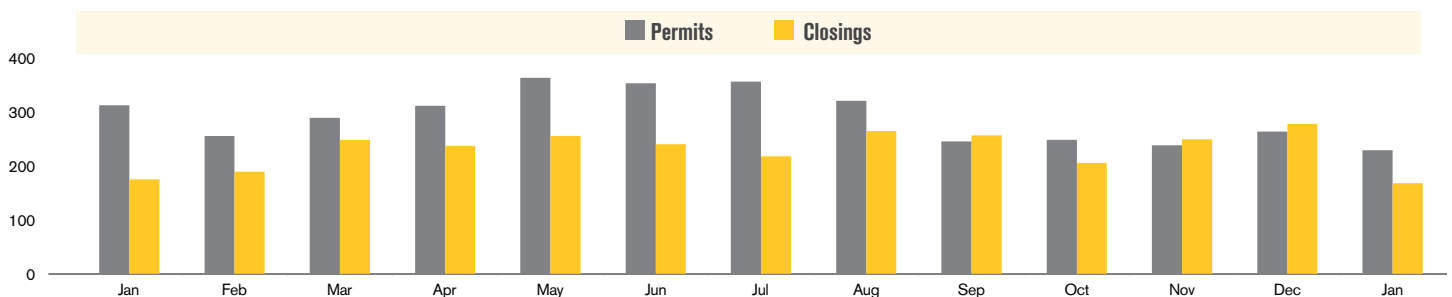
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.



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 EAST)

| | 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 | 0 | 0 | 3 | 0 | 2 | 1 | 0 | n/a | 0.0 | Seller |
| \$50,000 - 74,999 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 1.0 | 1.6 | Seller |
| \$75,000 - 99,999 | 13 | 2 | 2 | 2 | 4 | 4 | 8 | 1.6 | 1.9 | Seller |
| \$100,000 - 124,999 | 9 | 10 | 3 | 10 | 3 | 2 | 4 | 2.3 | 3.2 | Seller |
| \$125,000 - 149,999 | 7 | 31 | 11 | 19 | 13 | 13 | 16 | 0.4 | 0.8 | Seller |
| \$150,000 - 174,999 | 25 | 33 | 39 | 34 | 28 | 20 | 28 | 0.9 | 1.2 | Seller |
| \$175,000 - 199,999 | 41 | 33 | 39 | 25 | 31 | 24 | 26 | 1.6 | 1.8 | Seller |
| \$200,000 - 224,999 | 25 | 15 | 20 | 17 | 15 | 14 | 20 | 1.3 | 1.6 | Seller |
| \$225,000 - 249,999 | 28 | 15 | 17 | 10 | 12 | 11 | 15 | 1.9 | 2.2 | Seller |
| \$250,000 - 274,999 | 15 | 10 | 7 | 8 | 9 | 6 | 3 | 5.0 | 2.9 | Seller |
| \$275,000 - 299,999 | 13 | 2 | 4 | 2 | 6 | 2 | 1 | 13.0 | 3.9 | Seller |
| \$300,000 - 349,999 | 10 | 1 | 3 | 2 | 2 | 2 | 1 | 10.0 | 5.6 | Balanced |
| \$350,000 - 399,999 | 6 | 5 | 1 | 3 | 1 | 1 | 4 | 1.5 | 3.5 | Seller |
| \$400,000 - 499,999 | 7 | 1 | 3 | 2 | 0 | 1 | 1 | 7.0 | 13.5 | Buyer |
| \$500,000 - 599,999 | 7 | 0 | 0 | 1 | 1 | 0 | 1 | 7.0 | 11.5 | Buyer |
| \$600,000 - 699,999 | 2 | 0 | 0 | 1 | 0 | 1 | 0 | n/a | 6.0 | Balanced |
| \$700,000 - 799,999 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$800,000 - 899,999 | 2 | 0 | 0 | 0 | 1 | 0 | 1 | 2.0 | 2.5 | Seller |
| \$900,000 - 999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$1,000,000 - and over | 3 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| TOTAL | 216 | 160 | 154 | 139 | 131 | 104 | 131 | 1.6 | 1.9 | 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 EAST)

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.

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18.2%

Tierra Antigua Realty

16.0%

Realty Executives Tucson Elite

13.1%

Keller Williams Southern Arizona

7.1%

Exp Realty

5.8%

Coldwell Banker Residential Brokerage

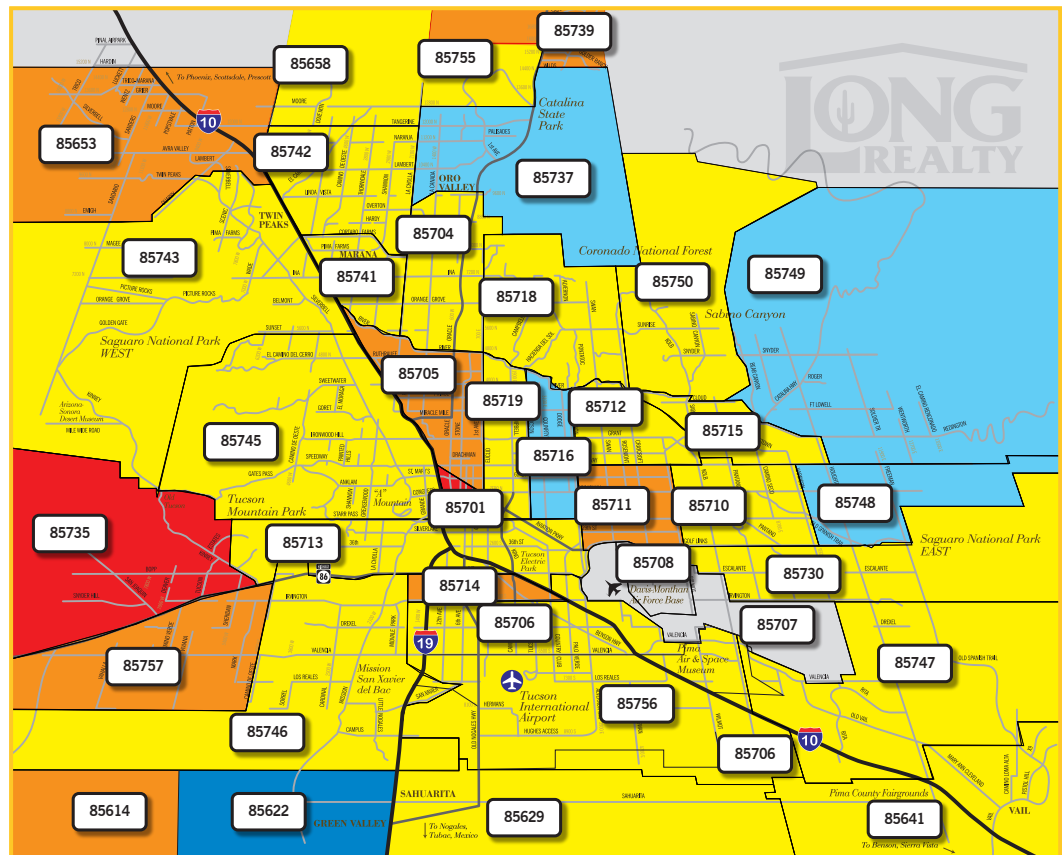
4.7%

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.

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 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.