

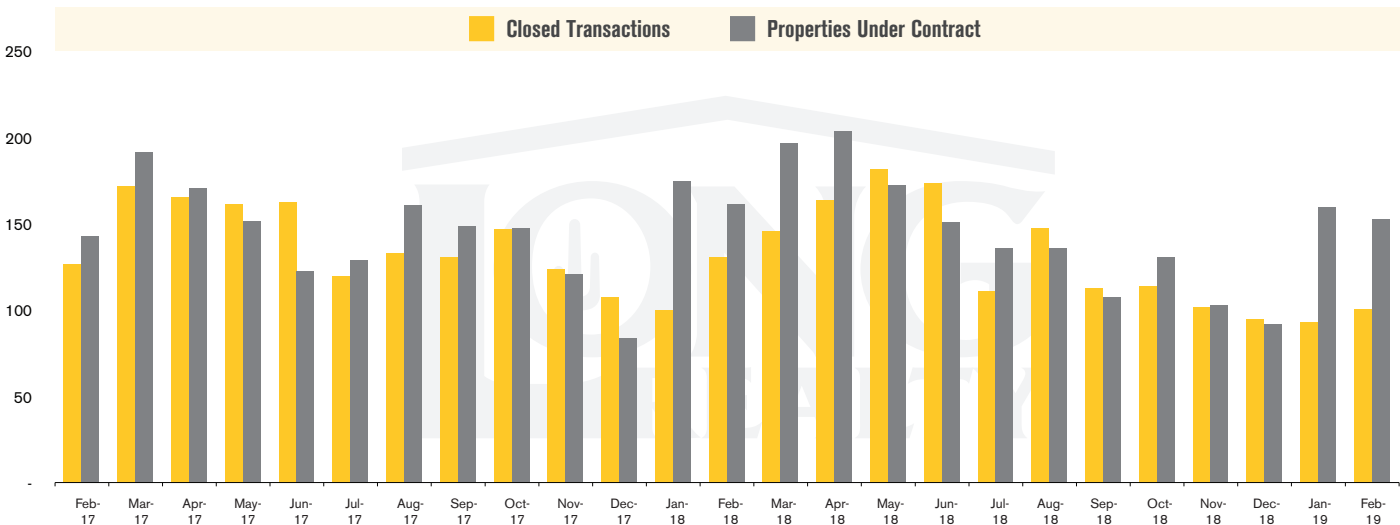
THE HOUSING REPORT

TUCSON NORTH | MARCH 2019

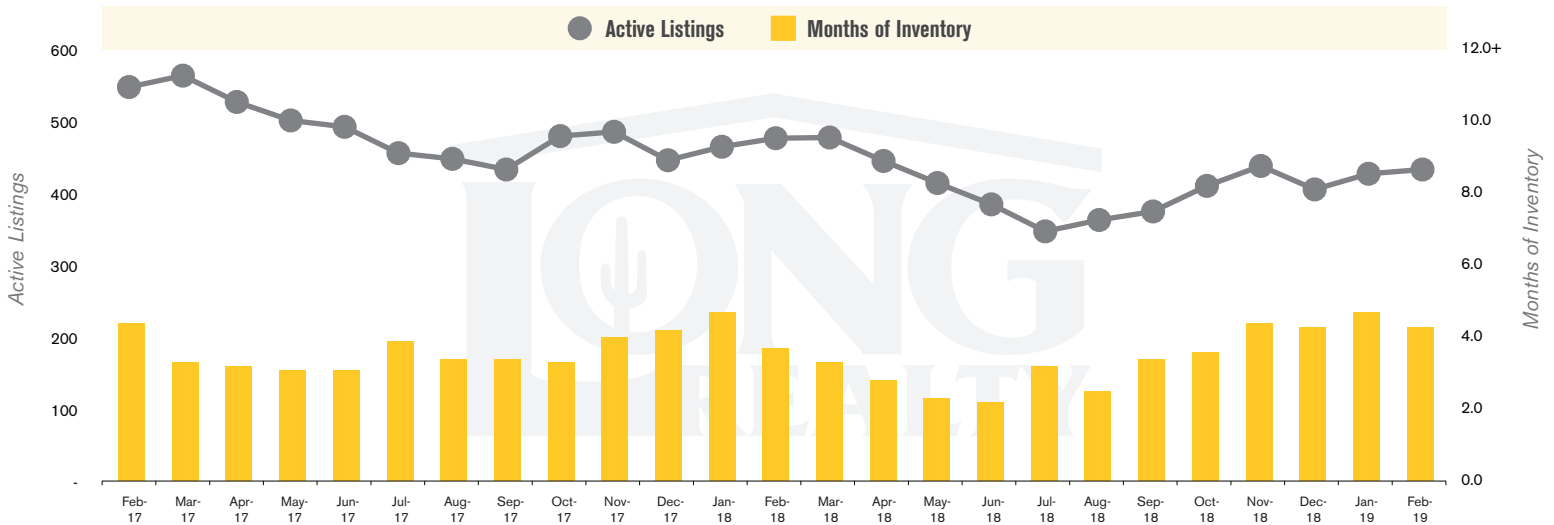


In the Tucson North area, February 2019 active inventory was 439, a 9% decrease from February 2018. There were 101 closings in February 2019, a 23% decrease from February 2018. Year-to-date 2019 there were 194 closings, a 16% decrease from year-to-date 2018. Months of Inventory was 4.3, up from 3.7 in February 2018. Median price of sold homes was \$327,000 for the month of February 2019, up 1% from February 2018. The Tucson North area had 153 new properties under contract in February 2019, down 6% from February 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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

Long Realty Company

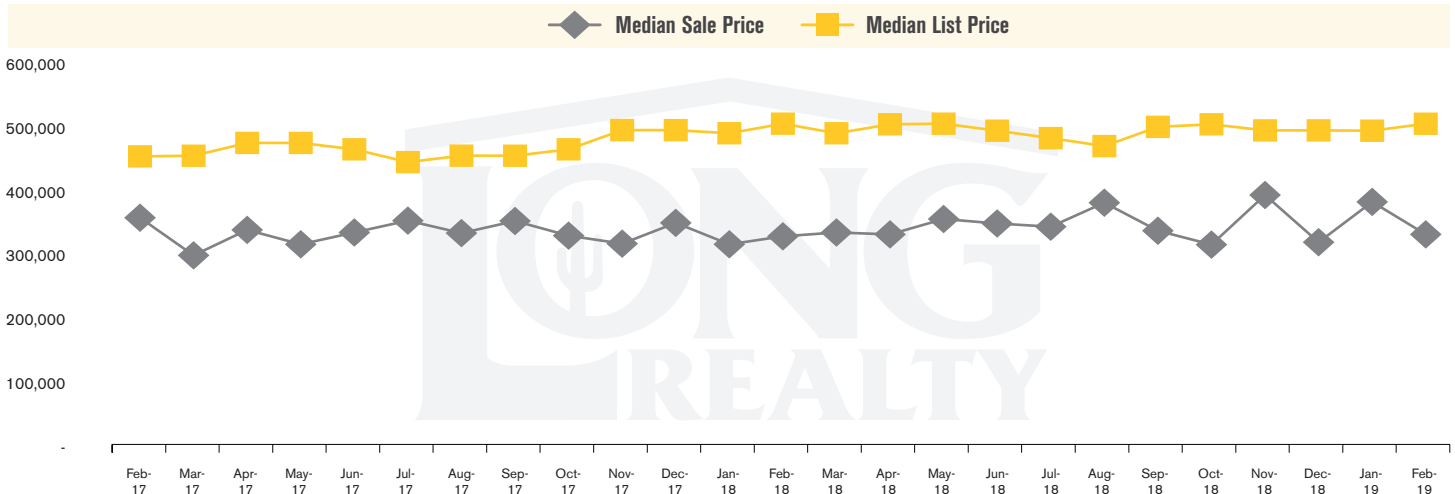
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | MARCH 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

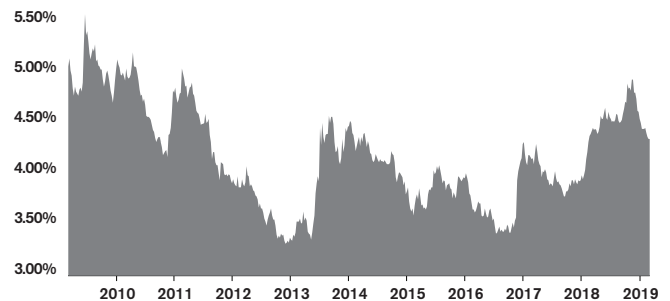


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$324,000	4.500%	\$1,559.58
2019	\$327,000	4.625%	\$1,597.17

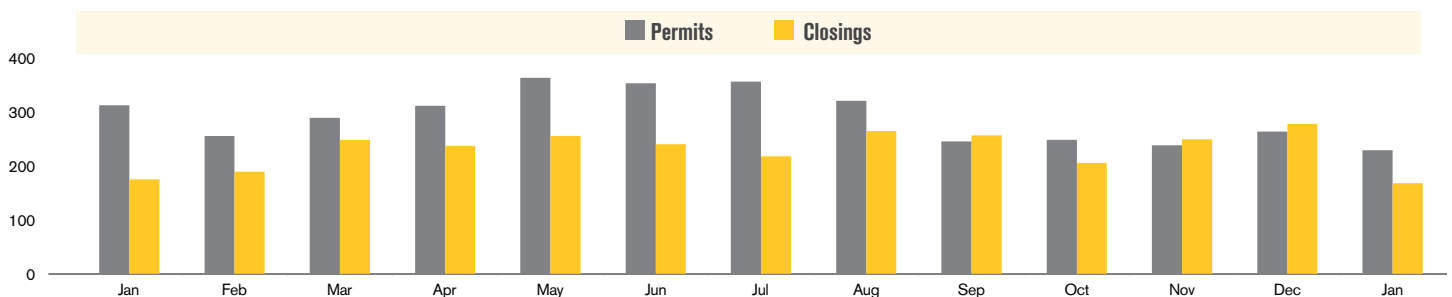
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

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 03/05/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | MARCH 2019



MARKET CONDITIONS BY PRICE BAND (TUCSON NORTH)

	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	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	2	0	0	1	2	2	1.0	0.8	Seller
\$75,000 - 99,999	1	4	1	0	2	0	2	0.5	0.5	Seller
\$100,000 - 124,999	6	2	2	2	2	2	2	3.0	2.3	Seller
\$125,000 - 149,999	13	5	5	3	10	6	5	2.6	1.8	Seller
\$150,000 - 174,999	10	8	13	4	8	7	10	1.0	1.6	Seller
\$175,000 - 199,999	17	8	8	8	8	3	7	2.4	2.7	Seller
\$200,000 - 224,999	8	3	6	6	4	4	5	1.6	2.0	Seller
\$225,000 - 249,999	12	5	5	3	2	4	6	2.0	2.5	Seller
\$250,000 - 274,999	3	5	7	7	3	4	5	0.6	1.9	Seller
\$275,000 - 299,999	12	7	9	2	4	4	2	6.0	3.7	Seller
\$300,000 - 349,999	15	11	12	7	7	7	8	1.9	2.3	Seller
\$350,000 - 399,999	27	12	9	11	7	11	10	2.7	2.8	Seller
\$400,000 - 499,999	55	15	13	25	13	13	17	3.2	4.4	Slightly Seller
\$500,000 - 599,999	55	13	12	6	7	12	6	9.2	6.0	Balanced
\$600,000 - 699,999	44	4	5	4	5	8	4	11.0	7.5	Slightly Buyer
\$700,000 - 799,999	31	4	6	8	3	5	3	10.3	7.7	Slightly Buyer
\$800,000 - 899,999	21	1	2	2	3	1	2	10.5	9.5	Buyer
\$900,000 - 999,999	24	3	1	0	3	1	0	n/a	14.3	Buyer
\$1,000,000 - and over	83	5	2	5	4	3	5	16.6	18.8	Buyer
TOTAL	439	117	118	103	96	97	101	4.3	4.4	Slightly 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 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.

THE HOUSING REPORT

TUCSON NORTH | MARCH 2019



MARKET SHARE (TUCSON NORTH)

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

46.9%

Tierra Antigua Realty

12.6%

Coldwell Banker Residential Brokerage

5.4%

Keller Williams Southern Arizona

5.0%

Realty Executives Tucson Elite

5.0%

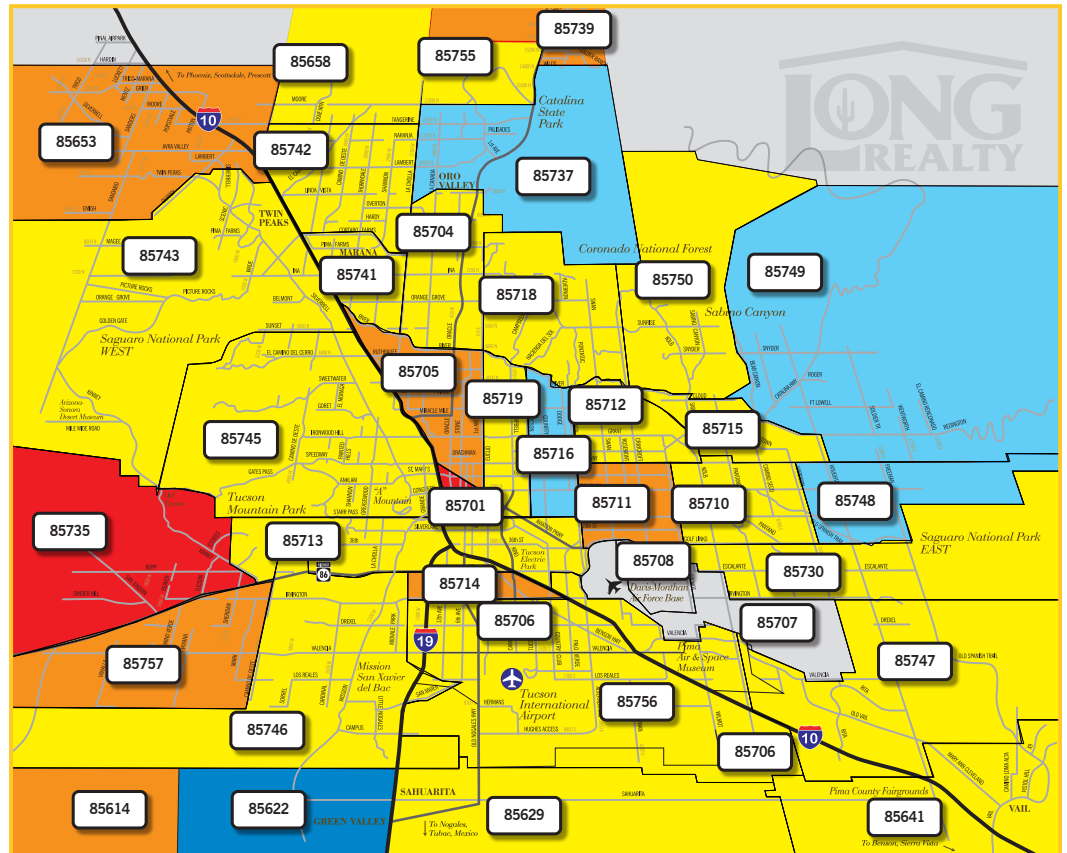
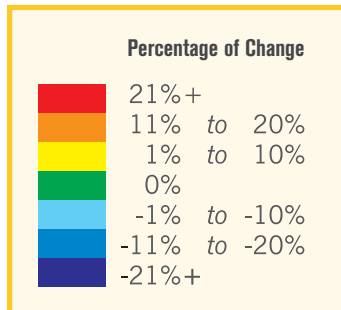
Russ Lyon Sotheby's International Realty

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.



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 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.