

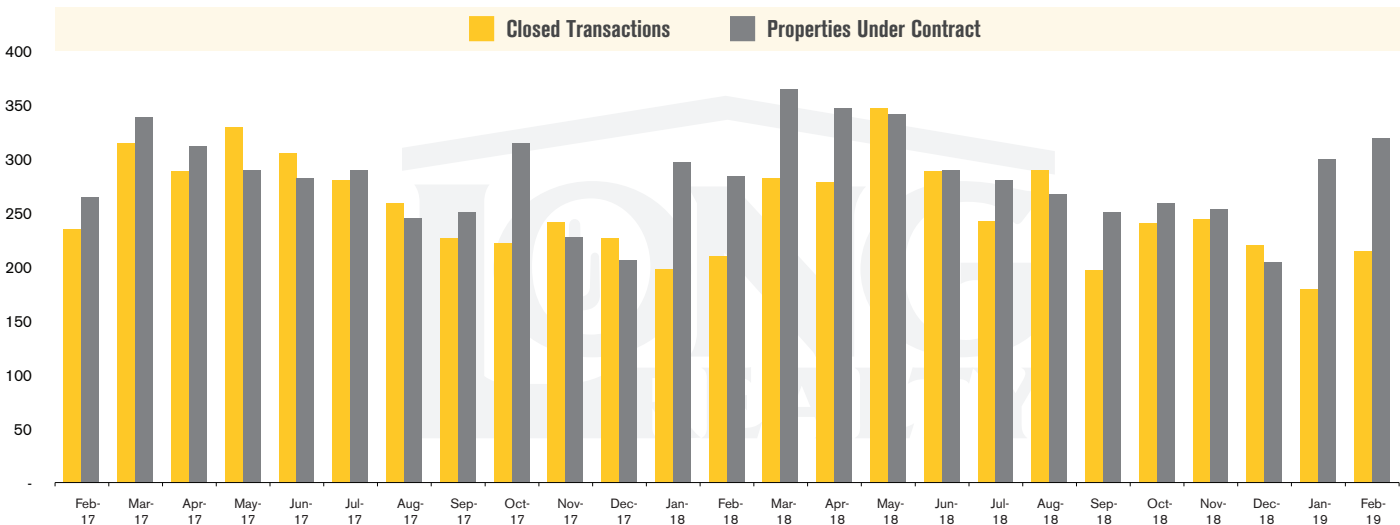
THE HOUSING REPORT

TUCSON NORTHWEST | MARCH 2019

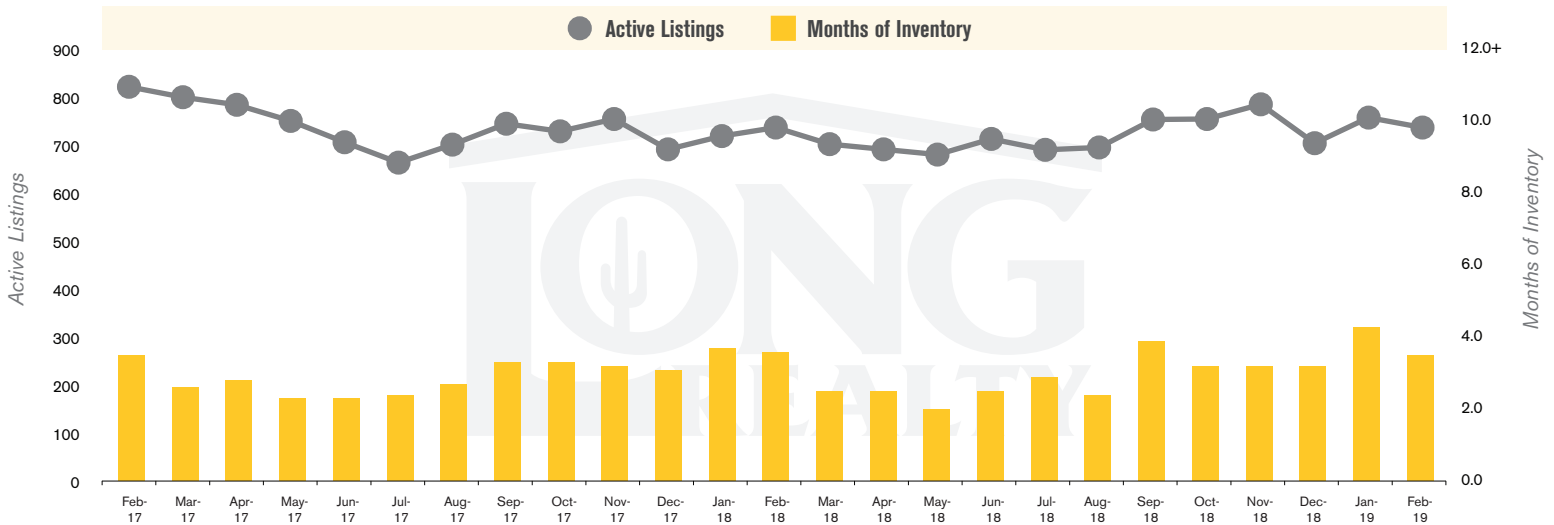


In the Tucson Northwest area, February 2019 active inventory was 747, virtually unchanged from February 2018. There were 215 closings in February 2019, a 2% increase from February 2018. Year-to-date 2019 there were 395 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 3.5, down from 3.6 in February 2018. Median price of sold homes was \$245,000 for the month of February 2019, down 4% from February 2018. The Tucson Northwest area had 320 new properties under contract in February 2019, up 12% from February 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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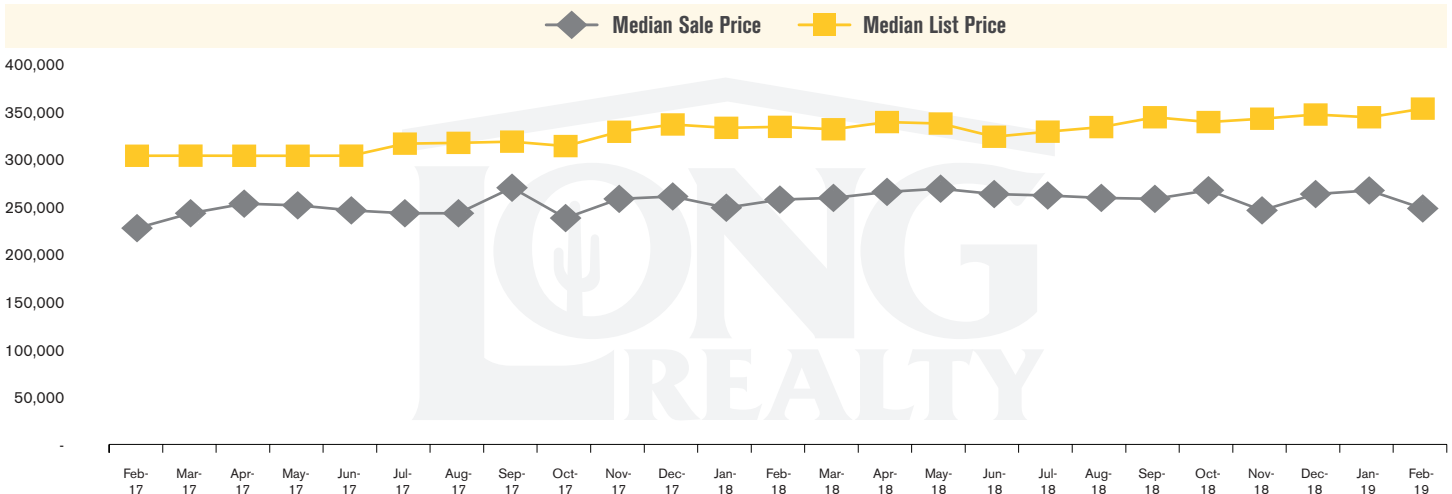
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

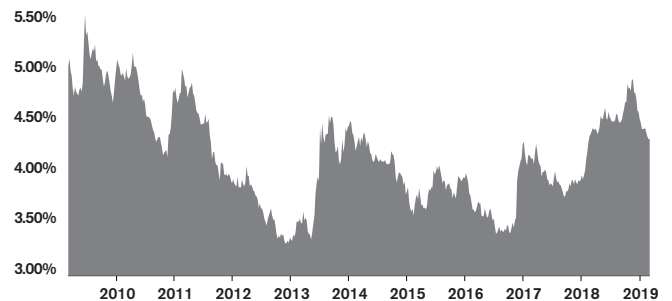


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$254,250	4.500%	\$1,223.84
2019	\$245,000	4.625%	\$1,196.66

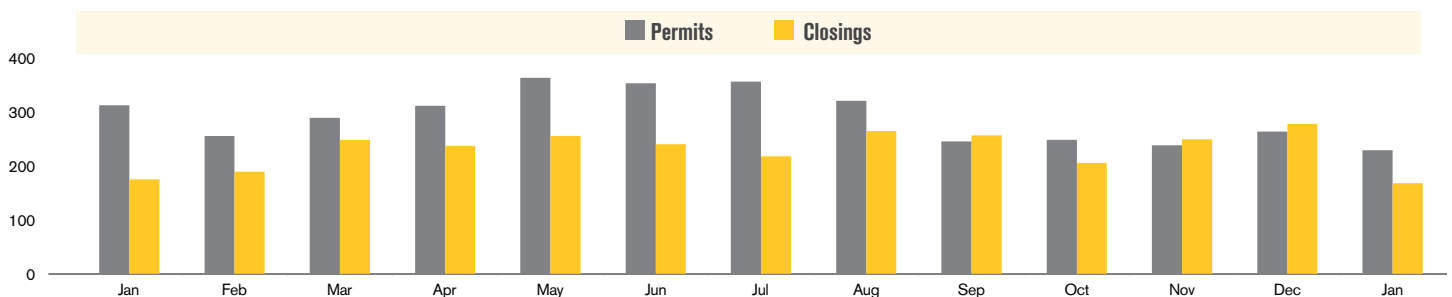
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST)

	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	1	0.0	0.0	Seller
\$50,000 - 74,999	0	0	1	1	0	1	1	0.0	0.5	Seller
\$75,000 - 99,999	3	1	0	1	0	0	1	3.0	10.0	Buyer
\$100,000 - 124,999	3	1	1	4	5	1	2	1.5	0.8	Seller
\$125,000 - 149,999	1	4	1	7	7	0	6	0.2	0.5	Seller
\$150,000 - 174,999	16	14	17	18	16	14	9	1.8	1.0	Seller
\$175,000 - 199,999	17	26	33	33	28	20	29	0.6	1.3	Seller
\$200,000 - 224,999	42	24	26	34	21	26	32	1.3	1.6	Seller
\$225,000 - 249,999	43	26	32	35	25	21	33	1.3	1.8	Seller
\$250,000 - 274,999	37	21	19	22	22	17	18	2.1	2.1	Seller
\$275,000 - 299,999	48	14	19	16	15	18	20	2.4	3.1	Seller
\$300,000 - 349,999	102	25	30	28	32	16	14	7.3	4.4	Slightly Seller
\$350,000 - 399,999	123	17	22	20	19	16	14	8.8	6.9	Slightly Buyer
\$400,000 - 499,999	93	16	23	16	23	18	12	7.8	5.0	Balanced
\$500,000 - 599,999	48	5	10	5	6	9	7	6.9	6.0	Balanced
\$600,000 - 699,999	34	5	9	4	6	1	6	5.7	7.5	Slightly Buyer
\$700,000 - 799,999	31	3	4	6	3	1	7	4.4	8.5	Slightly Buyer
\$800,000 - 899,999	20	2	2	0	3	2	3	6.7	9.1	Buyer
\$900,000 - 999,999	20	0	0	0	3	1	0	n/a	13.5	Buyer
\$1,000,000 - and over	66	3	2	1	1	3	0	n/a	48.0	Buyer
TOTAL	747	207	251	251	235	185	215	3.5	3.5	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 NORTHWEST)

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

29.1%

Tierra Antigua Realty

13.0%

Coldwell Banker Residential Brokerage

8.0%

Realty Executives Tucson Elite

6.8%

Keller Williams Southern Arizona

6.2%

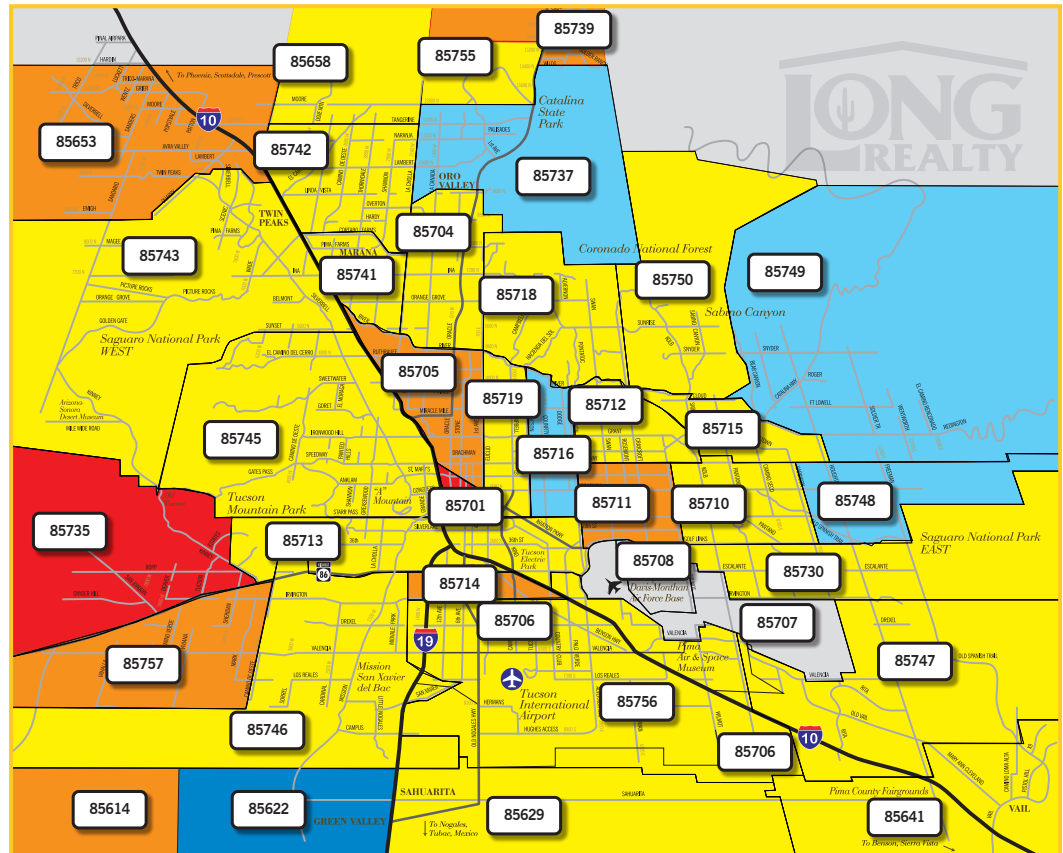
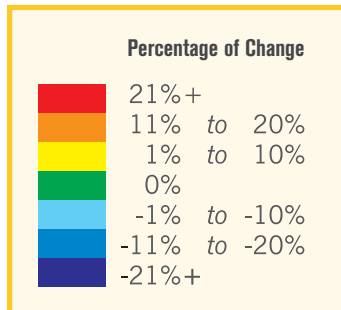
Exp Realty

3.9%

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.