

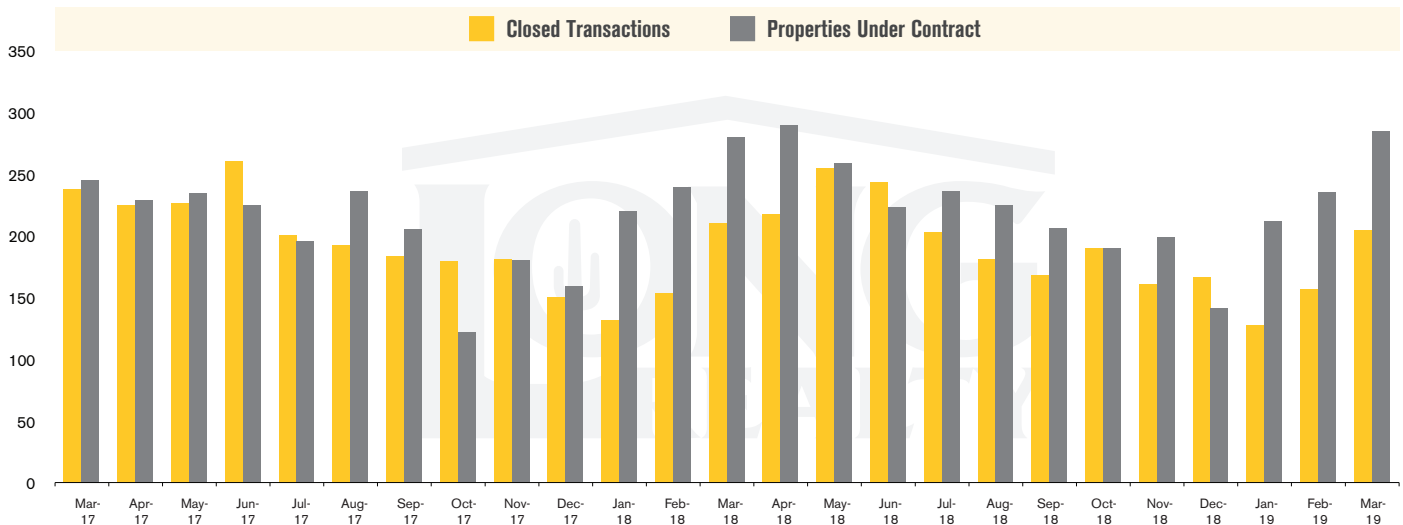
THE HOUSING REPORT

TUCSON CENTRAL | APRIL 2019

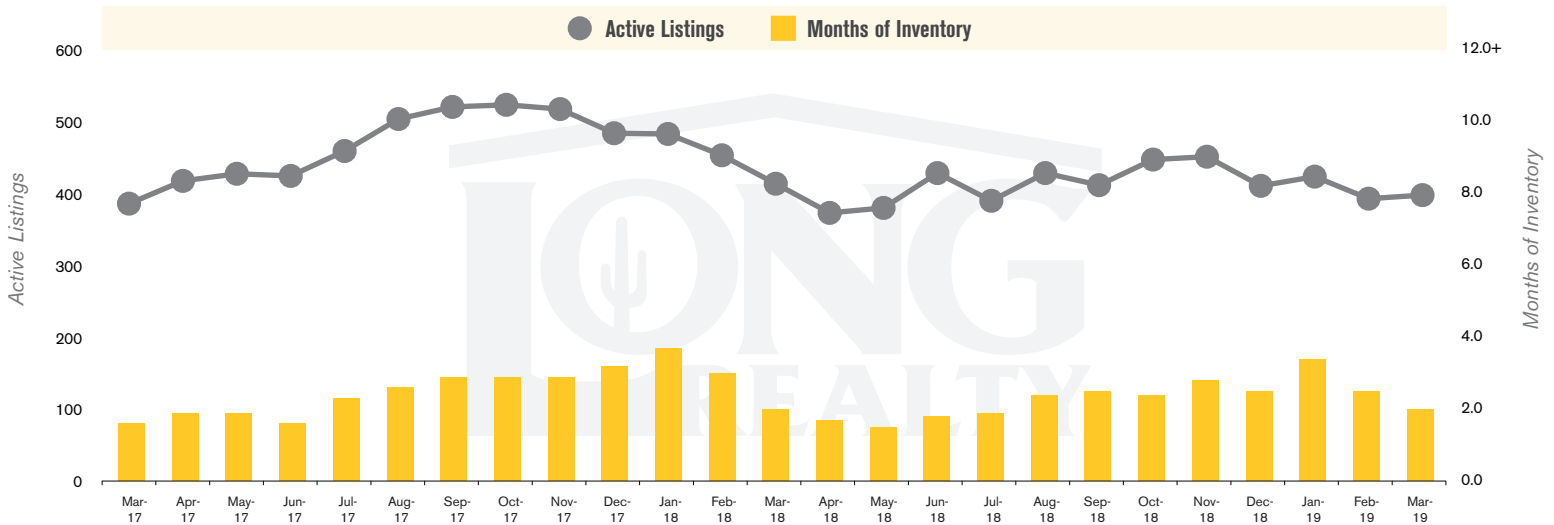


In the Tucson Central area, March 2019 active inventory was 403, a 4% decrease from March 2018. There were 205 closings in March 2019, a 3% decrease from March 2018. Year-to-date 2019 there were 490 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 2.0, unchanged from 2.0 in March 2018. Median price of sold homes was \$178,500 for the month of March 2019, up 4% from March 2018. The Tucson Central area had 286 new properties under contract in March 2019, up 2% from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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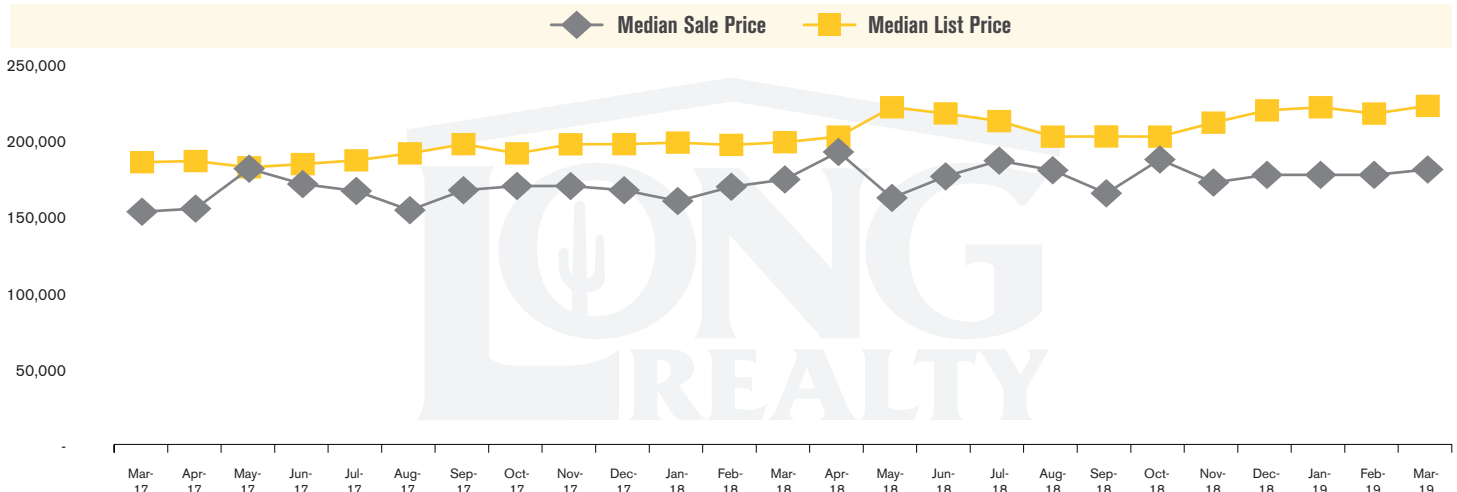
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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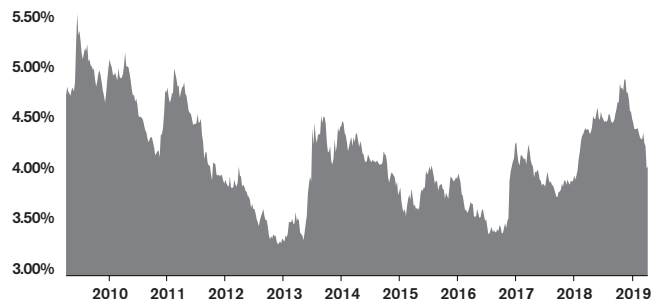
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)



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	\$172,000	4.500%	\$827.92
2019	\$178,500	4.250%	\$834.21

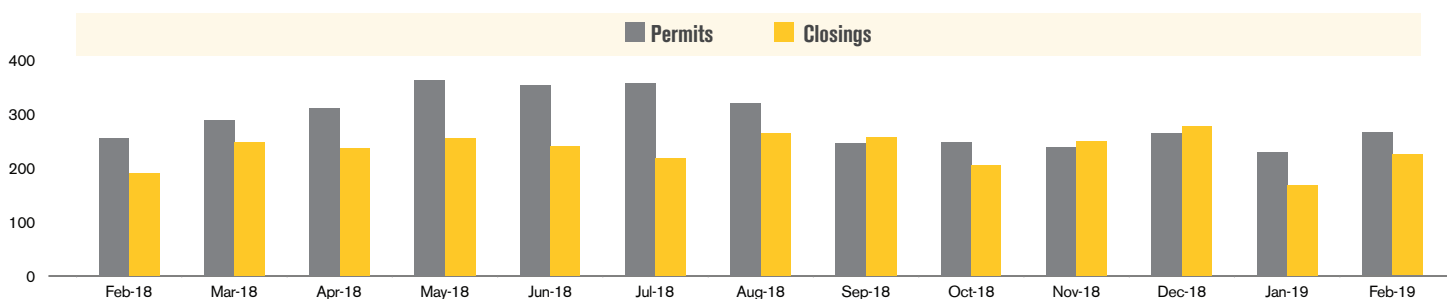
30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

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

2018 NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



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



For February 2019, new home permits were **up 5%** from last year and new home closings were **up 20%** 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
		Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19			
\$1 - 49,999	1	5	1	2	0	4	2	0.5	1.0	Seller
\$50,000 - 74,999	8	6	6	8	3	3	4	2.0	3.0	Seller
\$75,000 - 99,999	11	7	12	8	3	7	12	0.9	2.0	Seller
\$100,000 - 124,999	12	11	12	18	17	11	11	1.1	1.0	Seller
\$125,000 - 149,999	31	23	32	22	20	24	32	1.0	1.1	Seller
\$150,000 - 174,999	38	35	29	29	20	33	36	1.1	1.4	Seller
\$175,000 - 199,999	42	32	16	28	15	20	33	1.3	2.1	Seller
\$200,000 - 224,999	29	16	16	19	10	16	23	1.3	1.9	Seller
\$225,000 - 249,999	36	14	12	8	11	12	8	4.5	3.4	Seller
\$250,000 - 274,999	25	15	8	4	9	8	8	3.1	3.0	Seller
\$275,000 - 299,999	27	11	6	7	7	10	10	2.7	3.3	Seller
\$300,000 - 349,999	39	8	12	10	8	6	16	2.4	3.6	Seller
\$350,000 - 399,999	39	4	1	8	3	6	1	39.0	11.1	Buyer
\$400,000 - 499,999	25	3	1	4	6	7	8	3.1	3.4	Seller
\$500,000 - 599,999	11	4	2	0	1	1	1	11.0	12.7	Buyer
\$600,000 - 699,999	6	2	2	1	1	2	0	n/a	4.0	Seller
\$700,000 - 799,999	10	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	1	0	0	1	0	n/a	14.0	Buyer
\$1,000,000 - and over	5	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	403	198	169	176	134	171	205	2.0	2.4	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 04/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2019-03/31/2019. 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 04/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2018 – 03/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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25.3%

Tierra Antigua Realty

15.9%

Realty Executives Tucson Elite

10.1%

Keller Williams Southern Arizona

6.8%

Exp Realty

3.8%

Coldwell Banker Residential Brokerage

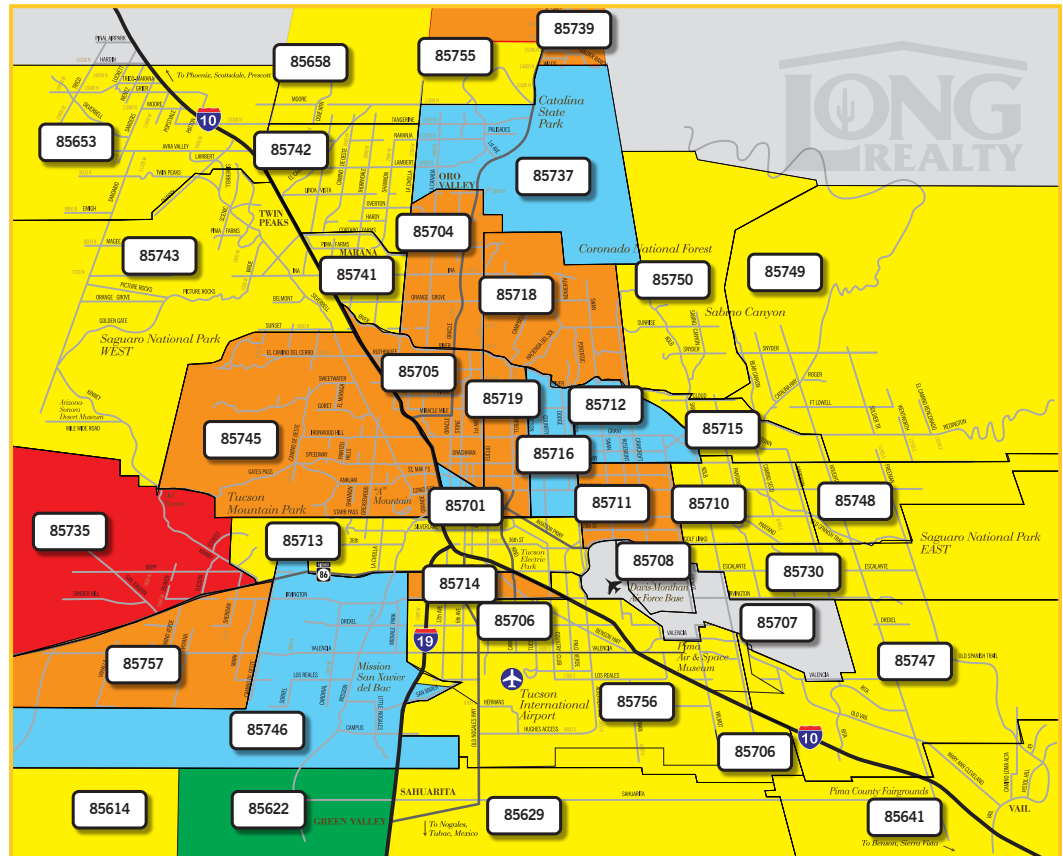
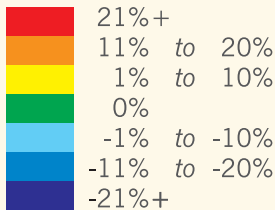
3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2018-MAR 2018 TO
JAN 2019-MAR 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 January 2018-March 2018 to January 2019-March 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2019. Information is believed to be reliable, but not guaranteed.