

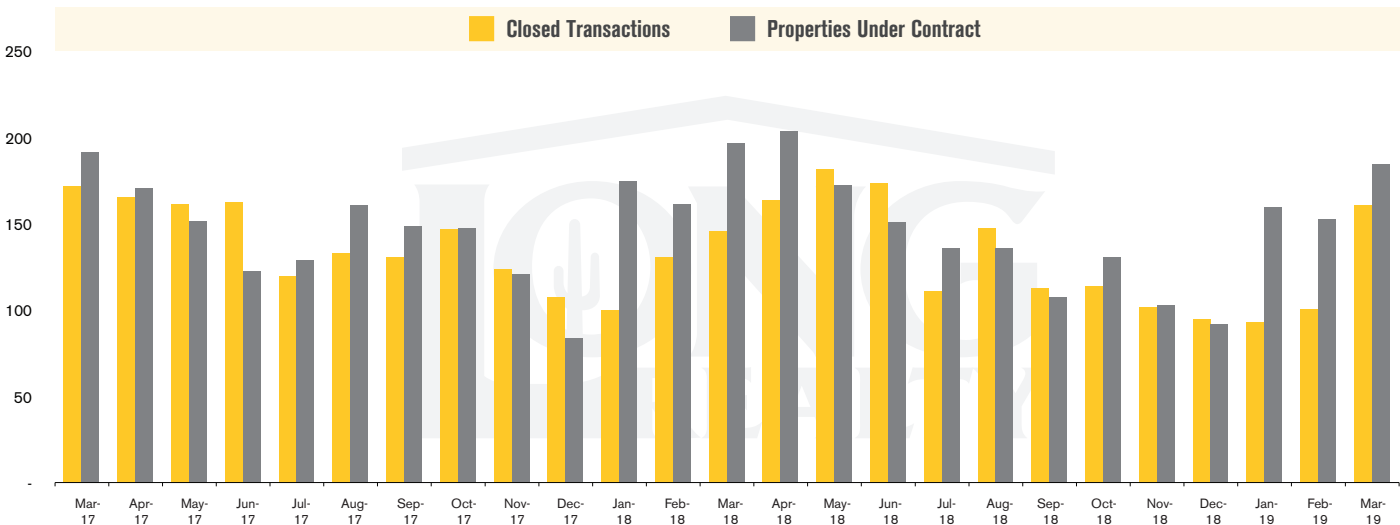
THE HOUSING REPORT

TUCSON NORTH | APRIL 2019

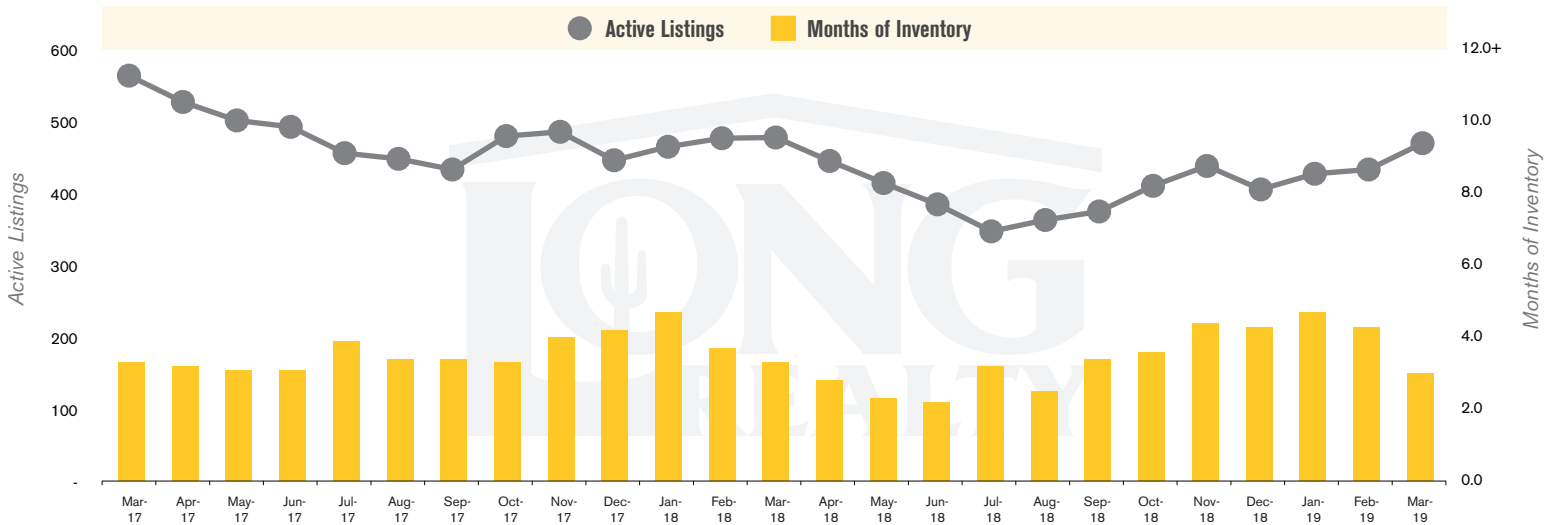


In the Tucson North area, March 2019 active inventory was 476, a 2% decrease from March 2018. There were 161 closings in March 2019, a 10% increase from March 2018. Year-to-date 2019 there were 355 closings, a 6% decrease from year-to-date 2018. Months of Inventory was 3.0, down from 3.3 in March 2018. Median price of sold homes was \$357,000 for the month of March 2019, up 8% from March 2018. The Tucson North area had 185 new properties under contract in March 2019, down 6% from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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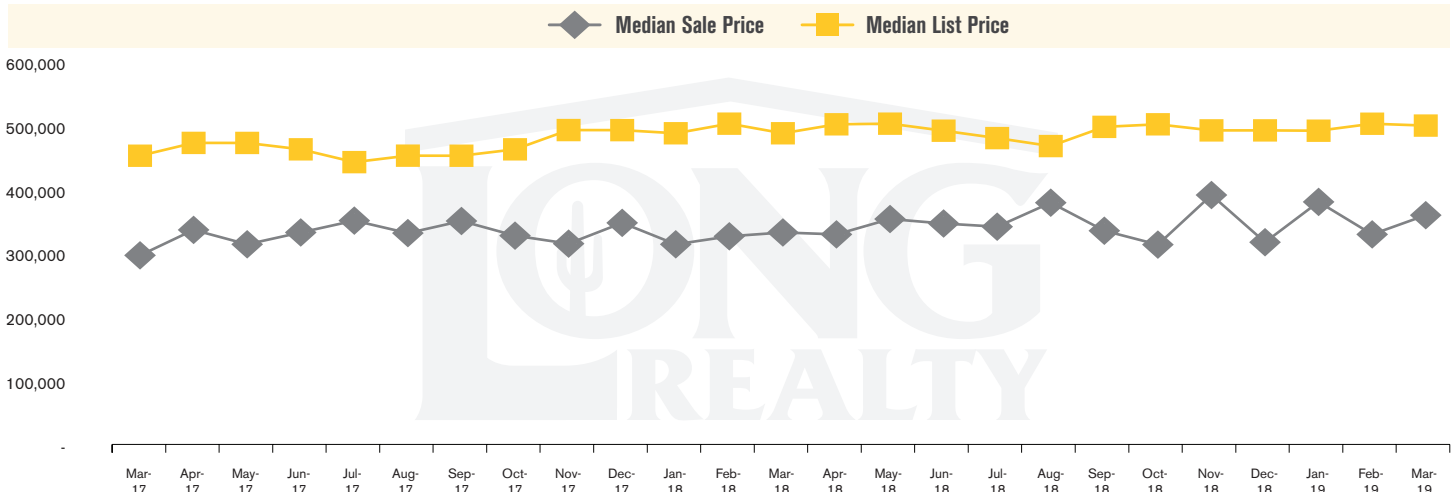
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

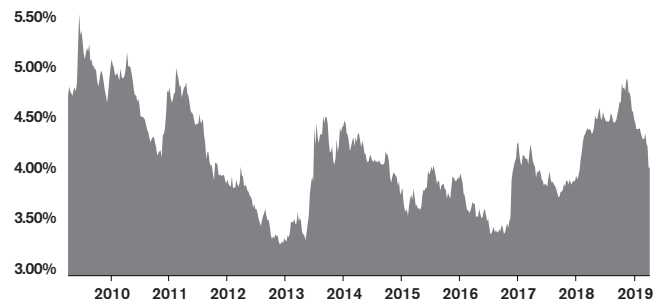


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$330,000	4.500%	\$1,588.46
2019	\$357,000	4.250%	\$1,668.41

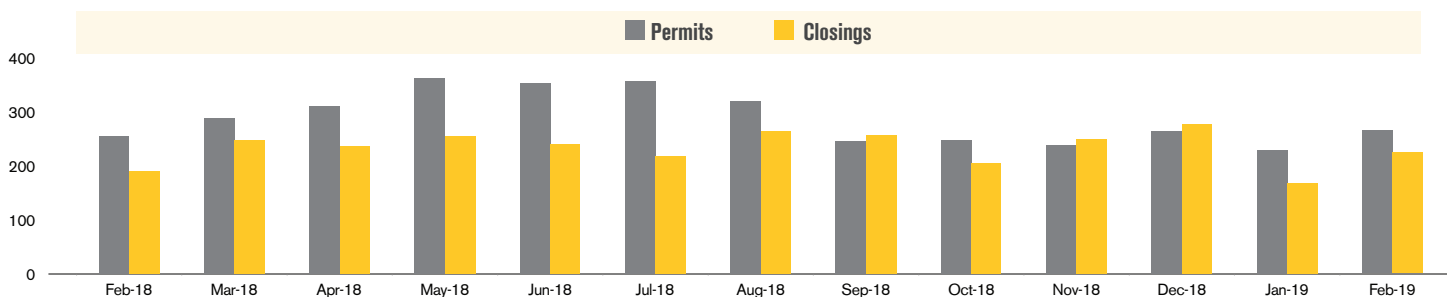
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 NORTH)

	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	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	0	1	2	2	3	0.7	0.7	Seller
\$75,000 - 99,999	0	1	0	2	0	2	0	n/a	1.0	Seller
\$100,000 - 124,999	5	2	2	2	2	2	2	2.5	2.7	Seller
\$125,000 - 149,999	14	5	3	10	6	5	9	1.6	2.0	Seller
\$150,000 - 174,999	11	13	4	8	7	10	15	0.7	1.1	Seller
\$175,000 - 199,999	15	8	8	8	3	6	13	1.2	2.2	Seller
\$200,000 - 224,999	7	6	6	4	4	5	11	0.6	1.4	Seller
\$225,000 - 249,999	11	5	3	2	4	6	3	3.7	2.4	Seller
\$250,000 - 274,999	9	7	7	3	4	6	4	2.3	1.6	Seller
\$275,000 - 299,999	11	9	2	4	4	5	1	11.0	3.5	Seller
\$300,000 - 349,999	20	12	7	7	7	8	18	1.1	1.5	Seller
\$350,000 - 399,999	29	9	11	7	11	10	17	1.7	2.1	Seller
\$400,000 - 499,999	63	13	25	13	13	18	30	2.1	3.0	Seller
\$500,000 - 599,999	61	12	6	7	12	6	8	7.6	6.4	Balanced
\$600,000 - 699,999	37	5	4	5	8	4	13	2.8	5.0	Slightly Seller
\$700,000 - 799,999	35	6	8	3	5	3	5	7.0	7.5	Slightly Buyer
\$800,000 - 899,999	29	2	2	3	1	2	2	14.5	13.0	Buyer
\$900,000 - 999,999	27	1	0	3	1	0	3	9.0	17.5	Buyer
\$1,000,000 - and over	89	2	5	4	3	5	4	22.3	20.8	Buyer
TOTAL	476	118	103	96	97	105	161	3.0	3.7	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 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 NORTH)

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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46.5%

Tierra Antigua Realty 12.3%

Coldwell Banker Residential Brokerage 5.6%

Realty Executives Tucson Elite 5.4%

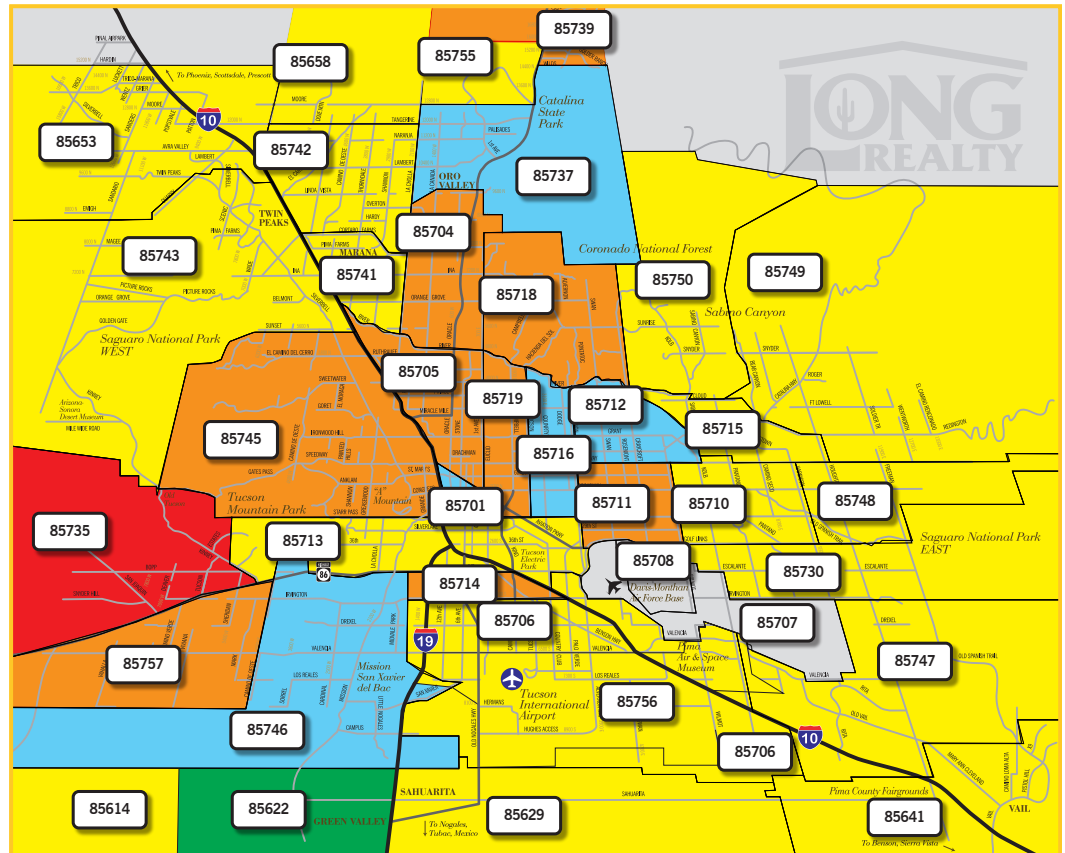
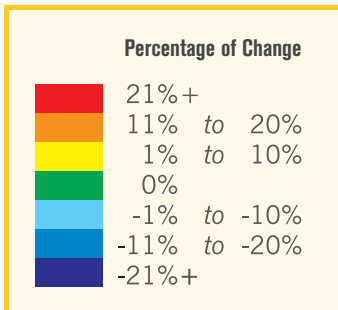
Russ Lyon Sotheby's International Realty 4.9%

Keller Williams Southern Arizona 4.8%

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.



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.