

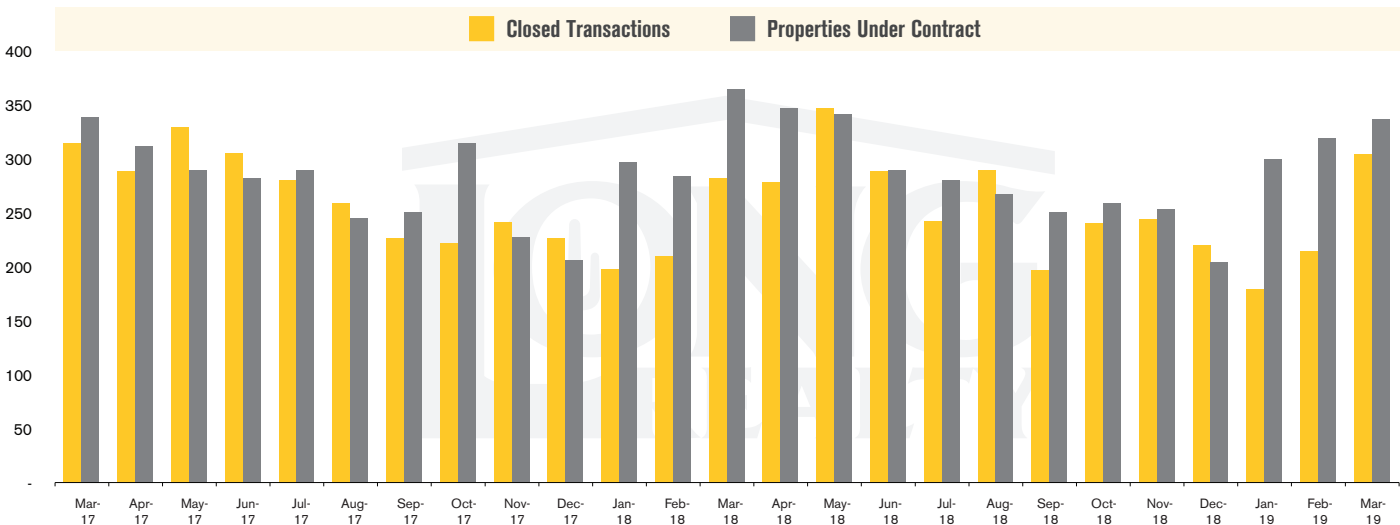
THE HOUSING REPORT

TUCSON NORTHWEST | APRIL 2019

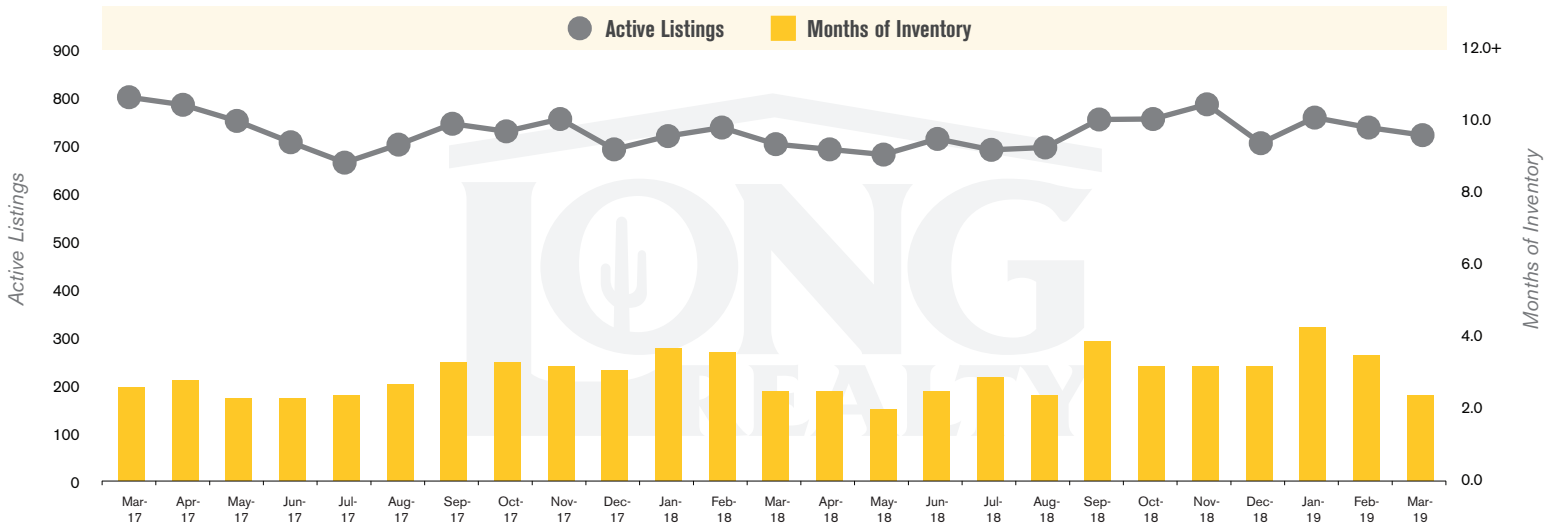


In the Tucson Northwest area, March 2019 active inventory was 731, a 3% increase from March 2018. There were 305 closings in March 2019, an 8% increase from March 2018. Year-to-date 2019 there were 700 closings, a 1% increase from year-to-date 2018. Months of Inventory was 2.4, down from 2.5 in March 2018. Median price of sold homes was \$271,000 for the month of March 2019, up 6% from March 2018. The Tucson Northwest area had 338 new properties under contract in March 2019, down 8% from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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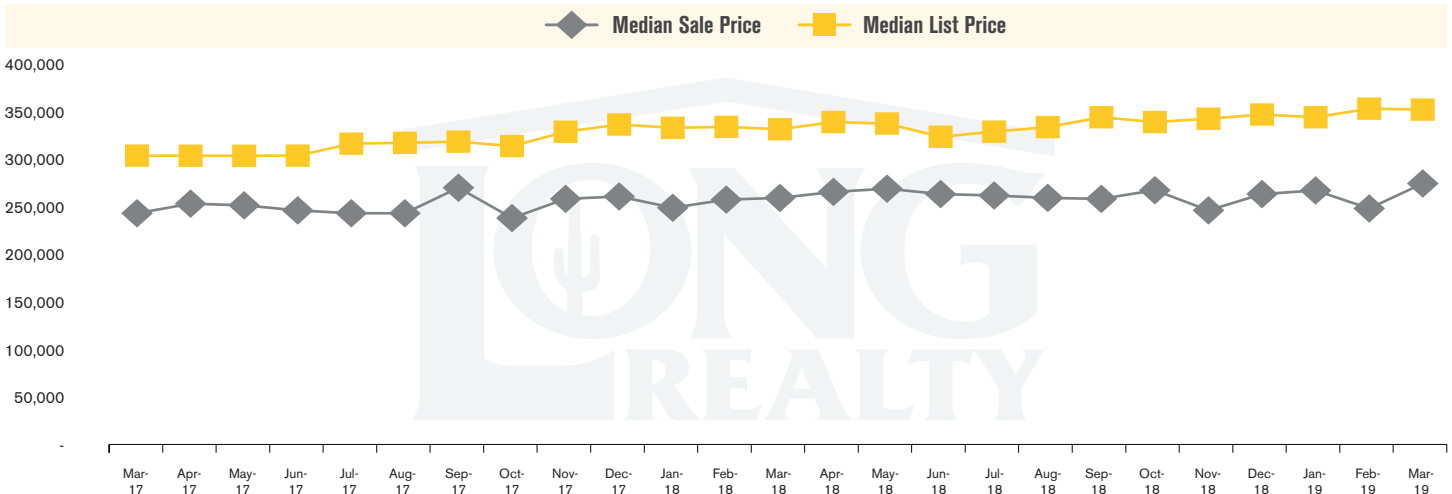
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

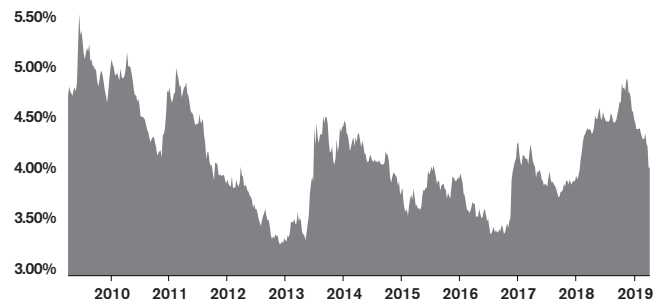


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$256,000	4.500%	\$1,232.26
2019	\$271,000	4.250%	\$1,266.50

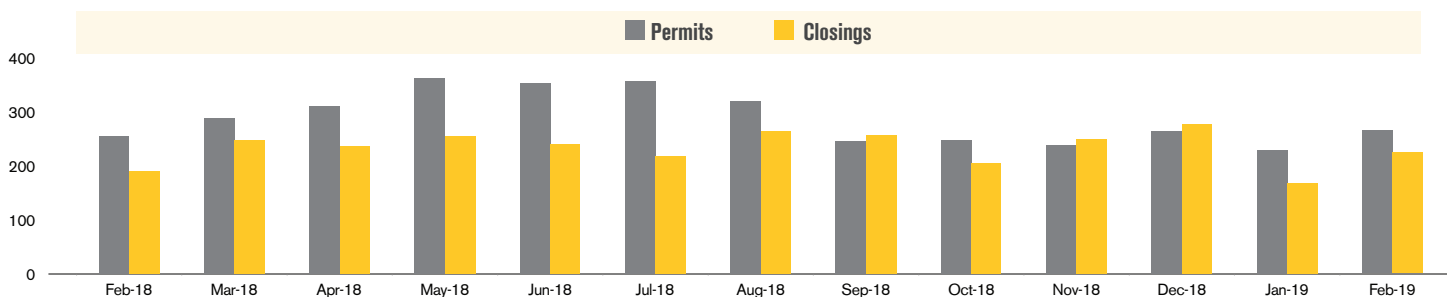
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST)

	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	0	0	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	0	1	1	0	1	1	2	0.0	0.0	Seller
\$75,000 - 99,999	2	0	1	0	0	1	0	n/a	7.0	Slightly Buyer
\$100,000 - 124,999	0	1	4	5	1	2	6	0.0	0.6	Seller
\$125,000 - 149,999	2	1	7	7	0	7	3	0.7	0.7	Seller
\$150,000 - 174,999	7	17	18	16	14	10	9	0.8	1.1	Seller
\$175,000 - 199,999	14	34	33	28	20	31	38	0.4	0.8	Seller
\$200,000 - 224,999	40	26	34	21	26	34	38	1.1	1.2	Seller
\$225,000 - 249,999	49	32	35	25	21	33	25	2.0	1.8	Seller
\$250,000 - 274,999	45	19	22	22	18	18	33	1.4	1.8	Seller
\$275,000 - 299,999	51	19	16	15	18	21	34	1.5	2.2	Seller
\$300,000 - 349,999	102	30	28	32	16	15	40	2.6	4.2	Slightly Seller
\$350,000 - 399,999	109	22	20	19	16	14	26	4.2	6.3	Balanced
\$400,000 - 499,999	94	23	16	23	18	12	23	4.1	5.1	Balanced
\$500,000 - 599,999	42	10	5	6	9	8	15	2.8	4.3	Slightly Seller
\$600,000 - 699,999	33	9	4	6	1	6	6	5.5	7.6	Slightly Buyer
\$700,000 - 799,999	35	4	6	3	1	7	4	8.8	8.1	Slightly Buyer
\$800,000 - 899,999	25	2	0	3	2	3	0	n/a	14.6	Buyer
\$900,000 - 999,999	17	0	0	3	1	0	0	n/a	55.0	Buyer
\$1,000,000 - and over	64	2	1	1	3	0	3	21.3	32.2	Buyer
TOTAL	731	252	251	235	186	224	305	2.4	3.1	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 NORTHWEST)

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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28.7%

Tierra Antigua Realty

13.3%

Coldwell Banker Residential Brokerage

8.1%

Realty Executives Tucson Elite

6.9%

Keller Williams Southern Arizona

5.9%

Exp Realty

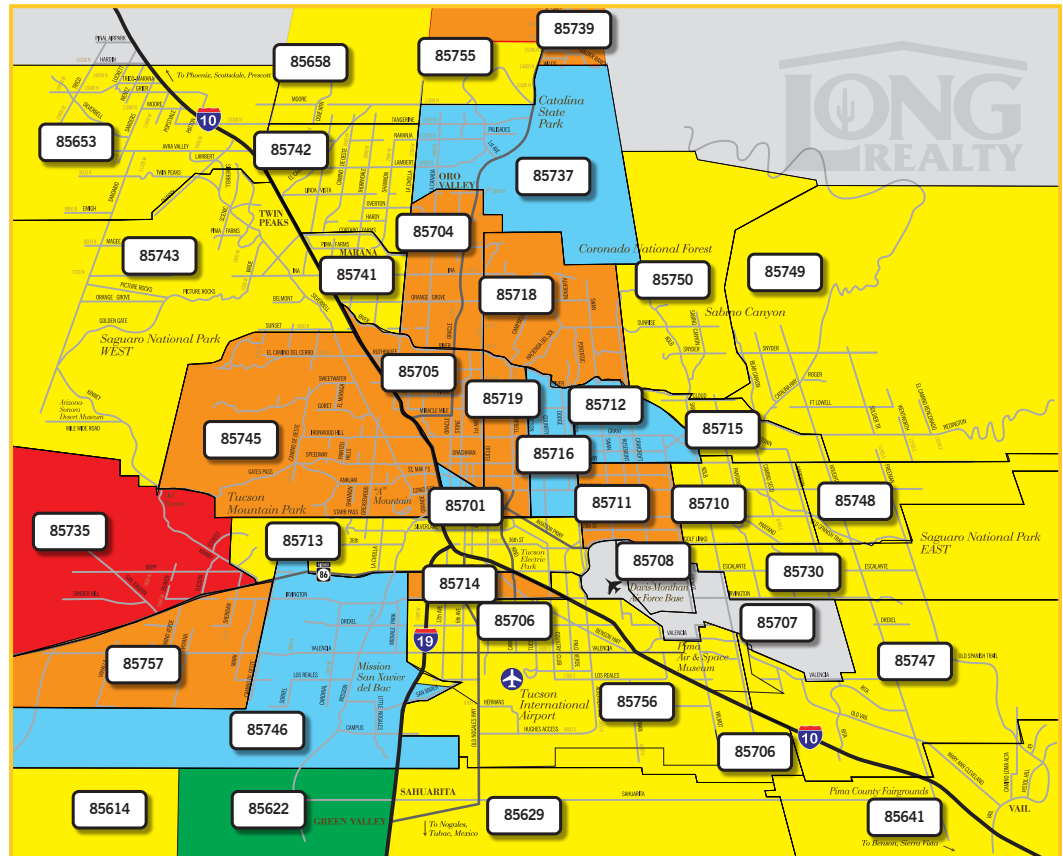
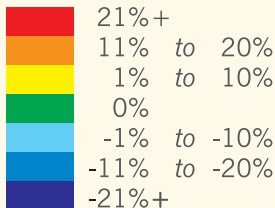
4.0%

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.