

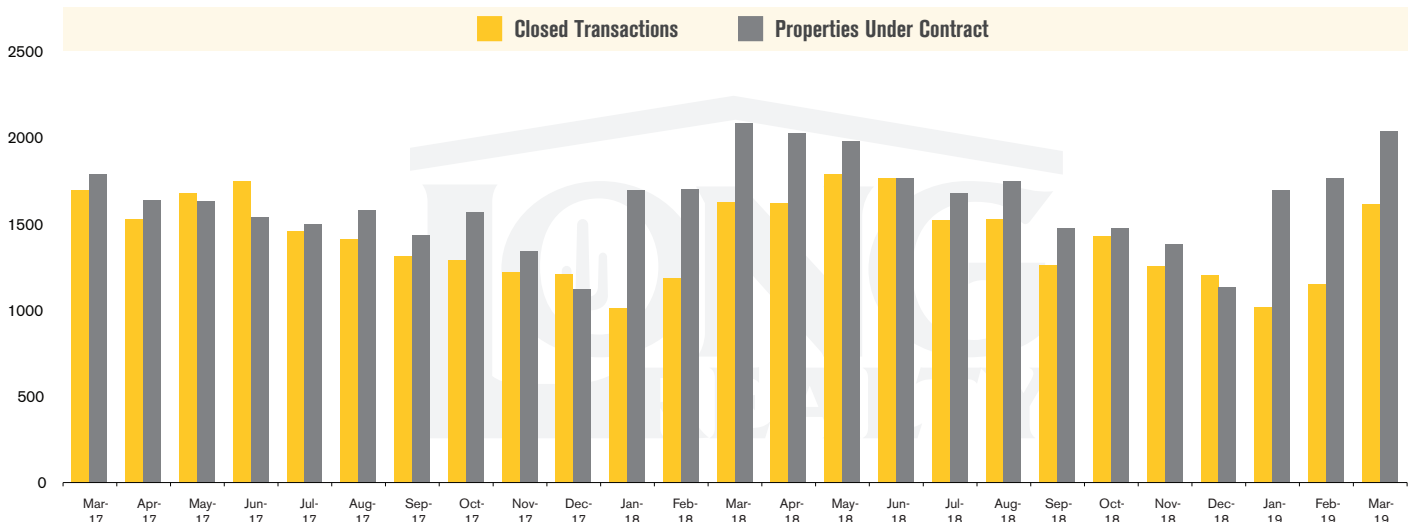
THE HOUSING REPORT

TUCSON METRO | APRIL 2019

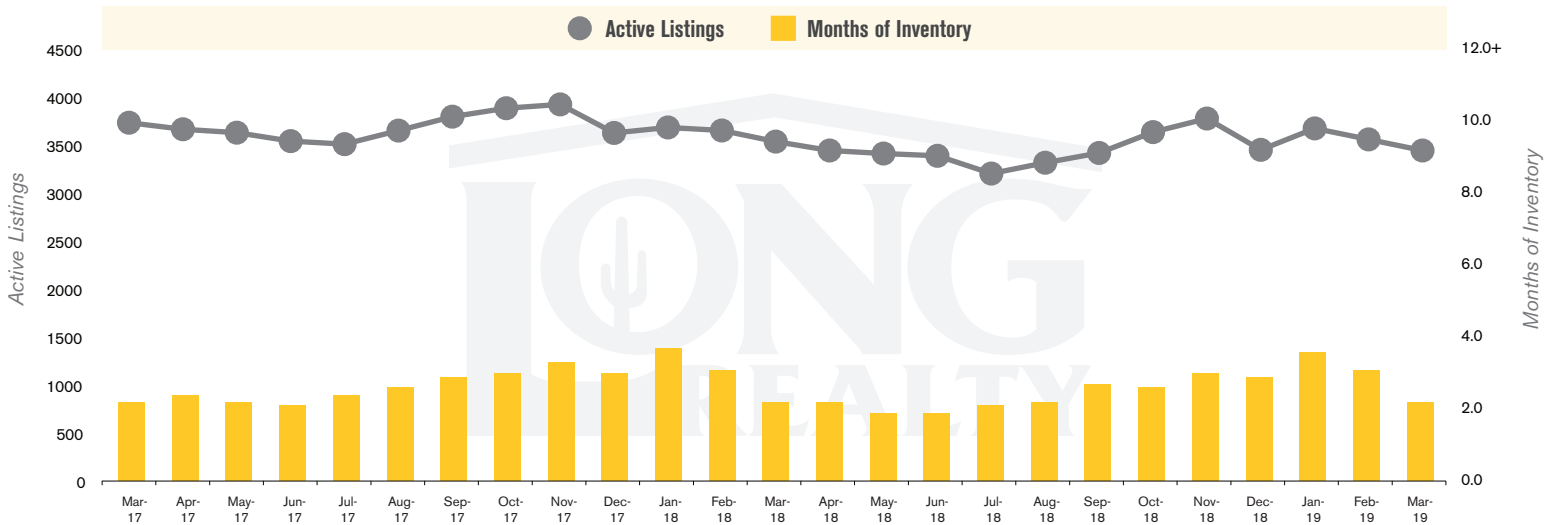


In the Tucson Main Market area, March 2019 active inventory was 3,493, a 3% decrease from March 2018. There were 1,616 closings in March 2019, a 1% decrease from March 2018. Year-to-date 2019 there were 3,790 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 2.2, unchanged from 2.2 in March 2018. Median price of sold homes was \$215,702 for the month of March 2019, up 6% from March 2018. The Tucson Main Market area had 2,040 new properties under contract in March 2019, down 2% from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON METRO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON METRO)



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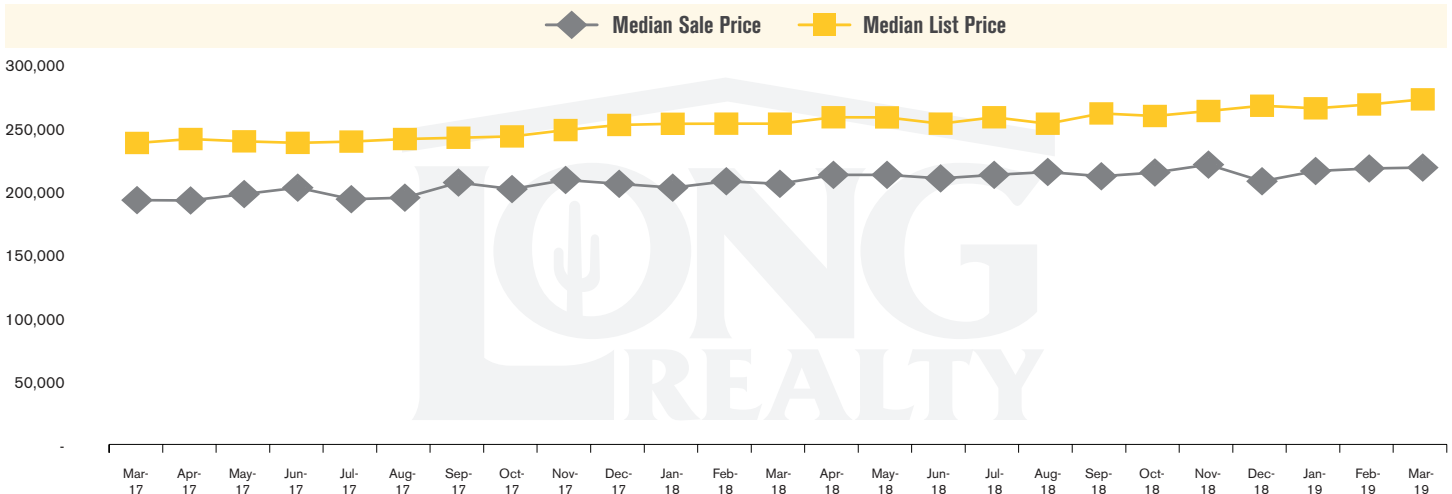
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON METRO)

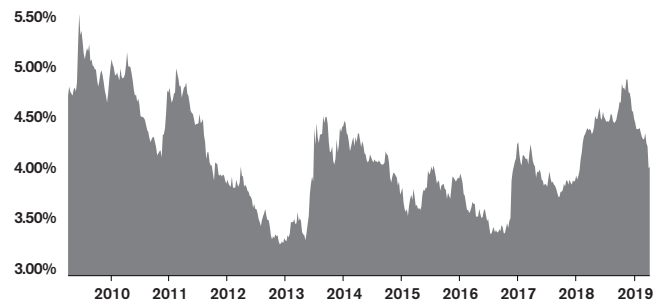


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON METRO)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$220,000 | 6.140% | \$1,271.93 |
| 2018 | \$203,000 | 4.500% | \$977.14 |
| 2019 | \$215,702 | 4.250% | \$1,008.07 |

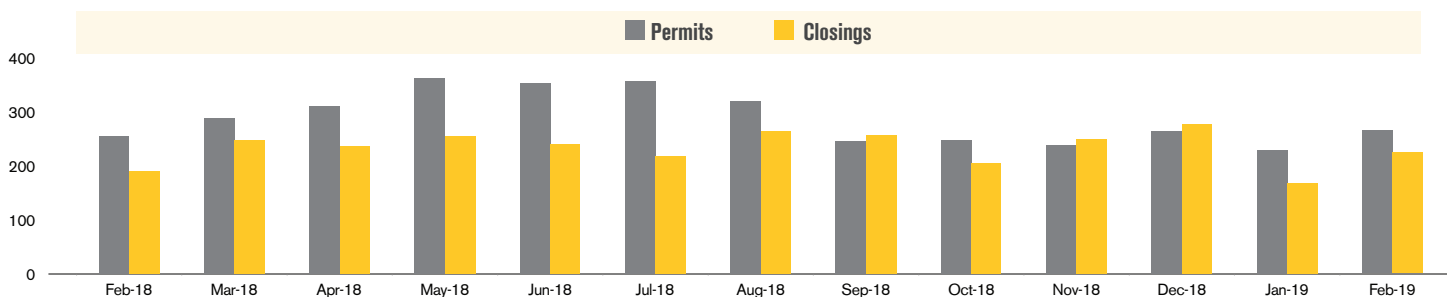
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 METRO)

| | 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 | 9 | 17 | 6 | 8 | 10 | 8 | 14 | 0.6 | 1.1 | Seller |
| \$50,000 - 74,999 | 40 | 38 | 29 | 28 | 27 | 20 | 26 | 1.5 | 1.9 | Seller |
| \$75,000 - 99,999 | 61 | 42 | 41 | 39 | 31 | 46 | 50 | 1.2 | 1.7 | Seller |
| \$100,000 - 124,999 | 59 | 53 | 52 | 62 | 56 | 50 | 79 | 0.7 | 1.3 | Seller |
| \$125,000 - 149,999 | 130 | 101 | 111 | 112 | 87 | 99 | 123 | 1.1 | 1.4 | Seller |
| \$150,000 - 174,999 | 184 | 219 | 166 | 168 | 137 | 146 | 172 | 1.1 | 1.3 | Seller |
| \$175,000 - 199,999 | 246 | 222 | 165 | 187 | 133 | 158 | 223 | 1.1 | 1.7 | Seller |
| \$200,000 - 224,999 | 230 | 146 | 145 | 131 | 103 | 139 | 171 | 1.3 | 1.8 | Seller |
| \$225,000 - 249,999 | 262 | 146 | 139 | 102 | 90 | 128 | 132 | 2.0 | 2.4 | Seller |
| \$250,000 - 274,999 | 245 | 110 | 88 | 81 | 76 | 83 | 105 | 2.3 | 2.7 | Seller |
| \$275,000 - 299,999 | 276 | 88 | 70 | 75 | 69 | 67 | 101 | 2.7 | 3.5 | Seller |
| \$300,000 - 349,999 | 361 | 102 | 102 | 95 | 70 | 75 | 132 | 2.7 | 3.7 | Seller |
| \$350,000 - 399,999 | 319 | 68 | 69 | 59 | 54 | 58 | 94 | 3.4 | 4.8 | Slightly Seller |
| \$400,000 - 499,999 | 318 | 67 | 72 | 58 | 64 | 66 | 100 | 3.2 | 4.3 | Slightly Seller |
| \$500,000 - 599,999 | 195 | 37 | 26 | 21 | 30 | 28 | 41 | 4.8 | 5.8 | Balanced |
| \$600,000 - 699,999 | 117 | 19 | 17 | 16 | 16 | 18 | 25 | 4.7 | 6.2 | Balanced |
| \$700,000 - 799,999 | 111 | 14 | 19 | 9 | 7 | 11 | 10 | 11.1 | 11.0 | Buyer |
| \$800,000 - 899,999 | 79 | 7 | 4 | 8 | 4 | 7 | 7 | 11.3 | 11.7 | Buyer |
| \$900,000 - 999,999 | 63 | 3 | 2 | 7 | 3 | 2 | 4 | 15.8 | 20.9 | Buyer |
| \$1,000,000 - and over | 188 | 6 | 8 | 7 | 7 | 8 | 7 | 26.9 | 24.9 | Buyer |
| TOTAL | 3,493 | 1,505 | 1,331 | 1,273 | 1,074 | 1,217 | 1,616 | 2.2 | 2.8 | 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 METRO)

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.*

LONG REALTY COMPANY

27.2%

Tierra Antigua Realty

14.3%

Realty Executives Tucson Elite

8.8%

Coldwell Banker Residential Brokerage

7.3%

Keller Williams Southern Arizona

6.6%

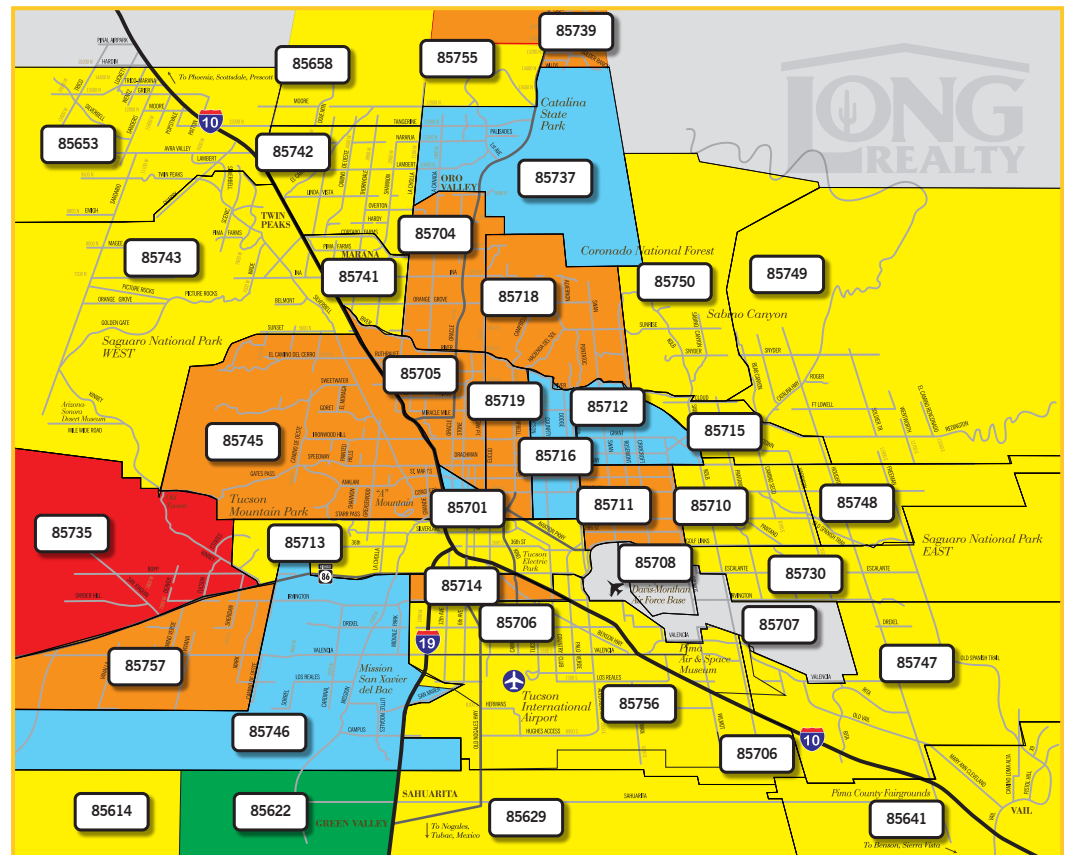
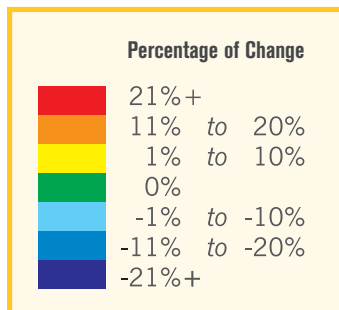
Exp Realty

3.6%

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.