

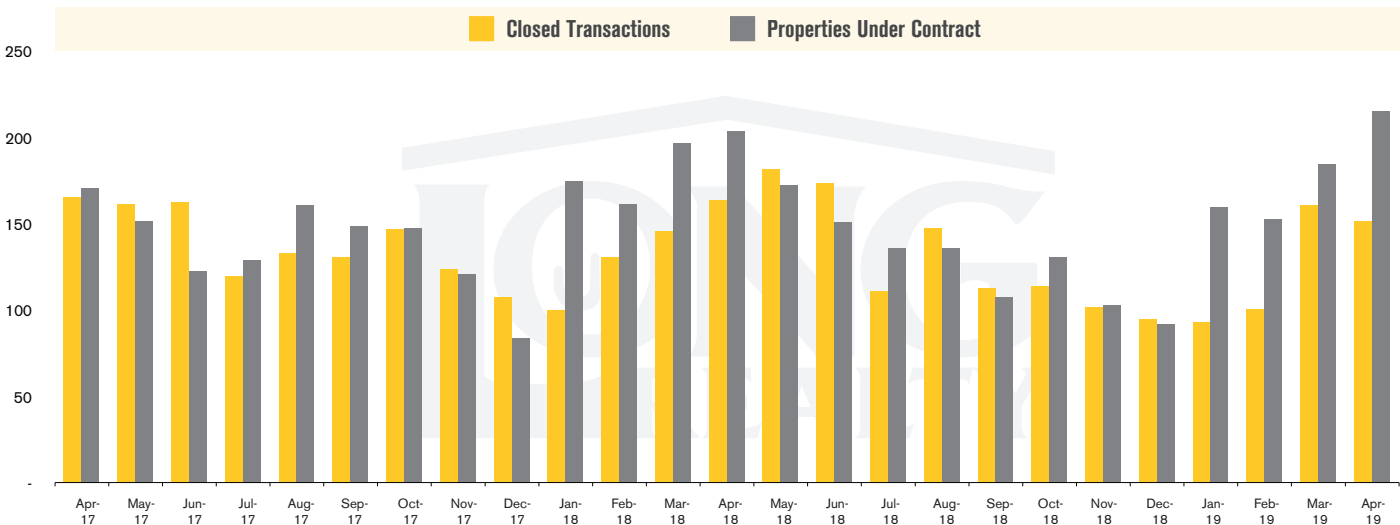
THE HOUSING REPORT

TUCSON NORTH | MAY 2019

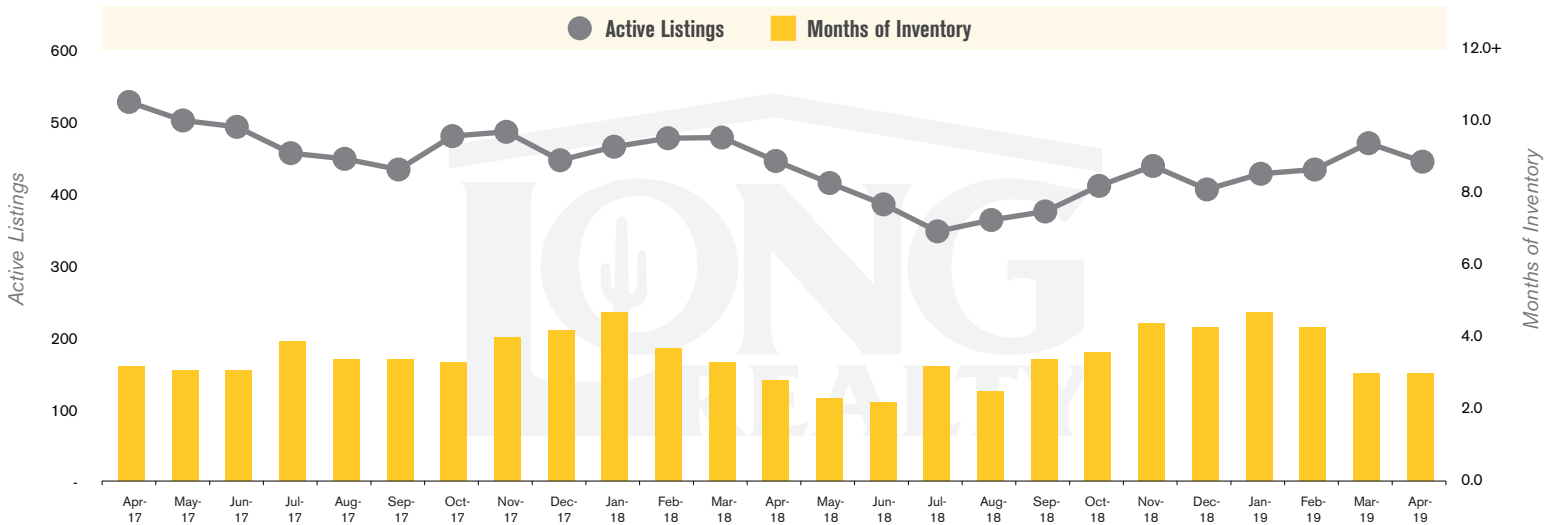


In the Tucson North area, April 2019 active inventory was 450, virtually unchanged from April 2018. There were 152 closings in April 2019, a 7% decrease from April 2018. Year-to-date 2019 there were 507 closings, a 6% decrease from year-to-date 2018. Months of Inventory was 3.0, up from 2.8 in April 2018. Median price of sold homes was \$337,450 for the month of April 2019, up 3% from April 2018. The Tucson North area had 216 new properties under contract in April 2019, up 6% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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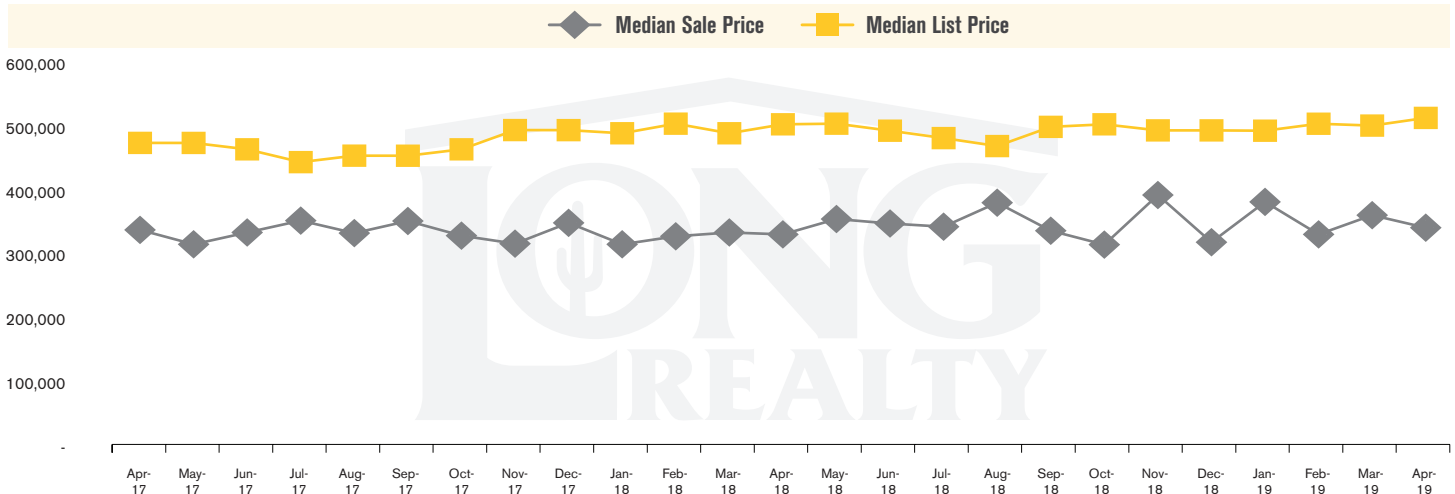
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

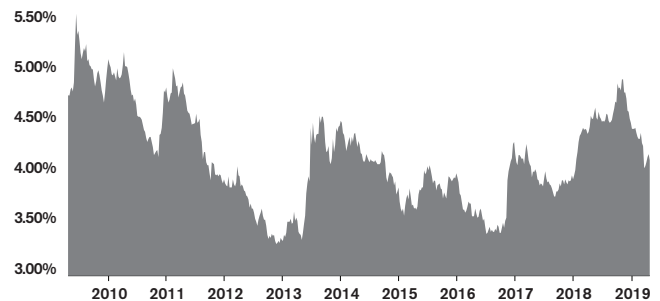


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$327,000	4.470%	\$1,568.49
2019	\$337,450	4.140%	\$1,556.47

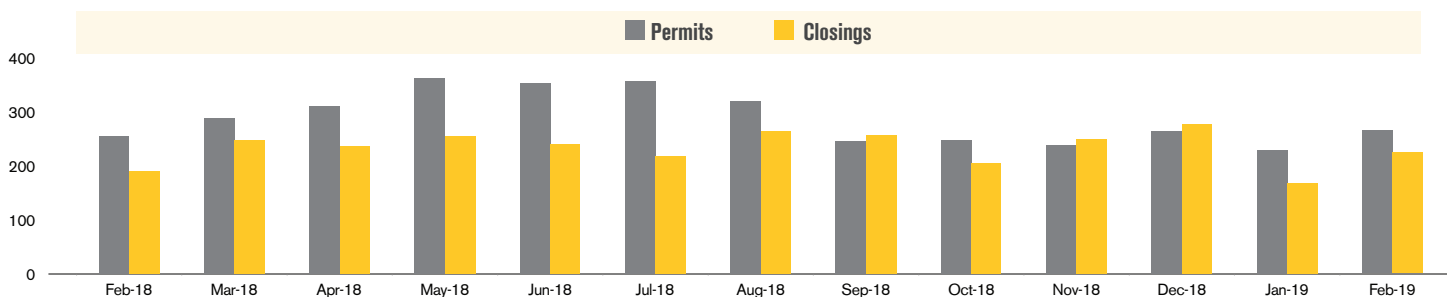
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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
		Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19			
\$1 - 49,999	0	0	0	0	0	0	1	0.0	1.0	Seller
\$50,000 - 74,999	1	0	1	2	2	3	2	0.5	0.7	Seller
\$75,000 - 99,999	1	0	2	0	2	0	1	1.0	0.7	Seller
\$100,000 - 124,999	3	2	2	2	2	2	7	0.4	1.3	Seller
\$125,000 - 149,999	7	3	10	6	5	9	10	0.7	1.4	Seller
\$150,000 - 174,999	12	4	8	7	10	15	8	1.5	1.0	Seller
\$175,000 - 199,999	16	8	8	3	6	13	12	1.3	1.5	Seller
\$200,000 - 224,999	14	6	4	4	5	11	8	1.8	1.2	Seller
\$225,000 - 249,999	6	3	2	4	6	3	7	0.9	1.8	Seller
\$250,000 - 274,999	10	7	3	4	6	5	6	1.7	1.3	Seller
\$275,000 - 299,999	7	2	4	4	5	1	6	1.2	2.5	Seller
\$300,000 - 349,999	20	7	7	7	8	19	13	1.5	1.4	Seller
\$350,000 - 399,999	33	11	7	11	10	17	12	2.8	2.3	Seller
\$400,000 - 499,999	59	25	13	13	18	31	21	2.8	2.5	Seller
\$500,000 - 599,999	49	6	7	12	6	8	15	3.3	5.7	Balanced
\$600,000 - 699,999	37	4	5	8	4	13	3	12.3	5.9	Balanced
\$700,000 - 799,999	37	8	3	5	3	6	11	3.4	5.2	Balanced
\$800,000 - 899,999	30	2	3	1	2	2	4	7.5	10.0	Buyer
\$900,000 - 999,999	22	0	3	1	0	3	2	11.0	14.6	Buyer
\$1,000,000 - and over	86	5	4	3	5	4	3	28.7	21.5	Buyer
TOTAL	450	103	96	97	105	165	152	3.0	3.2	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 05/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2019-04/30/2019. 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 05/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2018 – 04/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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45.7%

Tierra Antigua Realty

12.3%

Coldwell Banker Residential Brokerage

5.6%

Realty Executives Tucson Elite

5.5%

Russ Lyon Sotheby's International Realty

5.3%

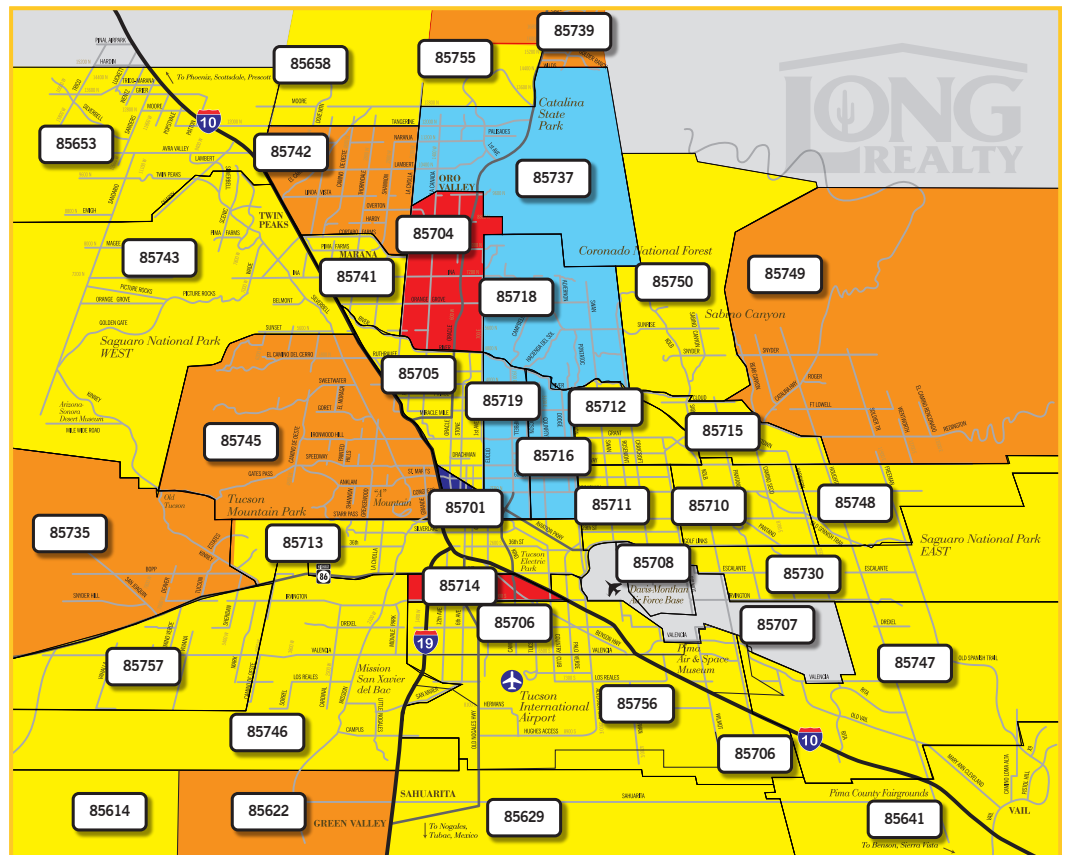
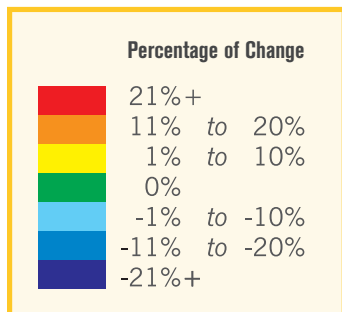
Keller Williams Southern Arizona

4.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2018-APR 2018 TO
FEB 2019-APR 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 February 2018-April 2018 to February 2019-April 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/03/2019. Information is believed to be reliable, but not guaranteed.