

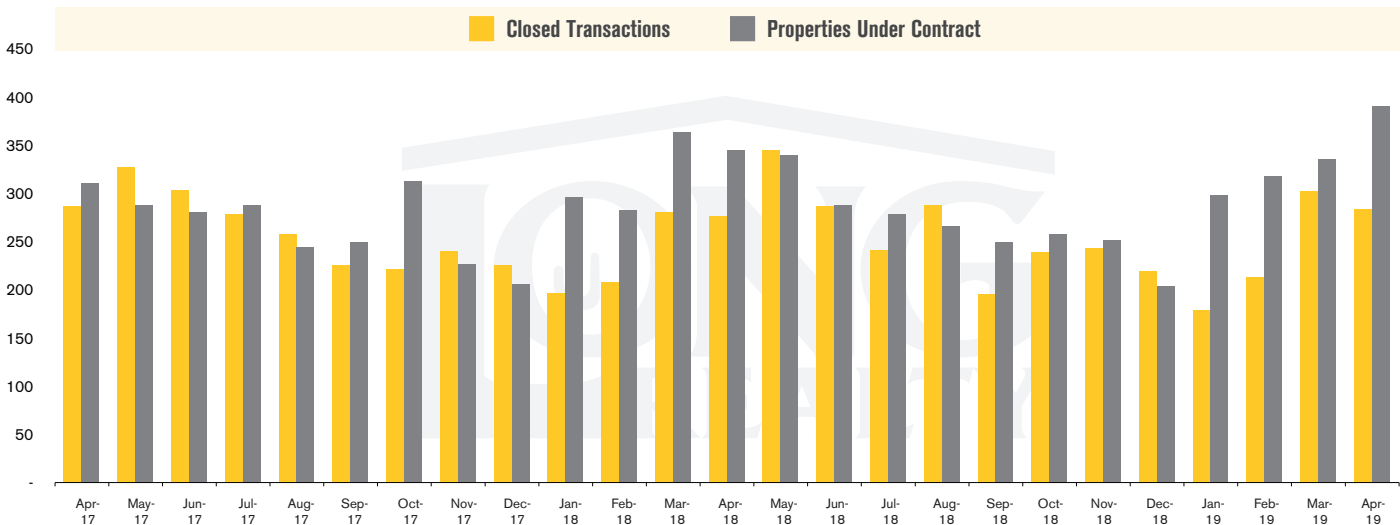
THE HOUSING REPORT

TUCSON NORTHWEST | MAY 2019

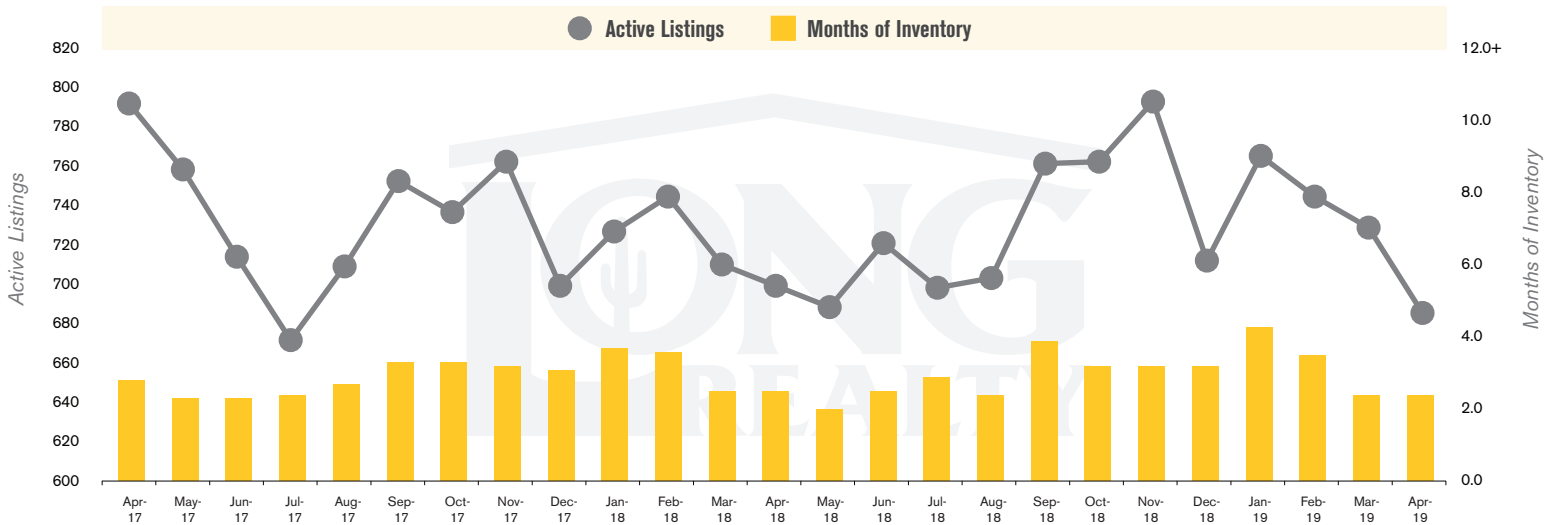


In the Tucson Northwest area, April 2019 active inventory was 687, a 2% decrease from April 2018. There were 286 closings in April 2019, a 3% increase from April 2018. Year-to-date 2019 there were 986 closings, a 2% increase from year-to-date 2018. Months of Inventory was 2.4, down from 2.5 in April 2018. Median price of sold homes was \$274,772 for the month of April 2019, up 5% from April 2018. The Tucson Northwest area had 394 new properties under contract in April 2019, up 13% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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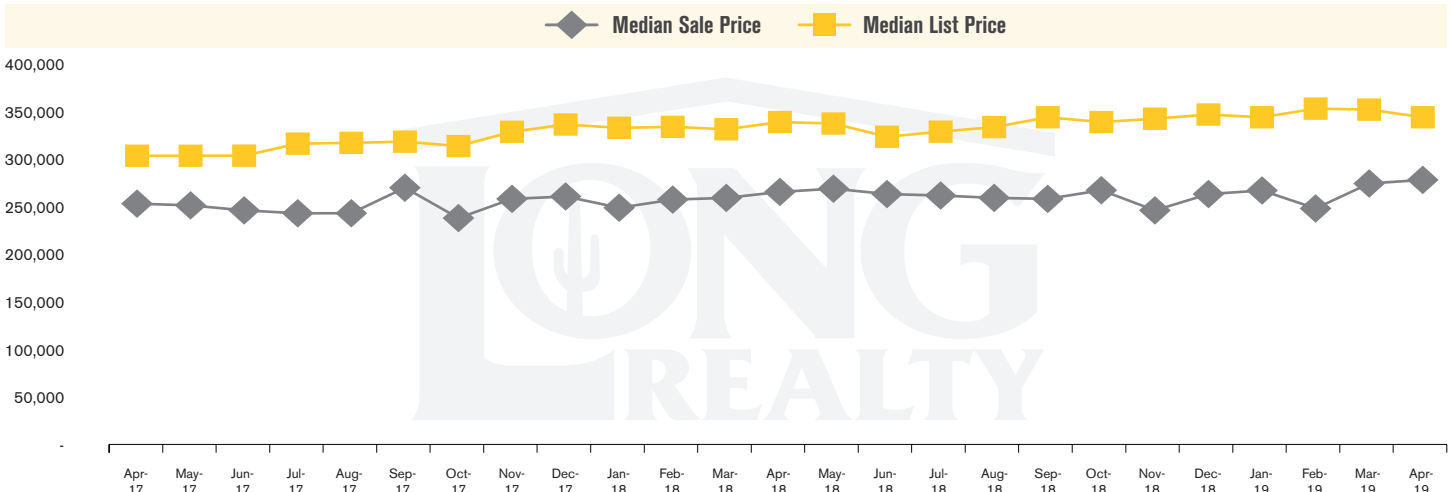
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

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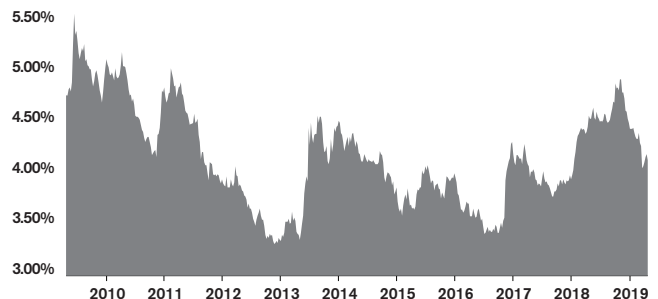
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)



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	\$262,250	4.470%	\$1,257.91
2019	\$274,772	4.140%	\$1,267.37

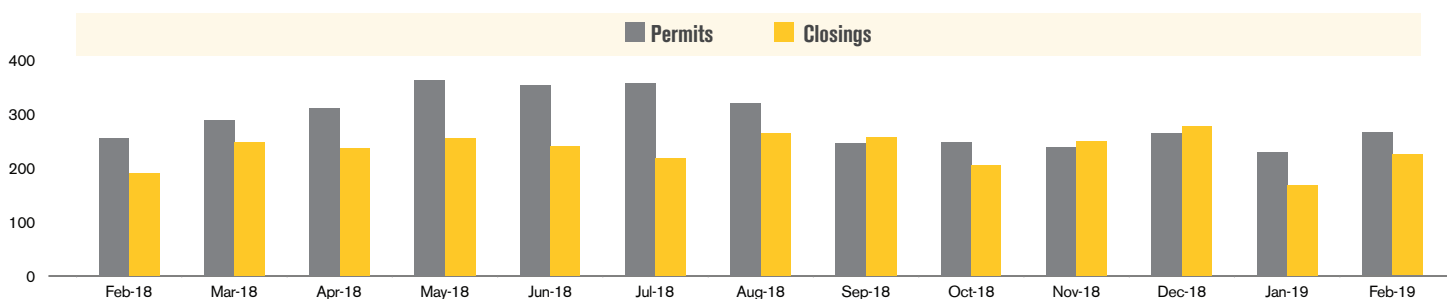
30 YEAR FIXED MORTGAGE RATE



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 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
		Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19			
\$1 - 49,999	0	0	0	0	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	0	1	0	1	1	2	1	0.0	0.0	Seller
\$75,000 - 99,999	2	1	0	0	1	0	2	1.0	2.3	Seller
\$100,000 - 124,999	3	4	5	1	2	6	1	3.0	0.7	Seller
\$125,000 - 149,999	3	7	7	0	7	3	1	3.0	0.5	Seller
\$150,000 - 174,999	8	18	16	14	10	9	16	0.5	0.9	Seller
\$175,000 - 199,999	21	33	28	20	31	39	20	1.1	0.6	Seller
\$200,000 - 224,999	41	34	21	26	34	39	45	0.9	1.0	Seller
\$225,000 - 249,999	40	35	25	21	33	26	30	1.3	1.5	Seller
\$250,000 - 274,999	40	22	22	18	18	34	27	1.5	1.5	Seller
\$275,000 - 299,999	48	16	15	18	21	35	18	2.7	2.0	Seller
\$300,000 - 349,999	92	28	32	16	16	42	43	2.1	2.9	Seller
\$350,000 - 399,999	87	20	19	16	14	27	30	2.9	4.5	Slightly Seller
\$400,000 - 499,999	91	16	24	18	13	25	25	3.6	4.4	Slightly Seller
\$500,000 - 599,999	37	5	6	9	10	15	9	4.1	3.7	Seller
\$600,000 - 699,999	39	4	6	1	6	6	4	9.8	6.6	Slightly Buyer
\$700,000 - 799,999	35	6	3	1	7	4	7	5.0	5.6	Balanced
\$800,000 - 899,999	26	0	3	2	3	0	1	26.0	17.8	Buyer
\$900,000 - 999,999	13	0	3	1	0	1	2	6.5	16.7	Buyer
\$1,000,000 - and over	61	1	1	3	0	3	4	15.3	27.3	Buyer
TOTAL	687	251	236	186	228	316	286	2.4	2.6	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 NORTHWEST)

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.

LONG REALTY COMPANY

28.5%

Tierra Antigua Realty

13.1%

Coldwell Banker Residential Brokerage

8.0%

Realty Executives Tucson Elite

7.0%

Keller Williams Southern Arizona

5.6%

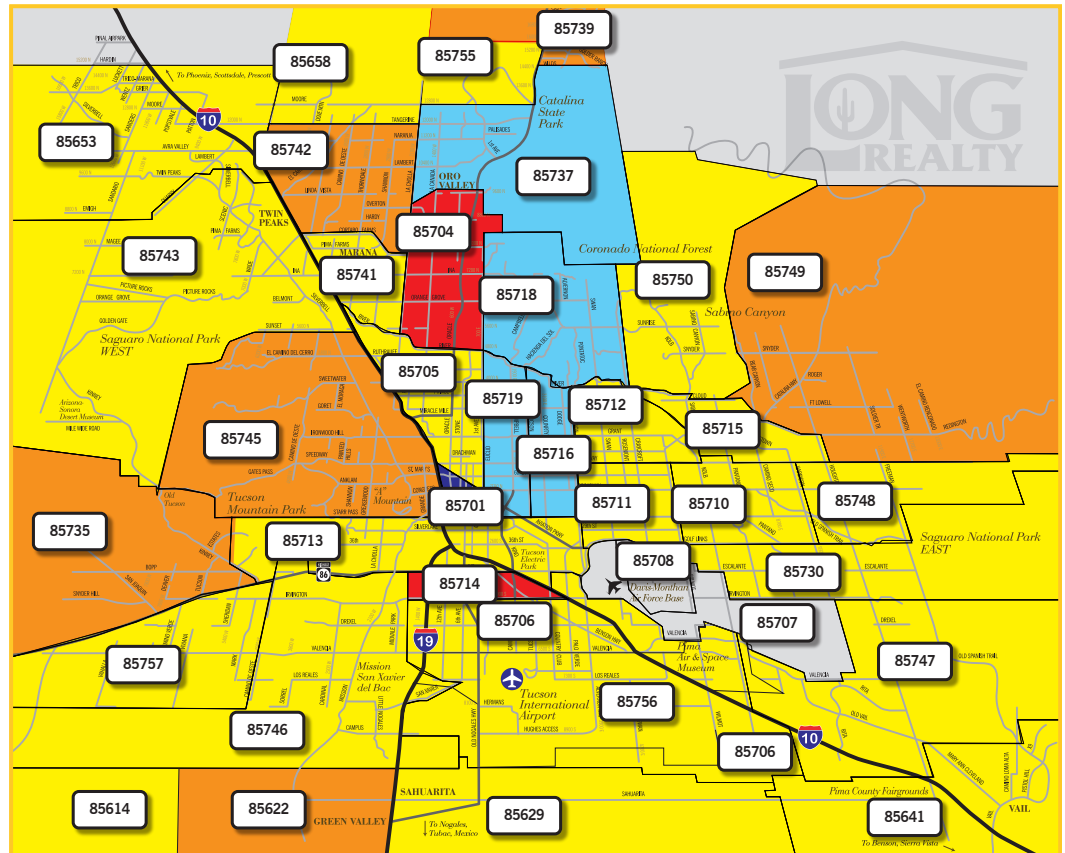
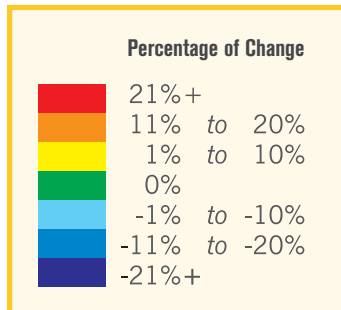
Exp Realty

4.0%

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.