

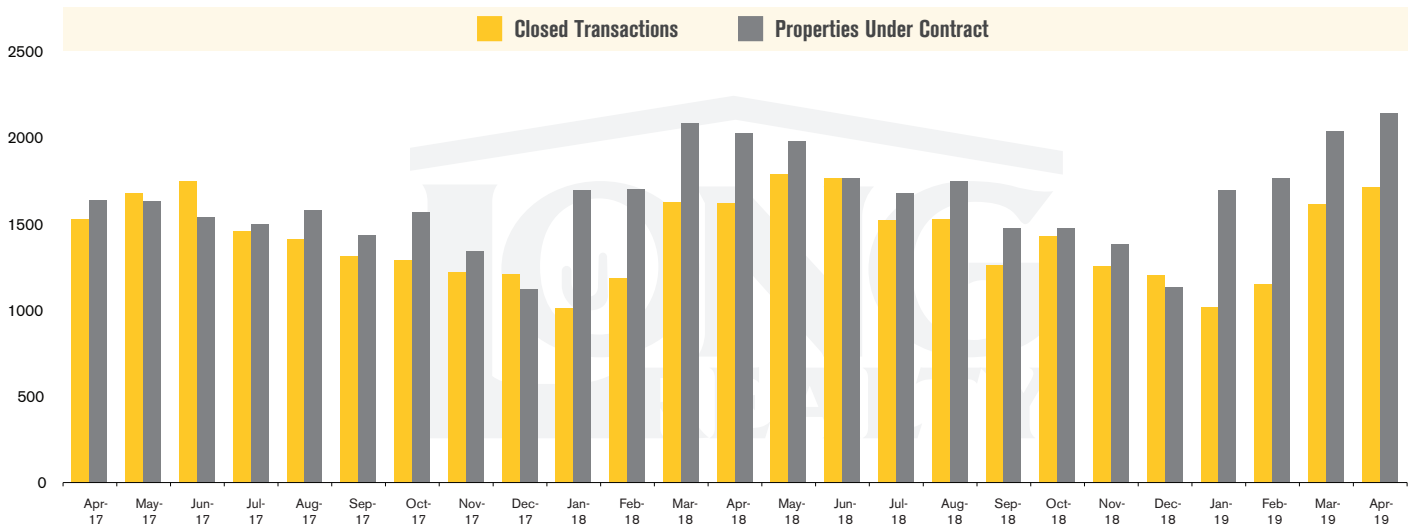
THE HOUSING REPORT

TUCSON METRO | MAY 2019

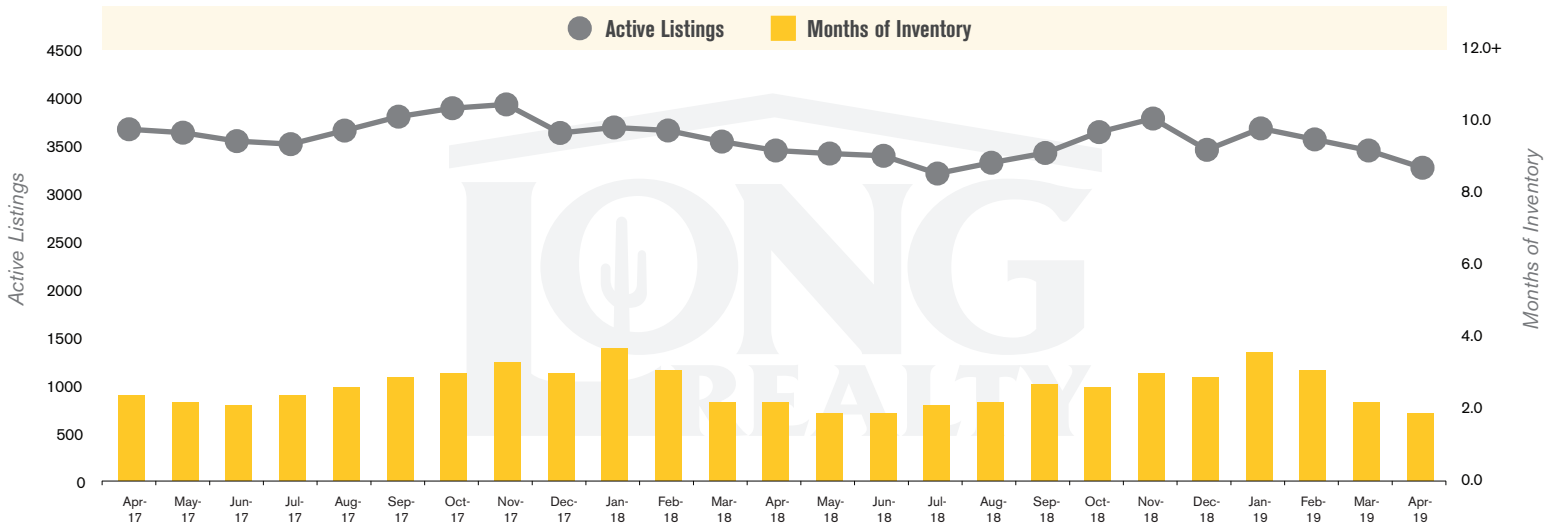


In the Tucson Main Market area, April 2019 active inventory was 3,311, a 5% decrease from April 2018. There were 1,716 closings in April 2019, a 6% increase from April 2018. Year-to-date 2019 there were 5,506 closings, a 1% increase from year-to-date 2018. Months of Inventory was 1.9, down from 2.2 in April 2018. Median price of sold homes was \$215,000 for the month of April 2019, up 2% from April 2018. The Tucson Main Market area had 2,146 new properties under contract in April 2019, up 6% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON METRO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON METRO)



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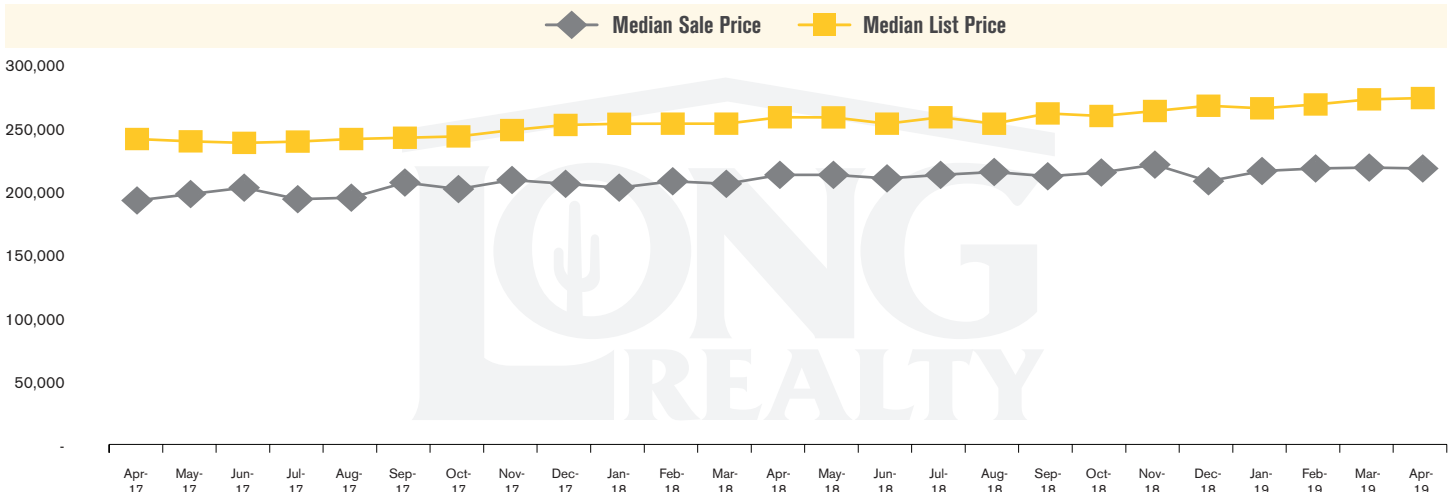
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON METRO)

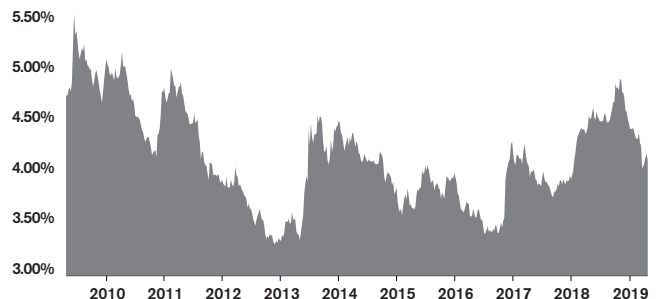


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON METRO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$210,000	4.470%	\$1,007.28
2019	\$215,000	4.140%	\$991.68

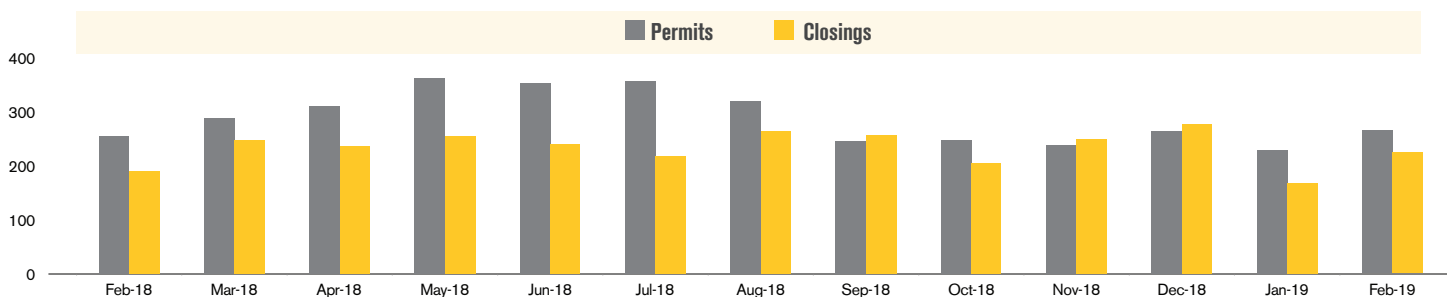
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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
		Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19			
\$1 - 49,999	13	6	8	10	8	14	12	1.1	1.0	Seller
\$50,000 - 74,999	38	29	28	27	21	29	43	0.9	1.4	Seller
\$75,000 - 99,999	60	41	39	31	46	53	65	0.9	1.2	Seller
\$100,000 - 124,999	64	52	62	56	51	83	73	0.9	1.0	Seller
\$125,000 - 149,999	109	111	112	87	99	129	112	1.0	1.1	Seller
\$150,000 - 174,999	146	166	169	137	146	181	207	0.7	1.0	Seller
\$175,000 - 199,999	231	165	187	133	159	230	226	1.0	1.2	Seller
\$200,000 - 224,999	240	145	131	103	140	178	208	1.2	1.4	Seller
\$225,000 - 249,999	252	139	102	90	128	140	134	1.9	2.0	Seller
\$250,000 - 274,999	232	88	81	76	86	110	118	2.0	2.3	Seller
\$275,000 - 299,999	260	70	76	69	67	104	85	3.1	3.2	Seller
\$300,000 - 349,999	341	102	95	70	78	138	127	2.7	3.0	Seller
\$350,000 - 399,999	286	69	59	54	58	97	95	3.0	3.8	Seller
\$400,000 - 499,999	311	72	59	64	67	104	99	3.1	3.5	Seller
\$500,000 - 599,999	172	26	21	30	30	42	48	3.6	4.7	Slightly Seller
\$600,000 - 699,999	124	17	16	16	18	25	18	6.9	6.0	Balanced
\$700,000 - 799,999	121	19	9	7	11	11	23	5.3	7.4	Slightly Buyer
\$800,000 - 899,999	76	4	8	4	7	7	10	7.6	9.2	Buyer
\$900,000 - 999,999	54	2	7	3	2	5	6	9.0	14.0	Buyer
\$1,000,000 - and over	181	8	7	7	8	7	7	25.9	25.1	Buyer
TOTAL	3,311	1,331	1,276	1,074	1,230	1,687	1,716	1.9	2.2	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 METRO)

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

27.0%

Tierra Antigua Realty

14.2%

Realty Executives Tucson Elite

8.9%

Coldwell Banker Residential Brokerage

7.3%

Keller Williams Southern Arizona

6.5%

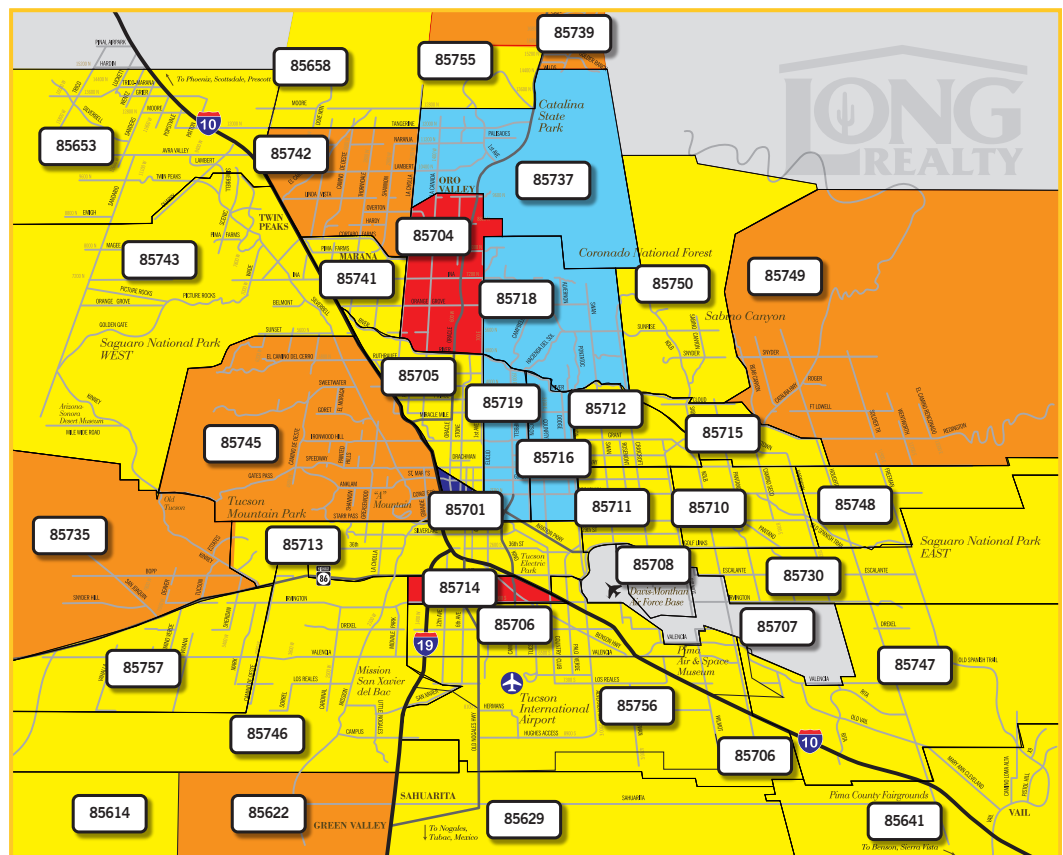
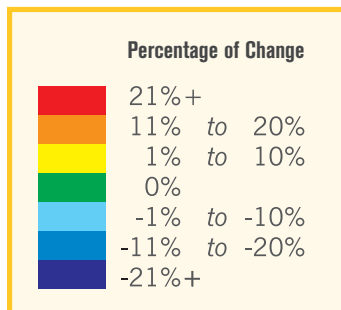
Exp Realty

3.6%

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.