

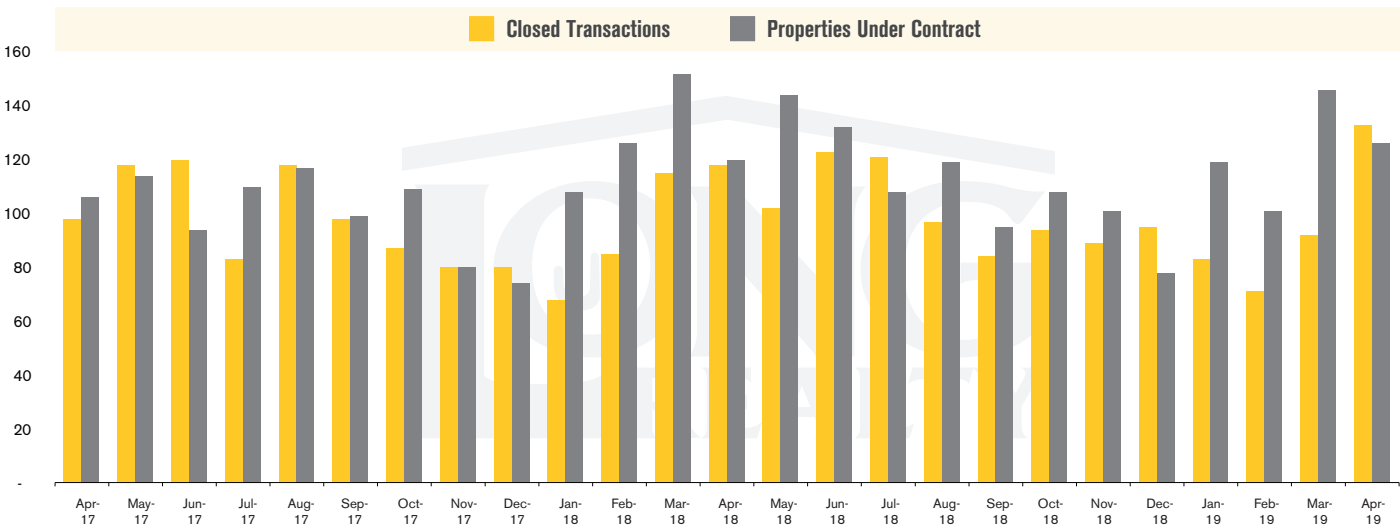
THE HOUSING REPORT

TUCSON WEST | MAY 2019

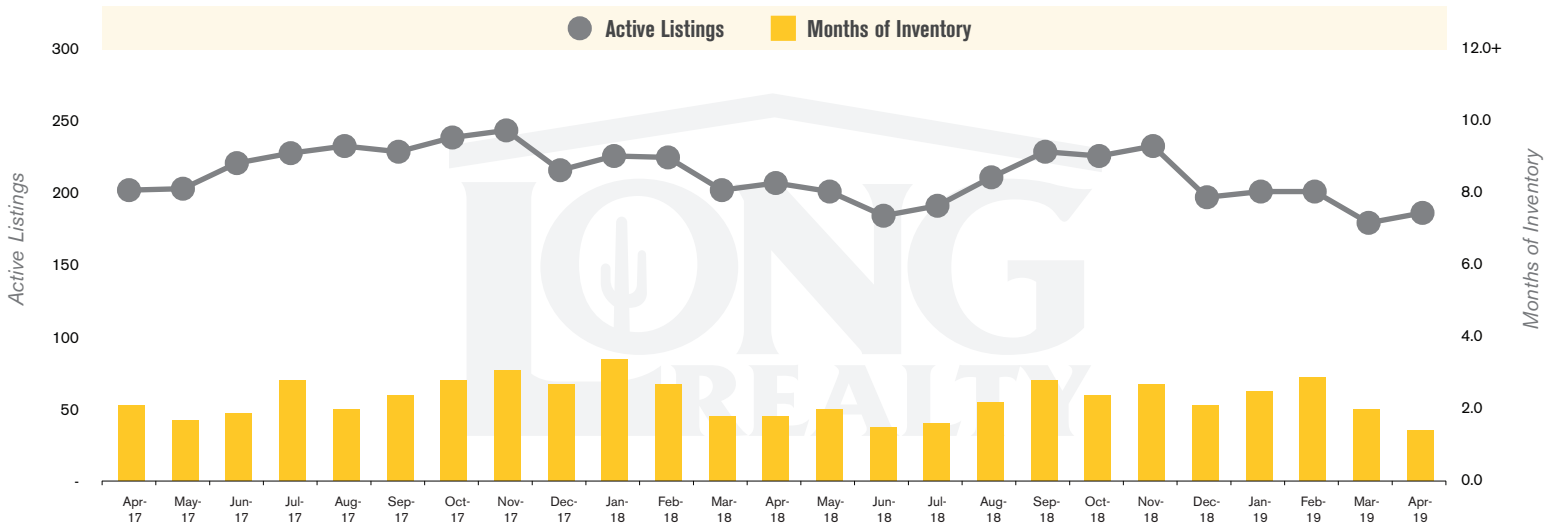


In the Tucson West area, April 2019 active inventory was 189, a 10% decrease from April 2018. There were 133 closings in April 2019, a 13% increase from April 2018. Year-to-date 2019 there were 379 closings, a 2% decrease from year-to-date 2018. Months of Inventory was 1.4, down from 1.8 in April 2018. Median price of sold homes was \$238,000 for the month of April 2019, up 6% from April 2018. The Tucson West area had 126 new properties under contract in April 2019, up 5% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



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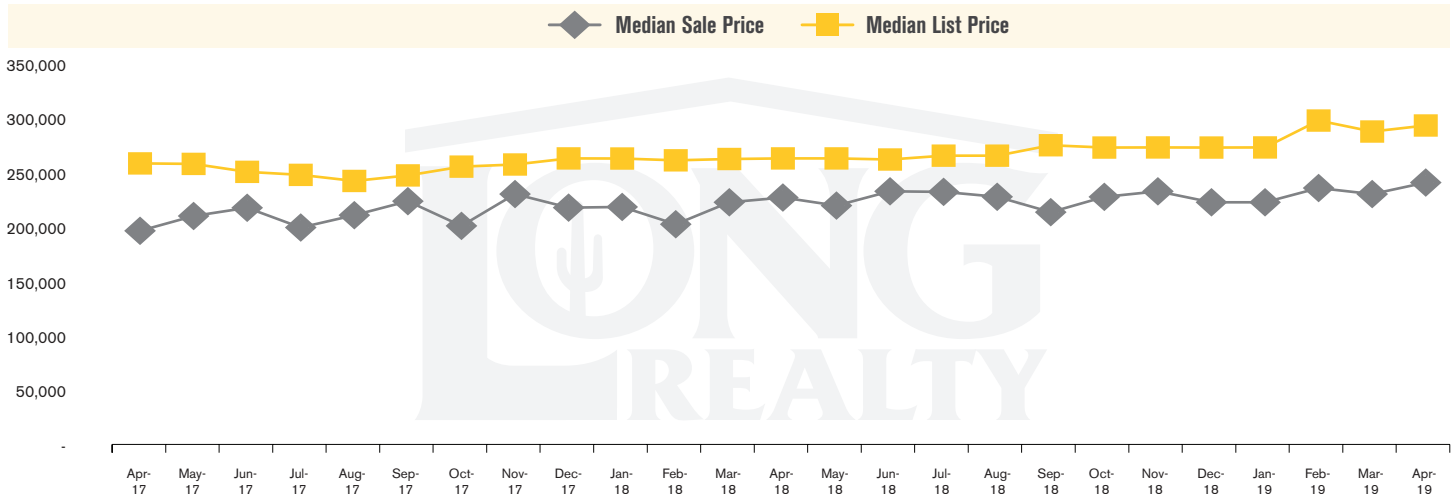
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)

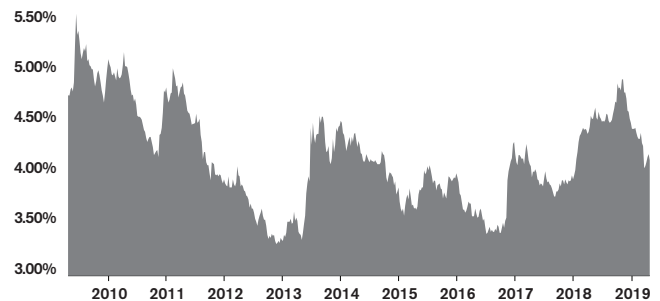


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$224,338	4.470%	\$1,076.06
2019	\$238,000	4.140%	\$1,097.76

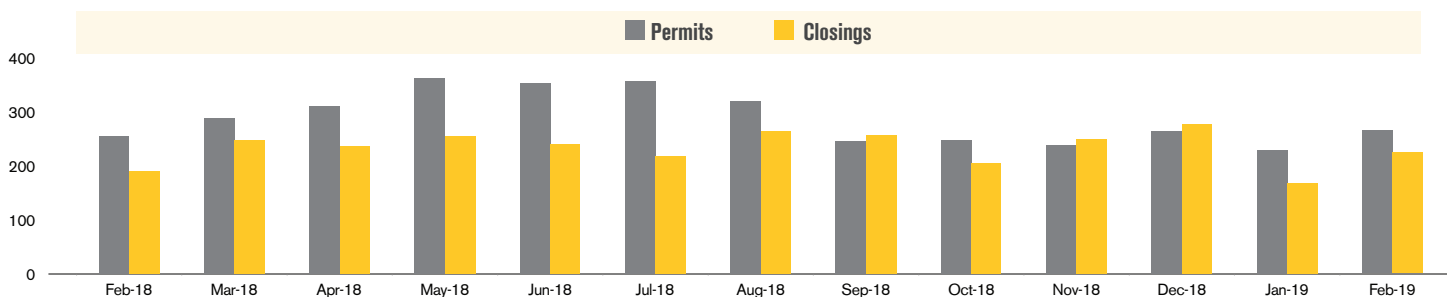
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 WEST)

	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	2	2	3	4	2	2	2	1.0	0.7	Seller
\$75,000 - 99,999	1	2	0	0	0	4	1	1.0	1.4	Seller
\$100,000 - 124,999	2	2	5	6	3	5	7	0.3	0.4	Seller
\$125,000 - 149,999	3	7	10	6	4	6	8	0.4	0.9	Seller
\$150,000 - 174,999	4	5	8	5	5	7	12	0.3	0.5	Seller
\$175,000 - 199,999	5	9	13	14	8	8	11	0.5	0.8	Seller
\$200,000 - 224,999	17	15	15	9	9	15	16	1.1	1.2	Seller
\$225,000 - 249,999	8	9	8	4	15	16	12	0.7	0.7	Seller
\$250,000 - 274,999	16	4	7	8	8	9	9	1.8	1.9	Seller
\$275,000 - 299,999	24	6	8	14	4	7	13	1.8	2.5	Seller
\$300,000 - 349,999	31	11	7	4	6	5	12	2.6	3.7	Seller
\$350,000 - 399,999	13	9	5	2	4	4	4	3.3	2.6	Seller
\$400,000 - 499,999	20	5	3	5	3	2	13	1.5	3.7	Seller
\$500,000 - 599,999	10	1	3	3	1	4	6	1.7	3.1	Seller
\$600,000 - 699,999	4	3	1	1	0	0	3	1.3	5.7	Balanced
\$700,000 - 799,999	20	2	0	0	1	0	2	10.0	17.3	Buyer
\$800,000 - 899,999	1	0	0	0	0	2	1	1.0	3.3	Seller
\$900,000 - 999,999	2	0	0	1	0	0	1	2.0	5.0	Balanced
\$1,000,000 - and over	6	1	1	0	0	0	0	n/a	n/a	n/a
TOTAL	189	93	97	86	74	96	133	1.4	1.9	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 WEST)

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

22.4%

Tierra Antigua Realty

17.9%

Realty Executives Tucson Elite

10.1%

Coldwell Banker Residential Brokerage

6.3%

Keller Williams Southern Arizona

6.1%

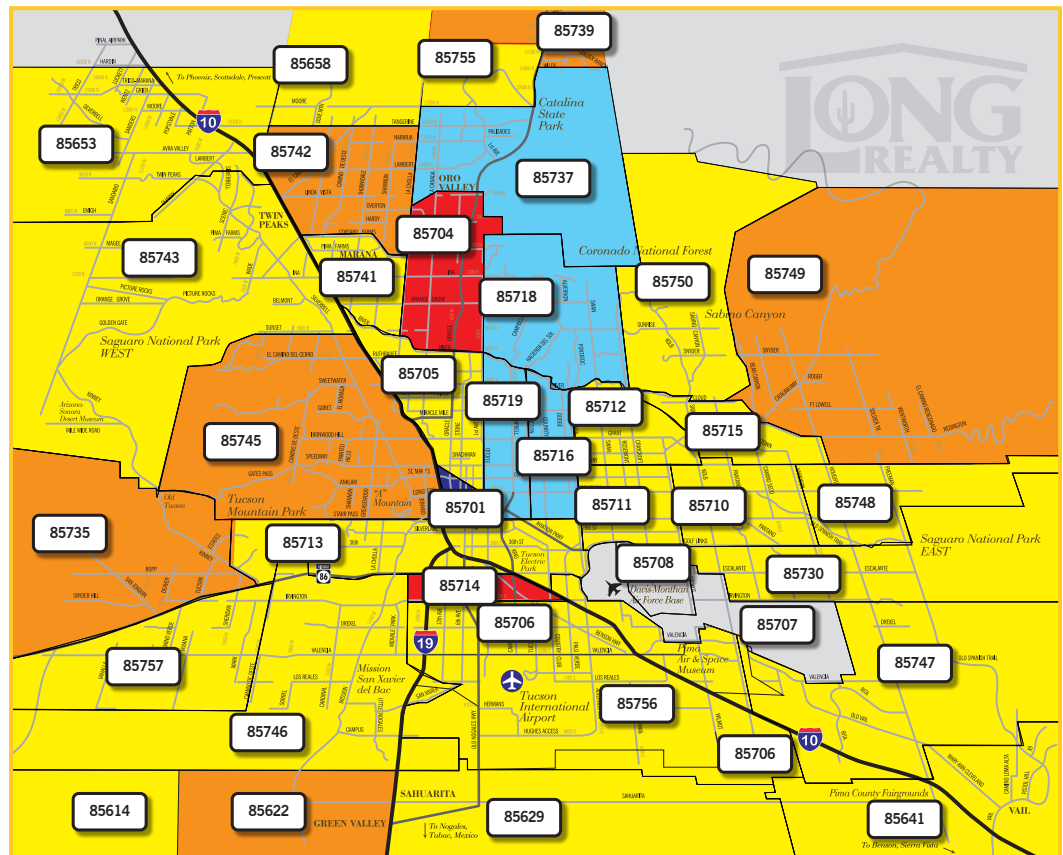
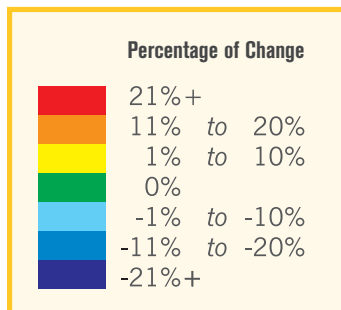
Exp Realty

3.8%

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.