

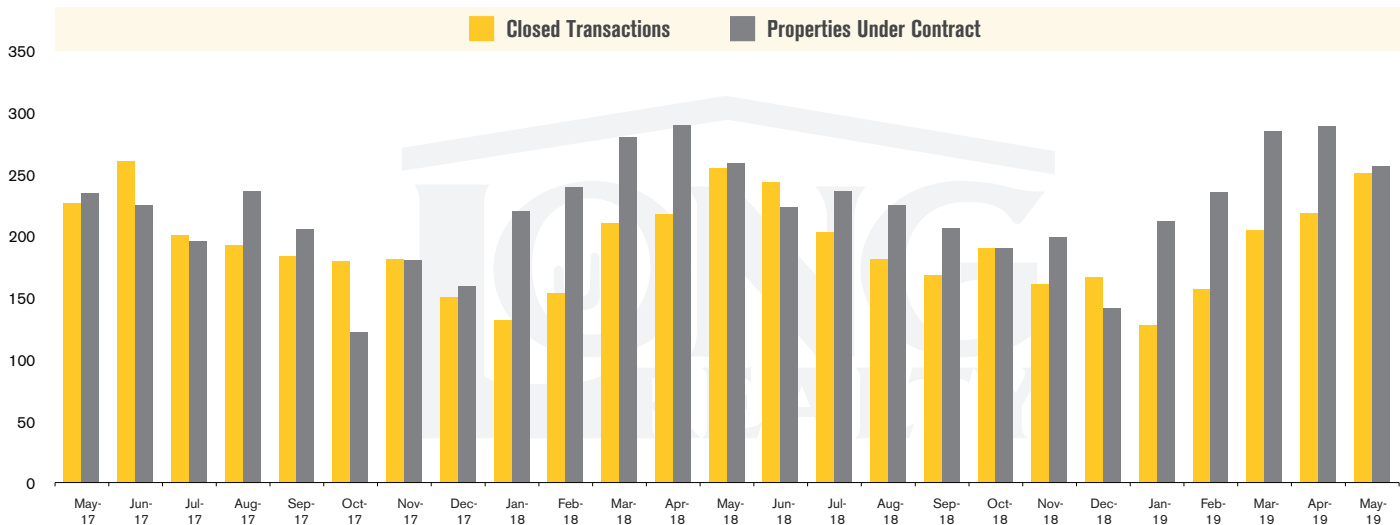
THE HOUSING REPORT

TUCSON CENTRAL | JUNE 2019

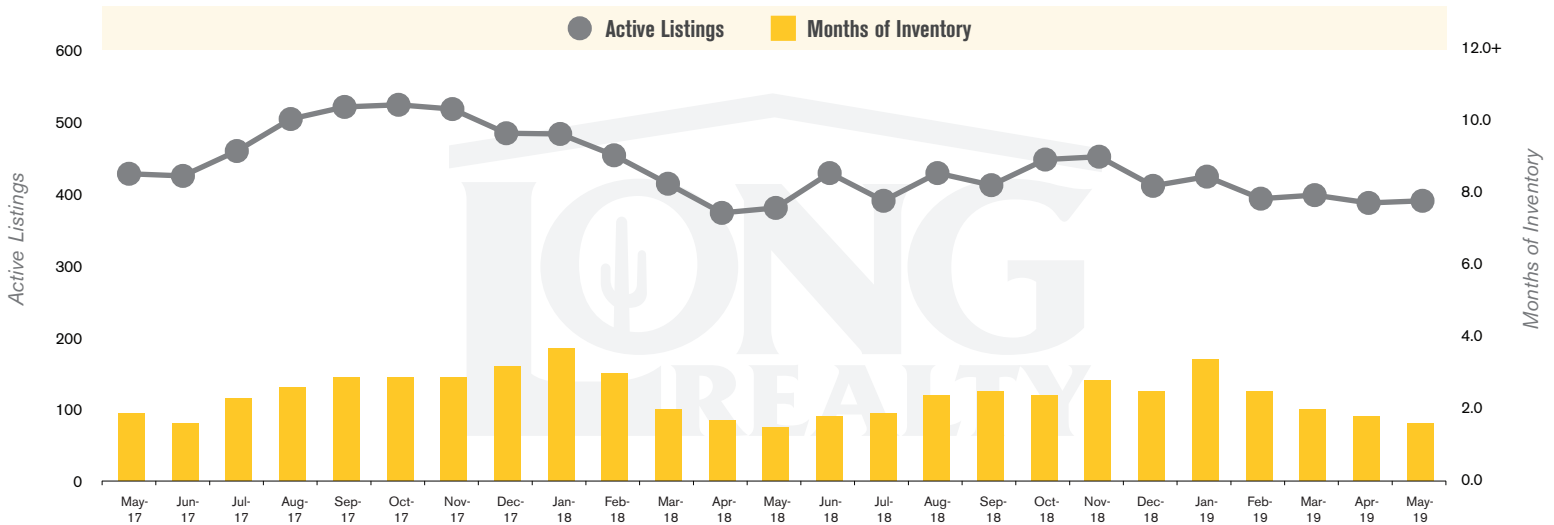


In the Tucson Central area, May 2019 active inventory was 395, a 3% increase from May 2018. There were 252 closings in May 2019, a 2% decrease from May 2018. Year-to-date 2019 there were 961 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 1.6, up from 1.5 in May 2018. Median price of sold homes was \$186,750 for the month of May 2019, up 17% from May 2018. The Tucson Central area had 257 new properties under contract in May 2019, down 1% from May 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

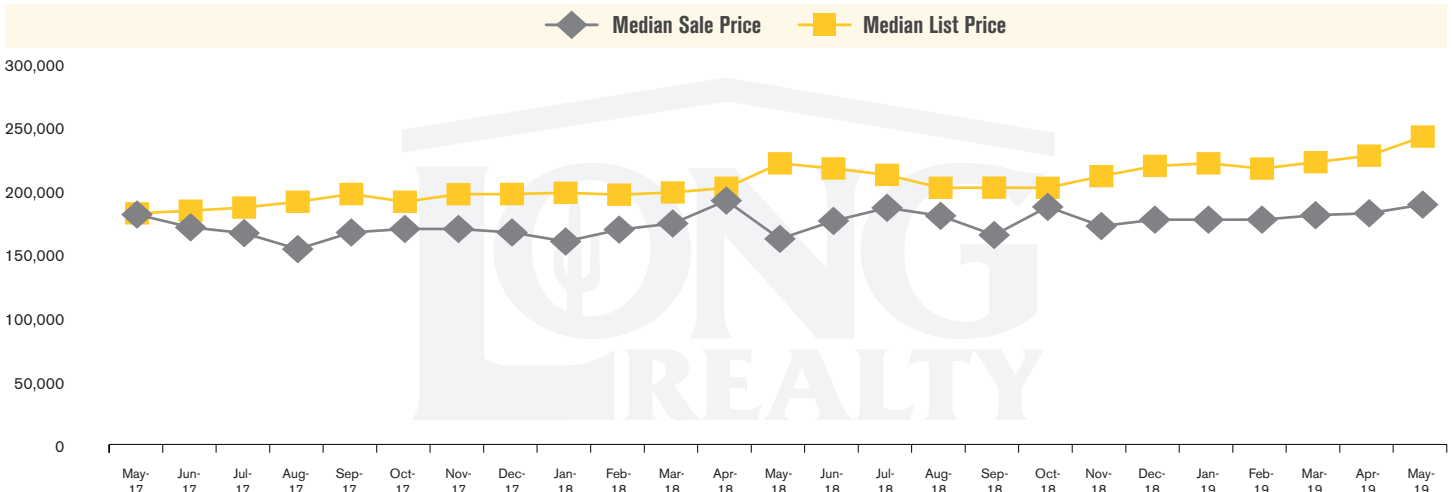
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | JUNE 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

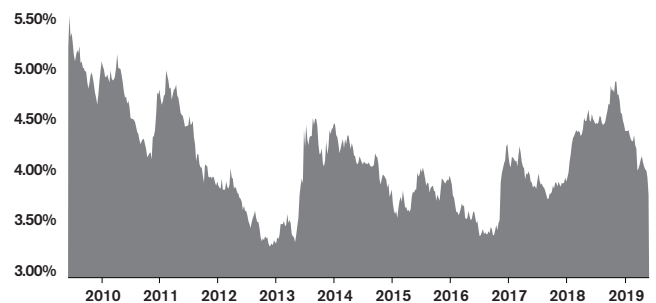


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$160,000	4.625%	\$781.49
2019	\$186,750	4.000%	\$846.99

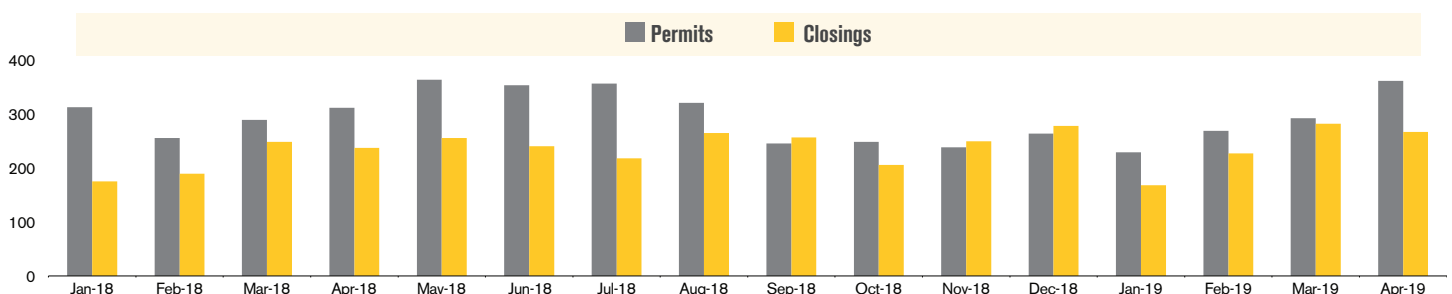
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For April 2019, new home permits were **down 2%** year-to-date from 2018 and new home closings were **up 11%** year to date from 2018.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 06/05/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | JUNE 2019



MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19			
\$1 - 49,999	4	2	0	4	2	4	1	4.0	0.9	Seller
\$50,000 - 74,999	6	8	3	3	4	13	4	1.5	0.9	Seller
\$75,000 - 99,999	9	8	3	7	13	15	12	0.8	0.7	Seller
\$100,000 - 124,999	12	18	17	11	12	19	16	0.8	0.8	Seller
\$125,000 - 149,999	21	22	20	24	34	19	28	0.8	0.9	Seller
\$150,000 - 174,999	27	29	20	33	39	41	40	0.7	0.8	Seller
\$175,000 - 199,999	54	28	15	20	33	32	35	1.5	1.4	Seller
\$200,000 - 224,999	21	19	10	16	23	23	22	1.0	1.0	Seller
\$225,000 - 249,999	32	8	11	12	11	14	26	1.2	1.9	Seller
\$250,000 - 274,999	27	4	9	8	8	14	13	2.1	2.4	Seller
\$275,000 - 299,999	41	7	7	10	10	10	9	4.6	3.4	Seller
\$300,000 - 349,999	34	10	8	6	16	12	13	2.6	2.9	Seller
\$350,000 - 399,999	37	8	3	6	2	6	11	3.4	5.8	Balanced
\$400,000 - 499,999	25	4	6	7	8	7	15	1.7	2.8	Seller
\$500,000 - 599,999	15	0	1	1	1	2	2	7.5	7.8	Slightly Buyer
\$600,000 - 699,999	7	1	1	2	0	1	1	7.0	10.0	Buyer
\$700,000 - 799,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	0	0	0	0	2	2.0	4.5	Slightly Seller
\$900,000 - 999,999	3	0	0	1	0	0	1	3.0	12.0	Buyer
\$1,000,000 - and over	6	0	0	0	0	0	1	6.0	17.0	Buyer
TOTAL	395	176	134	171	216	232	252	1.6	1.7	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2019-05/31/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | JUNE 2019



MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 05/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

25.5%

Tierra Antigua Realty

16.8%

Realty Executives Tucson Elite

9.7%

Keller Williams Southern Arizona

6.6%

Exp Realty

3.7%

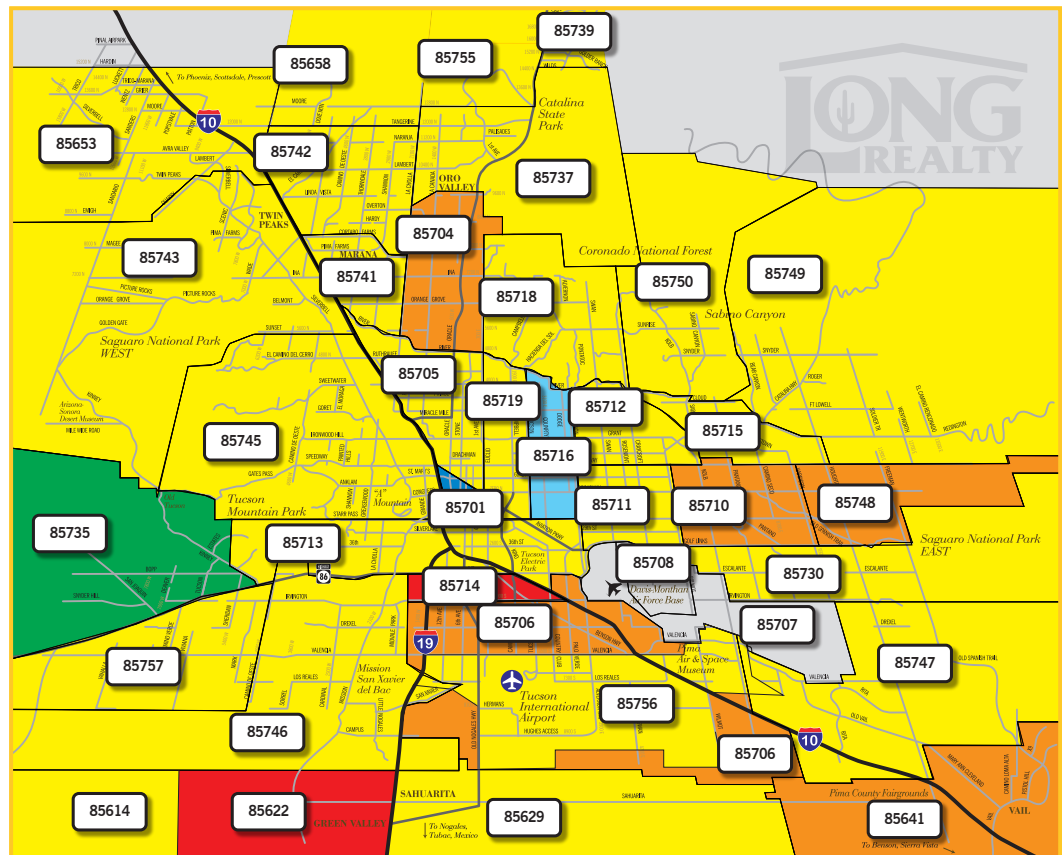
Homesmart Advantage Group

3.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2018-MAY 2018 TO
MAR 2019-MAY 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.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from March 2018-May 2018 to March 2019-May 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/05/2019. Information is believed to be reliable, but not guaranteed.