

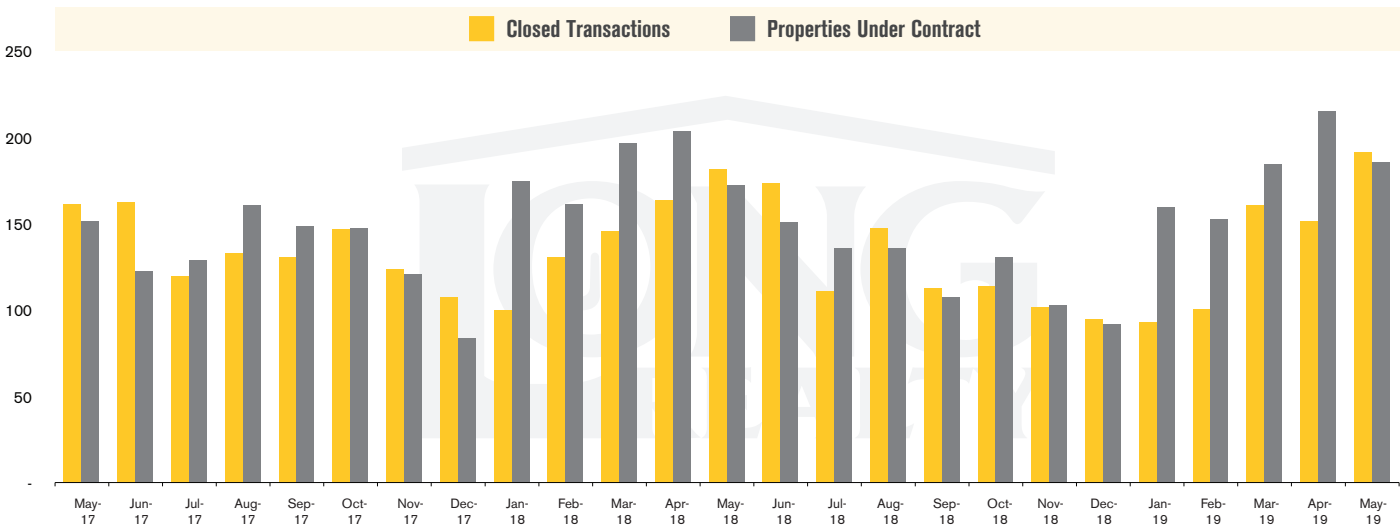
THE HOUSING REPORT

TUCSON NORTH | JUNE 2019

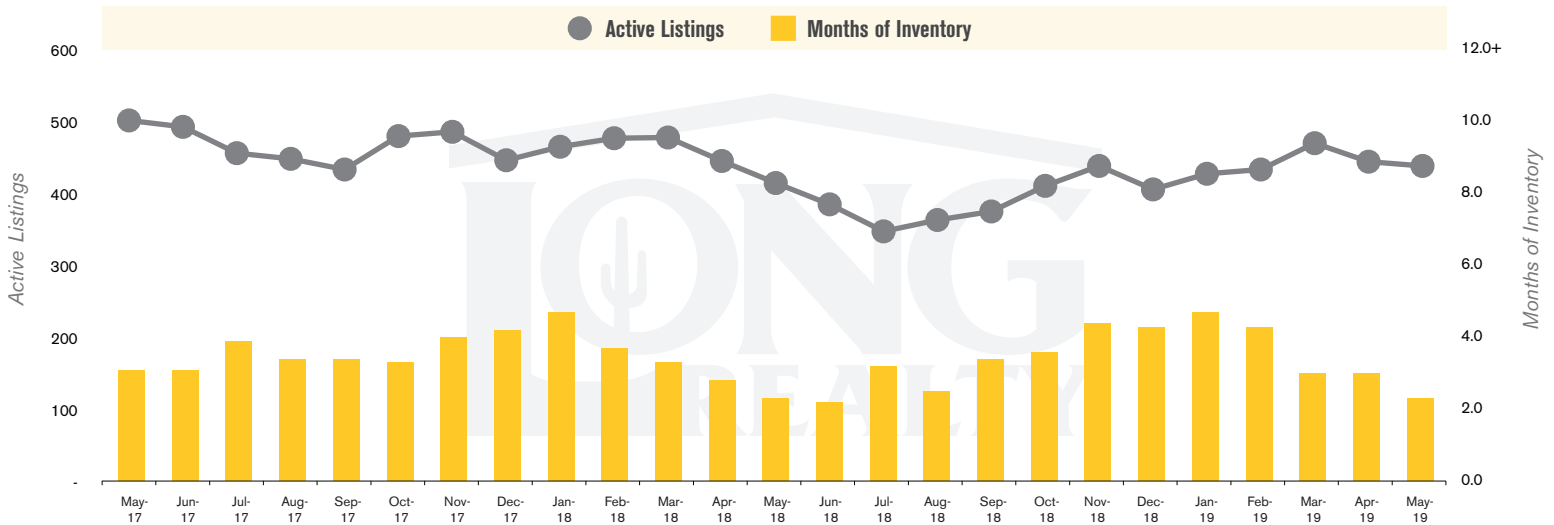


In the Tucson North area, May 2019 active inventory was 444, a 6% increase from May 2018. There were 192 closings in May 2019, a 5% increase from May 2018. Year-to-date 2019 there were 699 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 2.3, unchanged from 2.3 in May 2018. Median price of sold homes was \$371,000 for the month of May 2019, up 6% from May 2018. The Tucson North area had 186 new properties under contract in May 2019, up 8% from May 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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

Long Realty Company

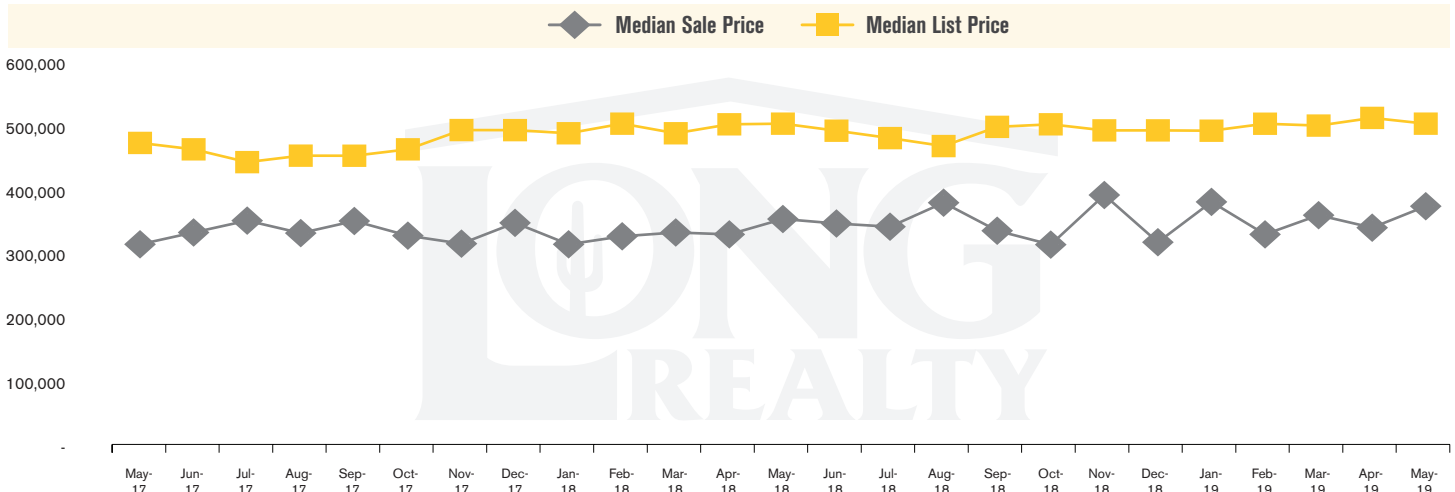
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | JUNE 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

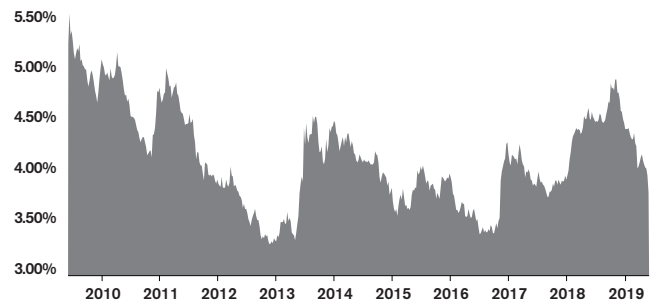


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$335,000 | 6.140% | \$1,936.81 |
| 2018 | \$351,000 | 4.625% | \$1,714.40 |
| 2019 | \$371,000 | 4.000% | \$1,682.65 |

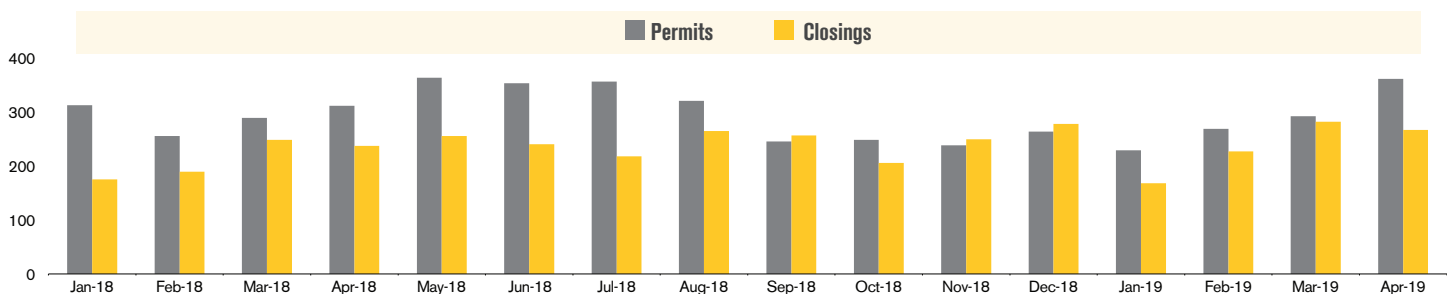
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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 NORTH | JUNE 2019



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 |
|------------------------|-----------------|----------------------------|-----------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Apr-19 | May-19 | | | |
| \$1 - 49,999 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | n/a | 1.0 | Seller |
| \$50,000 - 74,999 | 1 | 1 | 2 | 2 | 3 | 2 | 2 | 0.5 | 0.6 | Seller |
| \$75,000 - 99,999 | 3 | 2 | 0 | 2 | 0 | 1 | 2 | 1.5 | 1.3 | Seller |
| \$100,000 - 124,999 | 1 | 2 | 2 | 2 | 2 | 7 | 7 | 0.1 | 0.6 | Seller |
| \$125,000 - 149,999 | 9 | 10 | 6 | 5 | 9 | 10 | 7 | 1.3 | 1.2 | Seller |
| \$150,000 - 174,999 | 10 | 8 | 7 | 10 | 15 | 8 | 10 | 1.0 | 1.0 | Seller |
| \$175,000 - 199,999 | 17 | 8 | 3 | 6 | 13 | 12 | 9 | 1.9 | 1.4 | Seller |
| \$200,000 - 224,999 | 16 | 4 | 4 | 5 | 11 | 8 | 13 | 1.2 | 1.2 | Seller |
| \$225,000 - 249,999 | 11 | 2 | 4 | 6 | 3 | 8 | 11 | 1.0 | 1.3 | Seller |
| \$250,000 - 274,999 | 4 | 3 | 4 | 6 | 5 | 6 | 8 | 0.5 | 1.2 | Seller |
| \$275,000 - 299,999 | 6 | 4 | 4 | 5 | 1 | 6 | 6 | 1.0 | 1.8 | Seller |
| \$300,000 - 349,999 | 20 | 7 | 7 | 8 | 19 | 14 | 13 | 1.5 | 1.3 | Seller |
| \$350,000 - 399,999 | 36 | 7 | 11 | 10 | 17 | 13 | 15 | 2.4 | 2.2 | Seller |
| \$400,000 - 499,999 | 53 | 13 | 13 | 18 | 31 | 22 | 35 | 1.5 | 2.0 | Seller |
| \$500,000 - 599,999 | 41 | 7 | 12 | 6 | 8 | 15 | 18 | 2.3 | 3.7 | Seller |
| \$600,000 - 699,999 | 46 | 5 | 8 | 4 | 13 | 3 | 18 | 2.6 | 3.5 | Seller |
| \$700,000 - 799,999 | 32 | 3 | 5 | 3 | 6 | 11 | 5 | 6.4 | 4.7 | Slightly Seller |
| \$800,000 - 899,999 | 32 | 3 | 1 | 2 | 2 | 4 | 4 | 8.0 | 9.1 | Buyer |
| \$900,000 - 999,999 | 21 | 3 | 1 | 0 | 3 | 2 | 2 | 10.5 | 10.0 | Buyer |
| \$1,000,000 - and over | 85 | 4 | 3 | 5 | 4 | 3 | 7 | 12.1 | 18.6 | Buyer |
| TOTAL | 444 | 96 | 97 | 105 | 165 | 156 | 192 | 2.3 | 2.7 | 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 NORTH | JUNE 2019



MARKET SHARE (TUCSON NORTH)

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

44.9%

Tierra Antigua Realty

13.0%

Realty Executives Tucson Elite

5.6%

Coldwell Banker Residential Brokerage

5.6%

Russ Lyon Sotheby's International Realty

5.2%

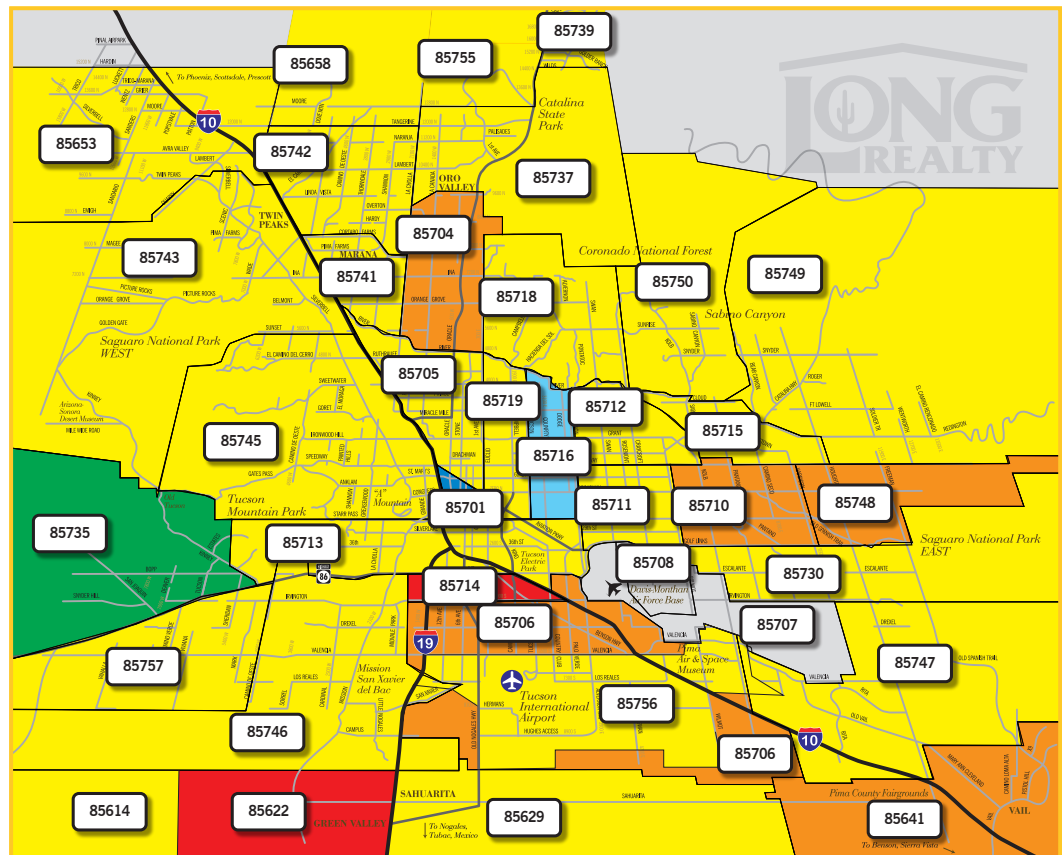
Keller Williams Southern Arizona

4.8%

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.