

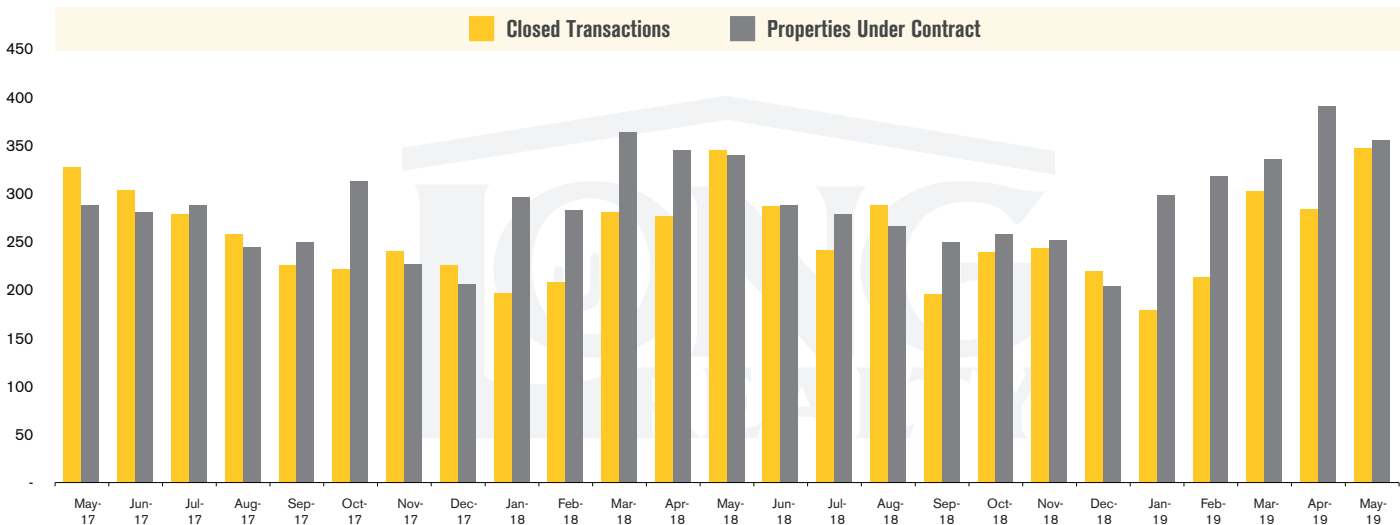
THE HOUSING REPORT

TUCSON NORTHWEST | JUNE 2019

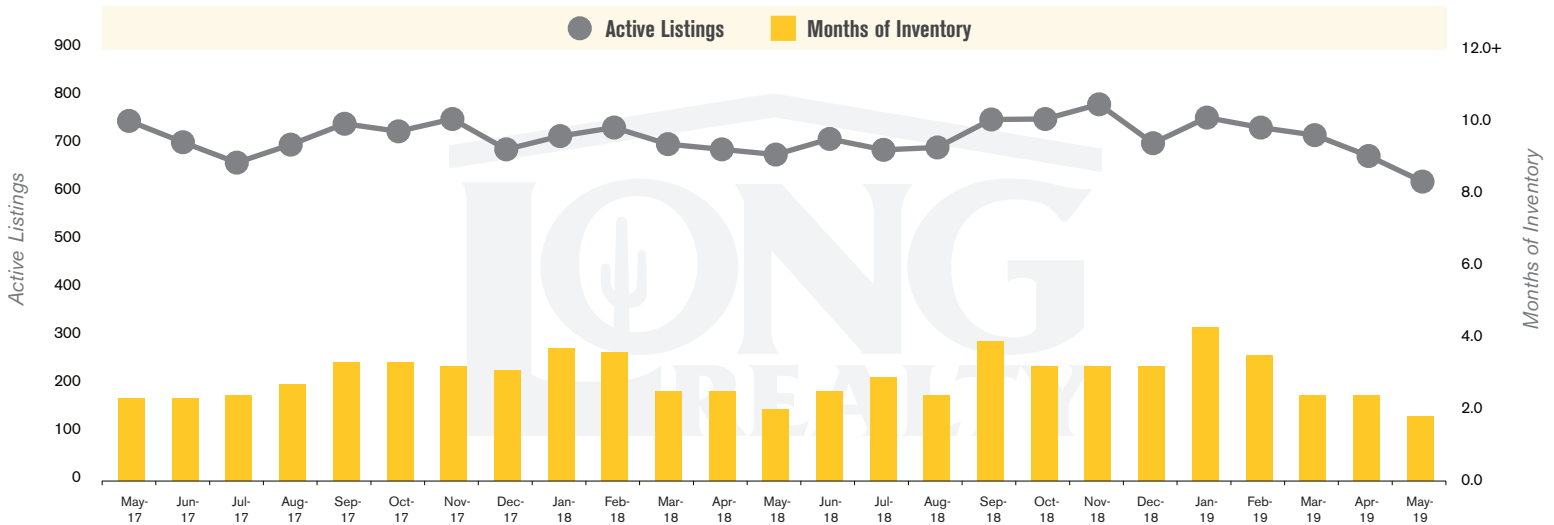


In the Tucson Northwest area, May 2019 active inventory was 633, an 8% decrease from May 2018. There were 350 closings in May 2019, a 1% increase from May 2018. Year-to-date 2019 there were 1,336 closings, a 1% increase from year-to-date 2018. Months of Inventory was 1.8, down from 2.0 in May 2018. Median price of sold homes was \$275,000 for the month of May 2019, up 4% from May 2018. The Tucson Northwest area had 358 new properties under contract in May 2019, up 5% from May 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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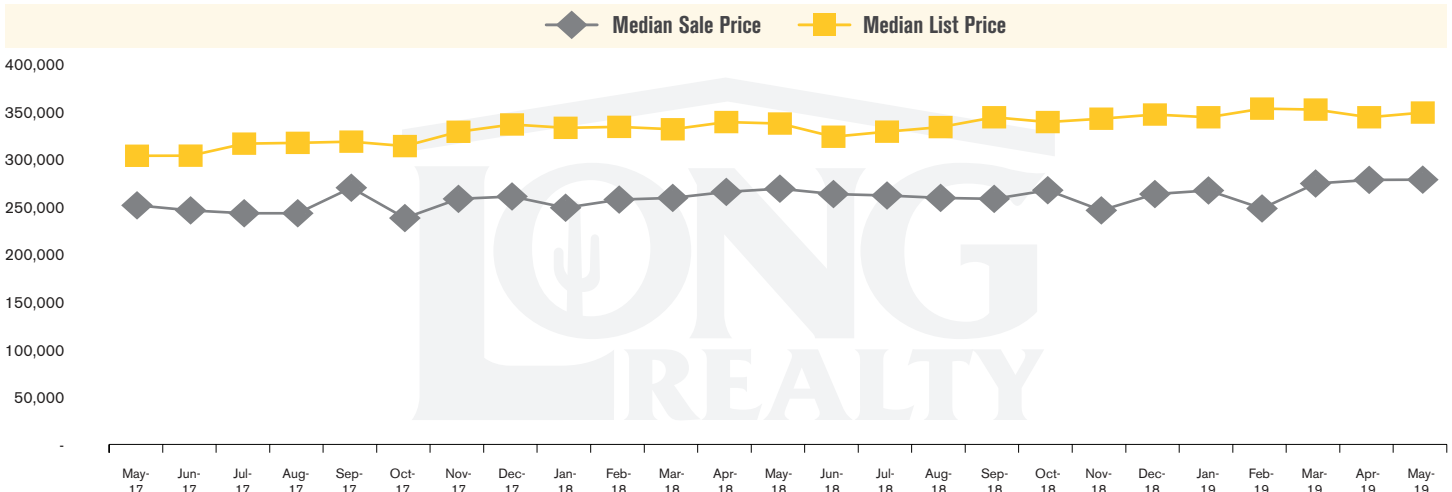
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

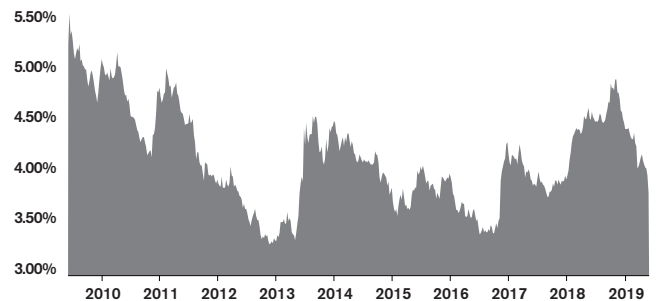


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$265,610	4.625%	\$1,297.33
2019	\$275,000	4.000%	\$1,247.25

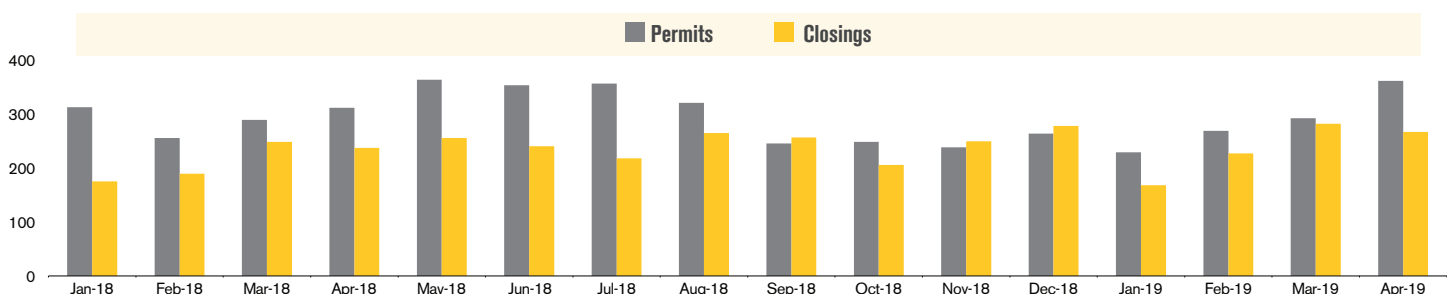
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

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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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19			
\$1 - 49,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	1	1	2	1	0	n/a	0.3	Seller
\$75,000 - 99,999	3	0	0	1	0	2	0	n/a	3.5	Seller
\$100,000 - 124,999	3	5	1	2	6	1	0	n/a	0.9	Seller
\$125,000 - 149,999	5	7	0	7	3	1	5	1.0	1.1	Seller
\$150,000 - 174,999	4	16	14	10	9	16	12	0.3	0.5	Seller
\$175,000 - 199,999	13	28	20	32	39	21	39	0.3	0.5	Seller
\$200,000 - 224,999	32	21	26	34	39	45	40	0.8	0.9	Seller
\$225,000 - 249,999	43	25	21	33	26	31	51	0.8	1.2	Seller
\$250,000 - 274,999	38	22	18	18	35	27	27	1.4	1.4	Seller
\$275,000 - 299,999	52	15	18	21	36	18	29	1.8	1.8	Seller
\$300,000 - 349,999	98	32	16	16	42	44	48	2.0	2.2	Seller
\$350,000 - 399,999	74	19	16	14	28	30	37	2.0	2.8	Seller
\$400,000 - 499,999	84	24	18	13	25	25	35	2.4	3.2	Seller
\$500,000 - 599,999	30	6	9	10	15	9	10	3.0	3.2	Seller
\$600,000 - 699,999	32	6	1	6	6	4	6	5.3	6.5	Balanced
\$700,000 - 799,999	31	3	1	7	4	7	3	10.3	7.2	Slightly Buyer
\$800,000 - 899,999	21	3	2	3	0	1	3	7.0	18.0	Buyer
\$900,000 - 999,999	14	3	1	0	1	2	1	14.0	11.0	Buyer
\$1,000,000 - and over	55	1	3	0	3	4	4	13.8	16.4	Buyer
TOTAL	633	236	186	229	319	289	350	1.8	2.1	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 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.

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MARKET SHARE (TUCSON NORTHWEST)

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

28.2%

Tierra Antigua Realty

12.9%

Coldwell Banker Residential Brokerage

8.1%

Realty Executives Tucson Elite

7.1%

Keller Williams Southern Arizona

5.5%

Exp Realty

3.9%

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.

