

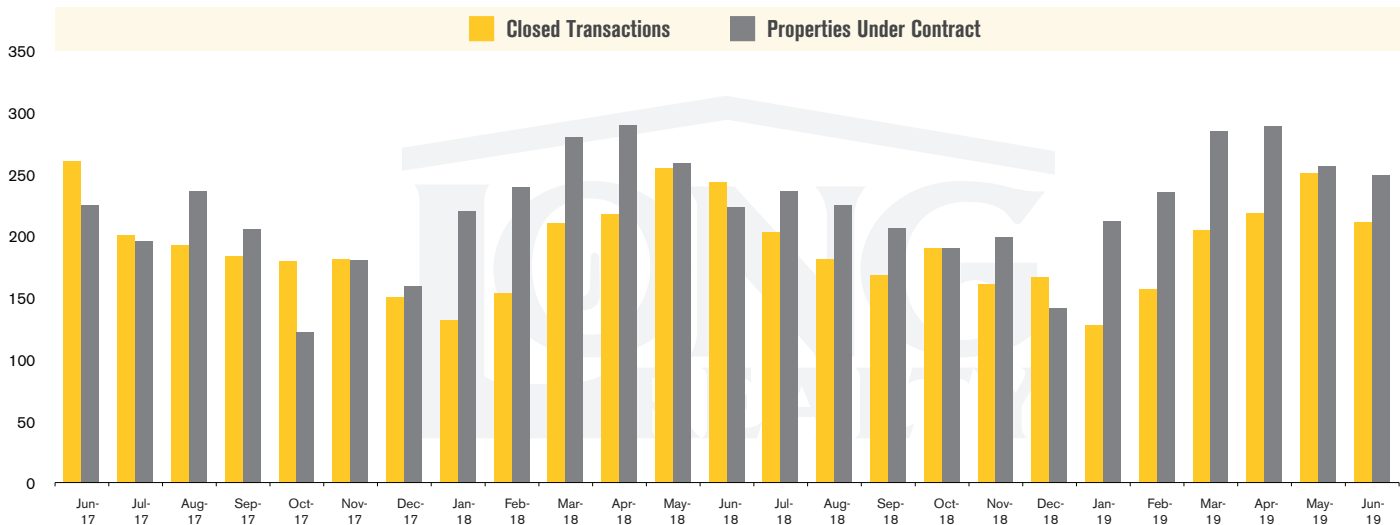
THE HOUSING REPORT

TUCSON CENTRAL | JULY 2019

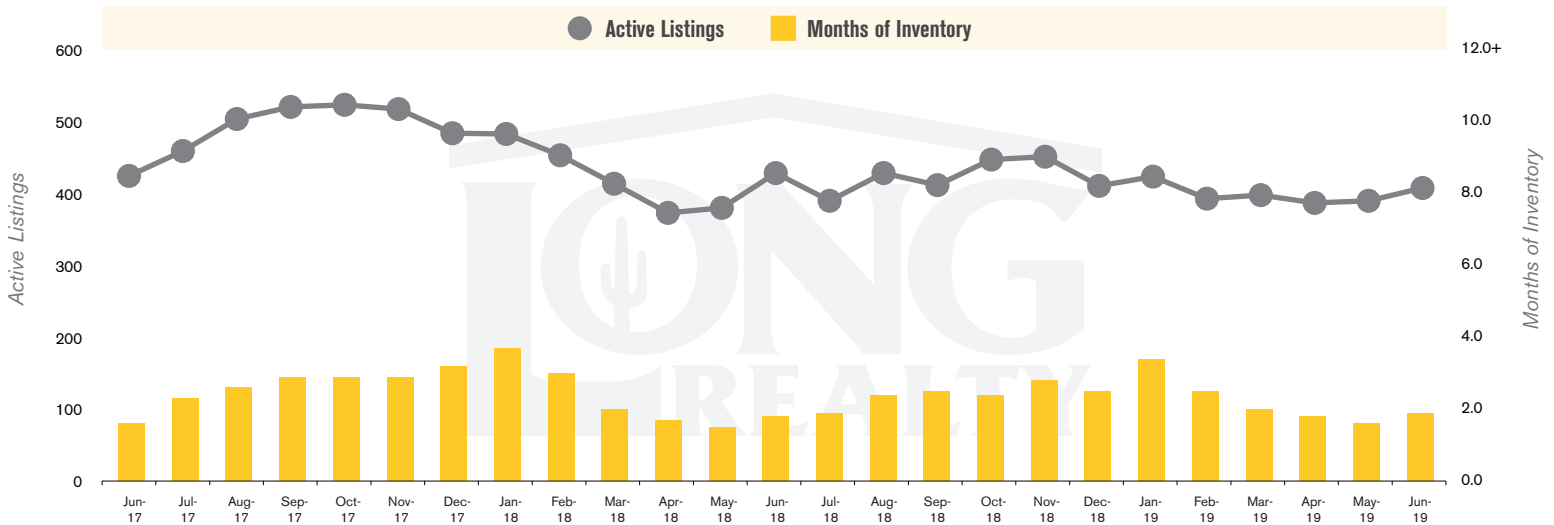


In the Tucson Central area, June 2019 active inventory was 413, a 5% decrease from June 2018. There were 212 closings in June 2019, a 13% decrease from June 2018. Year-to-date 2019 there were 1,173 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 1.9, up from 1.8 in June 2018. Median price of sold homes was \$193,000 for the month of June 2019, up 11% from June 2018. The Tucson Central area had 250 new properties under contract in June 2019, up 12% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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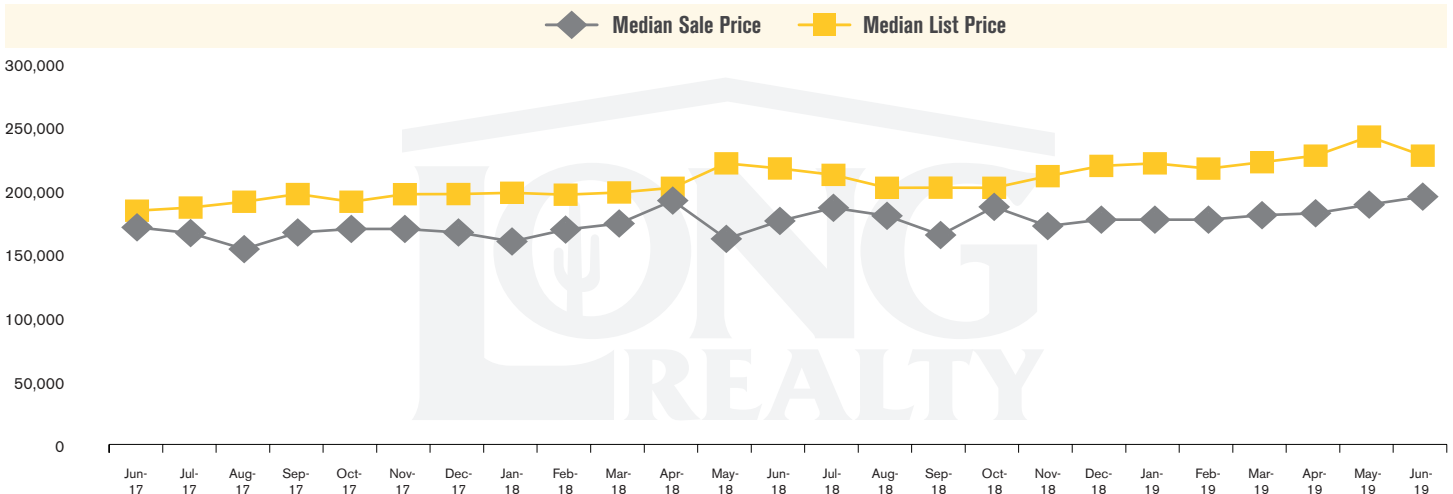
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

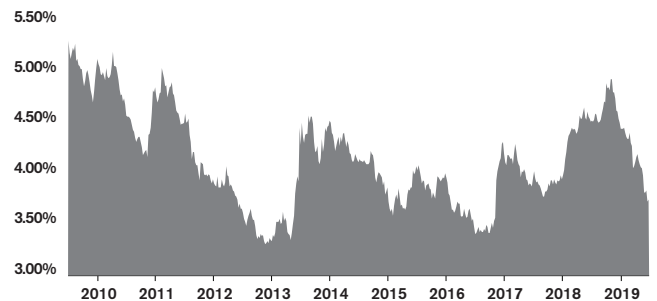


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$174,000	4.500%	\$837.55
2019	\$193,000	4.000%	\$875.34

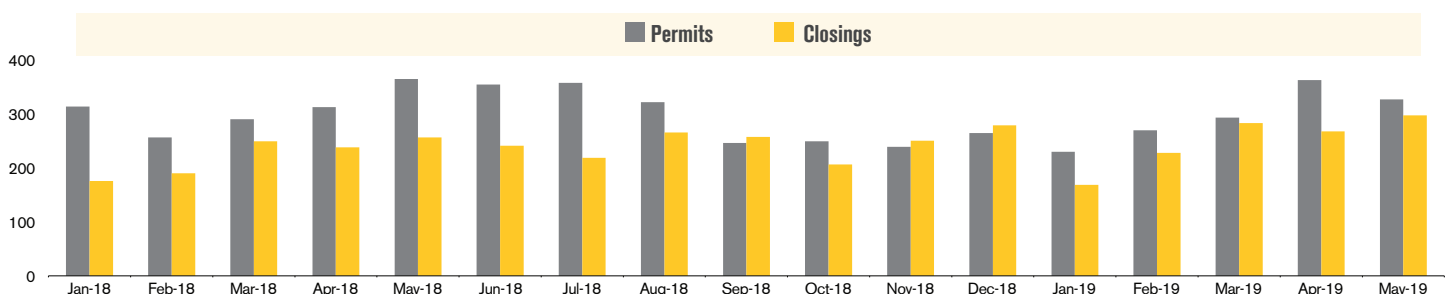
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** year to date from 2018.

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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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$1 - 49,999	4	0	4	2	4	1	1	4.0	1.5	Seller
\$50,000 - 74,999	3	3	3	4	13	4	7	0.4	0.6	Seller
\$75,000 - 99,999	6	3	7	13	15	13	13	0.5	0.6	Seller
\$100,000 - 124,999	12	17	11	12	19	16	12	1.0	0.8	Seller
\$125,000 - 149,999	22	20	24	34	19	32	31	0.7	0.8	Seller
\$150,000 - 174,999	35	20	33	39	41	42	23	1.5	0.8	Seller
\$175,000 - 199,999	50	15	20	33	33	35	23	2.2	1.6	Seller
\$200,000 - 224,999	30	10	16	23	23	22	28	1.1	1.0	Seller
\$225,000 - 249,999	38	11	12	11	14	29	20	1.9	1.6	Seller
\$250,000 - 274,999	28	9	8	8	15	15	9	3.1	2.3	Seller
\$275,000 - 299,999	46	7	10	10	10	10	16	2.9	3.3	Seller
\$300,000 - 349,999	38	8	6	16	12	14	14	2.7	2.9	Seller
\$350,000 - 399,999	34	3	6	2	6	12	1	34.0	5.5	Balanced
\$400,000 - 499,999	30	6	7	8	7	15	6	5.0	3.1	Seller
\$500,000 - 599,999	13	1	1	1	2	2	4	3.3	5.1	Balanced
\$600,000 - 699,999	5	1	2	0	1	1	0	n/a	9.5	Buyer
\$700,000 - 799,999	7	0	0	0	0	0	4	1.8	7.3	Slightly Buyer
\$800,000 - 899,999	4	0	0	0	0	2	0	n/a	5.0	Balanced
\$900,000 - 999,999	2	0	1	0	0	1	0	n/a	9.0	Buyer
\$1,000,000 - and over	6	0	0	0	0	1	0	n/a	18.0	Buyer
TOTAL	413	134	171	216	234	267	212	1.9	1.7	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 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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25.6%

Tierra Antigua Realty

16.8%

Realty Executives Tucson Elite

10.0%

Keller Williams Southern Arizona

6.8%

Exp Realty

3.7%

Homesmart Advantage Group

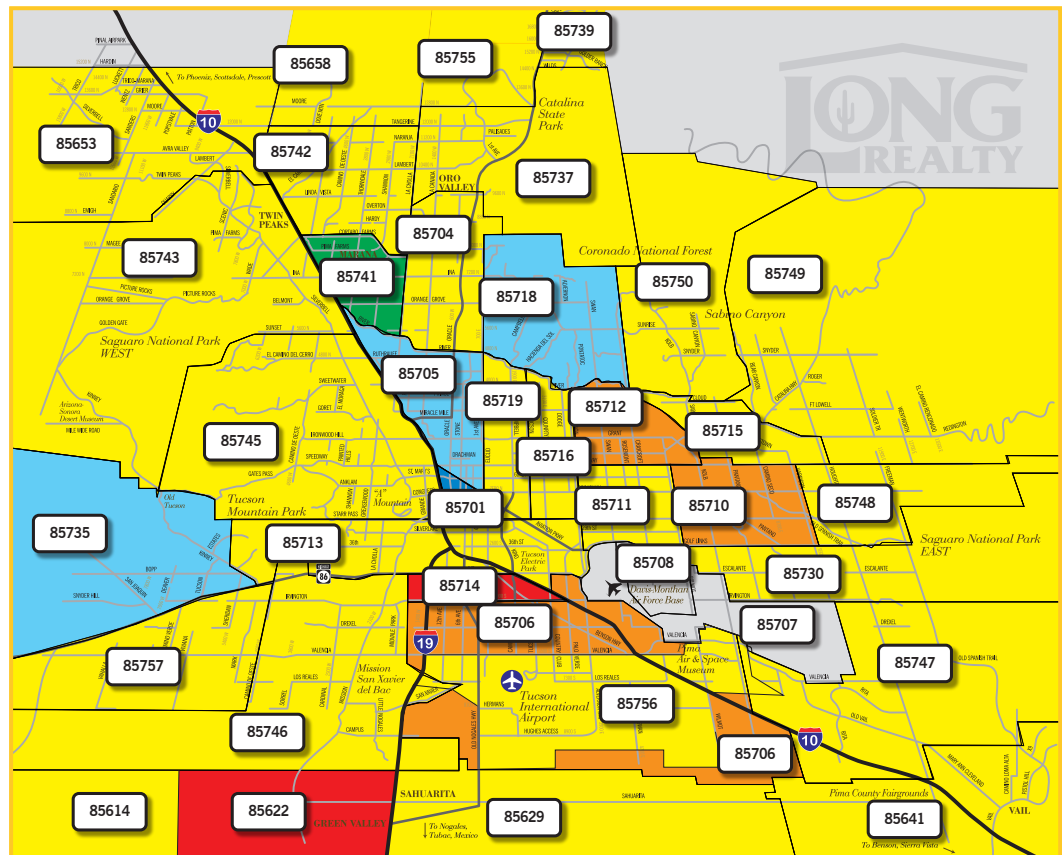
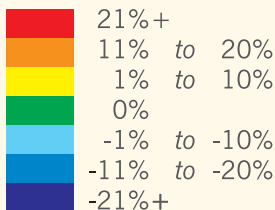
3.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2018-JUN 2018 TO
APR 2019-JUN 2019)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



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 April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.