

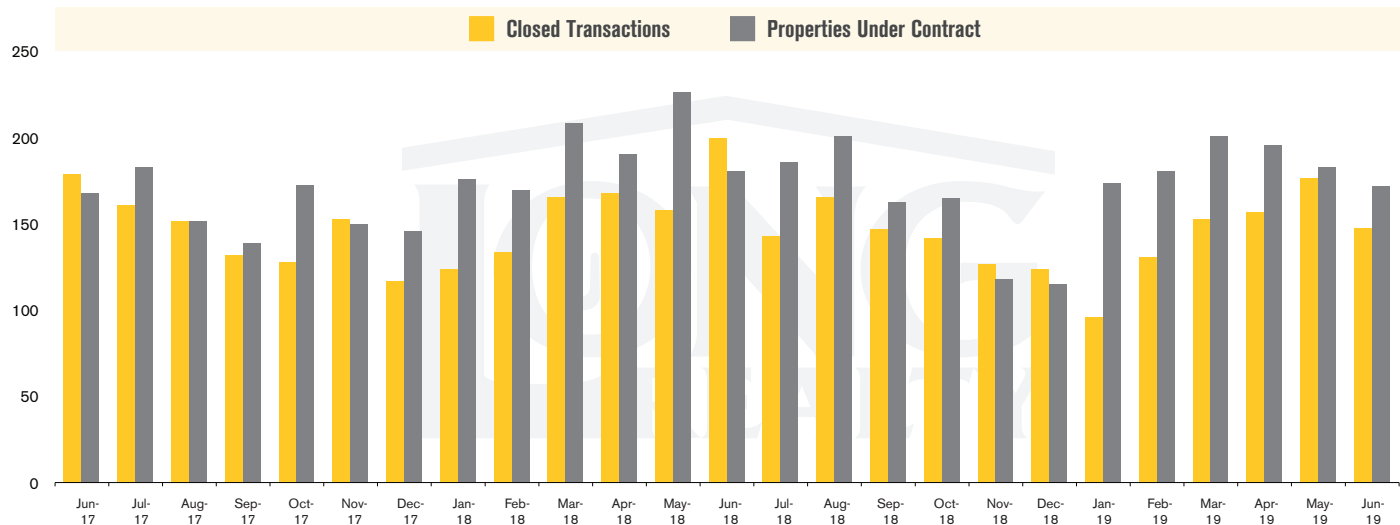
THE HOUSING REPORT

TUCSON EAST | JULY 2019

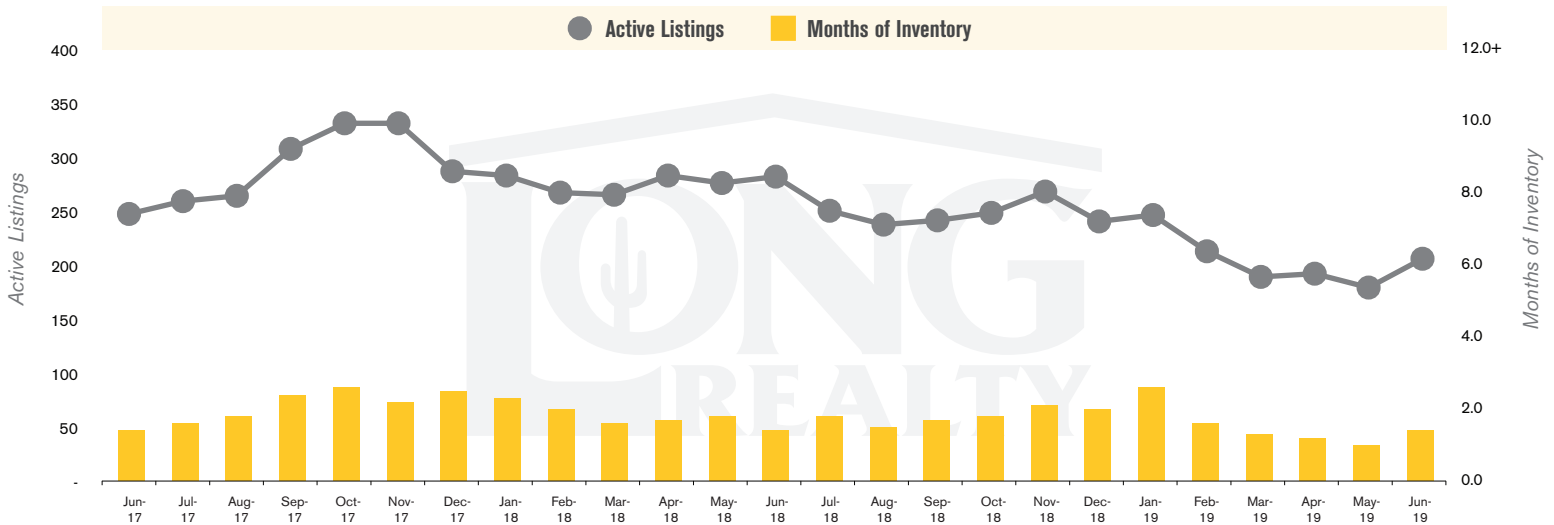


In the Tucson East area, June 2019 active inventory was 209, a 27% decrease from June 2018. There were 148 closings in June 2019, a 26% decrease from June 2018. Year-to-date 2019 there were 862 closings, a 9% decrease from year-to-date 2018. Months of Inventory was 1.4, unchanged from 1.4 in June 2018. Median price of sold homes was \$200,000 for the month of June 2019, up 14% from June 2018. The Tucson East area had 172 new properties under contract in June 2019, down 5% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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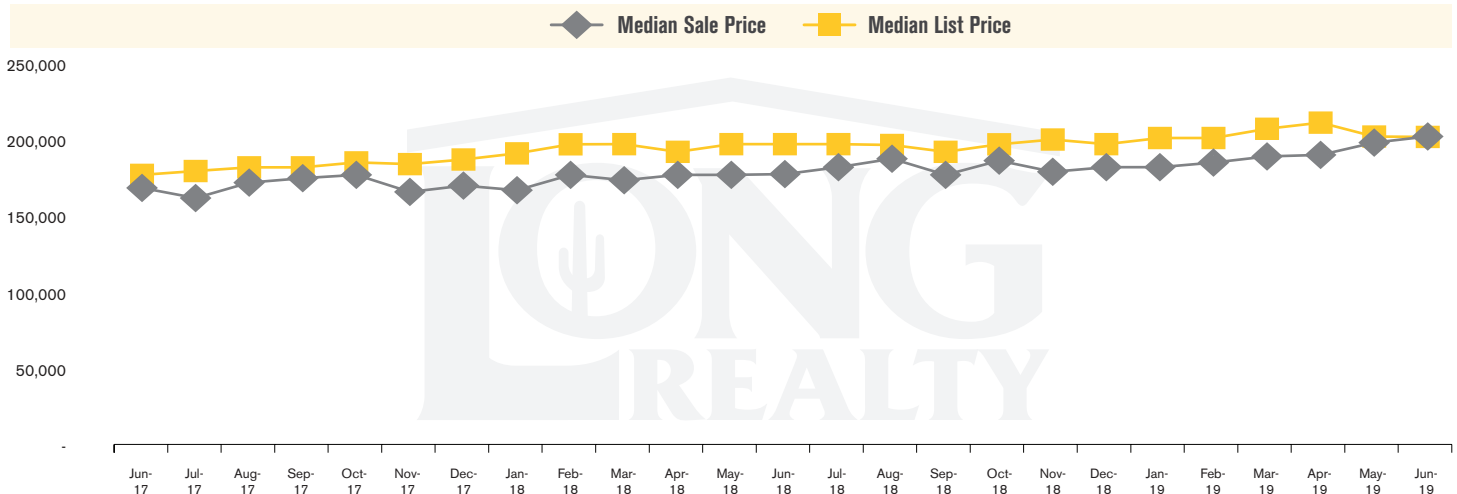
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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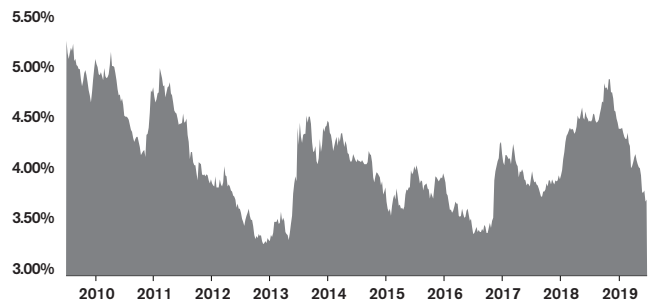
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$175,500	4.500%	\$844.77
2019	\$200,000	4.000%	\$907.09

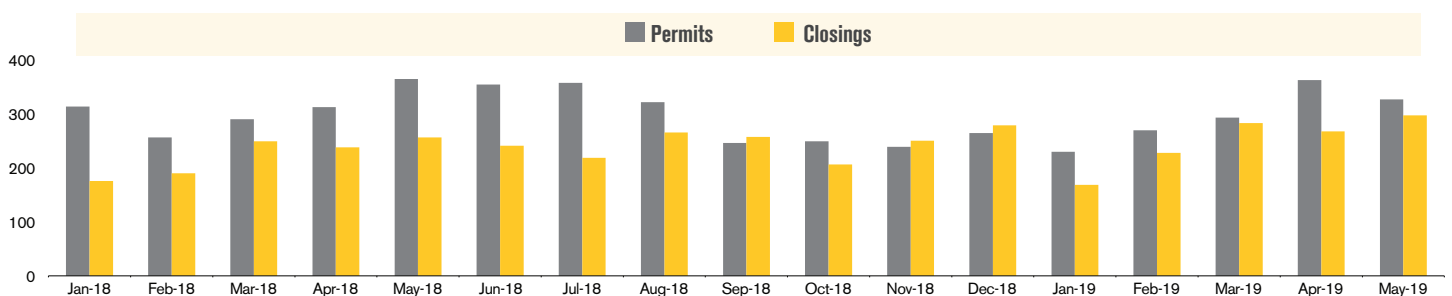
30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

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

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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 EAST)

	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	3	1	0	2	0	0	1	3.0	8.0	Slightly Buyer
\$50,000 - 74,999	3	2	2	2	2	2	3	1.0	1.0	Seller
\$75,000 - 99,999	5	4	8	8	10	8	3	1.7	0.8	Seller
\$100,000 - 124,999	5	2	5	10	7	7	5	1.0	0.8	Seller
\$125,000 - 149,999	9	13	16	17	12	8	11	0.8	0.8	Seller
\$150,000 - 174,999	12	21	29	30	30	32	22	0.5	0.5	Seller
\$175,000 - 199,999	50	24	28	30	45	49	28	1.8	1.0	Seller
\$200,000 - 224,999	30	14	20	21	26	23	22	1.4	1.1	Seller
\$225,000 - 249,999	36	11	15	14	10	18	21	1.7	2.0	Seller
\$250,000 - 274,999	20	6	4	7	8	12	16	1.3	1.8	Seller
\$275,000 - 299,999	7	2	1	6	7	9	2	3.5	1.6	Seller
\$300,000 - 349,999	8	2	2	4	6	9	7	1.1	0.7	Seller
\$350,000 - 399,999	5	1	4	6	1	2	3	1.7	2.2	Seller
\$400,000 - 499,999	5	1	1	4	1	4	1	5.0	3.3	Seller
\$500,000 - 599,999	4	0	1	1	0	5	2	2.0	1.6	Seller
\$600,000 - 699,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	1	0	0	0	1	0.0	1.0	Seller
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	209	105	137	162	165	188	148	1.4	1.2	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 EAST)

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.

LONG REALTY COMPANY

17.8%

Tierra Antigua Realty

16.4%

Realty Executives Tucson Elite

13.5%

Keller Williams Southern Arizona

7.4%

Exp Realty

6.3%

Coldwell Banker Residential Brokerage

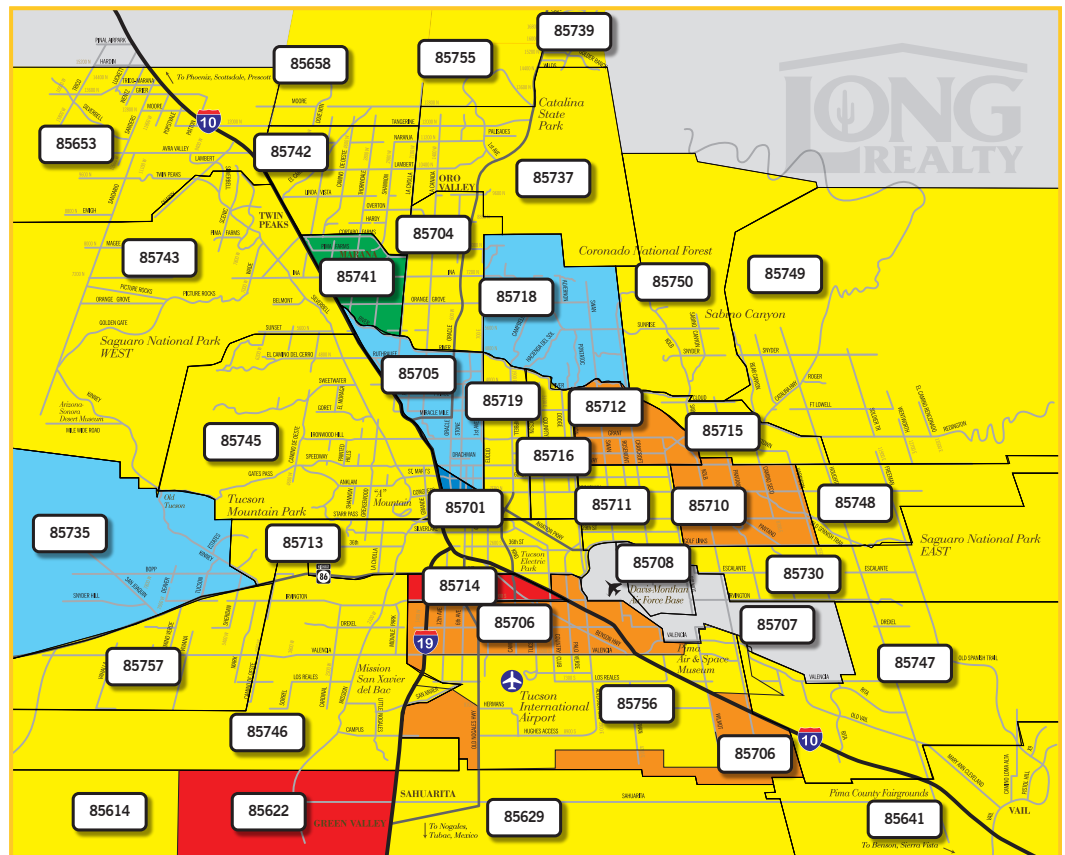
5.2%

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.