

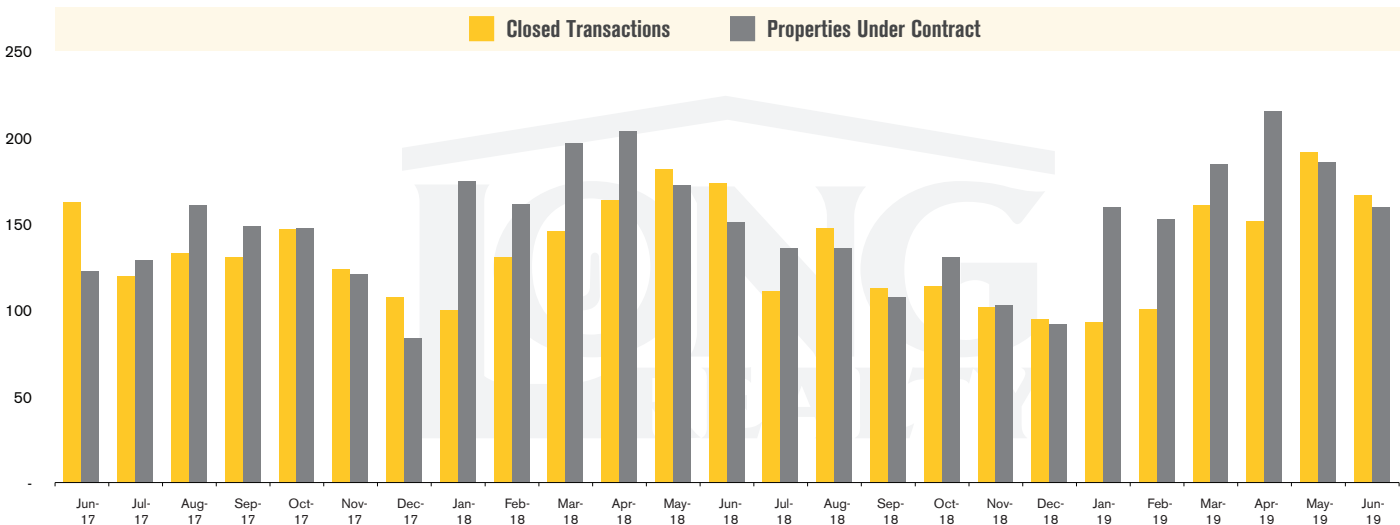
THE HOUSING REPORT

TUCSON NORTH | JULY 2019

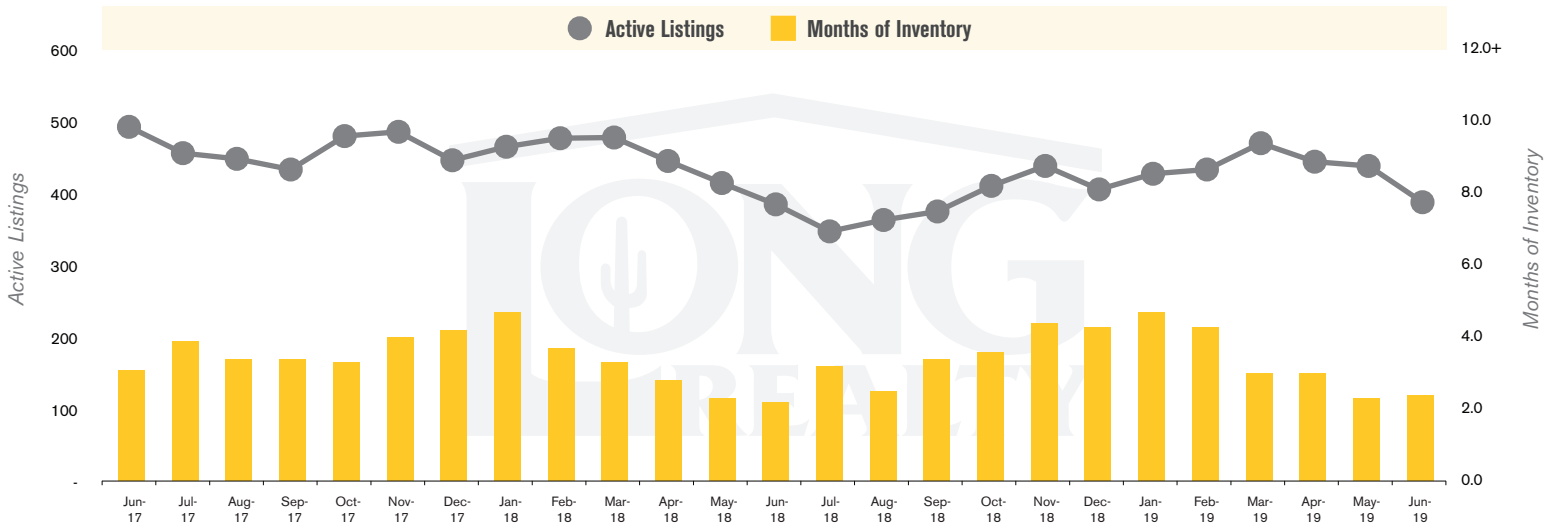


In the Tucson North area, June 2019 active inventory was 393, a 1% increase from June 2018. There were 167 closings in June 2019, a 4% decrease from June 2018. Year-to-date 2019 there were 866 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 2.4, up from 2.2 in June 2018. Median price of sold homes was \$382,500 for the month of June 2019, up 11% from June 2018. The Tucson North area had 160 new properties under contract in June 2019, up 6% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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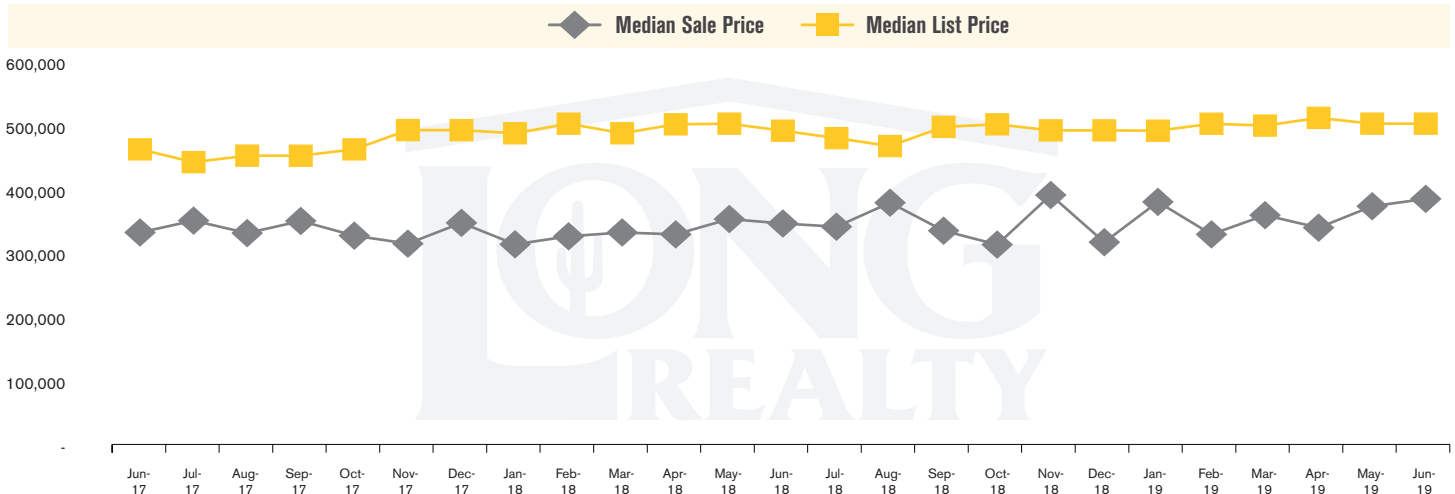
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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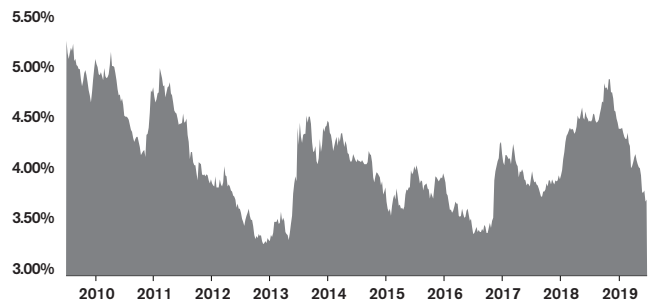
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

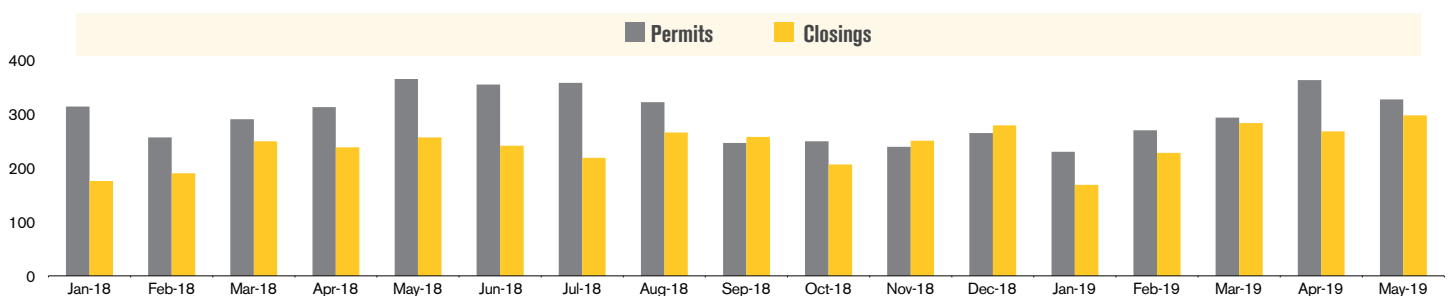
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$344,000	4.500%	\$1,655.85
2019	\$382,500	4.000%	\$1,734.81

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 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 NORTH)

	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	0	0	0	0	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	1	2	2	3	2	2	2	0.5	0.5	Seller
\$75,000 - 99,999	1	0	2	0	1	1	4	0.3	0.8	Seller
\$100,000 - 124,999	1	2	2	2	7	7	3	0.3	0.3	Seller
\$125,000 - 149,999	5	6	5	9	10	8	11	0.5	0.7	Seller
\$150,000 - 174,999	12	7	10	15	8	10	9	1.3	1.3	Seller
\$175,000 - 199,999	15	3	6	13	13	12	9	1.7	1.4	Seller
\$200,000 - 224,999	11	4	5	11	8	13	8	1.4	1.4	Seller
\$225,000 - 249,999	10	4	6	3	8	11	4	2.5	1.2	Seller
\$250,000 - 274,999	5	4	6	5	6	8	4	1.3	1.1	Seller
\$275,000 - 299,999	11	4	5	1	6	6	9	1.2	1.1	Seller
\$300,000 - 349,999	19	7	8	19	14	13	9	2.1	1.6	Seller
\$350,000 - 399,999	26	11	10	17	13	15	15	1.7	2.2	Seller
\$400,000 - 499,999	51	13	18	31	22	35	24	2.1	2.0	Seller
\$500,000 - 599,999	38	12	6	8	15	19	21	1.8	2.3	Seller
\$600,000 - 699,999	46	8	4	13	3	18	10	4.6	4.2	Slightly Seller
\$700,000 - 799,999	25	5	3	6	11	5	9	2.8	3.8	Seller
\$800,000 - 899,999	28	1	2	2	4	4	5	5.6	6.9	Slightly Buyer
\$900,000 - 999,999	20	1	0	3	2	2	2	10.0	10.5	Buyer
\$1,000,000 - and over	68	3	5	4	3	7	9	7.6	12.6	Buyer
TOTAL	393	97	105	165	157	196	167	2.4	2.5	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 NORTH)

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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44.6%

Tierra Antigua Realty

13.4%

Coldwell Banker Residential Brokerage

5.4%

Realty Executives Tucson Elite

5.3%

Russ Lyon Sotheby's International Realty

5.2%

Keller Williams Southern Arizona

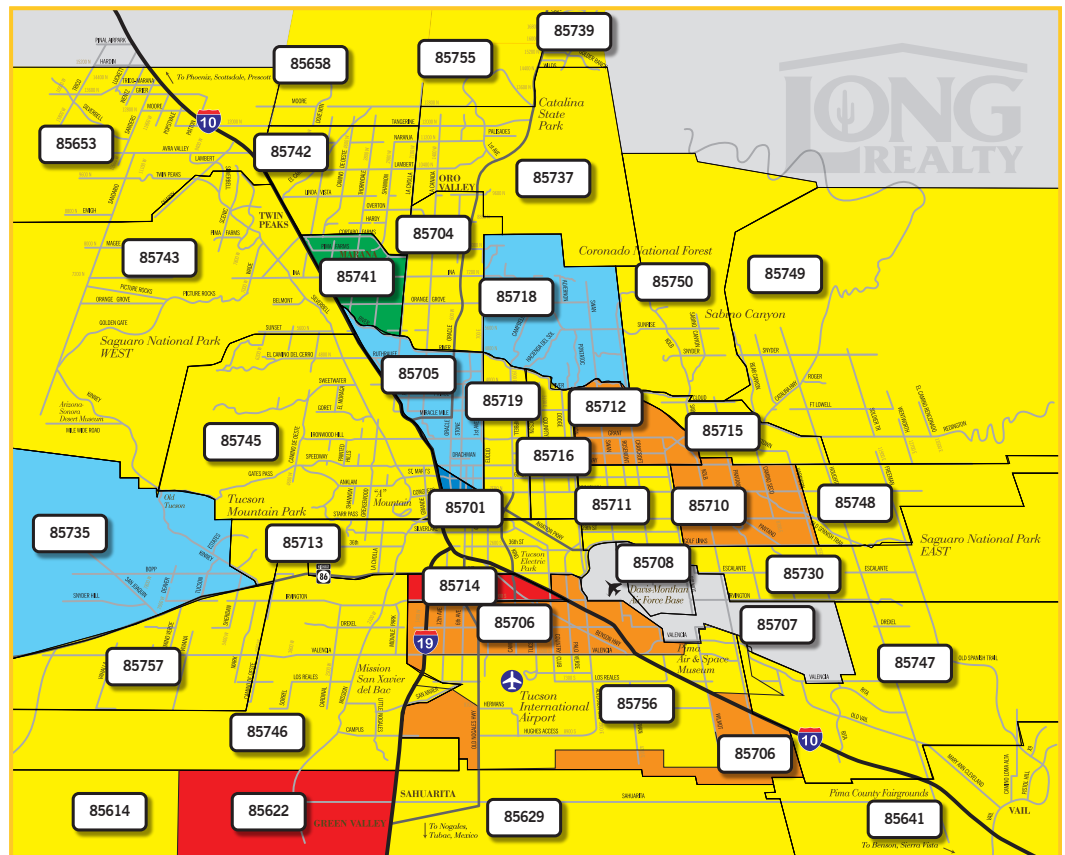
5.2%

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.