

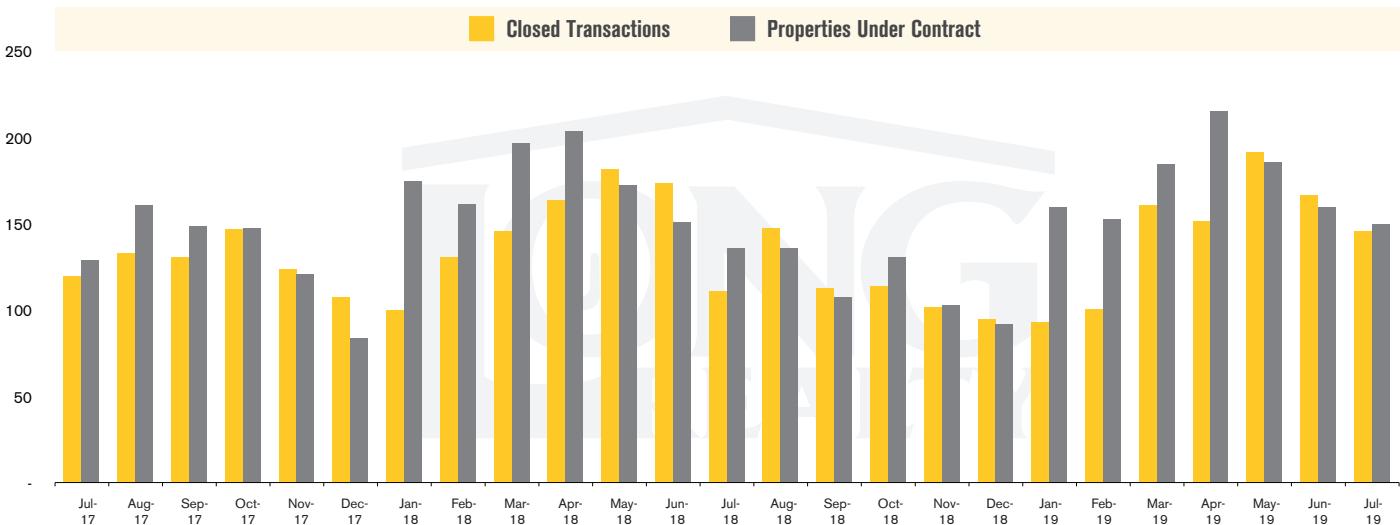
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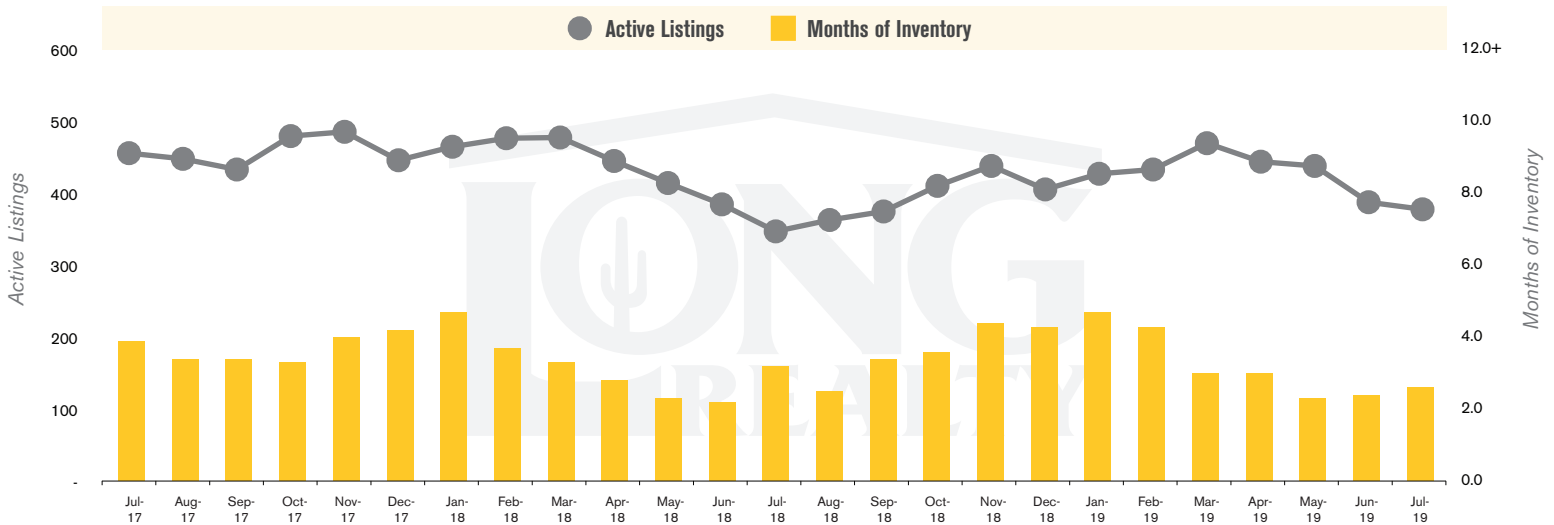


In the Tucson North area, July 2019 active inventory was 383, a 9% increase from July 2018. There were 146 closings in July 2019, a 32% increase from July 2018. Year-to-date 2019 there were 1,035 closings, virtually unchanged from year-to-date 2018. Months of Inventory was 2.6, down from 3.2 in July 2018. Median price of sold homes was \$381,000 for the month of July 2019, up 12% from July 2018. The Tucson North area had 150 new properties under contract in July 2019, up 10% from July 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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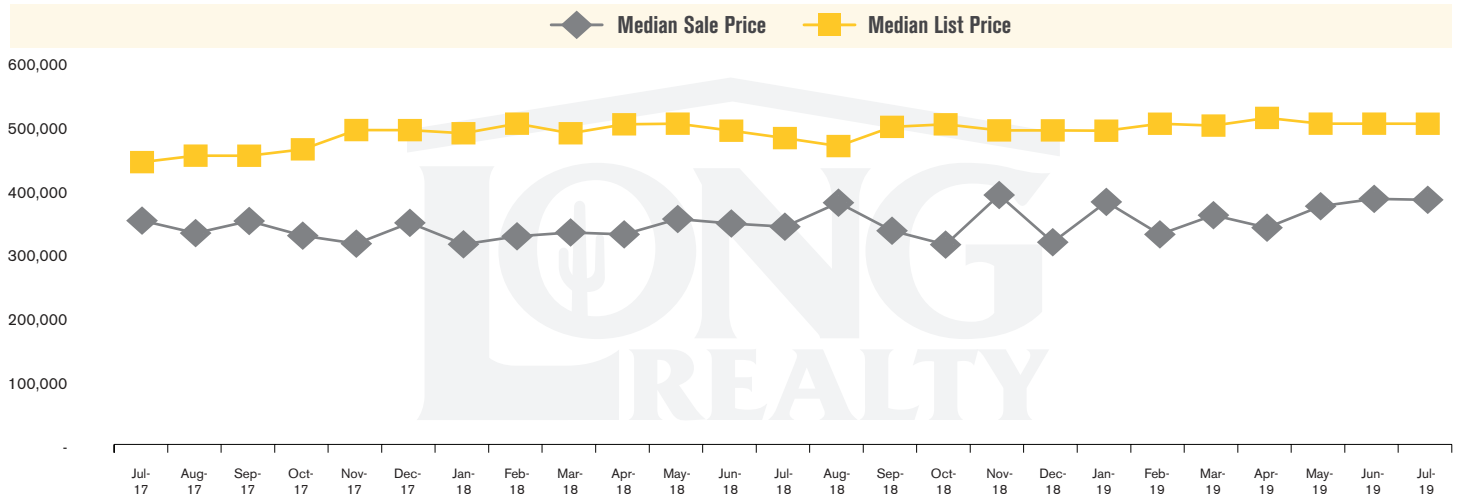
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

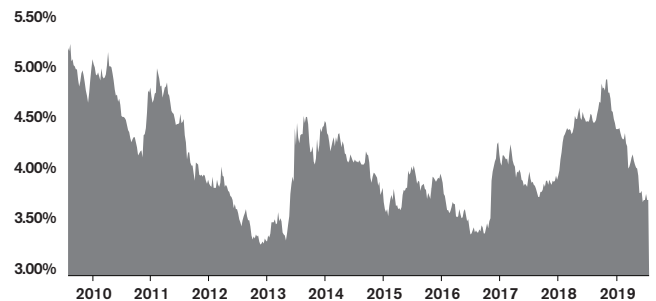


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$339,000	4.530%	\$1,637.53
2019	\$381,000	3.770%	\$1,680.36

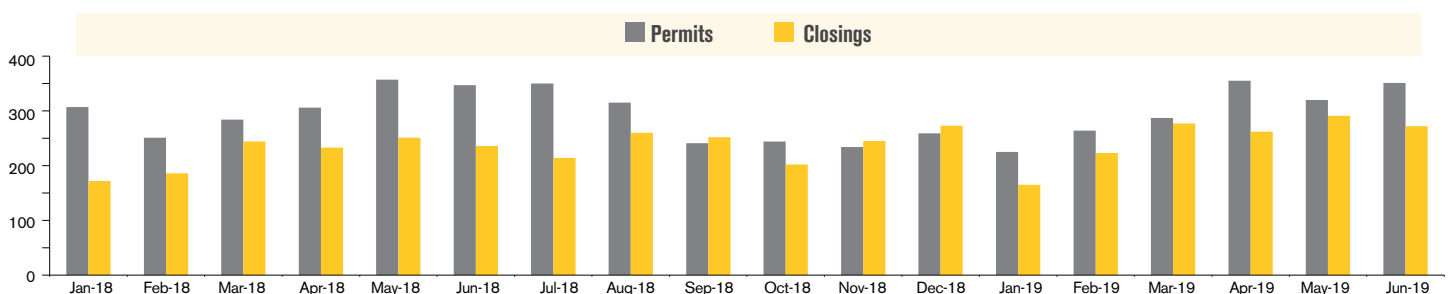
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 June 2019, new home permits were **down 3%** year-to-date from 2018 and new home closings were **up 13%** year to date from 2018.

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MARKET CONDITIONS BY PRICE BAND (TUCSON NORTH)

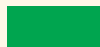
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19			
\$1 - 49,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	2	3	2	2	2	0	n/a	1.0	Seller
\$75,000 - 99,999	2	2	0	1	1	4	2	1.0	0.9	Seller
\$100,000 - 124,999	3	2	2	7	7	3	1	3.0	0.5	Seller
\$125,000 - 149,999	8	5	9	10	9	12	5	1.6	0.8	Seller
\$150,000 - 174,999	11	10	15	8	10	9	13	0.8	1.0	Seller
\$175,000 - 199,999	17	6	13	13	12	9	10	1.7	1.6	Seller
\$200,000 - 224,999	11	5	11	8	13	8	3	3.7	1.6	Seller
\$225,000 - 249,999	6	6	3	8	11	4	8	0.8	1.2	Seller
\$250,000 - 274,999	9	6	5	6	8	4	5	1.8	1.1	Seller
\$275,000 - 299,999	5	5	1	6	6	10	1	5.0	1.3	Seller
\$300,000 - 349,999	16	8	19	14	13	9	15	1.1	1.5	Seller
\$350,000 - 399,999	29	10	17	13	15	15	20	1.5	1.8	Seller
\$400,000 - 499,999	52	18	31	22	35	26	20	2.6	1.9	Seller
\$500,000 - 599,999	39	6	8	15	19	22	13	3.0	2.2	Seller
\$600,000 - 699,999	45	4	13	3	18	10	10	4.5	3.6	Seller
\$700,000 - 799,999	22	3	6	11	5	9	4	5.5	4.4	Slightly Seller
\$800,000 - 899,999	24	2	2	4	4	5	4	6.0	6.5	Balanced
\$900,000 - 999,999	22	0	3	2	2	2	8	2.8	5.3	Balanced
\$1,000,000 - and over	60	5	4	3	7	9	4	15.0	10.7	Buyer
TOTAL	383	105	165	157	197	172	146	2.6	2.4	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 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. 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 08/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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44.7%

Tierra Antigua Realty

13.2%

Realty Executives Tucson Elite

5.7%

Coldwell Banker Residential Brokerage

5.4%

Keller Williams Southern Arizona

5.0%

Russ Lyon Sotheby's International Realty

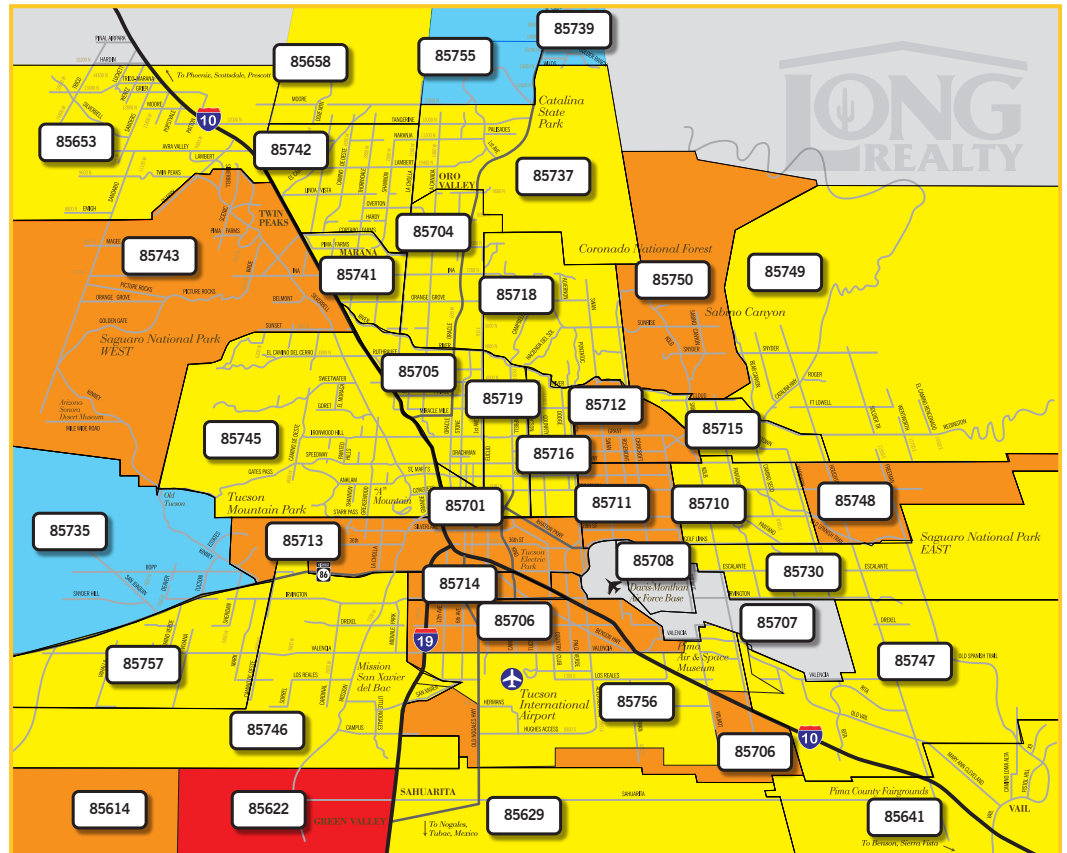
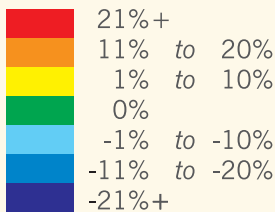
4.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2018-JUL 2018 TO MAY 2019-JUL 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 May 2018-July 2018 to May 2019-July 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2019. Information is believed to be reliable, but not guaranteed.