

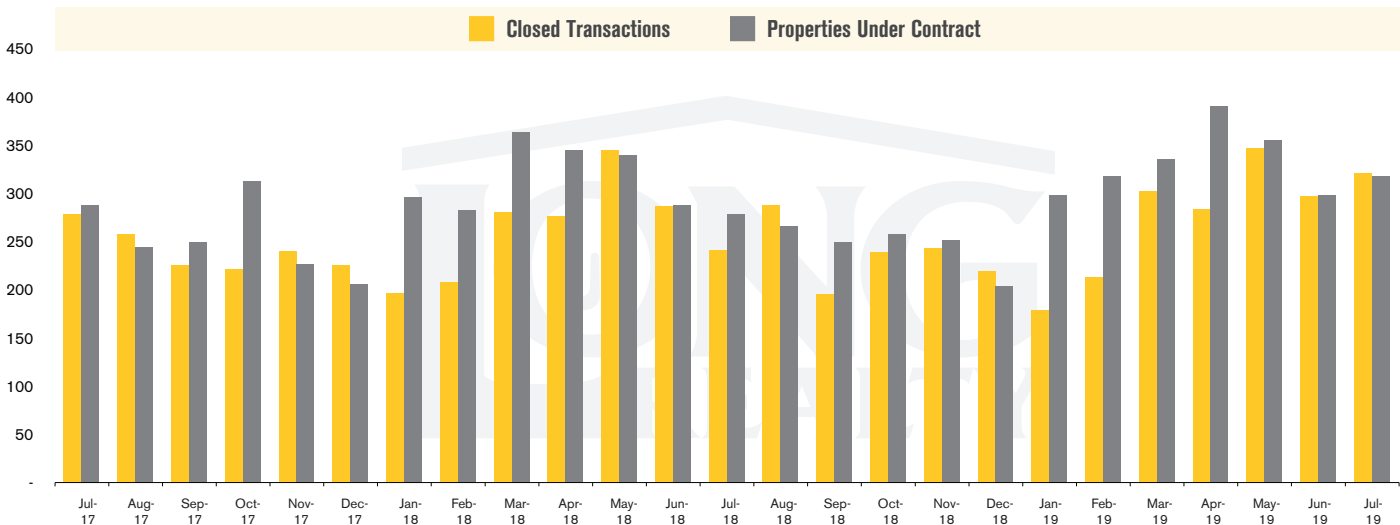
THE HOUSING REPORT

TUCSON NORTHWEST | AUGUST 2019

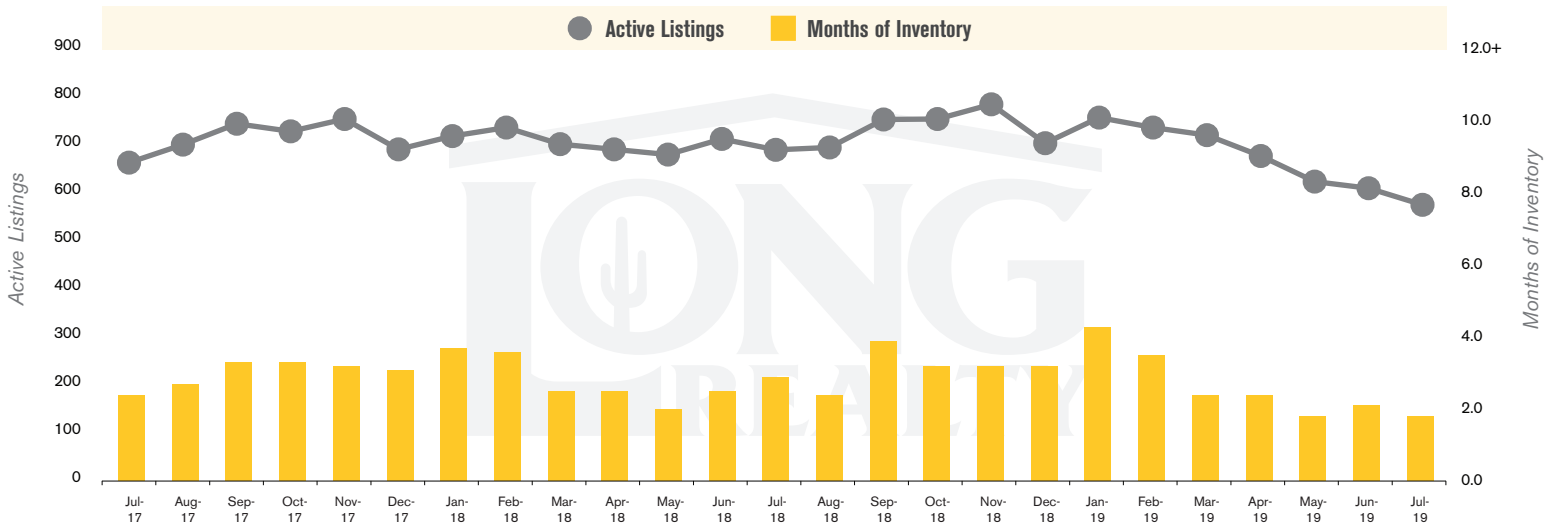


In the Tucson Northwest area, July 2019 active inventory was 584, a 17% decrease from July 2018. There were 324 closings in July 2019, a 33% increase from July 2018. Year-to-date 2019 there were 2,022 closings, a 5% increase from year-to-date 2018. Months of Inventory was 1.8, down from 2.9 in July 2018. Median price of sold homes was \$285,000 for the month of July 2019, up 10% from July 2018. The Tucson Northwest area had 320 new properties under contract in July 2019, up 14% from July 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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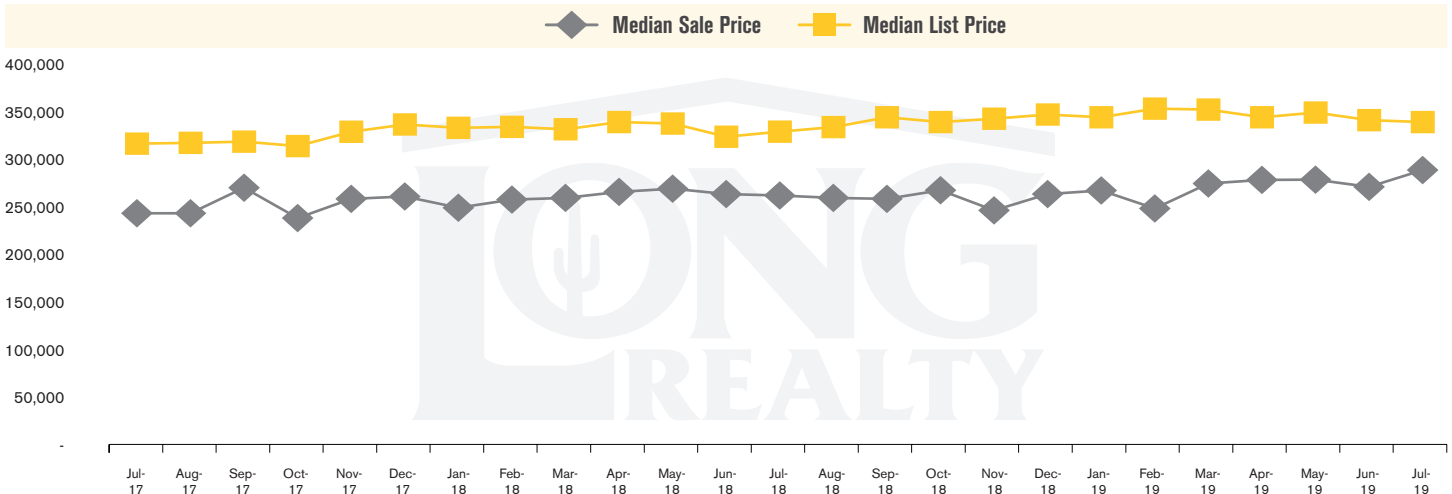
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

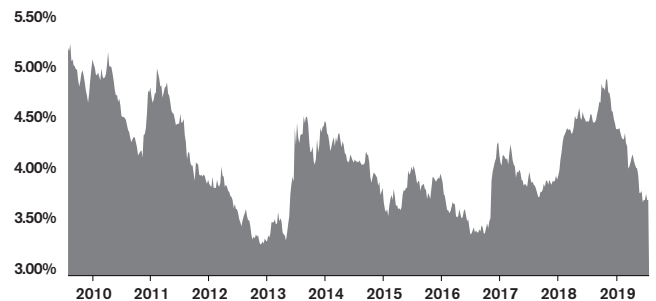


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$258,500	4.530%	\$1,248.67
2019	\$285,000	3.770%	\$1,256.96

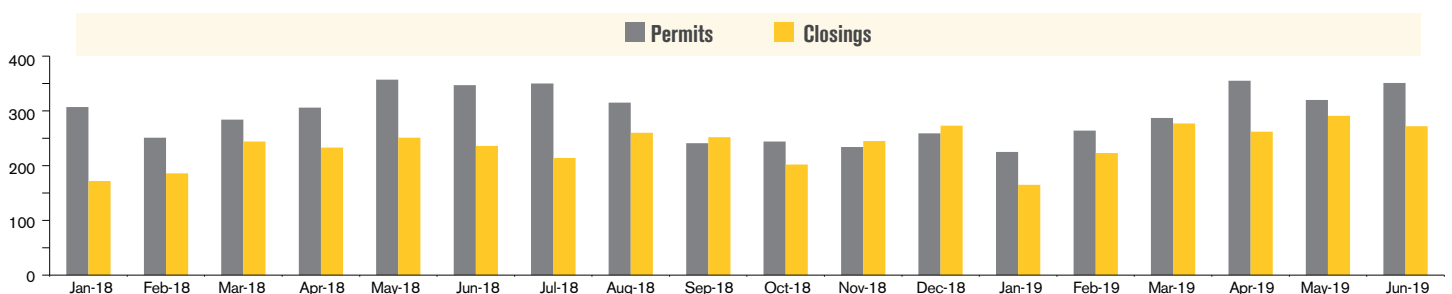
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST)

	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	1	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	2	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	1	0	2	0	2	2	0.5	1.8	Seller
\$100,000 - 124,999	2	2	6	1	0	3	3	0.7	1.2	Seller
\$125,000 - 149,999	8	7	3	1	5	5	3	2.7	1.2	Seller
\$150,000 - 174,999	4	10	9	16	14	10	11	0.4	0.3	Seller
\$175,000 - 199,999	20	32	39	22	39	36	29	0.7	0.5	Seller
\$200,000 - 224,999	36	34	39	45	42	37	36	1.0	0.9	Seller
\$225,000 - 249,999	39	33	26	31	53	37	41	1.0	1.1	Seller
\$250,000 - 274,999	30	18	35	27	30	35	26	1.2	1.1	Seller
\$275,000 - 299,999	45	21	36	18	31	16	27	1.7	2.0	Seller
\$300,000 - 349,999	87	16	42	45	52	42	46	1.9	2.0	Seller
\$350,000 - 399,999	76	14	28	30	38	37	30	2.5	2.1	Seller
\$400,000 - 499,999	63	13	26	25	35	27	37	1.7	2.2	Seller
\$500,000 - 599,999	29	10	15	9	10	10	11	2.6	3.0	Seller
\$600,000 - 699,999	32	6	6	4	6	8	6	5.3	4.6	Slightly Seller
\$700,000 - 799,999	27	7	4	7	4	3	5	5.4	6.9	Slightly Buyer
\$800,000 - 899,999	21	3	0	1	3	1	3	7.0	9.3	Buyer
\$900,000 - 999,999	12	0	1	2	1	0	5	2.4	6.2	Balanced
\$1,000,000 - and over	51	0	3	4	4	3	3	17.0	15.9	Buyer
TOTAL	584	229	320	291	367	312	324	1.8	1.8	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 NORTHWEST)

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.

LONG REALTY COMPANY

28.2%

Tierra Antigua Realty

12.8%

Coldwell Banker Residential Brokerage

8.5%

Realty Executives Tucson Elite

7.1%

Keller Williams Southern Arizona

5.4%

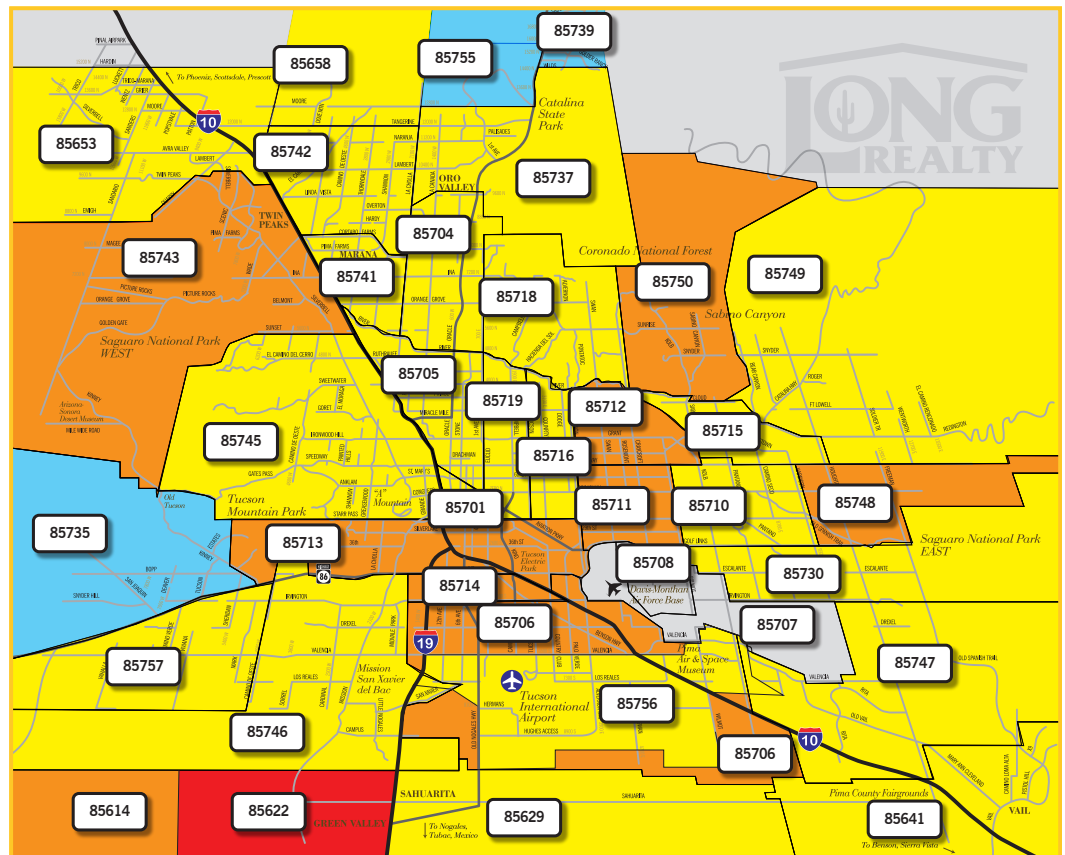
Exp Realty

3.9%

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.



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.