

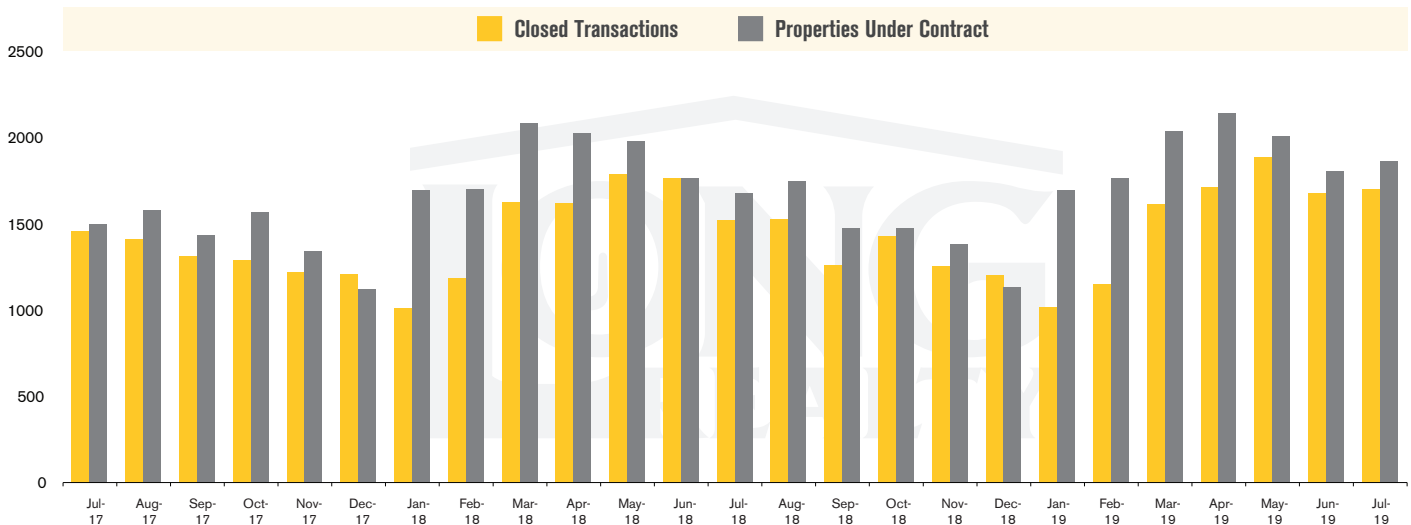
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | AUGUST 2019

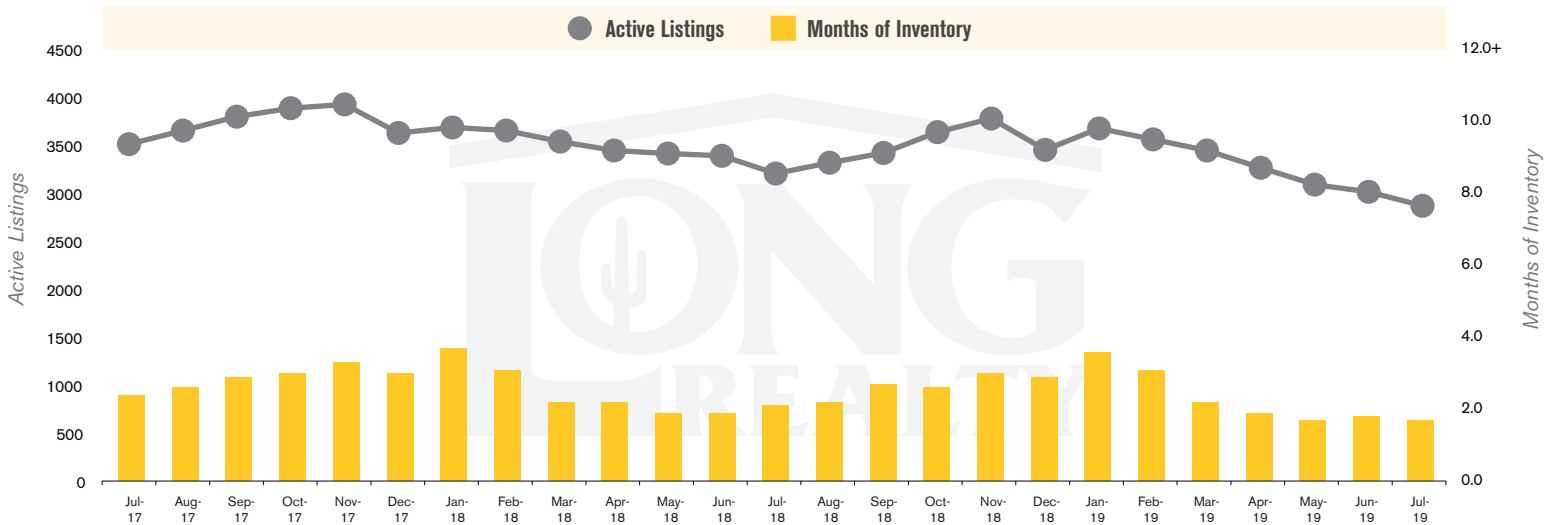


In the Tucson Main Market area, July 2019 active inventory was 2,910, a 10% decrease from July 2018. There were 1,702 closings in July 2019, a 12% increase from July 2018. Year-to-date 2019 there were 11,220 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 1.7, down from 2.1 in July 2018. Median price of sold homes was \$230,000 for the month of July 2019, up 10% from July 2018. The Tucson Main Market area had 1,868 new properties under contract in July 2019, up 11% from July 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (GREATER TUCSON MAIN MARKET)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (GREATER TUCSON MAIN MARKET)



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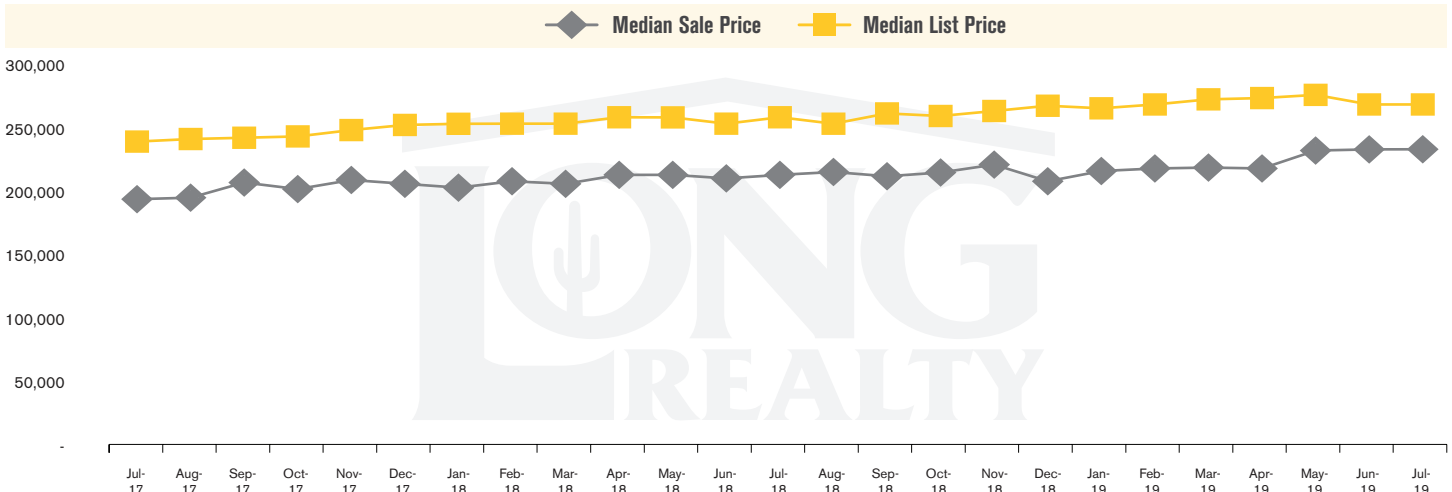
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (GREATER TUCSON MAIN MARKET)

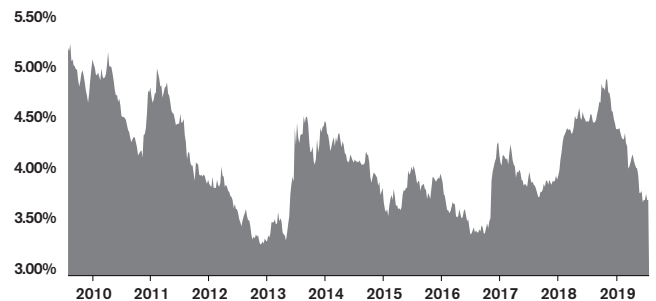


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$210,000	4.530%	\$1,014.40
2019	\$230,000	3.770%	\$1,014.39

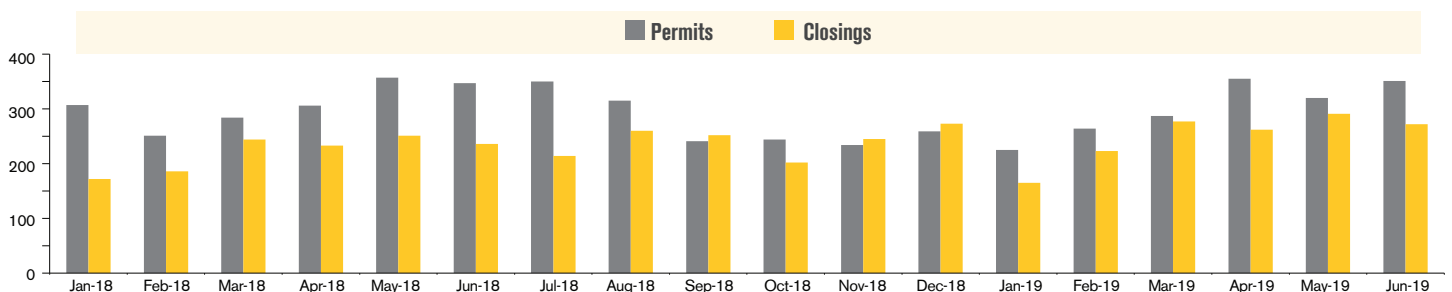
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (GREATER TUCSON MAIN MARKET)



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 (GREATER TUCSON MAIN MARKET)

	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	11	8	14	13	5	10	9	1.2	1.5	Seller
\$50,000 - 74,999	30	21	29	45	28	25	20	1.5	1.3	Seller
\$75,000 - 99,999	49	46	54	71	52	48	44	1.1	1.1	Seller
\$100,000 - 124,999	68	51	84	79	70	61	38	1.8	1.2	Seller
\$125,000 - 149,999	109	99	131	120	118	117	99	1.1	0.9	Seller
\$150,000 - 174,999	107	146	183	216	203	150	164	0.7	0.7	Seller
\$175,000 - 199,999	245	160	232	237	283	228	238	1.0	1.0	Seller
\$200,000 - 224,999	204	141	178	216	201	203	193	1.1	1.1	Seller
\$225,000 - 249,999	268	128	142	143	220	173	168	1.6	1.5	Seller
\$250,000 - 274,999	205	86	112	123	149	135	135	1.5	1.5	Seller
\$275,000 - 299,999	246	67	106	88	115	105	103	2.4	2.4	Seller
\$300,000 - 349,999	276	78	139	137	166	153	160	1.7	1.9	Seller
\$350,000 - 399,999	253	58	98	98	132	106	94	2.7	2.2	Seller
\$400,000 - 499,999	241	67	105	102	131	100	117	2.1	2.3	Seller
\$500,000 - 599,999	146	30	42	48	48	59	41	3.6	3.1	Seller
\$600,000 - 699,999	111	18	25	18	33	28	30	3.7	3.7	Seller
\$700,000 - 799,999	95	11	11	24	15	23	14	6.8	5.7	Balanced
\$800,000 - 899,999	62	7	7	10	12	12	10	6.2	6.0	Balanced
\$900,000 - 999,999	45	2	5	6	4	5	18	2.5	5.1	Balanced
\$1,000,000 - and over	139	8	7	7	14	12	7	19.9	14.1	Buyer
TOTAL	2,910	1,232	1,704	1,801	1,999	1,753	1,702	1.7	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 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 (GREATER TUCSON MAIN MARKET)

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

26.3%

Tierra Antigua Realty

14.3%

Realty Executives Tucson Elite

9.2%

Coldwell Banker Residential Brokerage

7.5%

Keller Williams Southern Arizona

6.6%

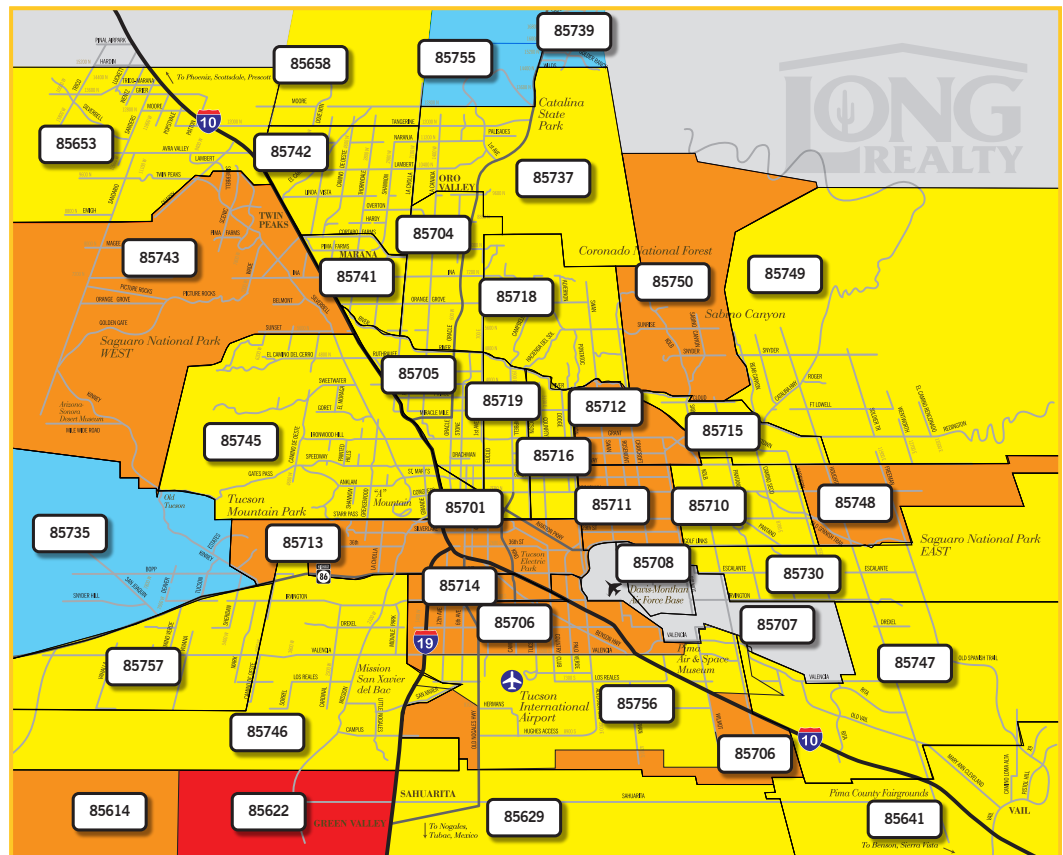
Exp Realty

3.7%

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.