

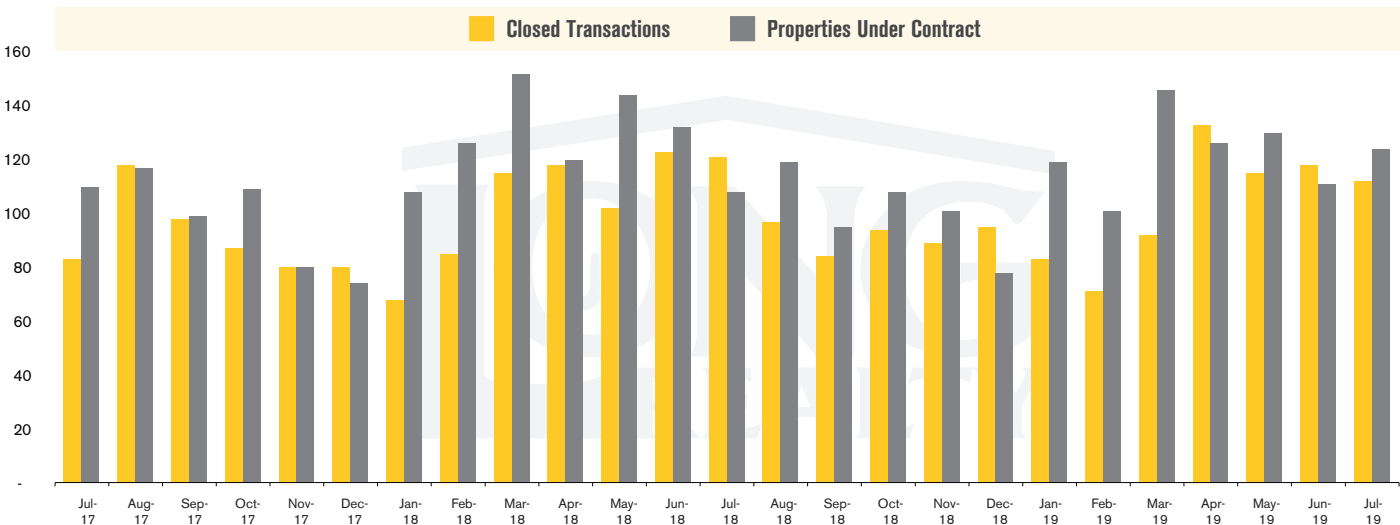
THE HOUSING REPORT

TUCSON WEST | AUGUST 2019

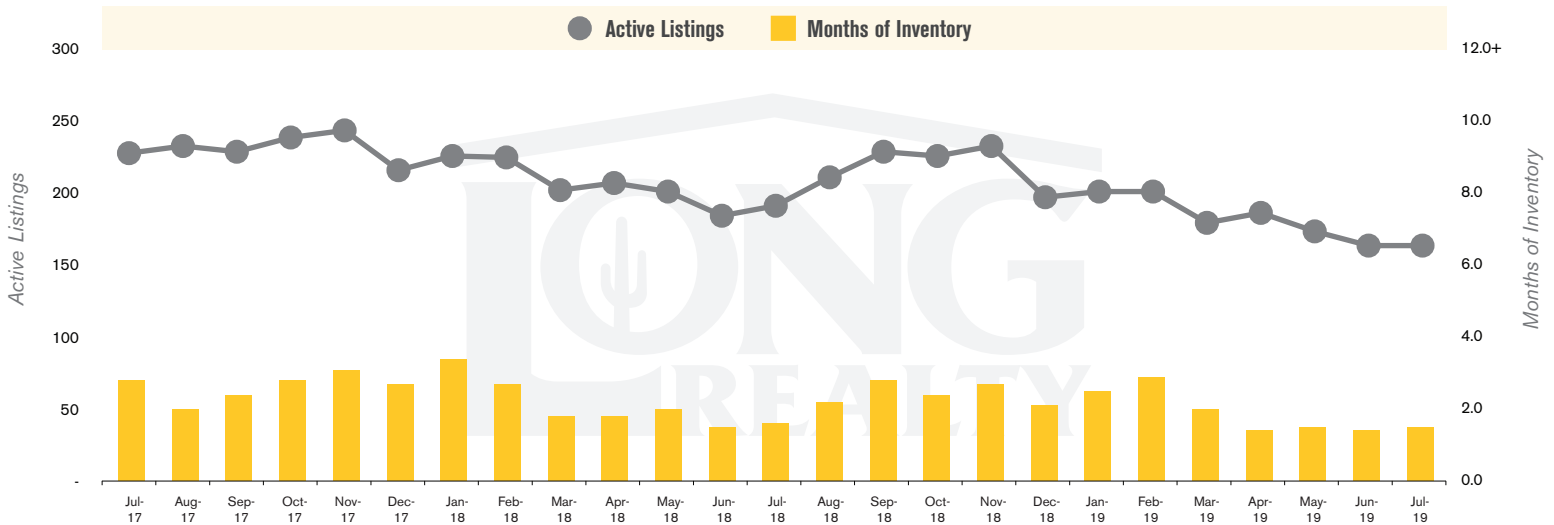


In the Tucson West area, July 2019 active inventory was 166, a 14% decrease from July 2018. There were 112 closings in July 2019, a 7% decrease from July 2018. Year-to-date 2019 there were 751 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 1.5, down from 1.6 in July 2018. Median price of sold homes was \$250,000 for the month of July 2019, up 9% from July 2018. The Tucson West area had 124 new properties under contract in July 2019, up 15% from July 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



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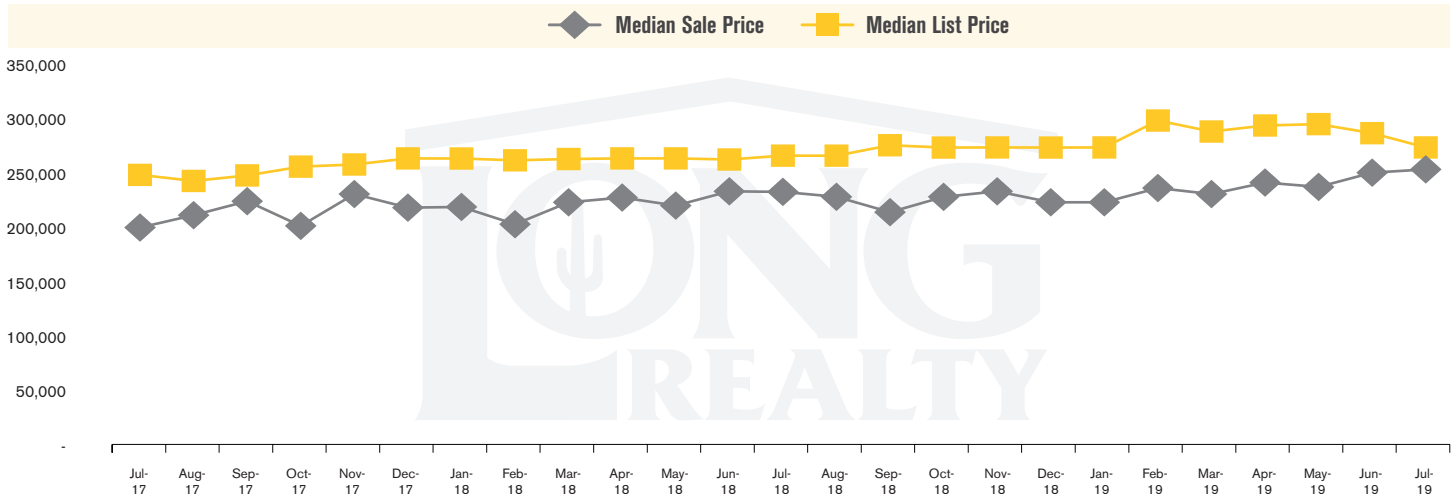
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)

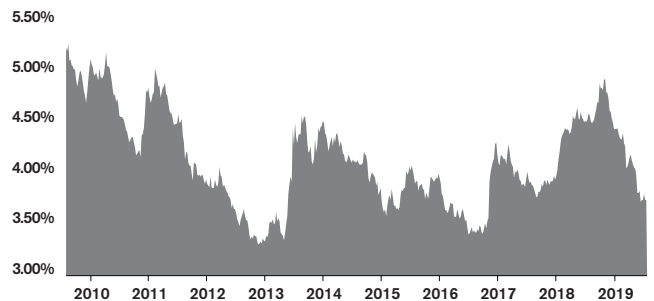


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$229,500	4.530%	\$1,108.59
2019	\$250,000	3.770%	\$1,102.60

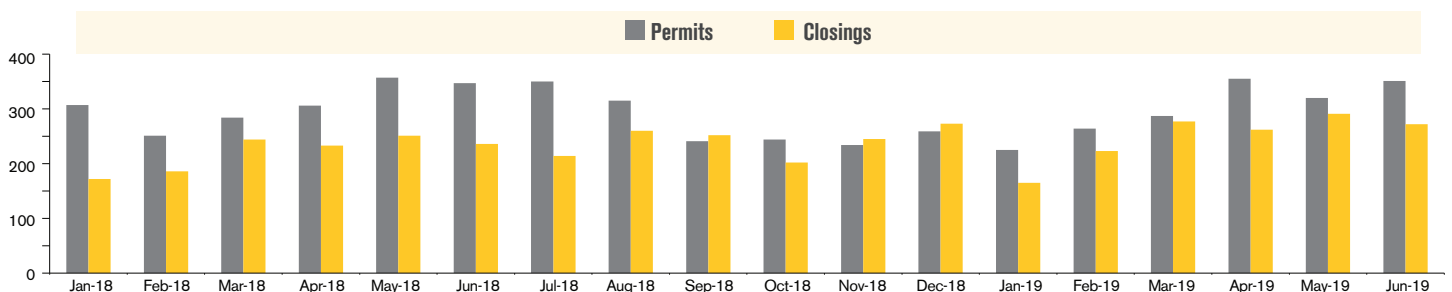
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 WEST)

	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	1	0	0	0	1	1	0.0	0.5	Seller
\$50,000 - 74,999	0	2	2	2	0	0	3	0.0	0.7	Seller
\$75,000 - 99,999	2	0	4	1	2	1	2	1.0	0.4	Seller
\$100,000 - 124,999	4	3	5	8	1	4	2	2.0	1.3	Seller
\$125,000 - 149,999	4	4	6	9	10	5	3	1.3	0.7	Seller
\$150,000 - 174,999	2	5	7	12	4	5	10	0.2	0.4	Seller
\$175,000 - 199,999	11	8	9	11	13	10	9	1.2	0.9	Seller
\$200,000 - 224,999	6	9	15	16	21	18	12	0.5	0.5	Seller
\$225,000 - 249,999	16	15	16	13	19	19	14	1.1	0.9	Seller
\$250,000 - 274,999	19	8	9	10	7	12	8	2.4	1.9	Seller
\$275,000 - 299,999	19	4	8	13	7	13	13	1.5	1.8	Seller
\$300,000 - 349,999	18	6	5	13	17	10	13	1.4	1.5	Seller
\$350,000 - 399,999	12	4	4	4	8	8	4	3.0	1.8	Seller
\$400,000 - 499,999	13	3	2	14	6	5	11	1.2	2.3	Seller
\$500,000 - 599,999	15	1	4	6	3	2	2	7.5	5.7	Balanced
\$600,000 - 699,999	9	0	0	3	1	5	1	9.0	2.7	Seller
\$700,000 - 799,999	11	1	0	3	2	2	4	2.8	4.6	Slightly Seller
\$800,000 - 899,999	0	0	2	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	166	74	98	140	121	120	112	1.5	1.4	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 WEST)

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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21.8%

Tierra Antigua Realty

18.1%

Realty Executives Tucson Elite

10.2%

Coldwell Banker Residential Brokerage

7.4%

Keller Williams Southern Arizona

6.2%

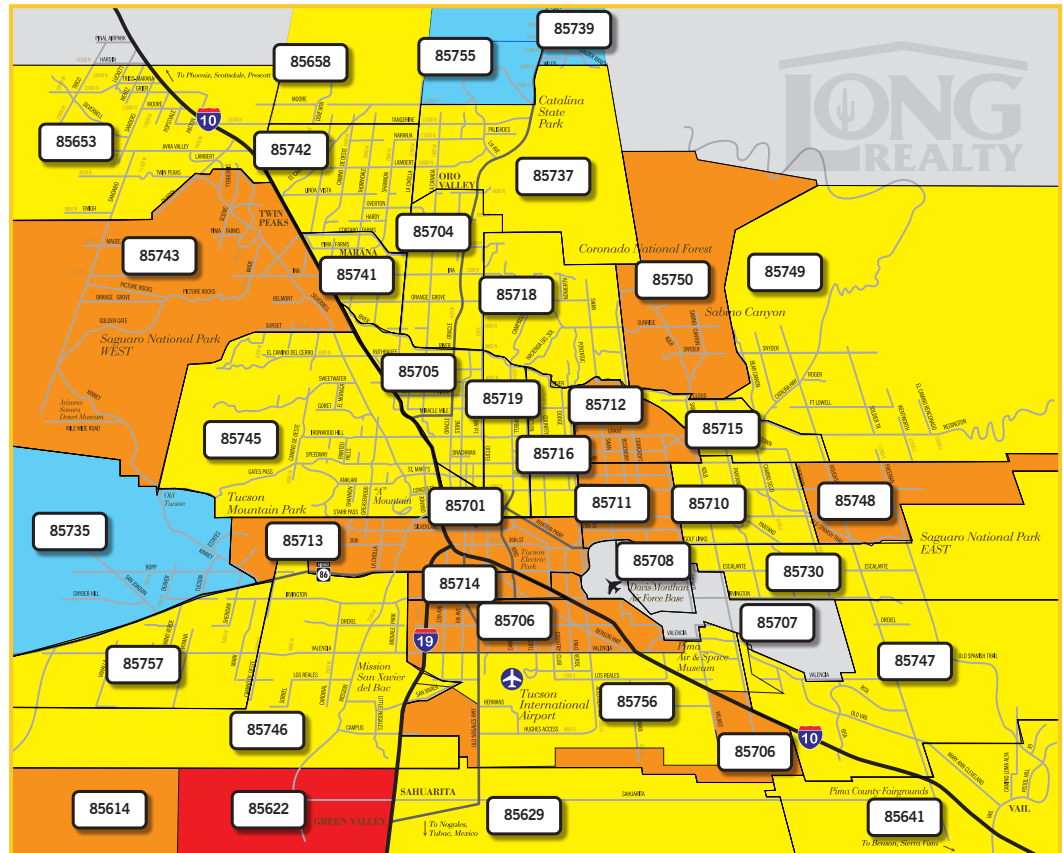
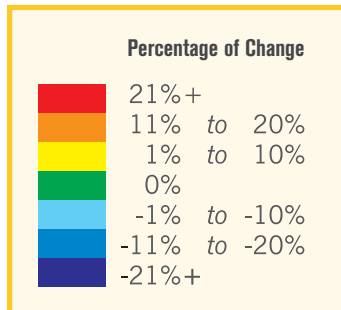
Homesmart Advantage Group

3.5%

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.