

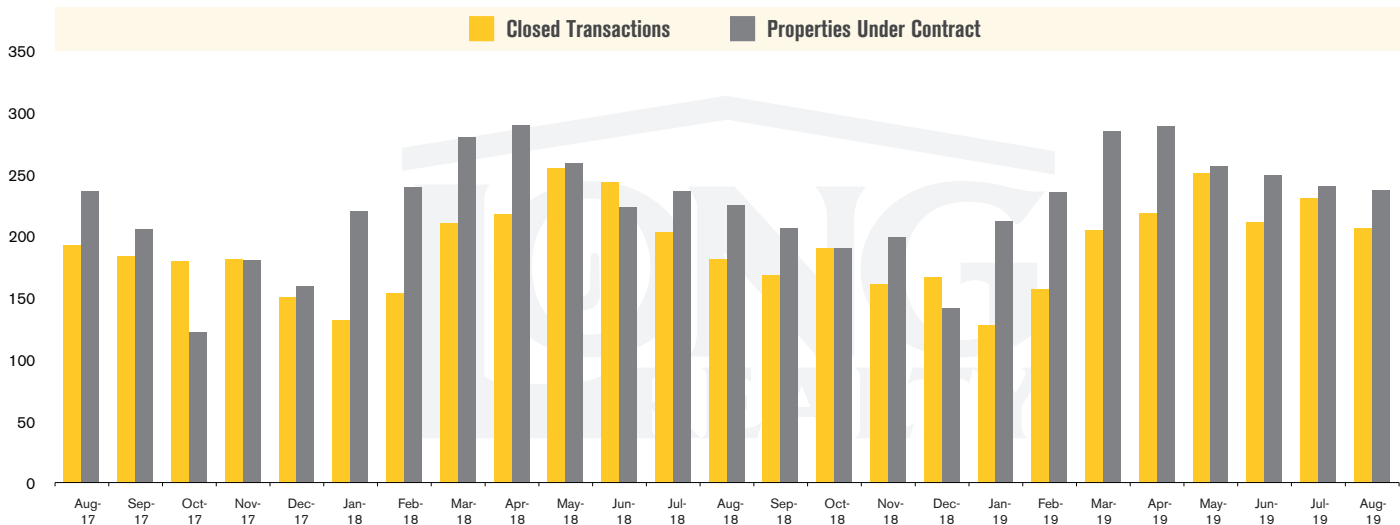
THE HOUSING REPORT

TUCSON CENTRAL | SEPTEMBER 2019

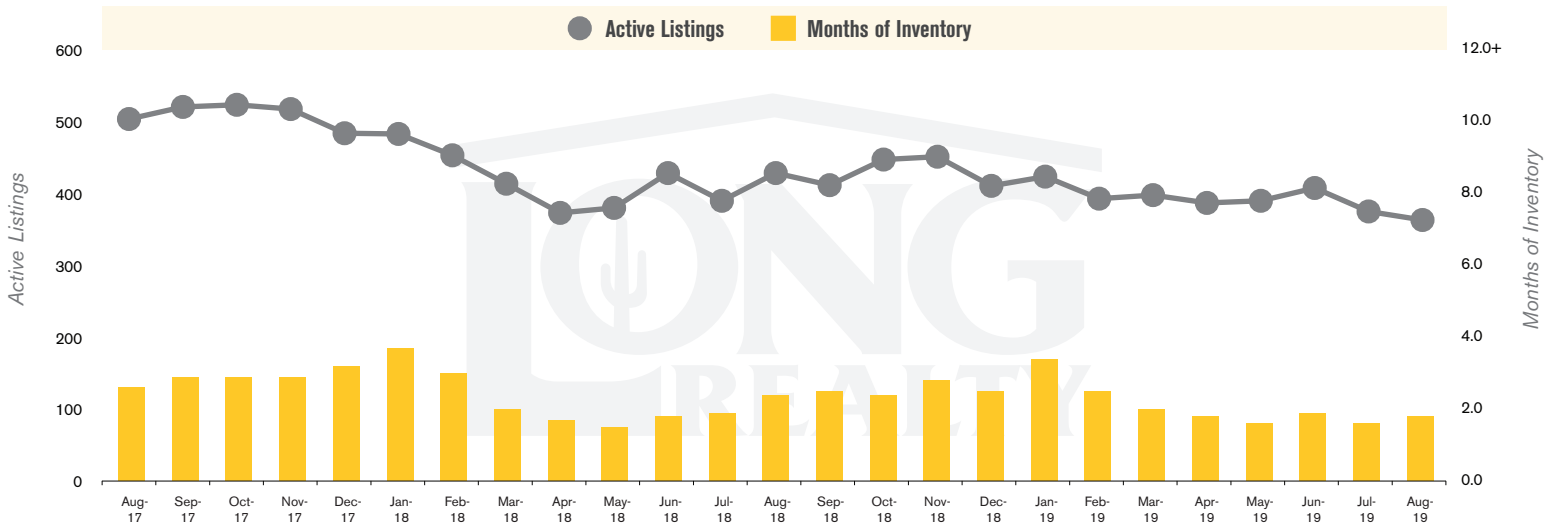


In the Tucson Central area, August 2019 active inventory was 368, a 15% decrease from August 2018. There were 207 closings in August 2019, a 14% increase from August 2018. Year-to-date 2019 there were 1,693 closings, virtually unchanged from year-to-date 2018. Months of Inventory was 1.8, down from 2.4 in August 2018. Median price of sold homes was \$185,000 for the month of August 2019, up 4% from August 2018. The Tucson Central area had 238 new properties under contract in August 2019, up 5% from August 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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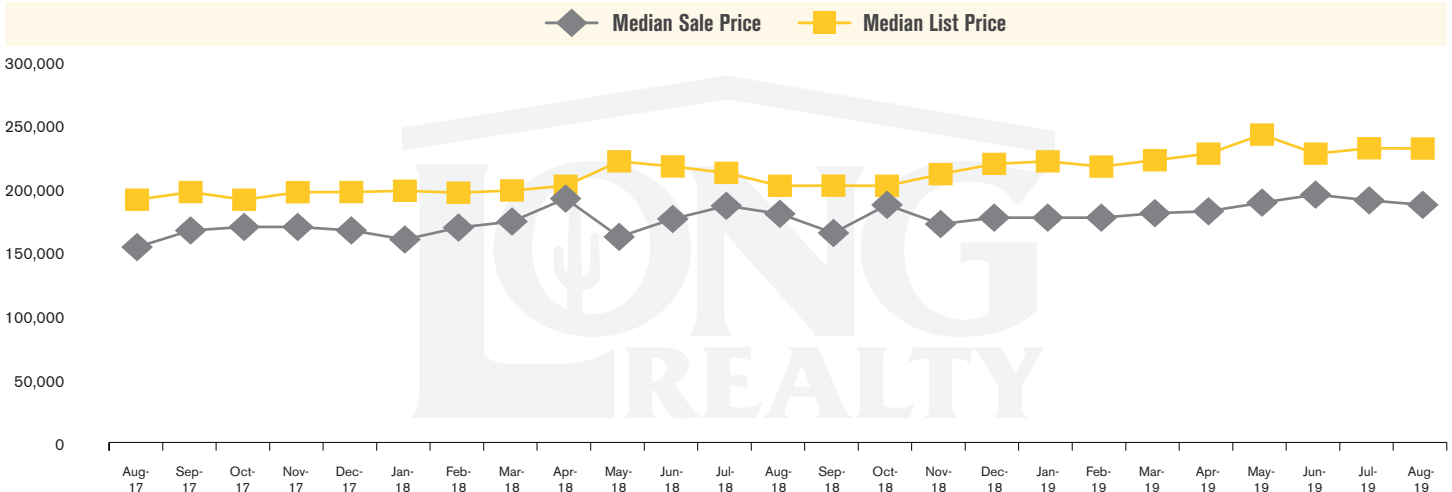
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

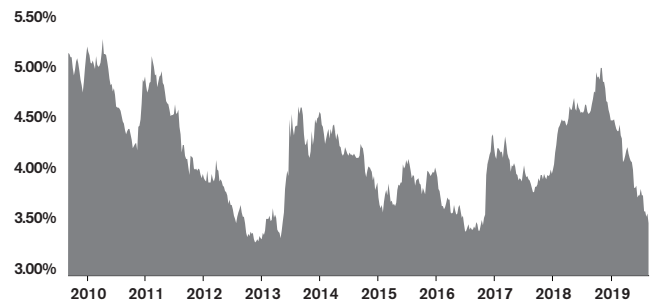


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$178,000	4.879%	\$895.25
2019	\$185,000	3.625%	\$801.51

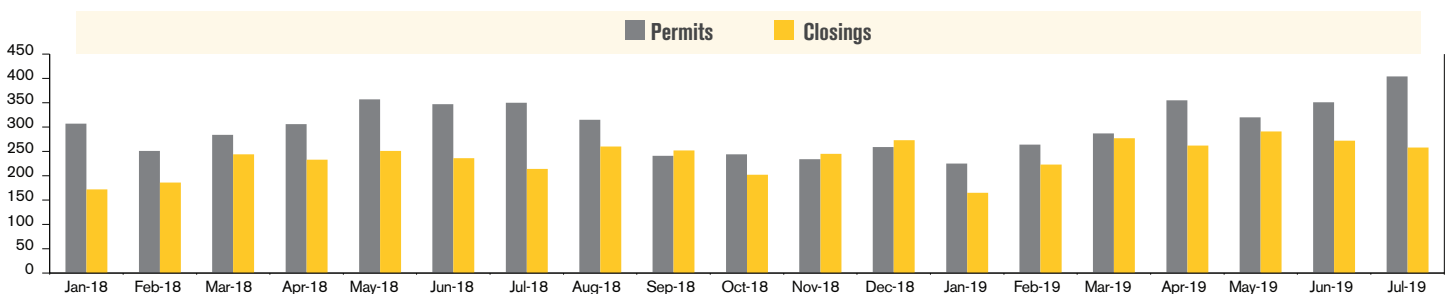
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For July 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 14%** year to date from 2018.

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MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19			
\$1 - 49,999	3	2	4	1	1	3	0	n/a	2.5	Seller
\$50,000 - 74,999	3	4	13	4	7	1	6	0.5	0.7	Seller
\$75,000 - 99,999	6	13	15	13	13	10	9	0.7	0.7	Seller
\$100,000 - 124,999	16	12	19	16	15	14	17	0.9	0.9	Seller
\$125,000 - 149,999	23	34	19	32	33	28	19	1.2	0.9	Seller
\$150,000 - 174,999	33	39	41	43	25	35	31	1.1	1.0	Seller
\$175,000 - 199,999	38	33	34	35	24	38	41	0.9	1.3	Seller
\$200,000 - 224,999	28	23	23	22	31	19	17	1.6	1.3	Seller
\$225,000 - 249,999	39	11	14	30	22	16	13	3.0	2.2	Seller
\$250,000 - 274,999	25	8	15	15	11	16	8	3.1	2.3	Seller
\$275,000 - 299,999	29	10	10	10	16	12	13	2.2	2.7	Seller
\$300,000 - 349,999	40	16	12	15	14	15	16	2.5	2.3	Seller
\$350,000 - 399,999	29	2	6	12	1	8	9	3.2	5.4	Balanced
\$400,000 - 499,999	25	8	7	15	6	11	3	8.3	3.9	Seller
\$500,000 - 599,999	12	1	2	2	4	3	1	12.0	5.1	Balanced
\$600,000 - 699,999	4	0	1	1	0	5	1	4.0	2.0	Seller
\$700,000 - 799,999	6	0	0	0	4	1	0	n/a	4.6	Slightly Seller
\$800,000 - 899,999	4	0	0	2	0	0	1	4.0	11.0	Buyer
\$900,000 - 999,999	3	0	0	1	0	2	1	3.0	2.7	Seller
\$1,000,000 - and over	2	0	0	1	0	0	1	2.0	12.0	Buyer
TOTAL	368	216	235	270	227	237	207	1.8	1.7	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

25.8%

Tierra Antigua Realty

17.7%

Realty Executives Tucson Elite

10.1%

Keller Williams Southern Arizona

6.8%

Homesmart Advantage Group

3.7%

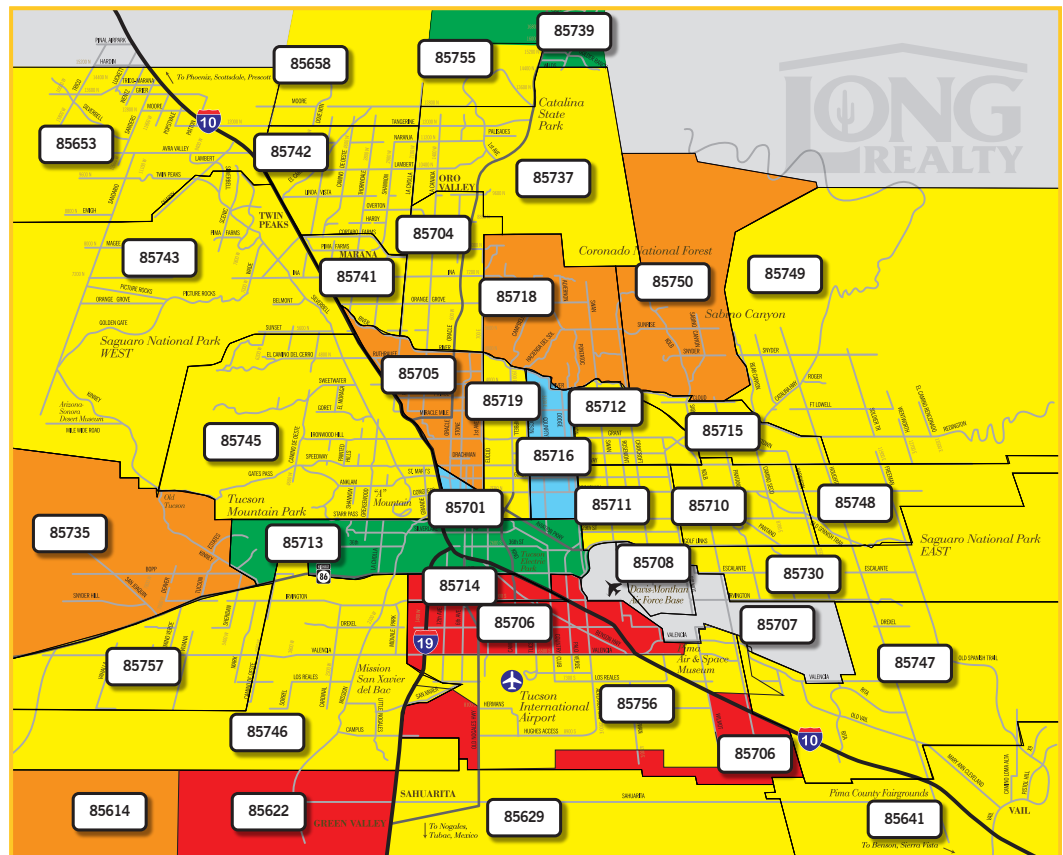
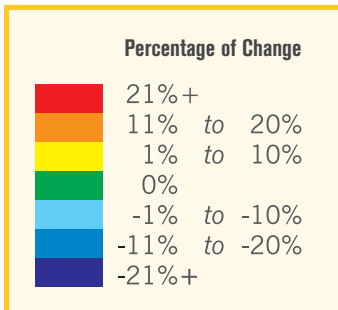
Coldwell Banker

3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN2018-AUG 2018 TO
JUN 2019-AUG 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.

Stephen Woodall
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This heat map represents the percentage of change in Tucson metro median sales prices from June 2018-August 2018 to June 2019-August 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/05/2019. Information is believed to be reliable, but not guaranteed.