

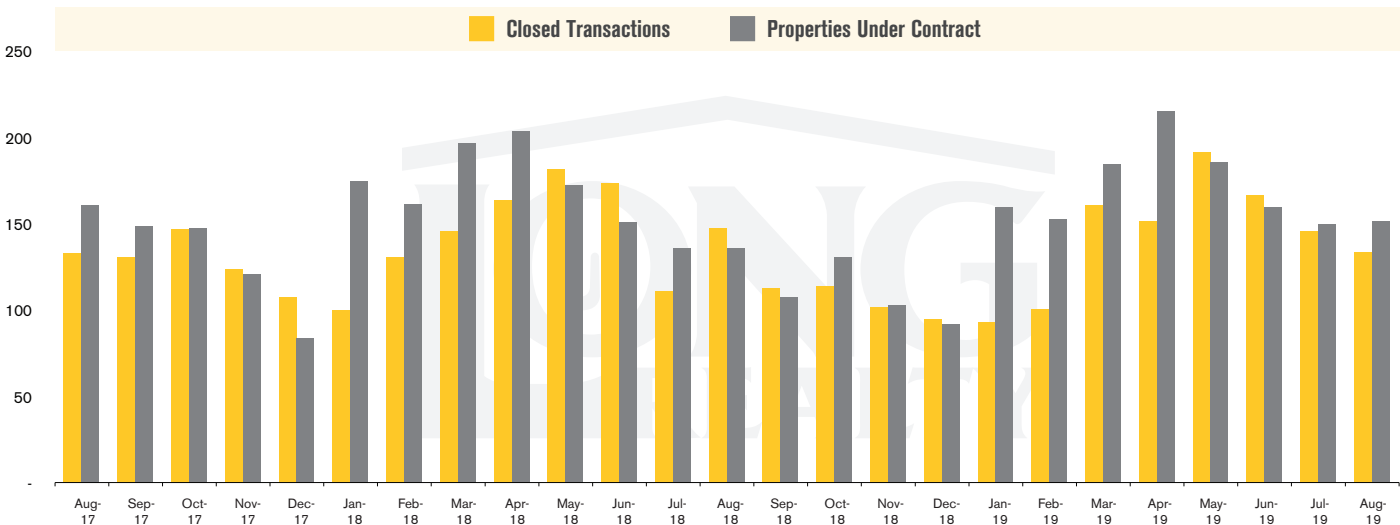
THE HOUSING REPORT

TUCSON NORTH | SEPTEMBER 2019

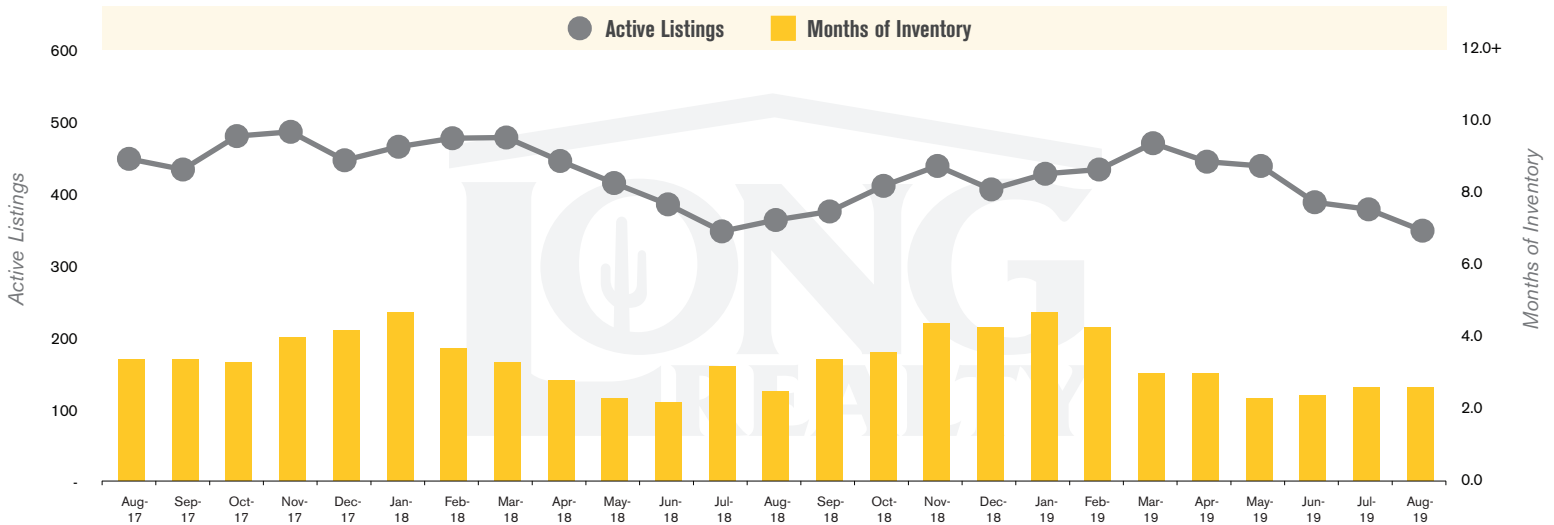


In the Tucson North area, August 2019 active inventory was 353, a 4% decrease from August 2018. There were 134 closings in August 2019, a 9% decrease from August 2018. Year-to-date 2019 there were 1,176 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 2.6, up from 2.5 in August 2018. Median price of sold homes was \$362,500 for the month of August 2019, down 4% from August 2018. The Tucson North area had 152 new properties under contract in August 2019, up 12% from August 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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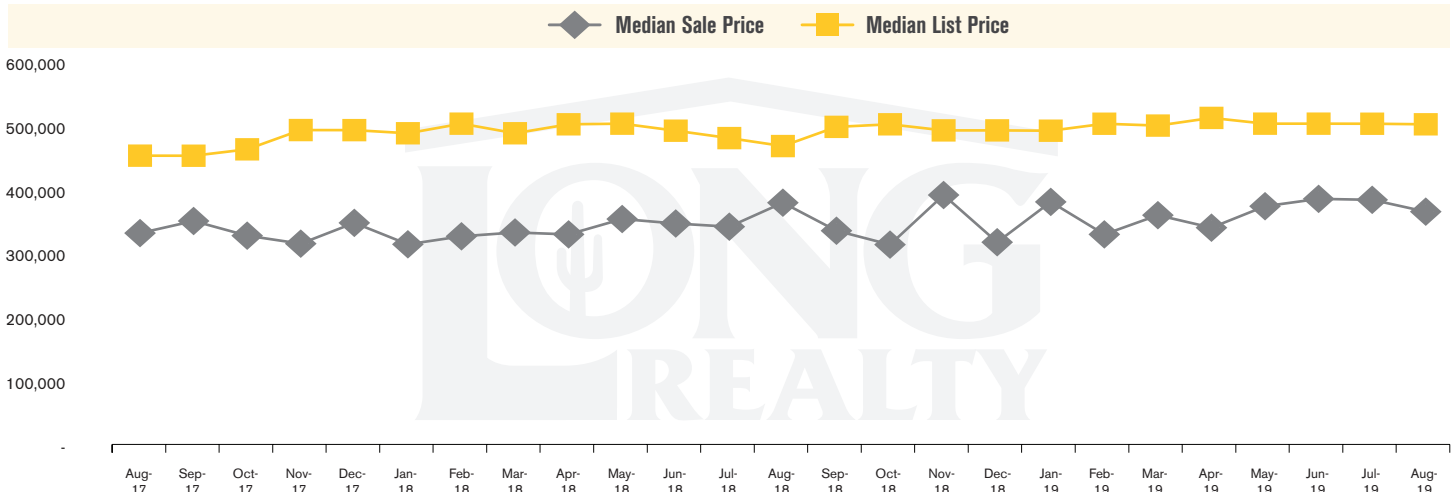
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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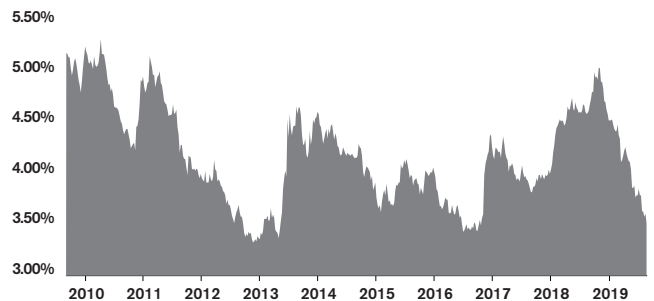
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

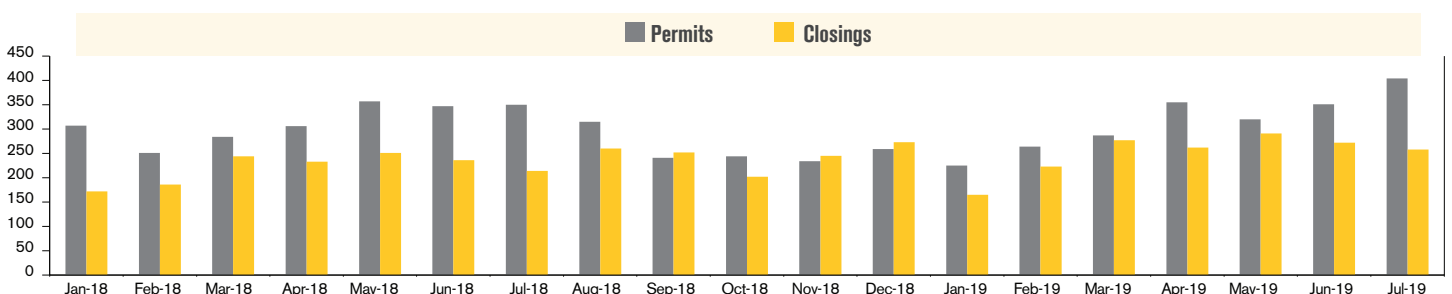
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$376,500	4.879%	\$1,893.61
2019	\$362,500	3.625%	\$1,570.53

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 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 NORTH)

	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	0	0	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	3	2	2	2	0	1	0.0	1.0	Seller
\$75,000 - 99,999	3	0	1	1	4	2	2	1.5	0.8	Seller
\$100,000 - 124,999	1	2	7	7	3	2	0	n/a	1.0	Seller
\$125,000 - 149,999	9	9	10	9	12	5	11	0.8	0.8	Seller
\$150,000 - 174,999	9	15	9	10	9	13	7	1.3	1.1	Seller
\$175,000 - 199,999	6	13	13	12	9	11	10	0.6	1.3	Seller
\$200,000 - 224,999	12	11	8	13	8	4	3	4.0	2.3	Seller
\$225,000 - 249,999	8	3	8	11	4	8	7	1.1	1.3	Seller
\$250,000 - 274,999	5	5	6	8	4	5	3	1.7	1.6	Seller
\$275,000 - 299,999	9	1	6	6	10	1	10	0.9	1.2	Seller
\$300,000 - 349,999	19	19	14	13	9	15	11	1.7	1.5	Seller
\$350,000 - 399,999	27	17	13	15	15	20	8	3.4	1.9	Seller
\$400,000 - 499,999	45	31	22	36	26	22	26	1.7	2.0	Seller
\$500,000 - 599,999	43	8	15	19	22	13	11	3.9	2.6	Seller
\$600,000 - 699,999	37	13	3	18	10	11	12	3.1	3.9	Seller
\$700,000 - 799,999	18	6	11	5	9	4	3	6.0	4.1	Slightly Seller
\$800,000 - 899,999	22	2	4	4	5	4	5	4.4	5.3	Balanced
\$900,000 - 999,999	21	3	2	2	2	8	0	n/a	6.3	Balanced
\$1,000,000 - and over	59	4	3	7	9	4	4	14.8	11.0	Buyer
TOTAL	353	165	158	198	172	152	134	2.6	2.5	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 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 NORTH)

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

44.1%

Tierra Antigua Realty

13.7%

Realty Executives Tucson Elite

5.7%

Coldwell Banker Residential Brokerage

5.6%

Keller Williams Southern Arizona

4.9%

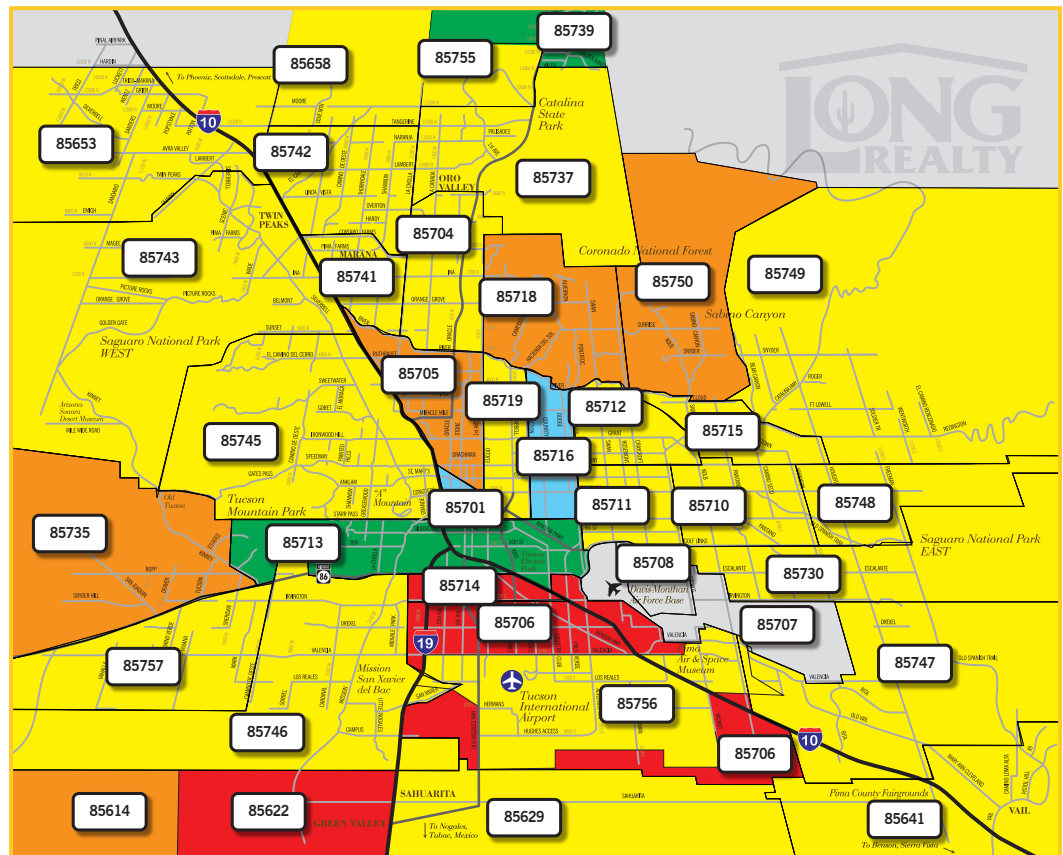
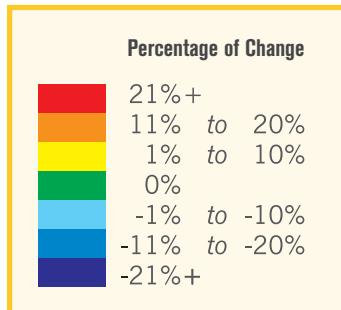
Russ Lyon Sotheby's International Realty

4.9%

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.



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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.