

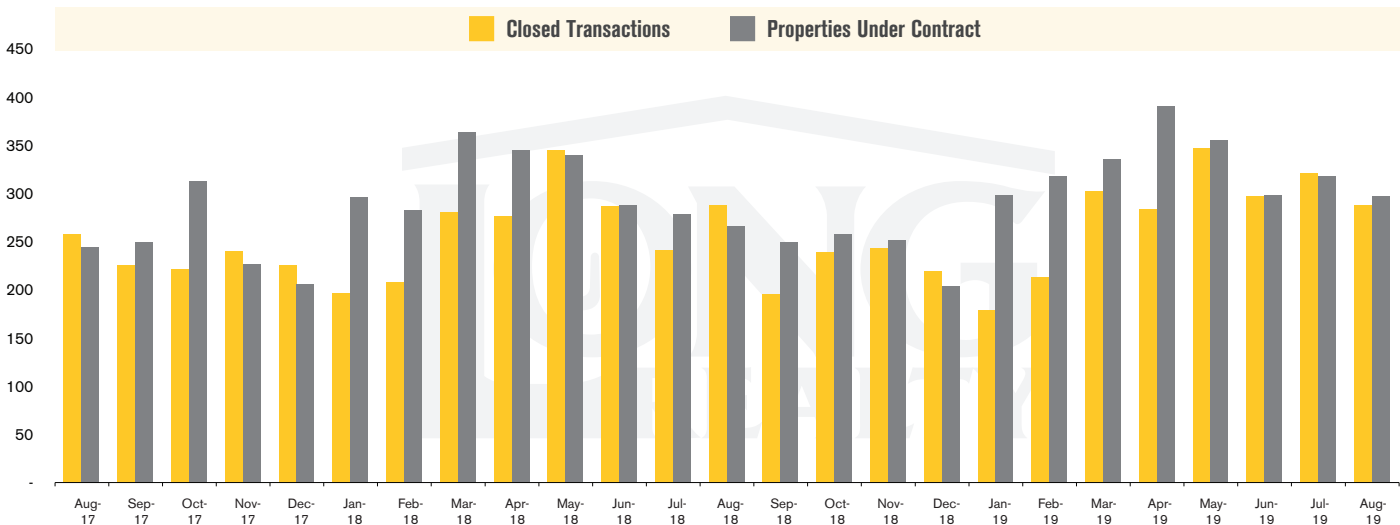
THE HOUSING REPORT

TUCSON NORTHWEST | SEPTEMBER 2019

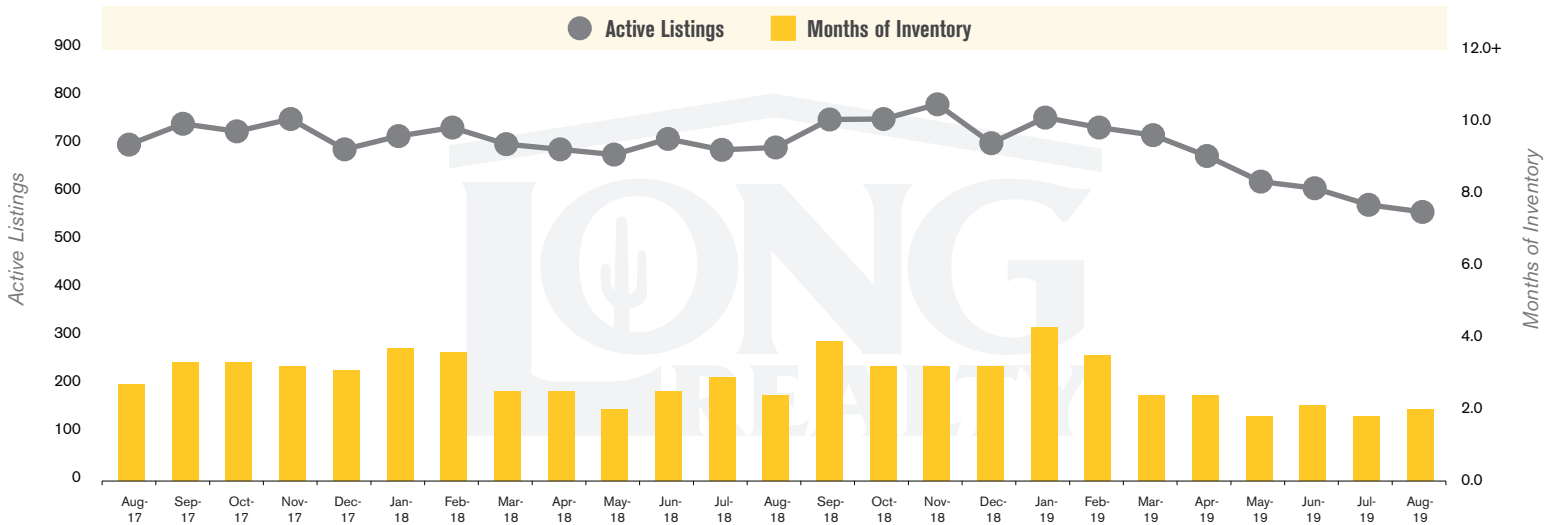


In the Tucson Northwest area, August 2019 active inventory was 569, a 19% decrease from August 2018. There were 290 closings in August 2019, virtually unchanged from August 2018. Year-to-date 2019 there were 2,317 closings, a 4% increase from year-to-date 2018. Months of Inventory was 2.0, down from 2.4 in August 2018. Median price of sold homes was \$294,945 for the month of August 2019, up 15% from August 2018. The Tucson Northwest area had 299 new properties under contract in August 2019, up 12% from August 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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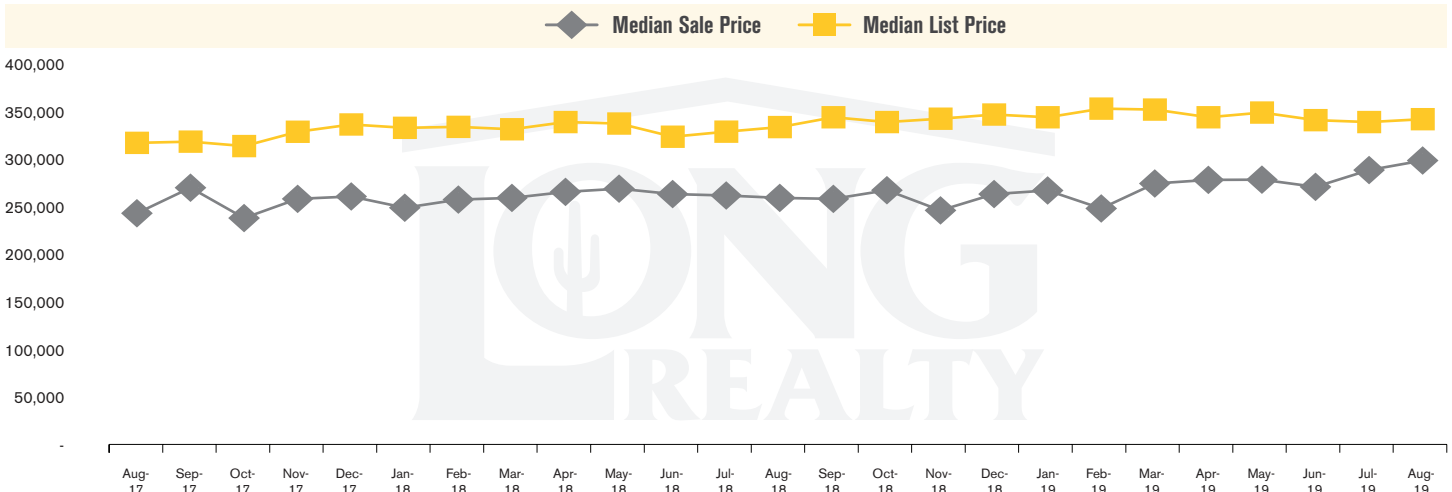
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

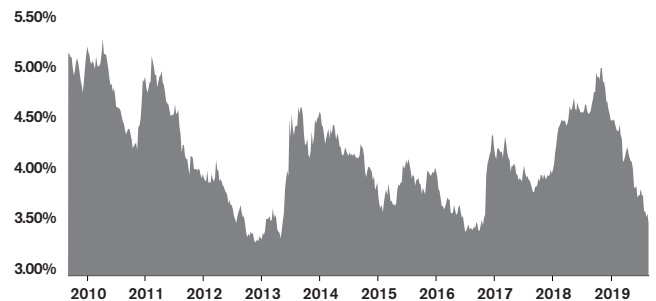


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$256,000	4.879%	\$1,287.55
2019	\$294,945	3.625%	\$1,277.85

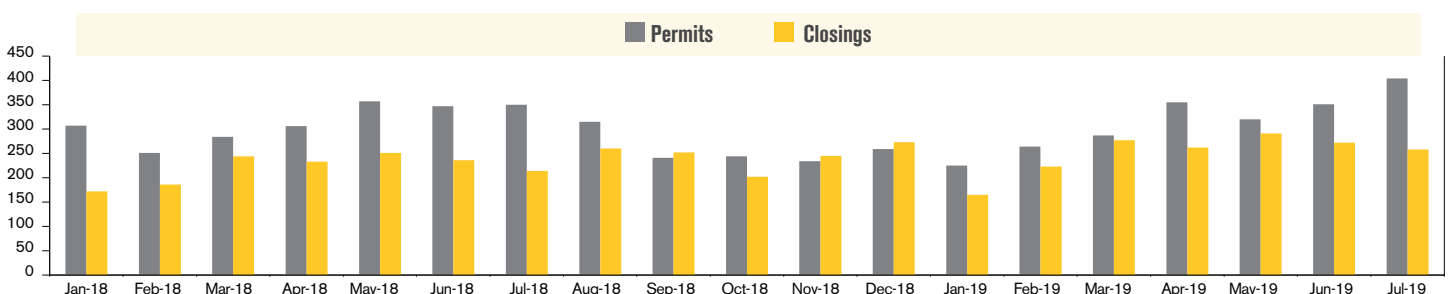
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 NORTHWEST)

	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	1	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	2	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	0	2	0	2	2	1	1.0	1.0	Seller
\$100,000 - 124,999	2	6	1	0	3	3	2	1.0	0.8	Seller
\$125,000 - 149,999	8	3	1	5	5	3	4	2.0	1.5	Seller
\$150,000 - 174,999	0	9	16	14	10	11	9	0.0	0.3	Seller
\$175,000 - 199,999	17	39	22	39	36	29	18	0.9	0.7	Seller
\$200,000 - 224,999	25	39	45	42	37	37	33	0.8	0.9	Seller
\$225,000 - 249,999	46	26	31	53	37	42	36	1.3	1.3	Seller
\$250,000 - 274,999	40	35	27	30	35	27	30	1.3	1.1	Seller
\$275,000 - 299,999	37	36	18	31	16	29	20	1.9	2.1	Seller
\$300,000 - 349,999	77	42	45	52	42	46	46	1.7	1.9	Seller
\$350,000 - 399,999	78	28	30	38	37	31	22	3.5	2.5	Seller
\$400,000 - 499,999	65	26	25	35	27	38	35	1.9	2.0	Seller
\$500,000 - 599,999	28	15	9	10	10	11	12	2.3	2.8	Seller
\$600,000 - 699,999	33	6	4	6	8	6	7	4.7	4.4	Slightly Seller
\$700,000 - 799,999	24	4	7	5	3	5	6	4.0	5.4	Balanced
\$800,000 - 899,999	21	0	1	3	1	3	6	3.5	6.5	Balanced
\$900,000 - 999,999	16	1	2	1	0	6	1	16.0	5.6	Balanced
\$1,000,000 - and over	50	3	4	4	3	3	2	25.0	19.3	Buyer
TOTAL	569	320	291	368	312	332	290	2.0	1.9	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 NORTHWEST)

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

28.0%

Tierra Antigua Realty

12.4%

Coldwell Banker Residential Brokerage

8.6%

Realty Executives Tucson Elite

7.2%

Keller Williams Southern Arizona

5.4%

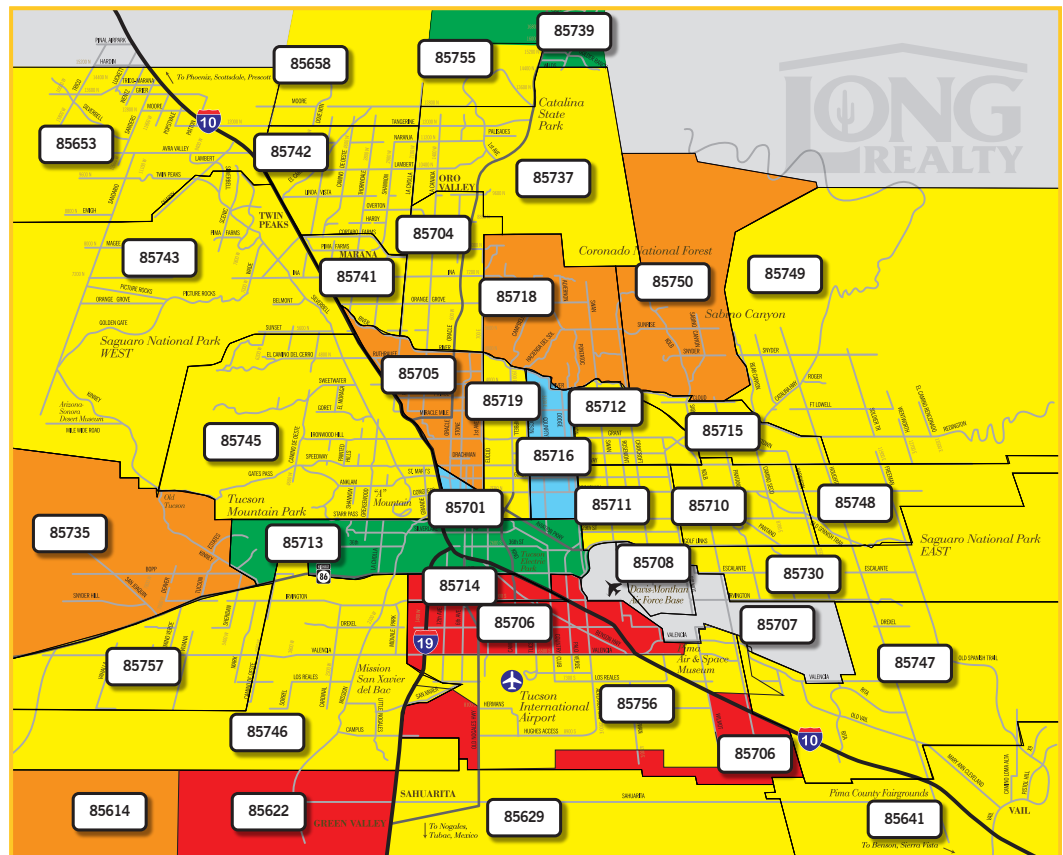
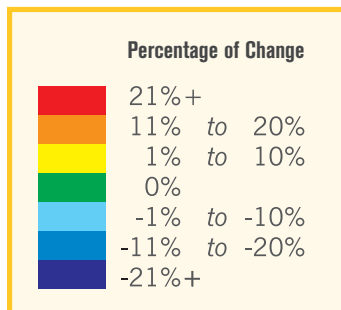
Exp Realty

3.7%

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.