

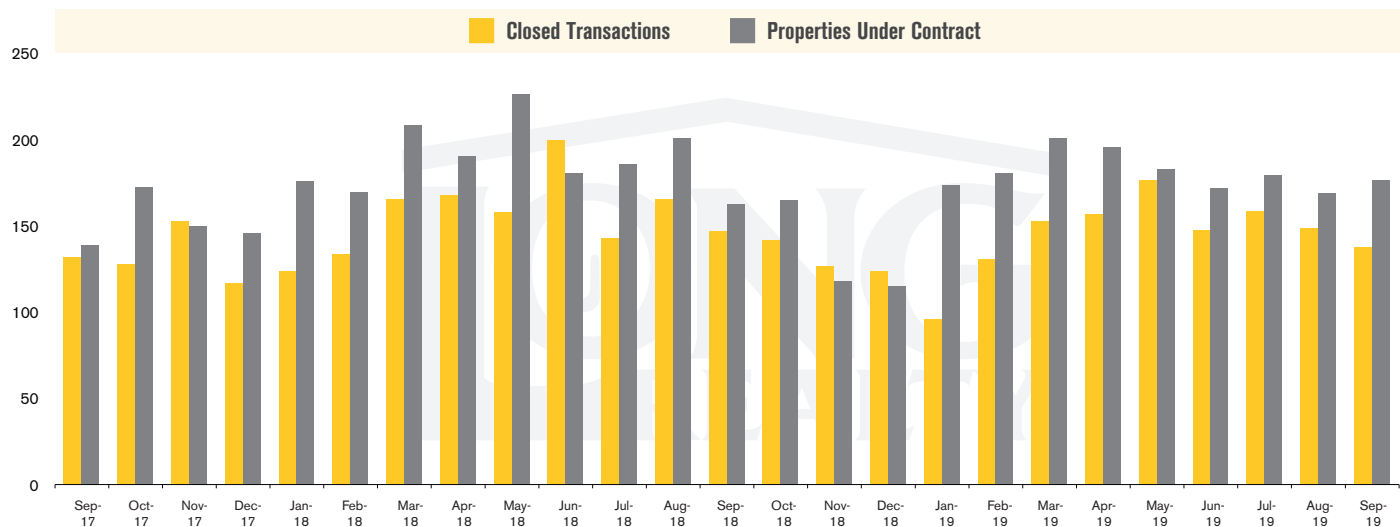
THE HOUSING REPORT

TUCSON EAST | OCTOBER 2019

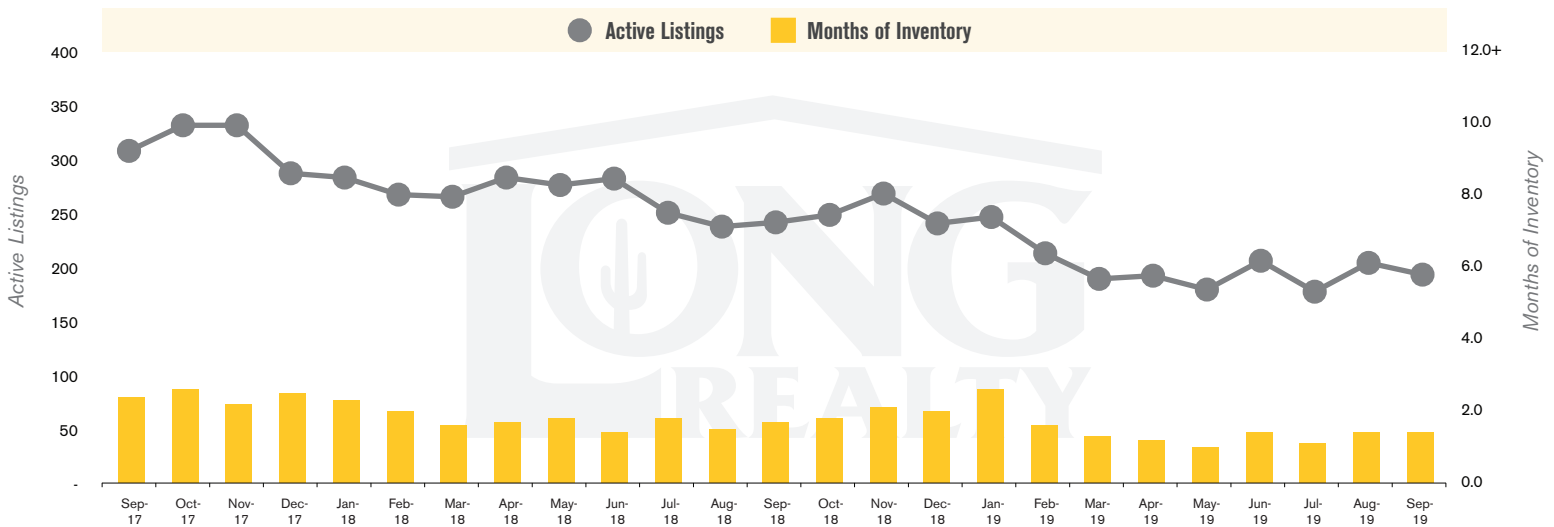


In the Tucson East area, September 2019 active inventory was 196, a 20% decrease from September 2018. There were 138 closings in September 2019, a 6% decrease from September 2018. Year-to-date 2019 there were 1,376 closings, a 7% decrease from year-to-date 2018. Months of Inventory was 1.4, down from 1.7 in September 2018. Median price of sold homes was \$199,950 for the month of September 2019, up 14% from September 2018. The Tucson East area had 177 new properties under contract in September 2019, up 9% from September 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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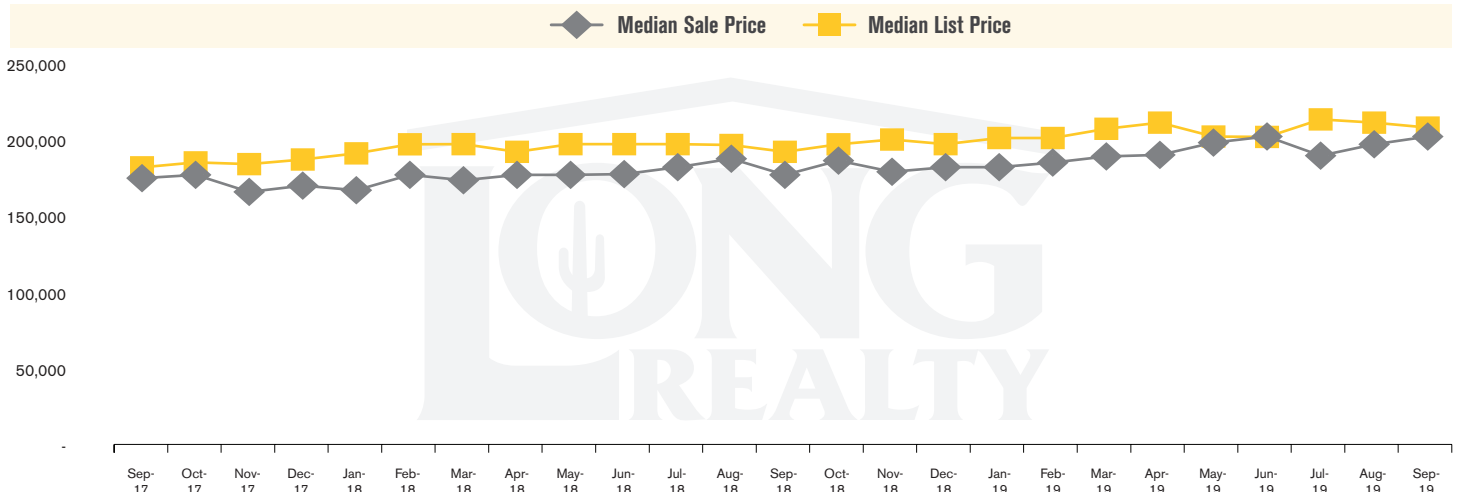
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

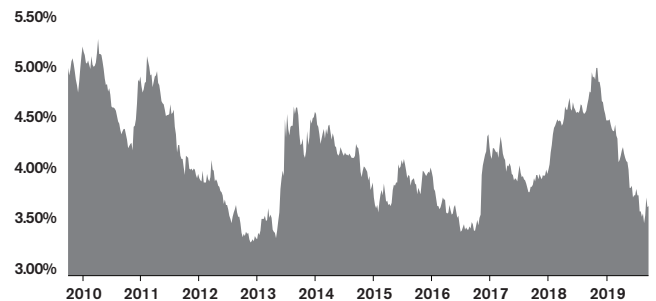


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$175,000	4.875%	\$879.81
2019	\$199,950	4.125%	\$920.60

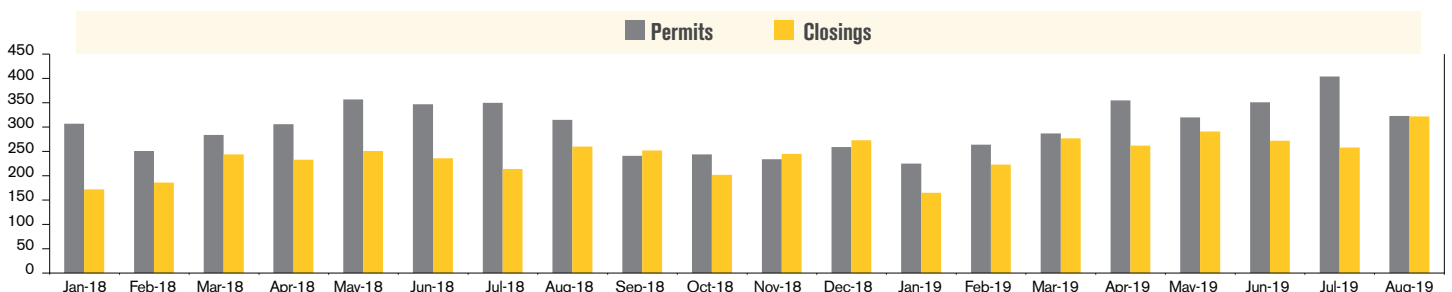
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 August 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 15%** year to date from 2018.

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MARKET CONDITIONS BY PRICE BAND (TUCSON EAST)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$1 - 49,999	4	0	0	1	0	2	1	4.0	4.0	Seller
\$50,000 - 74,999	6	2	2	3	2	1	0	n/a	3.7	Seller
\$75,000 - 99,999	6	10	8	3	9	7	6	1.0	0.6	Seller
\$100,000 - 124,999	5	7	7	6	6	3	1	5.0	1.6	Seller
\$125,000 - 149,999	12	12	9	14	13	19	9	1.3	0.7	Seller
\$150,000 - 174,999	12	31	32	25	31	17	17	0.7	0.7	Seller
\$175,000 - 199,999	35	46	49	29	39	38	35	1.0	0.9	Seller
\$200,000 - 224,999	23	26	23	22	26	31	30	0.8	0.9	Seller
\$225,000 - 249,999	34	10	19	21	19	17	15	2.3	2.0	Seller
\$250,000 - 274,999	13	8	12	16	11	6	13	1.0	1.6	Seller
\$275,000 - 299,999	10	7	9	3	4	4	2	5.0	3.0	Seller
\$300,000 - 349,999	12	6	9	8	5	4	4	3.0	2.3	Seller
\$350,000 - 399,999	5	2	2	3	2	4	2	2.5	2.1	Seller
\$400,000 - 499,999	7	1	4	1	3	0	2	3.5	3.8	Seller
\$500,000 - 599,999	3	0	5	2	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	1	0	0	0	0	0	1	1.0	5.0	Balanced
\$800,000 - 899,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	196	168	190	158	170	153	138	1.4	1.3	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 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON EAST)

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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18.0%

Tierra Antigua Realty

15.7%

Realty Executives Tucson Elite

13.5%

Keller Williams Southern Arizona

7.8%

Exp Realty

6.2%

Coldwell Banker Residential Brokerage

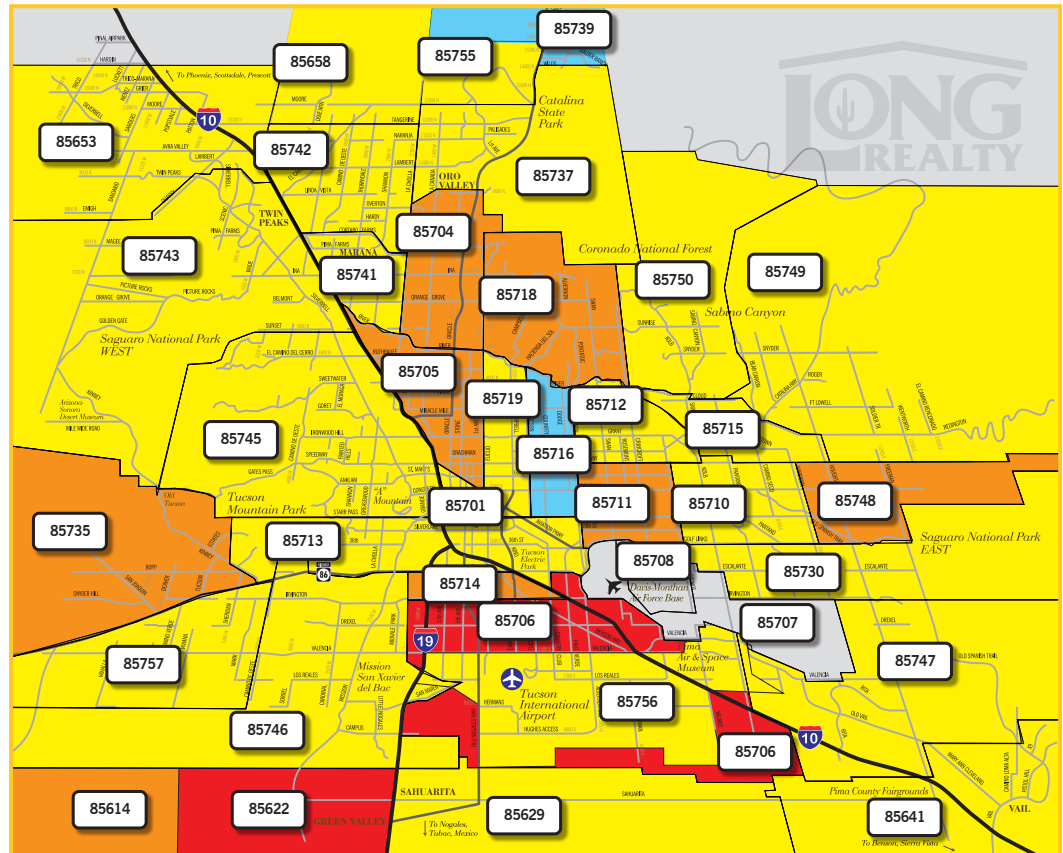
5.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2018-SEP 2018 TO
JUL 2019-SEP 2019)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



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 July 2018-September 2018 to July 2019-September 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/03/2019. Information is believed to be reliable, but not guaranteed.