

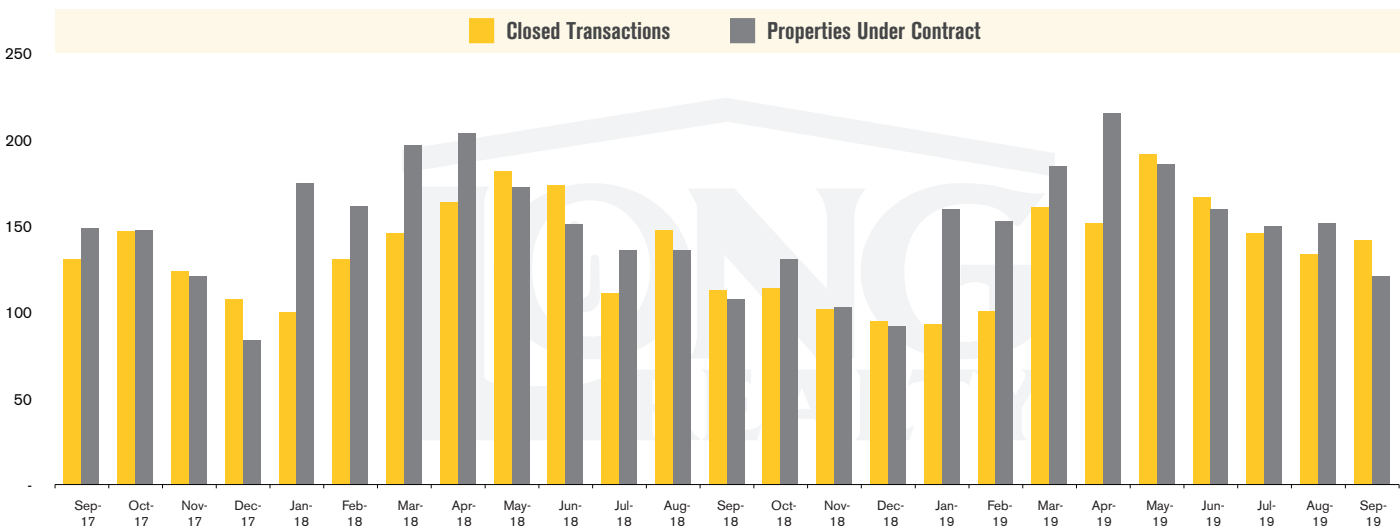
THE HOUSING REPORT

TUCSON NORTH | OCTOBER 2019

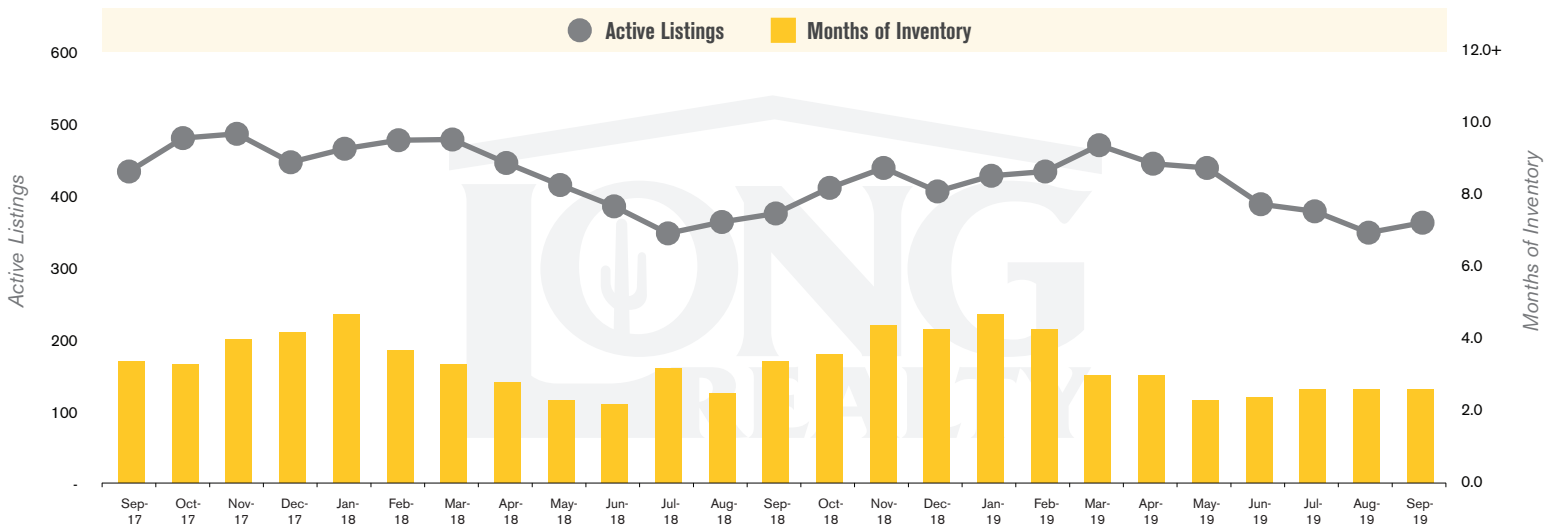


In the Tucson North area, September 2019 active inventory was 367, a 3% decrease from September 2018. There were 142 closings in September 2019, a 26% increase from September 2018. Year-to-date 2019 there were 1,324 closings, a 2% increase from year-to-date 2018. Months of Inventory was 2.6, down from 3.4 in September 2018. Median price of sold homes was \$378,450 for the month of September 2019, up 14% from September 2018. The Tucson North area had 121 new properties under contract in September 2019, up 12% from September 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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

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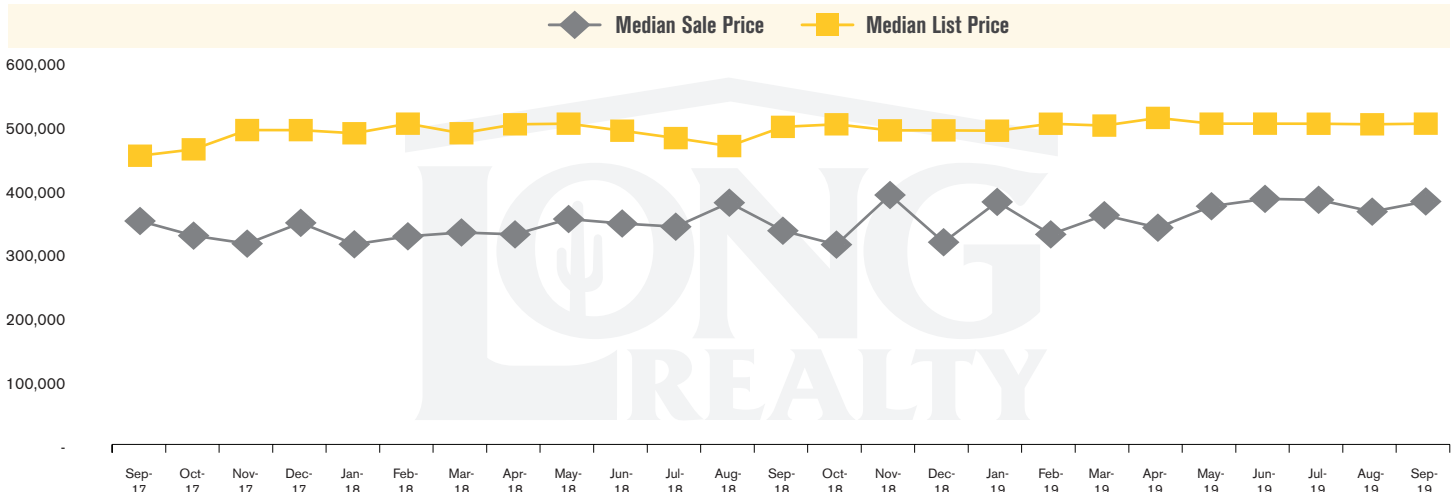
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

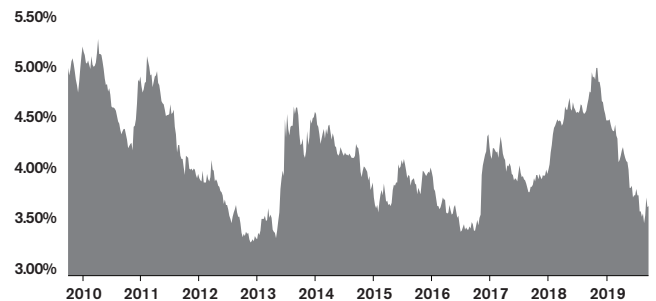


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

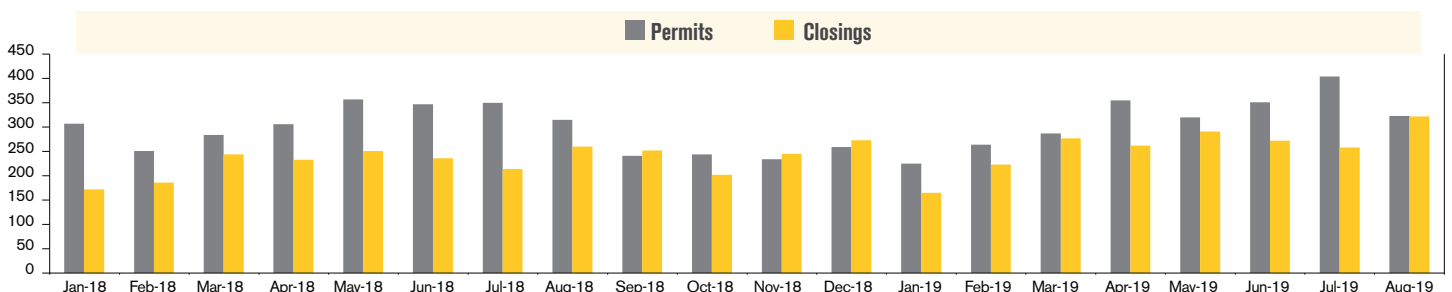
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$332,700	4.875%	\$1,672.64
2019	\$378,450	4.125%	\$1,742.45

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

30 YEAR FIXED MORTGAGE RATE



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.

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

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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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$1 - 49,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	2	2	2	0	1	1	2.0	2.0	Seller
\$75,000 - 99,999	3	1	1	4	2	2	2	1.5	1.3	Seller
\$100,000 - 124,999	3	7	7	3	2	0	2	1.5	1.8	Seller
\$125,000 - 149,999	11	10	9	12	5	12	10	1.1	1.0	Seller
\$150,000 - 174,999	7	9	10	9	14	8	9	0.8	0.9	Seller
\$175,000 - 199,999	12	13	12	9	11	10	12	1.0	1.1	Seller
\$200,000 - 224,999	11	8	13	8	4	3	4	2.8	3.1	Seller
\$225,000 - 249,999	4	8	11	4	8	7	3	1.3	1.0	Seller
\$250,000 - 274,999	3	6	8	4	5	3	6	0.5	1.2	Seller
\$275,000 - 299,999	10	6	6	10	1	10	3	3.3	1.7	Seller
\$300,000 - 349,999	19	14	13	9	15	11	10	1.9	1.5	Seller
\$350,000 - 399,999	22	13	15	15	20	9	16	1.4	1.7	Seller
\$400,000 - 499,999	47	22	36	26	22	27	21	2.2	2.1	Seller
\$500,000 - 599,999	40	15	19	22	13	11	15	2.7	3.1	Seller
\$600,000 - 699,999	41	3	18	10	11	12	7	5.9	4.1	Slightly Seller
\$700,000 - 799,999	24	11	5	9	4	4	6	4.0	4.6	Slightly Seller
\$800,000 - 899,999	23	4	4	5	4	5	4	5.8	5.3	Balanced
\$900,000 - 999,999	20	2	2	2	8	0	2	10.0	6.3	Balanced
\$1,000,000 - and over	65	3	7	9	4	4	9	7.2	10.8	Buyer
TOTAL	367	158	198	172	153	139	142	2.6	2.5	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
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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 NORTH)

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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43.2%

Tierra Antigua Realty

13.7%

Realty Executives Tucson Elite

6.4%

Coldwell Banker Residential Brokerage

6.0%

Russ Lyon Sotheby's International Realty

5.2%

Keller Williams Southern Arizona

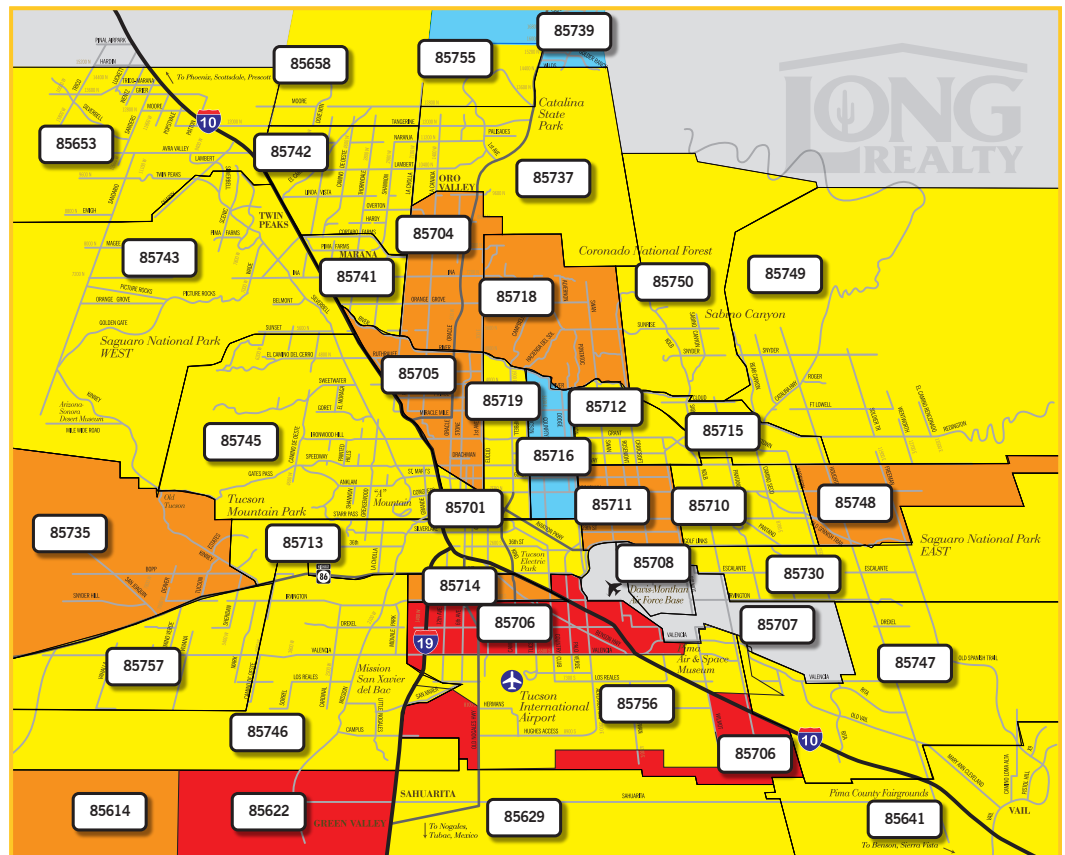
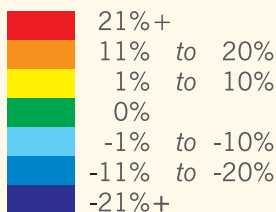
4.8%

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.