

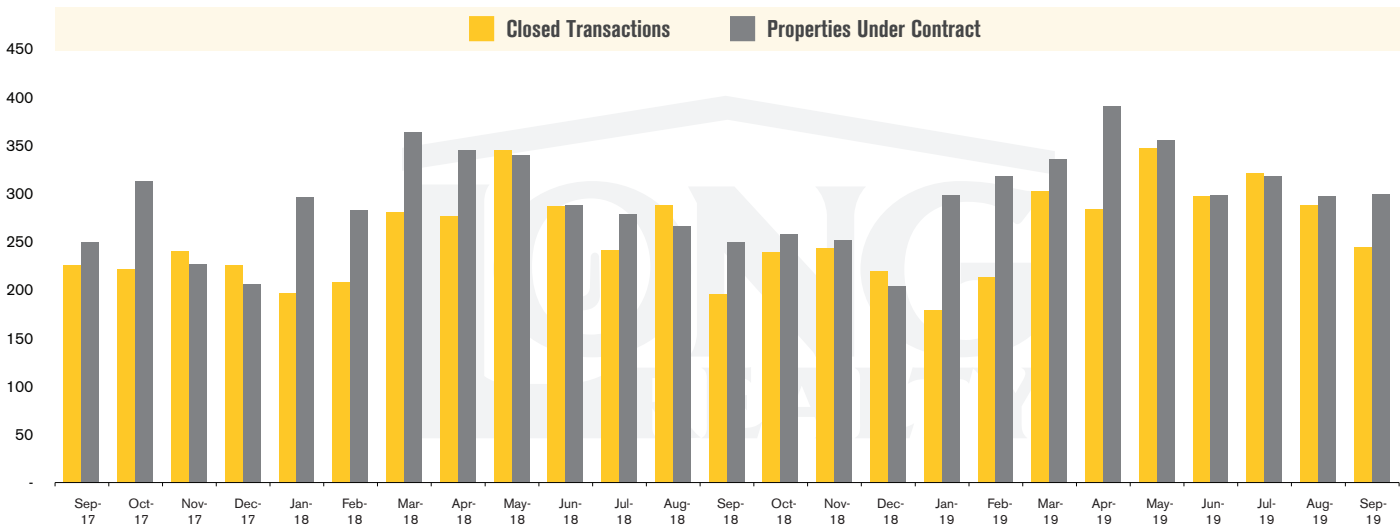
THE HOUSING REPORT

TUCSON NORTHWEST | OCTOBER 2019

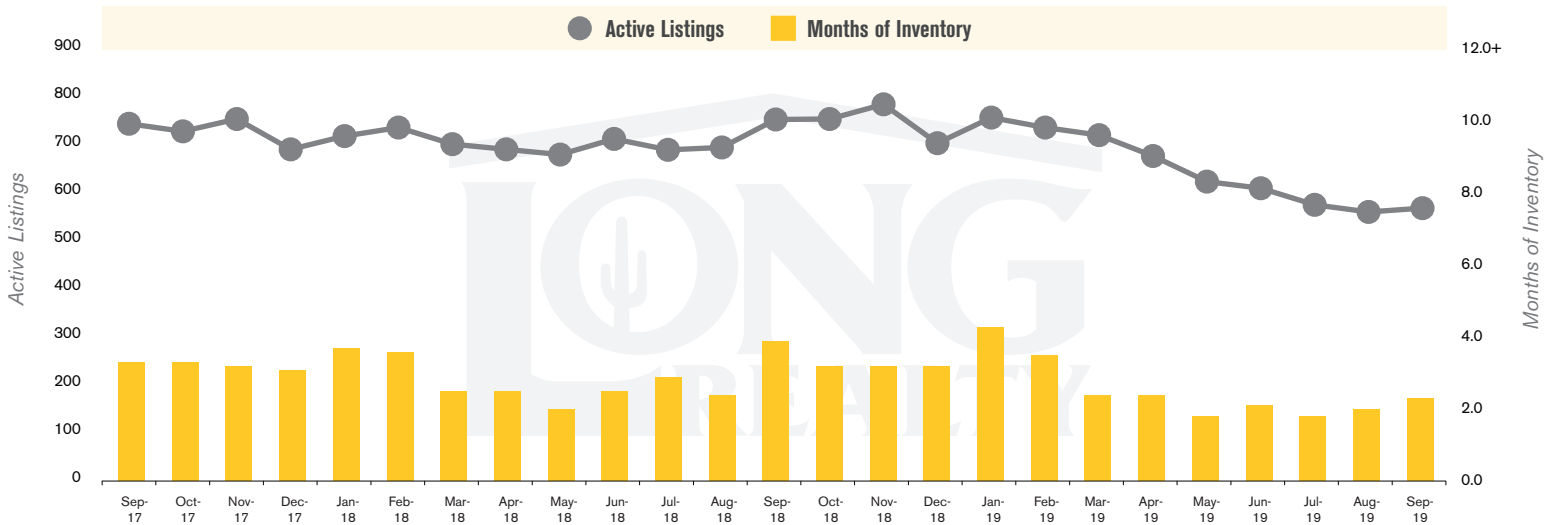


In the Tucson Northwest area, September 2019 active inventory was 577, a 24% decrease from September 2018. There were 246 closings in September 2019, a 25% increase from September 2018. Year-to-date 2019 there were 2,576 closings, a 6% increase from year-to-date 2018. Months of Inventory was 2.3, down from 3.9 in September 2018. Median price of sold homes was \$268,944 for the month of September 2019, up 6% from September 2018. The Tucson Northwest area had 302 new properties under contract in September 2019, up 20% from September 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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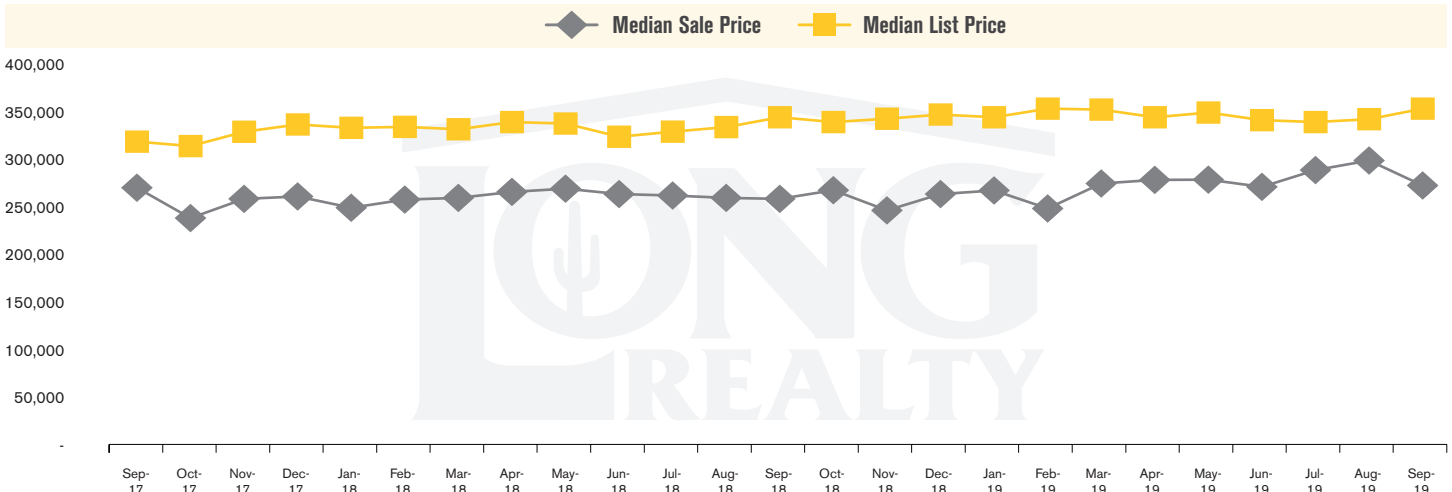
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

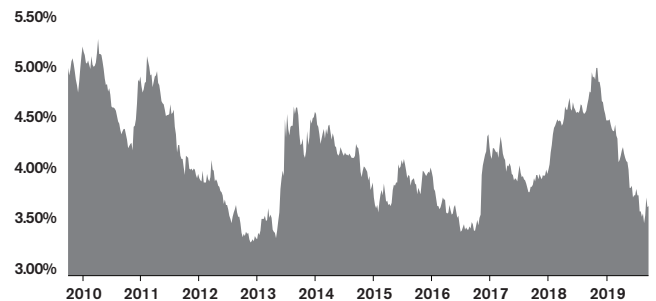


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$255,000	4.875%	\$1,282.01
2019	\$268,944	4.125%	\$1,238.26

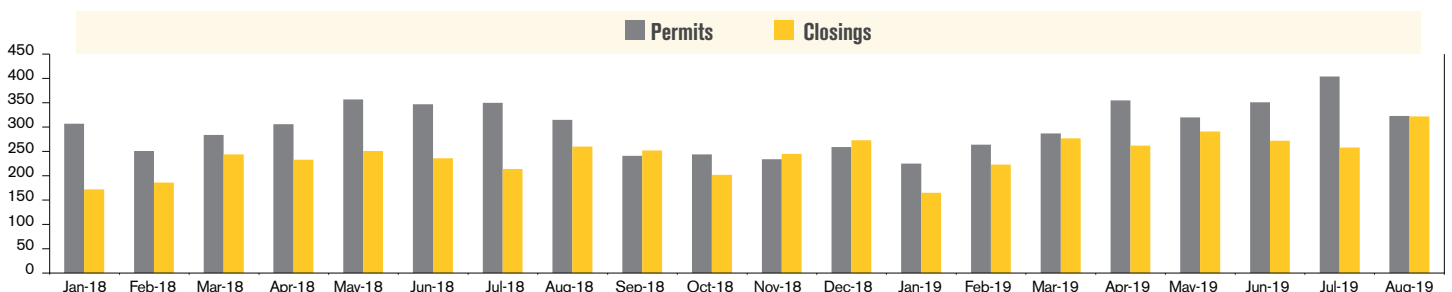
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST)

	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	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	1	0	0	0	0	1	1.0	1.0	Seller
\$75,000 - 99,999	0	2	0	2	2	1	0	n/a	0.7	Seller
\$100,000 - 124,999	3	1	0	3	3	2	0	n/a	1.4	Seller
\$125,000 - 149,999	6	1	5	5	3	4	4	1.5	2.0	Seller
\$150,000 - 174,999	4	16	14	10	11	9	11	0.4	0.3	Seller
\$175,000 - 199,999	16	22	39	36	29	20	26	0.6	0.7	Seller
\$200,000 - 224,999	37	45	42	37	37	35	33	1.1	0.9	Seller
\$225,000 - 249,999	41	31	53	37	42	38	32	1.3	1.1	Seller
\$250,000 - 274,999	34	27	30	35	27	31	24	1.4	1.3	Seller
\$275,000 - 299,999	25	18	31	16	29	20	16	1.6	1.6	Seller
\$300,000 - 349,999	71	45	52	42	46	46	36	2.0	1.8	Seller
\$350,000 - 399,999	77	30	38	37	31	24	17	4.5	3.2	Seller
\$400,000 - 499,999	77	25	35	27	38	35	23	3.3	2.1	Seller
\$500,000 - 599,999	36	9	10	10	11	12	10	3.6	2.8	Seller
\$600,000 - 699,999	37	4	6	8	6	8	3	12.3	6.0	Balanced
\$700,000 - 799,999	31	7	5	3	5	6	2	15.5	6.3	Balanced
\$800,000 - 899,999	22	1	3	1	3	6	5	4.4	4.6	Slightly Seller
\$900,000 - 999,999	12	2	1	0	6	1	0	n/a	5.7	Balanced
\$1,000,000 - and over	47	4	4	4	3	2	3	15.7	18.5	Buyer
TOTAL	577	291	368	313	332	300	246	2.3	2.0	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 NORTHWEST)

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.*

LONG REALTY COMPANY

27.9%

Tierra Antigua Realty

12.4%

Coldwell Banker Residential Brokerage

8.7%

Realty Executives Tucson Elite

7.3%

Keller Williams Southern Arizona

5.5%

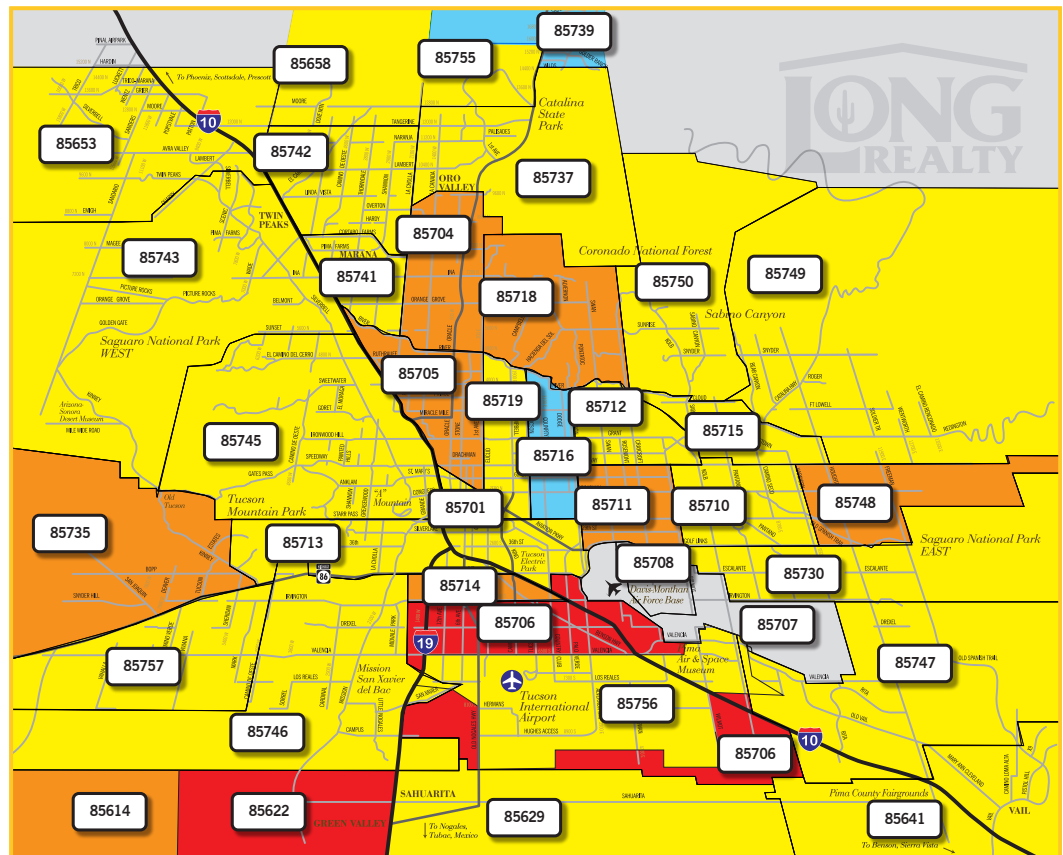
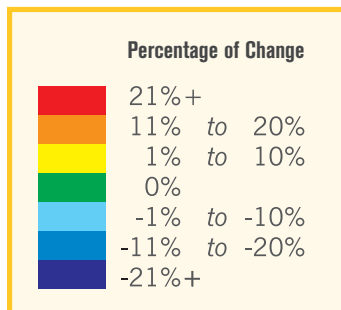
Exp Realty

3.6%

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.



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.