

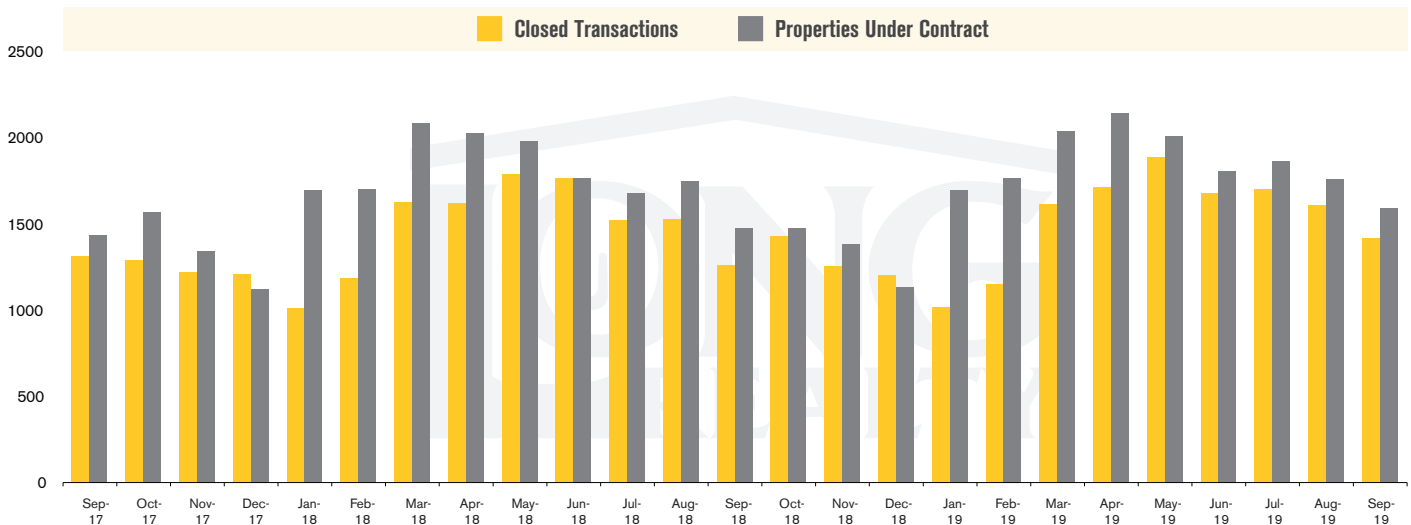
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | OCTOBER 2019

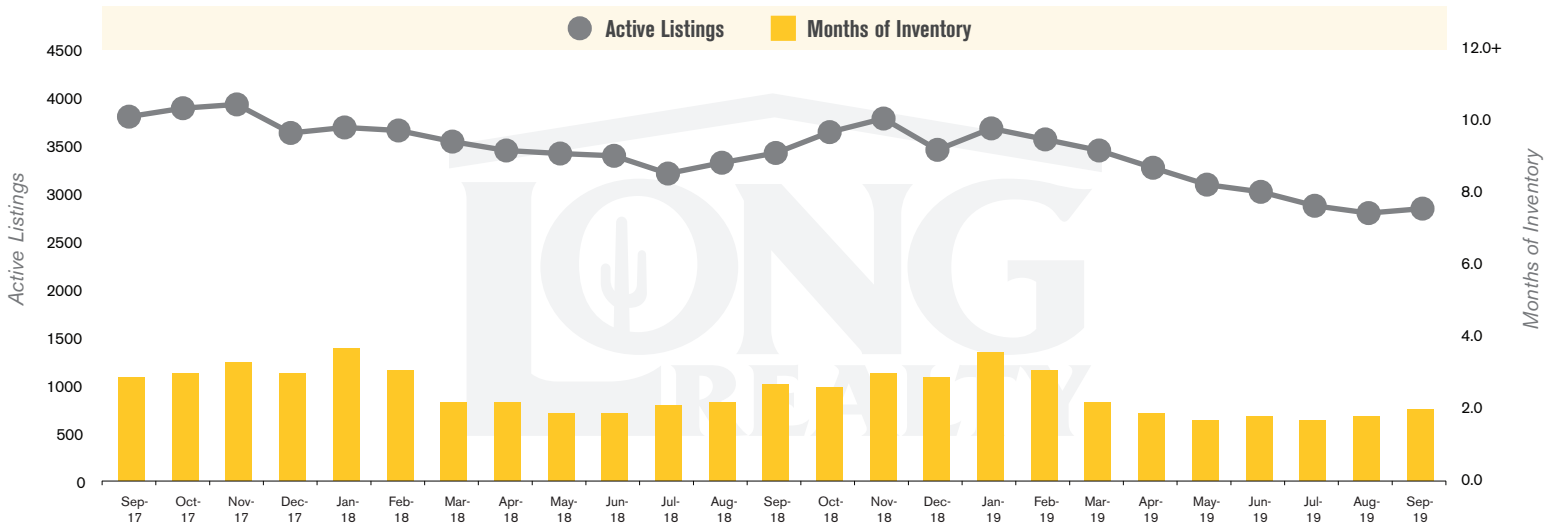


In the Tucson Main Market area, September 2019 active inventory was 2,880, a 17% decrease from September 2018. There were 1,422 closings in September 2019, a 13% increase from September 2018. Year-to-date 2019 there were 14,375 closings, a 1% increase from year-to-date 2018. Months of Inventory was 2.0, down from 2.7 in September 2018. Median price of sold homes was \$225,000 for the month of September 2019, up 8% from September 2018. The Tucson Main Market area had 1,596 new properties under contract in September 2019, up 8% from September 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (GREATER TUCSON MAIN MARKET)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (GREATER TUCSON MAIN MARKET)



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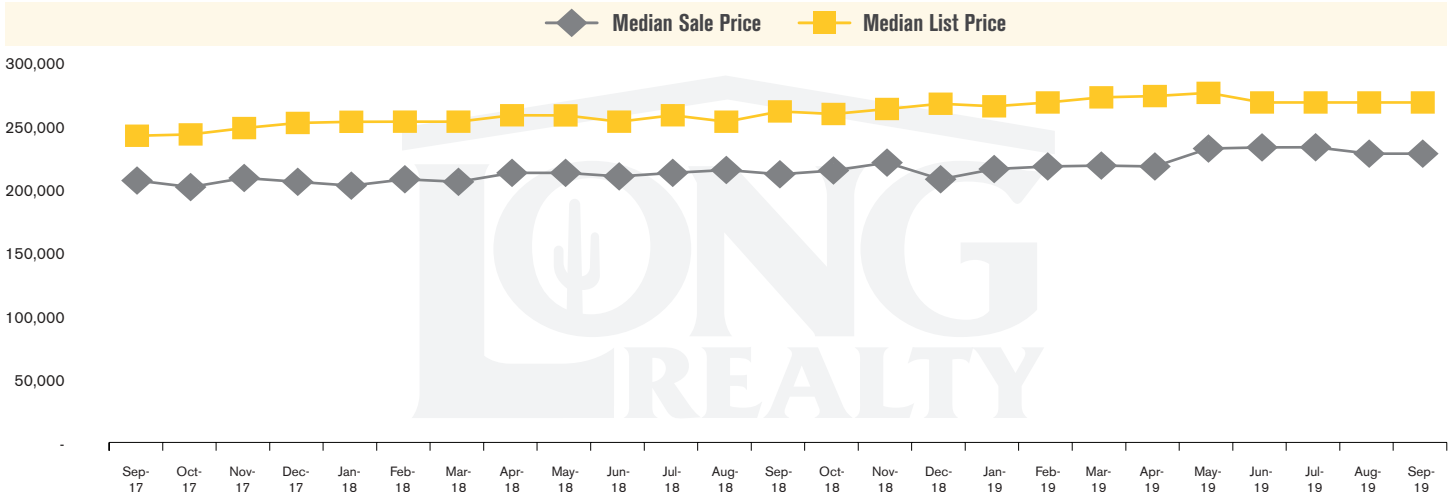
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (GREATER TUCSON MAIN MARKET)

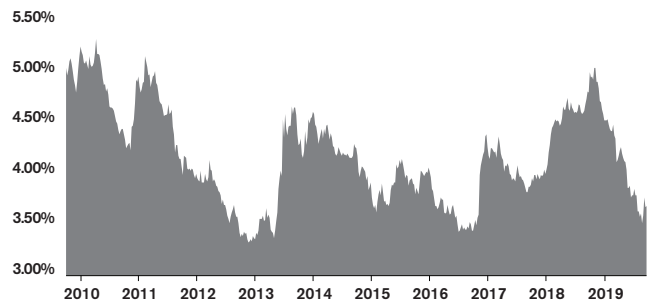


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$208,900	4.875%	\$1,050.24
2019	\$225,000	4.125%	\$1,035.94

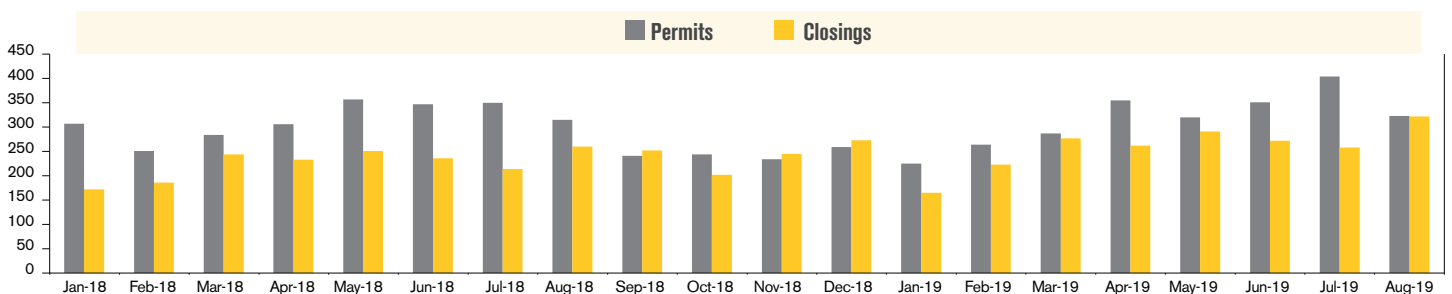
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (GREATER TUCSON MAIN MARKET)



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 (GREATER TUCSON MAIN MARKET)

	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	9	13	5	10	8	8	10	0.9	1.3	Seller
\$50,000 - 74,999	34	45	28	25	22	25	24	1.4	1.2	Seller
\$75,000 - 99,999	54	71	52	48	47	46	30	1.8	1.3	Seller
\$100,000 - 124,999	61	79	70	61	40	45	33	1.8	1.7	Seller
\$125,000 - 149,999	114	120	119	120	103	118	99	1.2	1.1	Seller
\$150,000 - 174,999	125	217	203	152	173	150	128	1.0	0.8	Seller
\$175,000 - 199,999	200	237	284	228	247	239	209	1.0	0.9	Seller
\$200,000 - 224,999	217	216	201	204	201	191	168	1.3	1.1	Seller
\$225,000 - 249,999	292	143	220	174	174	183	130	2.2	1.7	Seller
\$250,000 - 274,999	205	123	150	137	139	108	124	1.7	1.7	Seller
\$275,000 - 299,999	219	88	115	107	111	107	81	2.7	2.3	Seller
\$300,000 - 349,999	271	137	166	153	161	155	119	2.3	1.9	Seller
\$350,000 - 399,999	239	98	132	106	96	85	82	2.9	2.8	Seller
\$400,000 - 499,999	249	100	132	100	121	104	89	2.8	2.3	Seller
\$500,000 - 599,999	140	49	48	59	42	35	42	3.3	3.6	Seller
\$600,000 - 699,999	112	18	33	28	32	23	15	7.5	4.6	Slightly Seller
\$700,000 - 799,999	93	24	16	23	15	15	9	10.3	6.9	Slightly Buyer
\$800,000 - 899,999	59	10	12	12	10	12	12	4.9	5.2	Balanced
\$900,000 - 999,999	45	6	4	5	19	3	4	11.3	5.3	Balanced
\$1,000,000 - and over	142	7	14	13	7	8	14	10.1	14.4	Buyer
TOTAL	2,880	1,801	2,004	1,765	1,768	1,660	1,422	2.0	1.8	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 (GREATER TUCSON MAIN MARKET)

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

26.2%

Tierra Antigua Realty

14.2%

Realty Executives Tucson Elite

9.3%

Coldwell Banker Residential Brokerage

7.7%

Keller Williams Southern Arizona

6.6%

Exp Realty

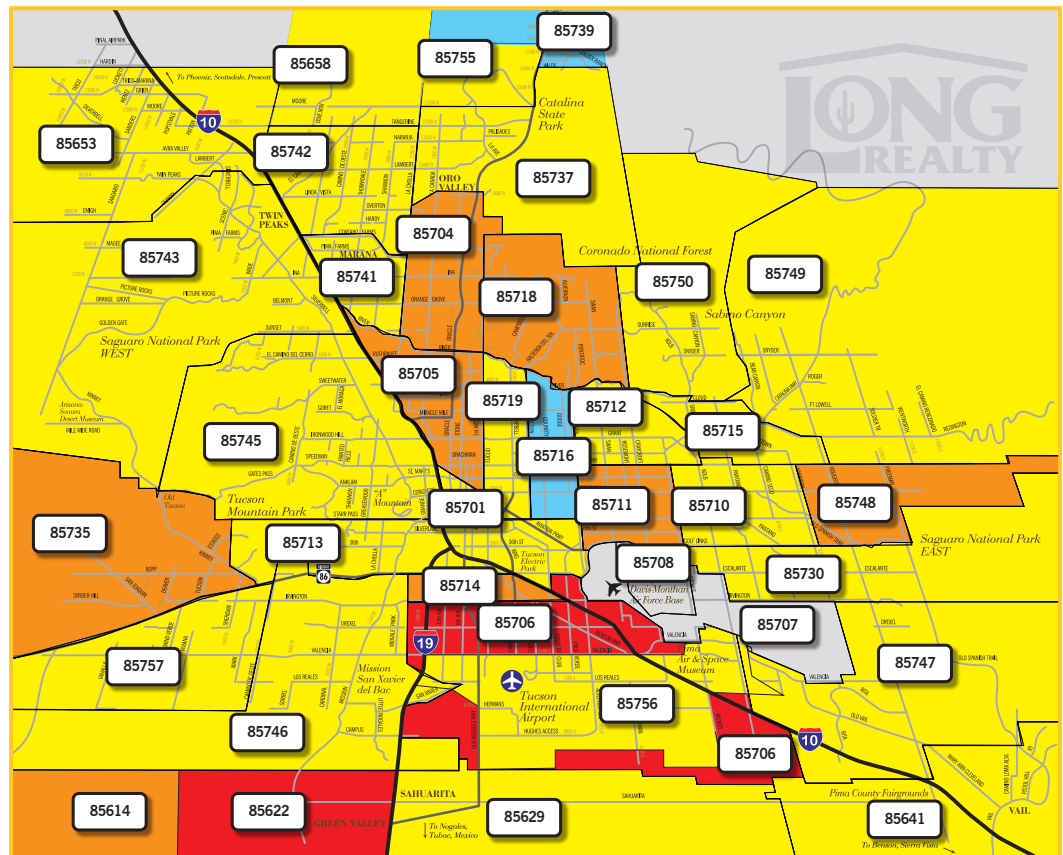
3.6%

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.

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.