

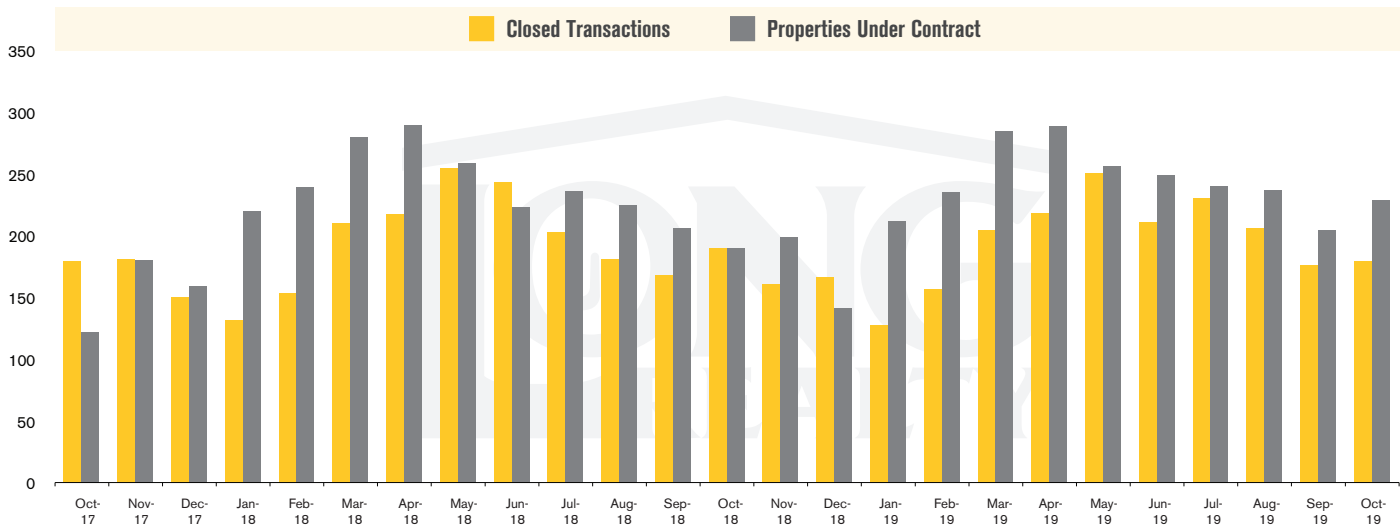
THE HOUSING REPORT

TUCSON CENTRAL | NOVEMBER 2019

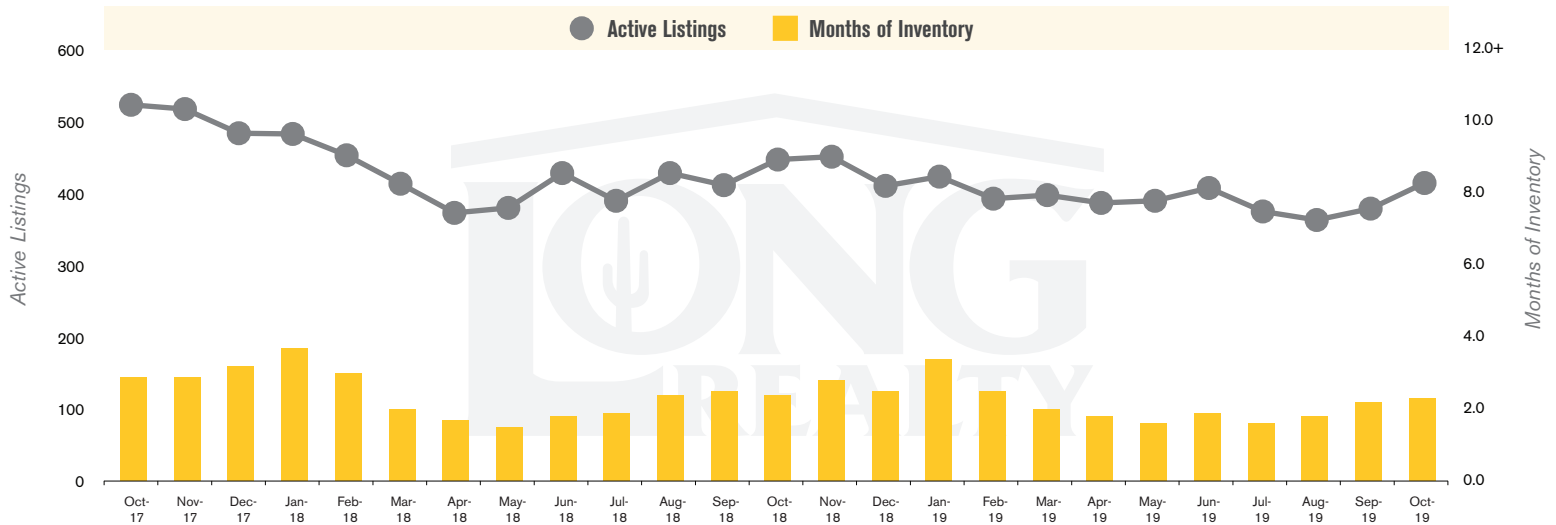


In the Tucson Central area, October 2019 active inventory was 420, a 7% decrease from October 2018. There were 180 closings in October 2019, a 6% decrease from October 2018. Year-to-date 2019 there were 2,075 closings, virtually unchanged from year-to-date 2018. Months of Inventory was 2.3, down from 2.4 in October 2018. Median price of sold homes was \$207,500 for the month of October 2019, up 12% from October 2018. The Tucson Central area had 230 new properties under contract in October 2019, up 20% from October 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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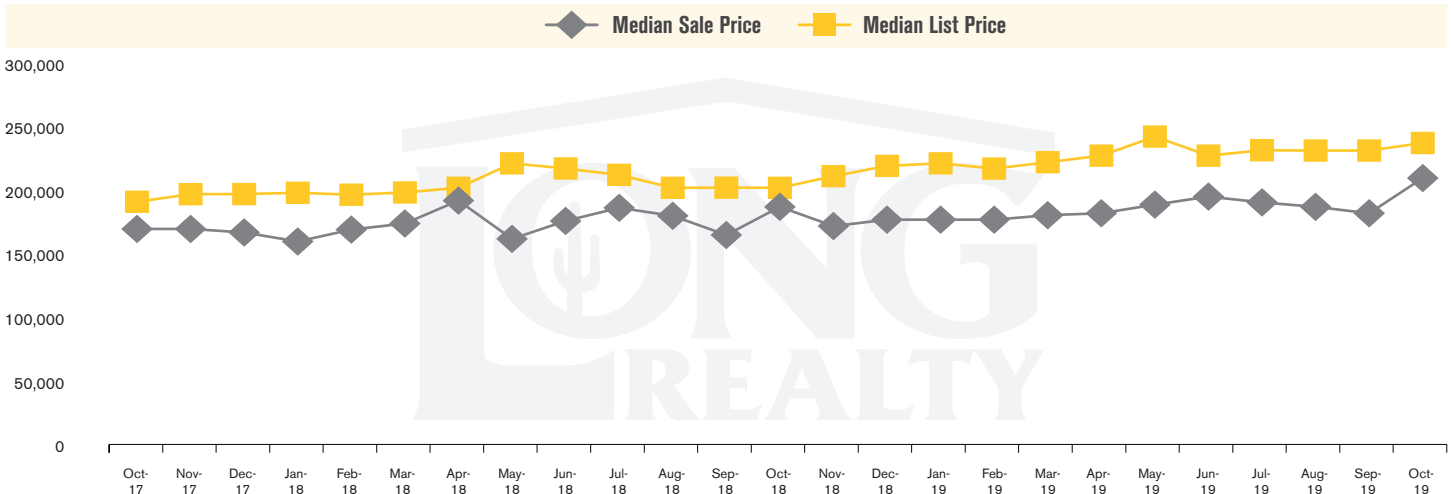
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

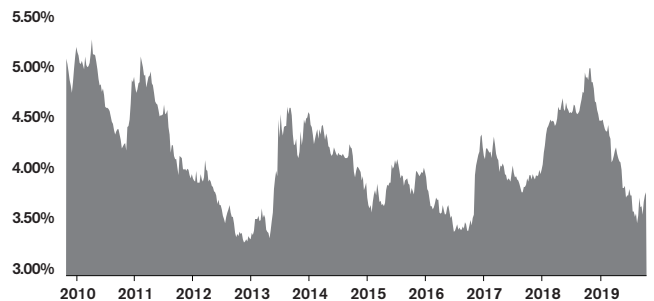


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$185,000	4.500%	\$890.50
2019	\$207,500	3.875%	\$926.95

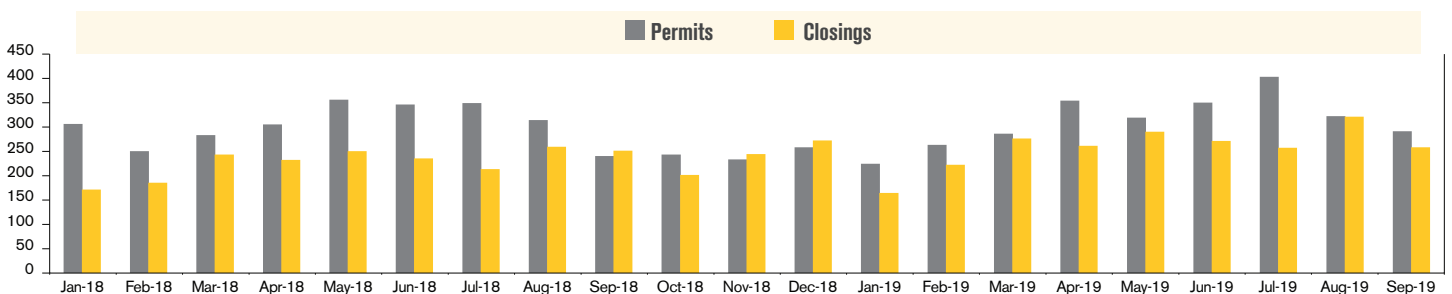
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For September 2019, new home permits were **up 2%** 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 CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19			
\$1 - 49,999	8	1	1	3	0	1	2	4.0	3.7	Seller
\$50,000 - 74,999	0	4	7	1	6	6	3	0.0	0.5	Seller
\$75,000 - 99,999	13	13	13	10	9	6	6	2.2	1.3	Seller
\$100,000 - 124,999	9	16	16	14	19	13	8	1.1	0.9	Seller
\$125,000 - 149,999	24	32	33	28	20	32	21	1.1	1.0	Seller
\$150,000 - 174,999	38	43	25	37	31	31	22	1.7	1.3	Seller
\$175,000 - 199,999	58	35	24	38	42	20	24	2.4	1.6	Seller
\$200,000 - 224,999	24	22	31	19	19	14	17	1.4	1.7	Seller
\$225,000 - 249,999	49	30	21	17	14	14	18	2.7	2.7	Seller
\$250,000 - 274,999	23	15	11	16	8	16	15	1.5	2.1	Seller
\$275,000 - 299,999	40	10	16	12	15	11	8	5.0	3.1	Seller
\$300,000 - 349,999	39	15	14	15	16	7	17	2.3	2.8	Seller
\$350,000 - 399,999	32	12	1	8	9	4	6	5.3	5.3	Balanced
\$400,000 - 499,999	27	15	6	11	3	11	6	4.5	3.7	Seller
\$500,000 - 599,999	15	2	4	3	1	2	3	5.0	6.5	Balanced
\$600,000 - 699,999	7	1	0	5	1	0	2	3.5	5.0	Balanced
\$700,000 - 799,999	6	0	4	1	0	0	1	6.0	20.0	Buyer
\$800,000 - 899,999	3	2	0	0	1	0	0	n/a	10.0	Buyer
\$900,000 - 999,999	3	1	0	2	1	1	1	3.0	2.7	Seller
\$1,000,000 - and over	2	1	0	0	1	1	0	n/a	3.0	Seller
TOTAL	420	270	227	240	216	190	180	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 11/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2019-10/31/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2018 – 10/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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26.1%

Tierra Antigua Realty

17.8%

Realty Executives Tucson Elite

10.1%

Keller Williams Southern Arizona

6.8%

Homesmart Advantage Group

3.7%

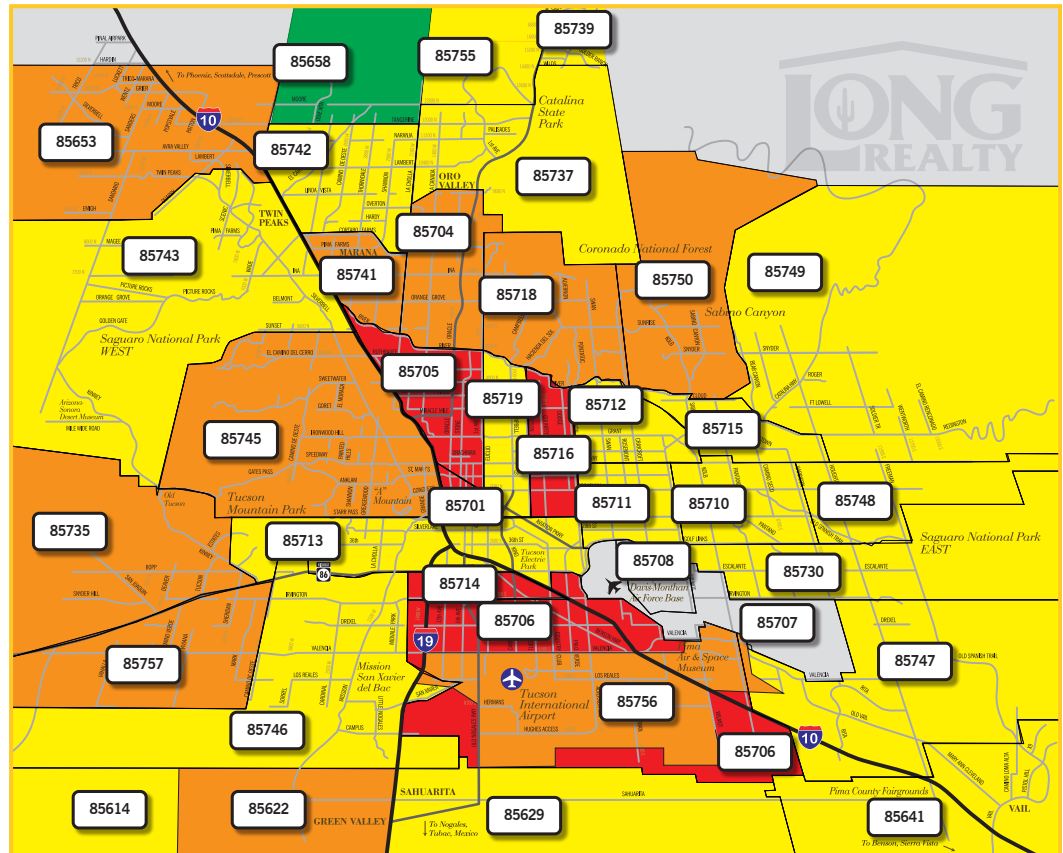
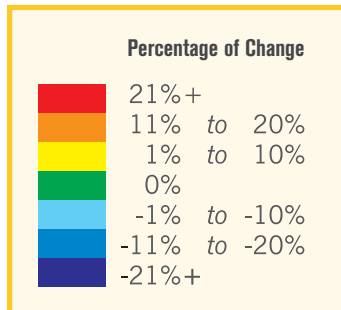
Coldwell Banker

3.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(AUG 2018-OCT 2018 TO
AUG 2019-OCT 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 August 2018-October 2018 to August 2019-October 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/05/2019. Information is believed to be reliable, but not guaranteed.