

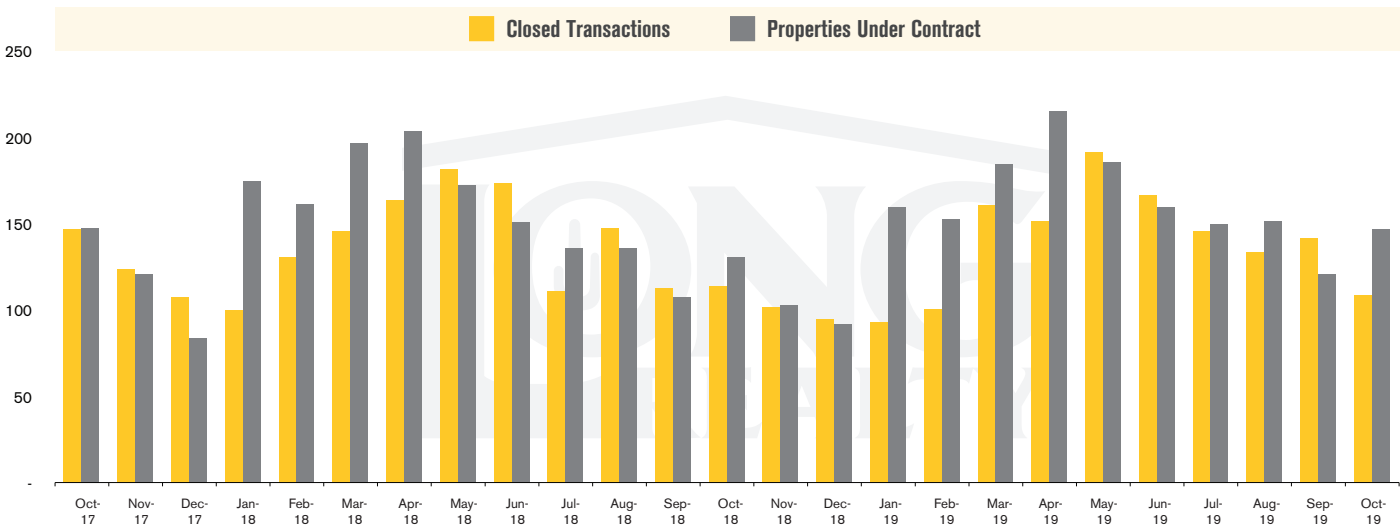
THE HOUSING REPORT

TUCSON NORTH | NOVEMBER 2019

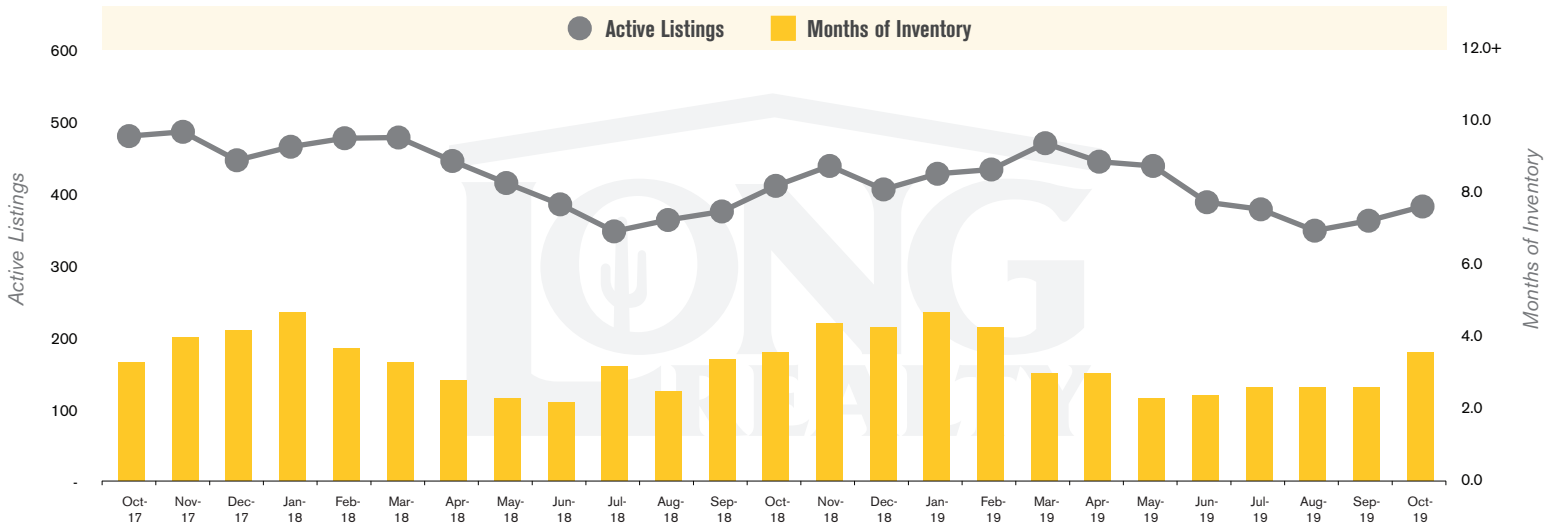


In the Tucson North area, October 2019 active inventory was 387, a 7% decrease from October 2018. There were 109 closings in October 2019, a 4% decrease from October 2018. Year-to-date 2019 there were 1,439 closings, a 1% increase from year-to-date 2018. Months of Inventory was 3.6, unchanged from 3.6 in October 2018. Median price of sold homes was \$364,000 for the month of October 2019, up 17% from October 2018. The Tucson North area had 147 new properties under contract in October 2019, up 12% from October 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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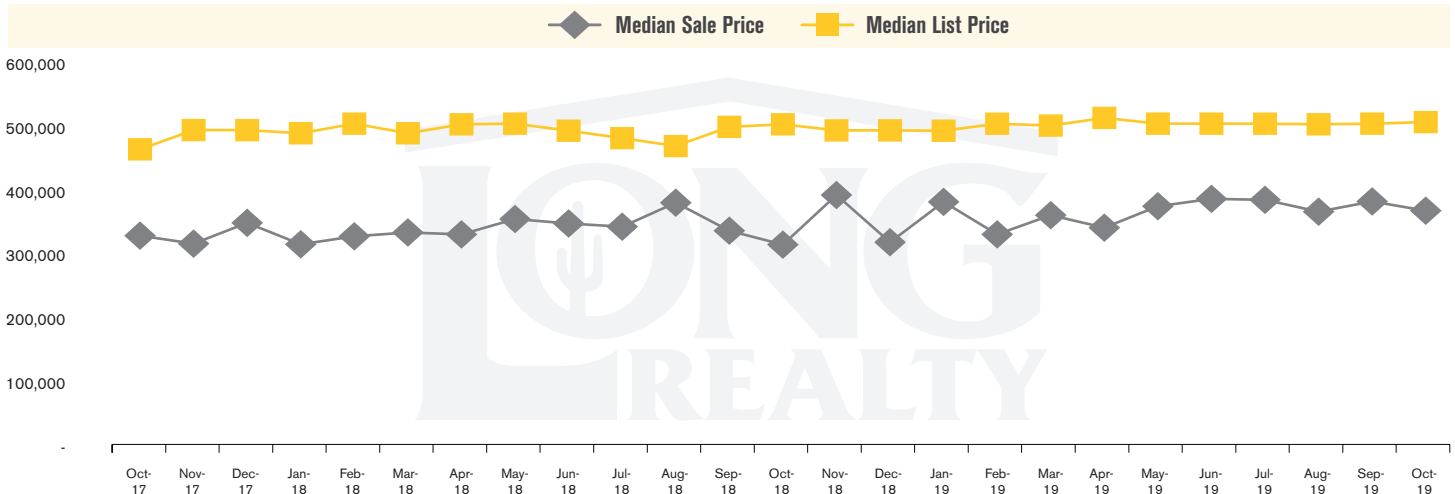
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

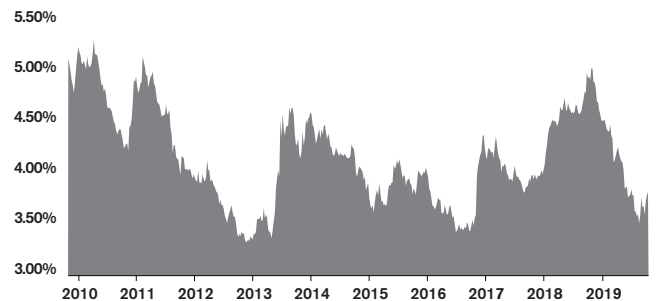


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$311,000	4.500%	\$1,497.00
2019	\$364,000	3.875%	\$1,626.08

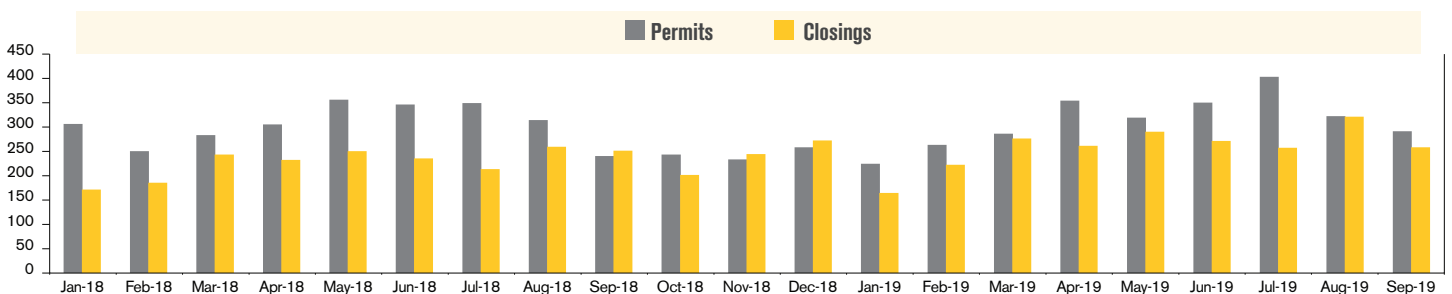
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: 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 NORTH)

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	2	2	0	1	1	2	1.0	1.0	Seller
\$75,000 - 99,999	0	1	4	2	2	2	1	0.0	1.2	Seller
\$100,000 - 124,999	2	7	3	2	0	2	1	2.0	2.0	Seller
\$125,000 - 149,999	6	9	12	5	12	10	6	1.0	0.9	Seller
\$150,000 - 174,999	9	10	9	14	8	9	8	1.1	1.0	Seller
\$175,000 - 199,999	15	12	9	11	10	14	7	2.1	1.1	Seller
\$200,000 - 224,999	10	13	8	4	3	4	7	1.4	2.4	Seller
\$225,000 - 249,999	8	11	4	8	7	3	3	2.7	1.5	Seller
\$250,000 - 274,999	3	8	4	5	3	6	2	1.5	1.0	Seller
\$275,000 - 299,999	9	6	10	1	10	3	6	1.5	1.5	Seller
\$300,000 - 349,999	21	13	9	15	11	12	8	2.6	1.9	Seller
\$350,000 - 399,999	28	15	15	20	9	17	11	2.5	2.1	Seller
\$400,000 - 499,999	39	36	26	22	27	21	13	3.0	2.1	Seller
\$500,000 - 599,999	47	19	22	13	11	16	15	3.1	3.1	Seller
\$600,000 - 699,999	46	18	10	11	12	7	4	11.5	5.4	Balanced
\$700,000 - 799,999	30	5	9	4	4	6	3	10.0	5.5	Balanced
\$800,000 - 899,999	26	4	5	4	5	4	3	8.7	5.9	Balanced
\$900,000 - 999,999	21	2	2	8	0	2	5	4.2	8.9	Buyer
\$1,000,000 - and over	65	7	9	4	4	9	4	16.3	11.1	Buyer
TOTAL	387	198	172	153	139	148	109	3.6	2.8	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 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 NORTH)

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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42.8%

Tierra Antigua Realty

13.8%

Realty Executives Tucson Elite

6.4%

Coldwell Banker Residential Brokerage

6.0%

Russ Lyon Sotheby's International Realty

5.4%

Keller Williams Southern Arizona

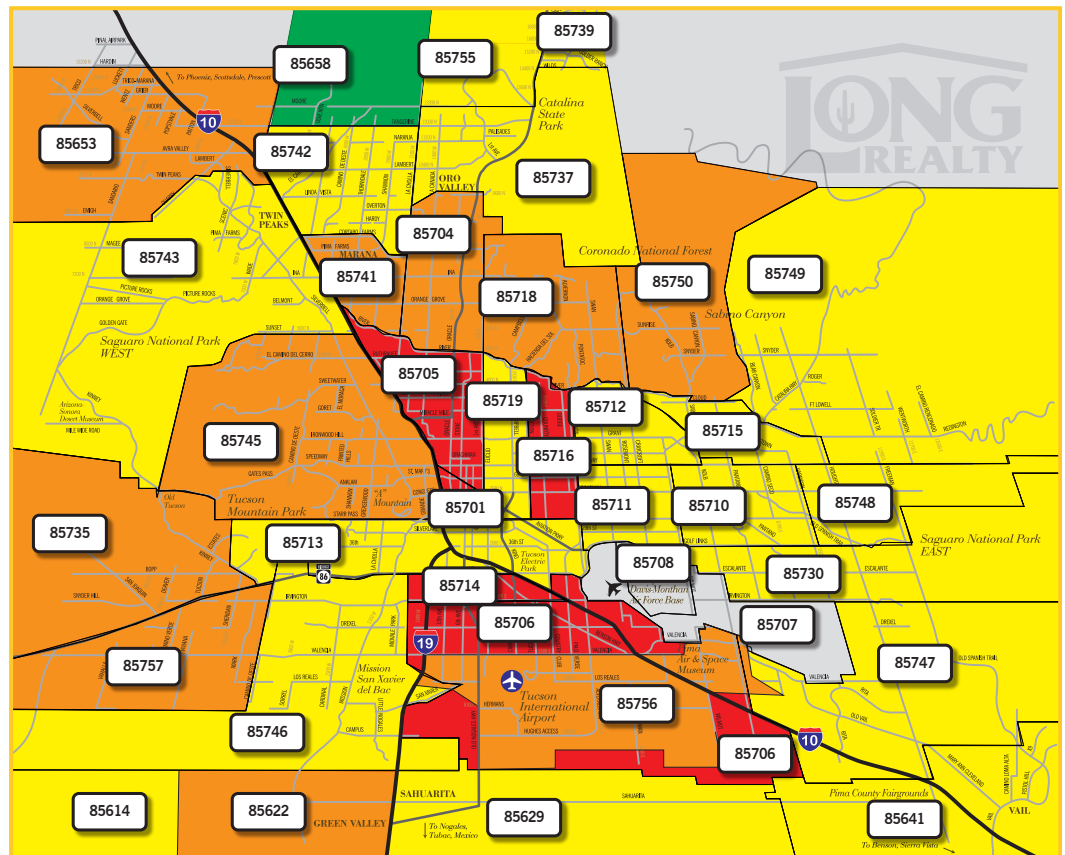
4.6%

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.

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 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.