

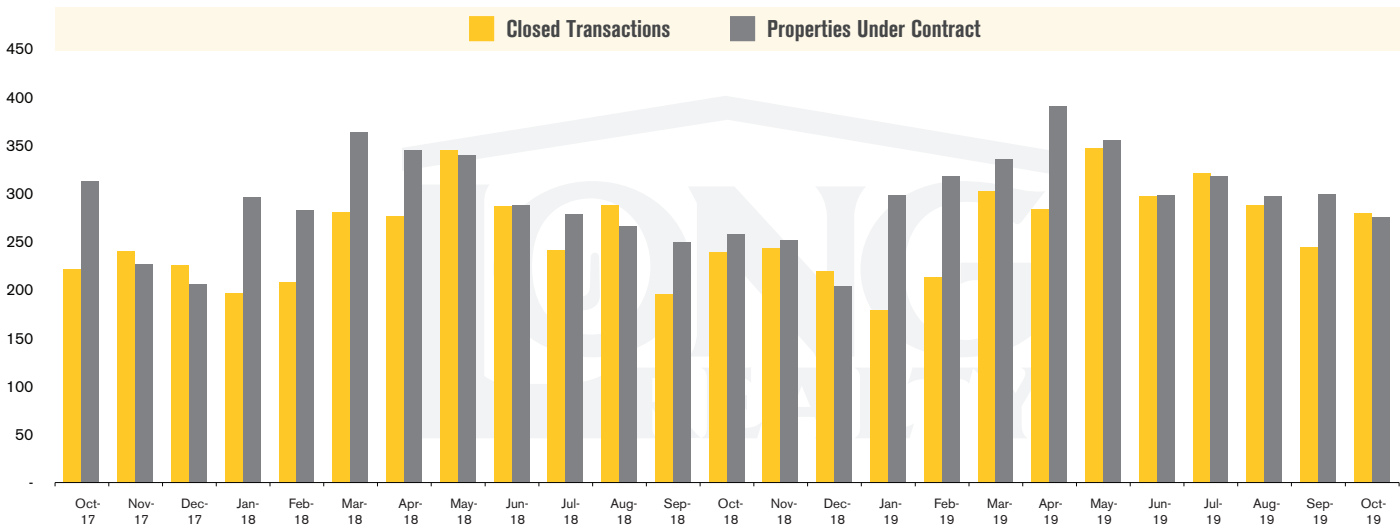
THE HOUSING REPORT

TUCSON NORTHWEST | NOVEMBER 2019

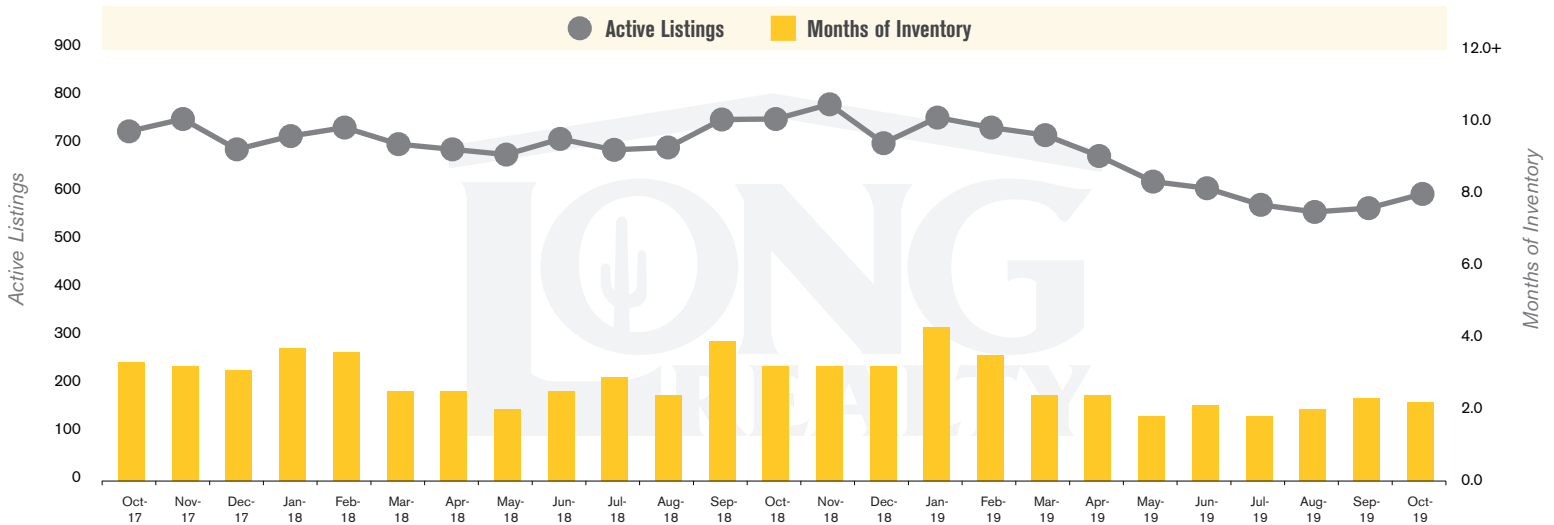


In the Tucson Northwest area, October 2019 active inventory was 607, a 21% decrease from October 2018. There were 282 closings in October 2019, a 17% increase from October 2018. Year-to-date 2019 there were 2,868 closings, a 7% increase from year-to-date 2018. Months of Inventory was 2.2, down from 3.2 in October 2018. Median price of sold homes was \$273,000 for the month of October 2019, up 3% from October 2018. The Tucson Northwest area had 278 new properties under contract in October 2019, up 7% from October 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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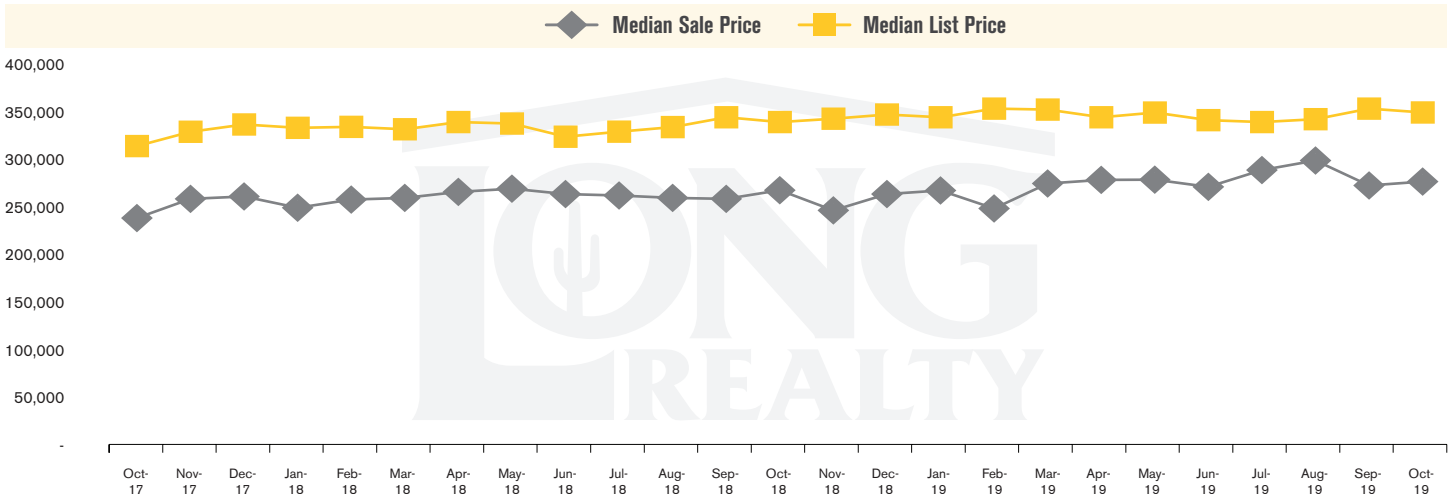
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

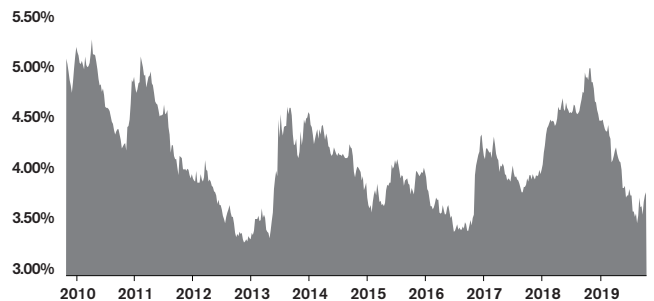


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$264,000	4.500%	\$1,270.77
2019	\$273,000	3.875%	\$1,219.56

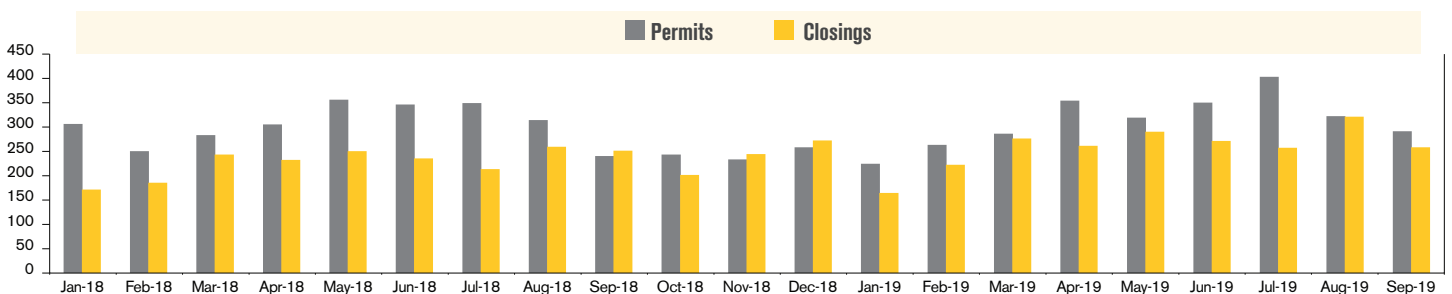
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST)

	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	0	0	0	0	0	1	0	n/a	1.0	Seller
\$75,000 - 99,999	0	0	2	2	1	0	2	0.0	0.3	Seller
\$100,000 - 124,999	3	0	3	3	2	0	1	3.0	2.7	Seller
\$125,000 - 149,999	7	5	5	3	4	4	5	1.4	1.6	Seller
\$150,000 - 174,999	7	14	10	11	9	11	6	1.2	0.4	Seller
\$175,000 - 199,999	14	39	36	29	20	26	22	0.6	0.7	Seller
\$200,000 - 224,999	39	42	37	37	35	35	40	1.0	0.9	Seller
\$225,000 - 249,999	42	53	37	42	39	32	41	1.0	1.2	Seller
\$250,000 - 274,999	39	30	35	27	31	26	25	1.6	1.4	Seller
\$275,000 - 299,999	36	31	16	29	21	16	23	1.6	1.6	Seller
\$300,000 - 349,999	80	52	42	46	46	37	45	1.8	1.8	Seller
\$350,000 - 399,999	80	38	37	31	24	18	27	3.0	3.4	Seller
\$400,000 - 499,999	72	35	27	38	35	24	19	3.8	2.7	Seller
\$500,000 - 599,999	40	10	10	11	12	10	7	5.7	3.6	Seller
\$600,000 - 699,999	39	6	8	6	8	3	9	4.3	5.5	Balanced
\$700,000 - 799,999	25	5	3	5	6	2	3	8.3	7.3	Slightly Buyer
\$800,000 - 899,999	21	3	1	3	6	5	4	5.3	4.3	Slightly Seller
\$900,000 - 999,999	14	1	0	6	1	0	2	7.0	14.0	Buyer
\$1,000,000 - and over	49	4	4	3	3	3	1	49.0	20.9	Buyer
TOTAL	607	368	313	332	303	253	282	2.2	2.1	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 NORTHWEST)

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.

LONG REALTY COMPANY

27.6%

Tierra Antigua Realty

12.5%

Coldwell Banker Residential Brokerage

8.8%

Realty Executives Tucson Elite

7.4%

Keller Williams Southern Arizona

5.5%

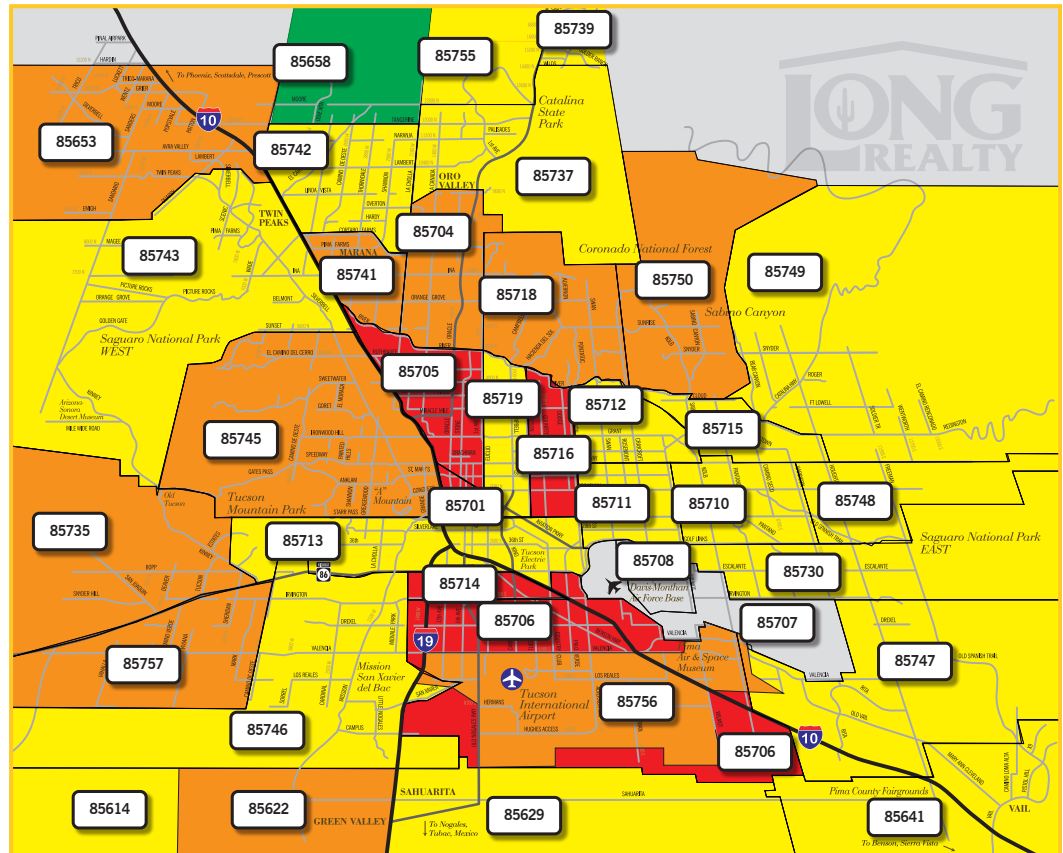
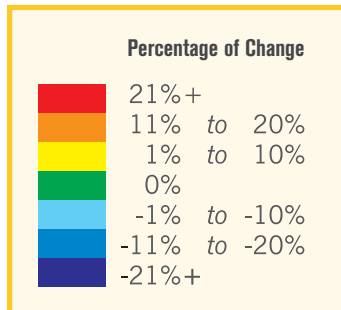
Exp Realty

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.