

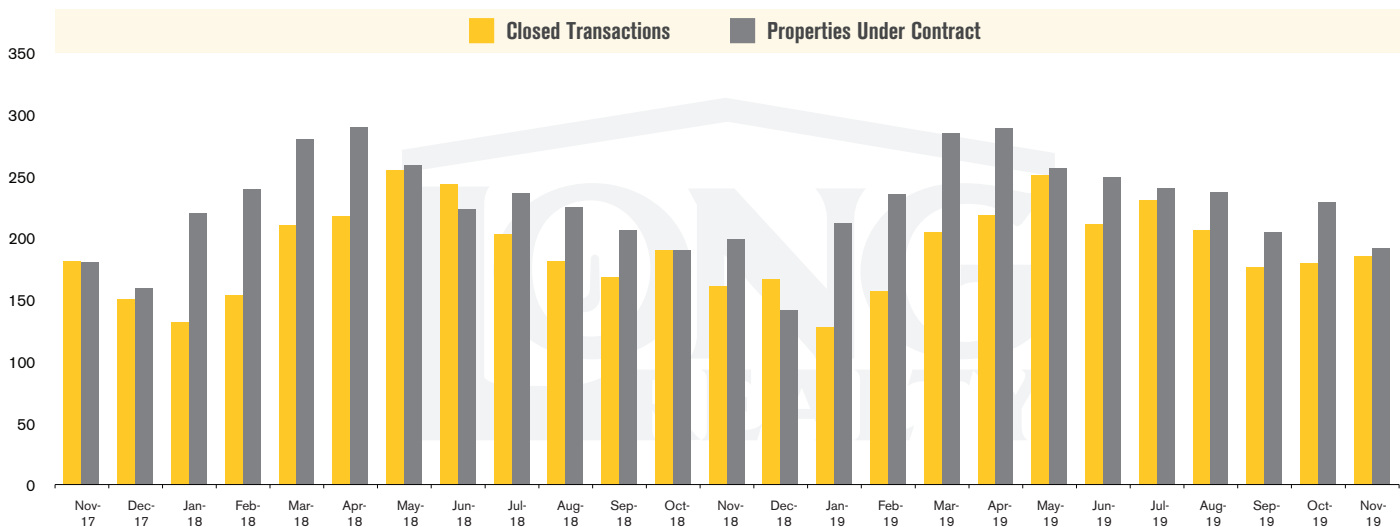
THE HOUSING REPORT

TUCSON CENTRAL | DECEMBER 2019

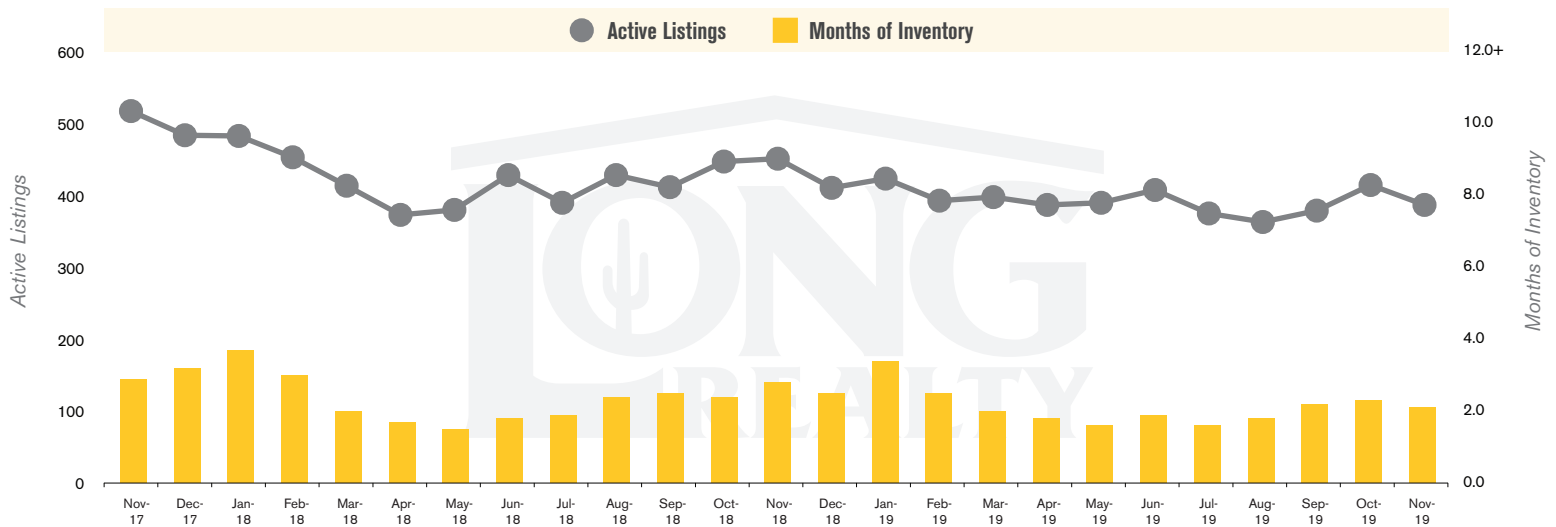


In the Tucson Central area, November 2019 active inventory was 392, a 14% decrease from November 2018. There were 186 closings in November 2019, a 16% increase from November 2018. Year-to-date 2019 there were 2,269 closings, a 1% increase from year-to-date 2018. Months of Inventory was 2.1, down from 2.8 in November 2018. Median price of sold homes was \$188,500 for the month of November 2019, up 11% from November 2018. The Tucson Central area had 192 new properties under contract in November 2019, down 4% from November 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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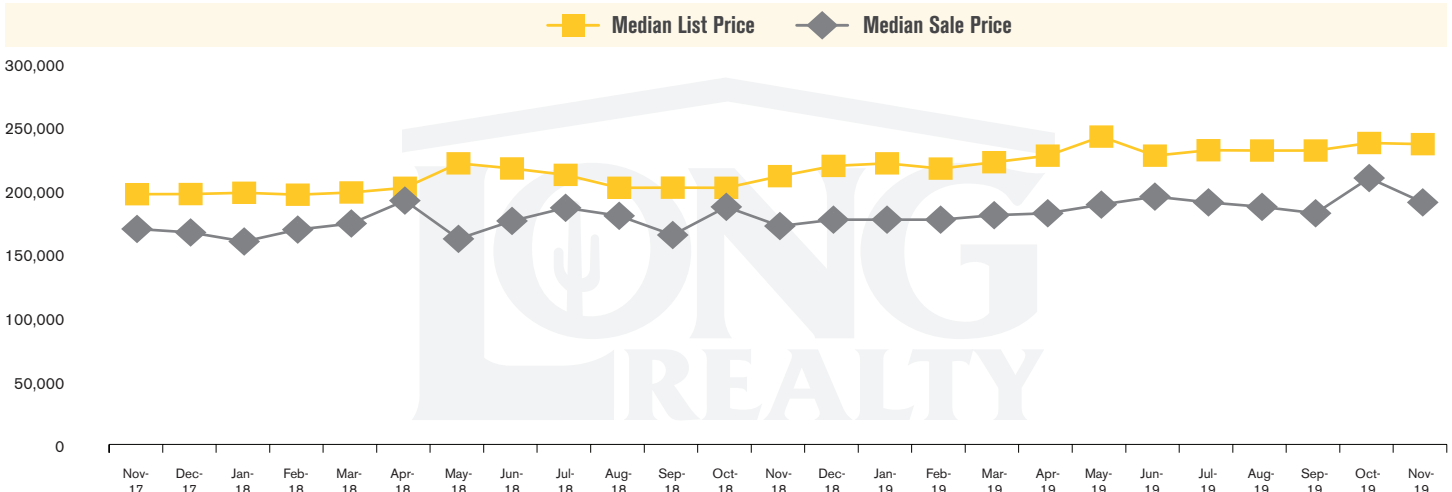
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

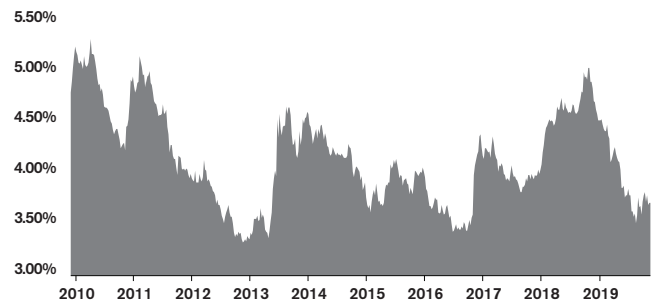


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

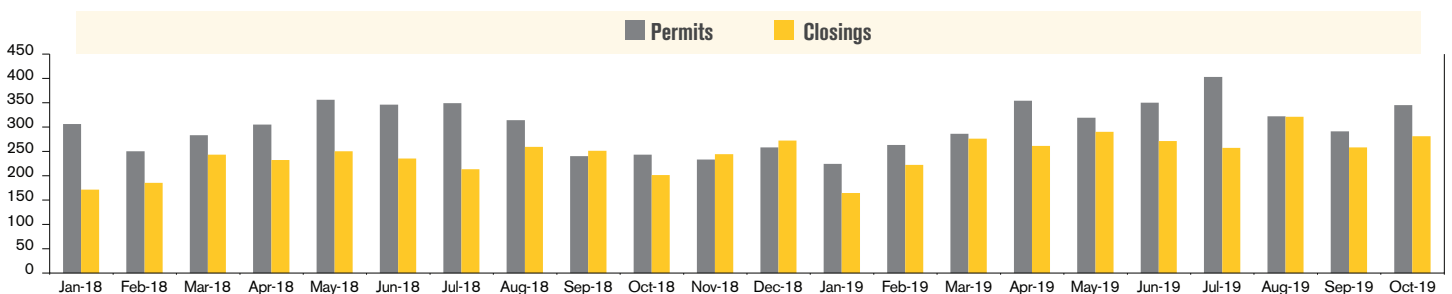
Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$170,000	4.870%	\$854.18
2019	\$188,500	3.700%	\$824.25

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19			
\$1 - 49,999	5	1	3	0	1	2	1	5.0	3.3	Seller
\$50,000 - 74,999	3	7	1	6	6	3	0	n/a	0.8	Seller
\$75,000 - 99,999	12	13	10	9	6	6	10	1.2	1.5	Seller
\$100,000 - 124,999	11	16	14	19	13	8	18	0.6	0.8	Seller
\$125,000 - 149,999	25	33	28	20	32	24	29	0.9	0.8	Seller
\$150,000 - 174,999	36	25	37	31	32	23	24	1.5	1.4	Seller
\$175,000 - 199,999	48	24	38	42	20	24	23	2.1	2.2	Seller
\$200,000 - 224,999	27	31	19	19	14	17	11	2.5	2.0	Seller
\$225,000 - 249,999	37	21	17	14	14	19	15	2.5	2.5	Seller
\$250,000 - 274,999	21	11	16	8	16	17	14	1.5	1.6	Seller
\$275,000 - 299,999	30	16	12	15	11	8	12	2.5	3.4	Seller
\$300,000 - 349,999	43	14	15	16	7	17	9	4.8	3.5	Seller
\$350,000 - 399,999	33	1	8	9	4	6	13	2.5	4.6	Slightly Seller
\$400,000 - 499,999	24	6	11	3	11	6	4	6.0	3.4	Seller
\$500,000 - 599,999	13	4	3	1	2	3	1	13.0	6.7	Slightly Buyer
\$600,000 - 699,999	9	0	5	1	0	2	1	9.0	6.7	Slightly Buyer
\$700,000 - 799,999	6	4	1	0	0	1	0	n/a	20.0	Buyer
\$800,000 - 899,999	4	0	0	1	0	0	1	4.0	10.0	Buyer
\$900,000 - 999,999	3	0	2	1	1	1	0	n/a	4.0	Seller
\$1,000,000 - and over	2	0	0	1	1	0	0	n/a	6.0	Balanced
TOTAL	392	227	240	216	191	187	186	2.1	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 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. 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 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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26.2%

Tierra Antigua Realty

17.5%

Realty Executives Tucson Elite

9.9%

Keller Williams Southern Arizona

7.0%

Coldwell Banker

3.6%

Homesmart Advantage Group

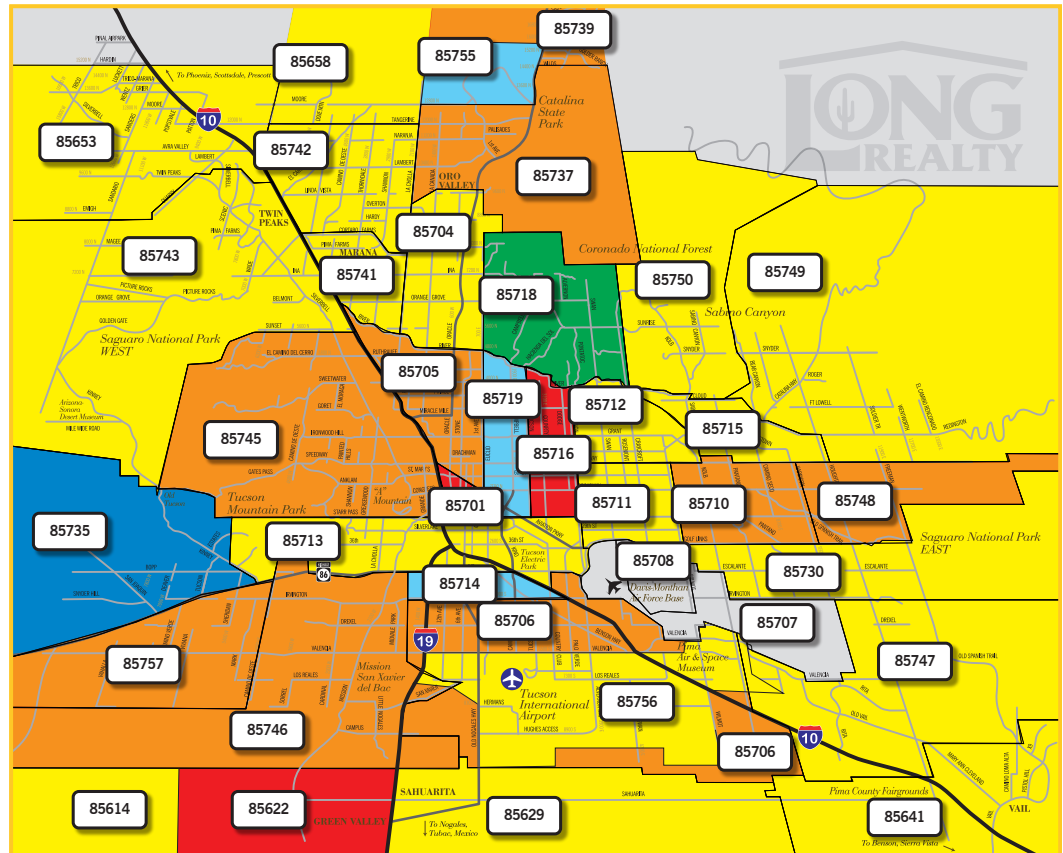
3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(SEP 2018-NOV 2018 TO
SEP 2019-NOV 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 September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.