

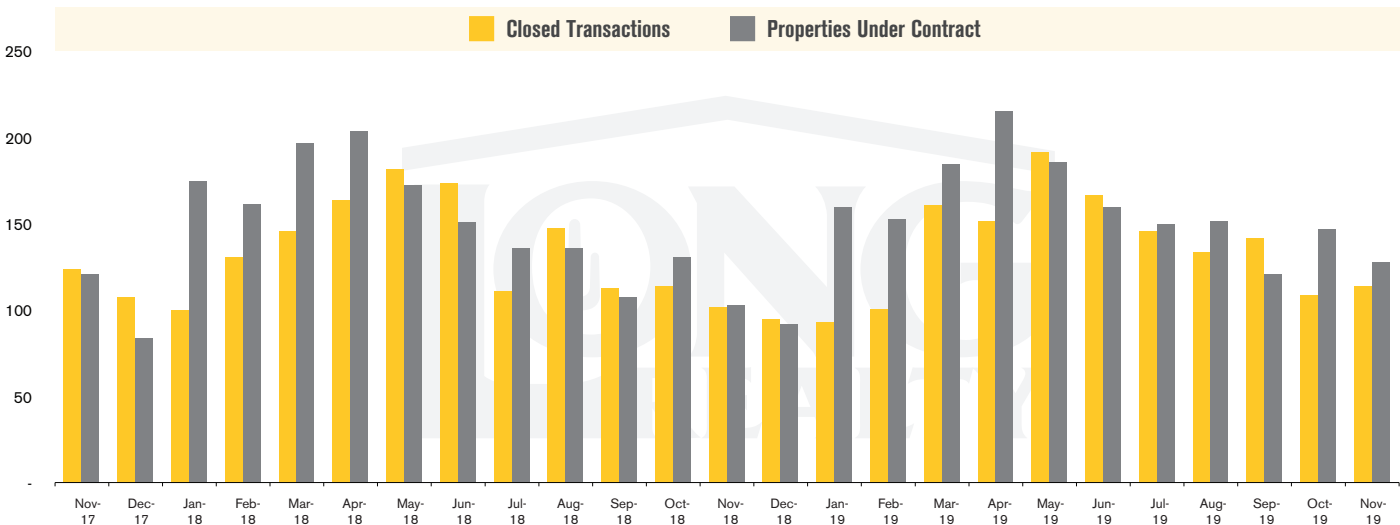
THE HOUSING REPORT

TUCSON NORTH | DECEMBER 2019

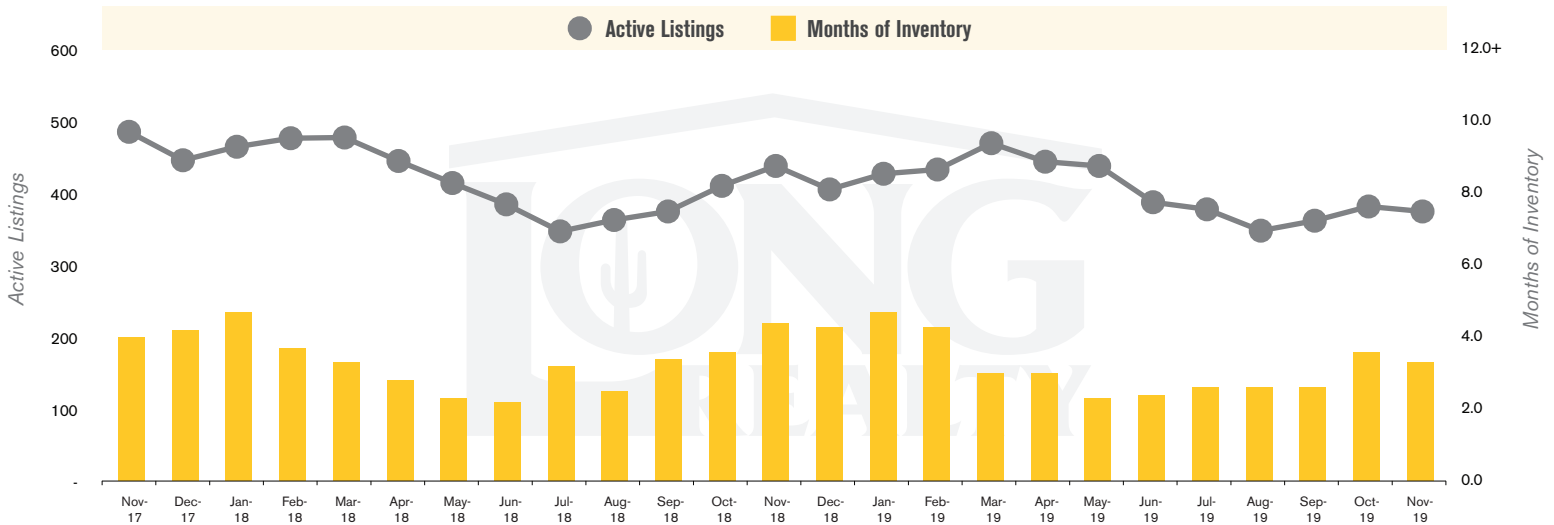


In the Tucson North area, November 2019 active inventory was 380, a 14% decrease from November 2018. There were 114 closings in November 2019, a 12% increase from November 2018. Year-to-date 2019 there were 1,558 closings, a 2% increase from year-to-date 2018. Months of Inventory was 3.3, down from 4.4 in November 2018. Median price of sold homes was \$300,000 for the month of November 2019, down 23% from November 2018. The Tucson North area had 128 new properties under contract in November 2019, up 24% from November 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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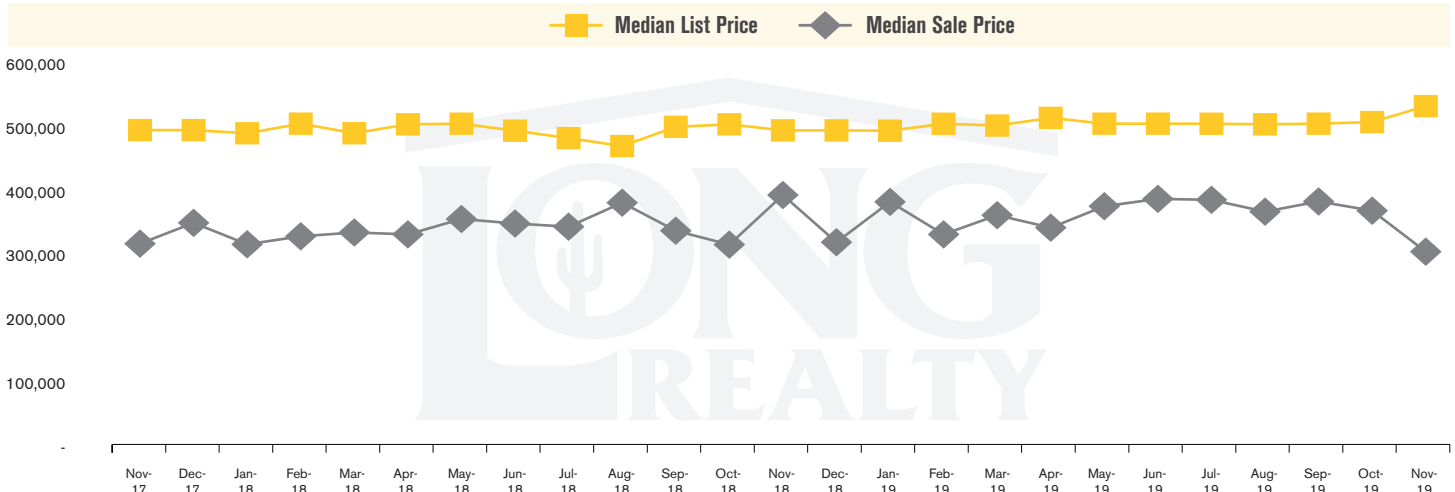
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

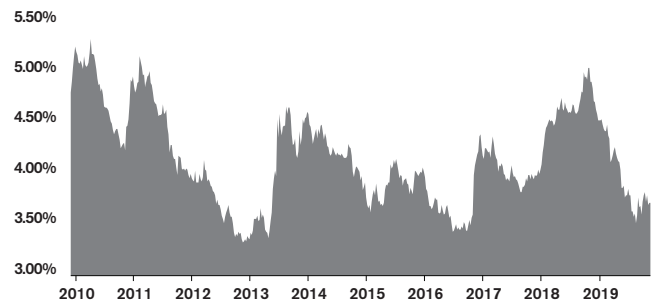


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

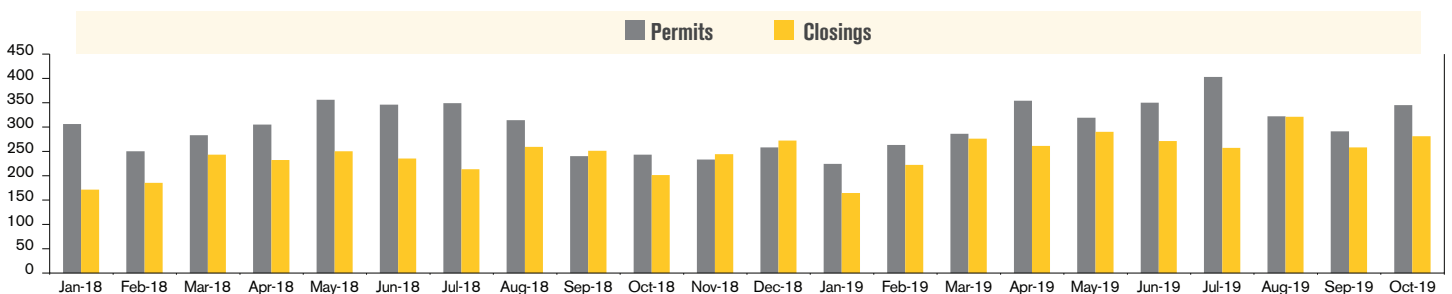
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$388,500	4.870%	\$1,952.06
2019	\$300,000	3.700%	\$1,311.81

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 METRO)



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 NORTH)

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	2	0	1	1	2	3	0.7	1.0	Seller
\$75,000 - 99,999	0	4	2	2	2	1	1	0.0	0.8	Seller
\$100,000 - 124,999	2	3	2	0	2	1	4	0.5	1.0	Seller
\$125,000 - 149,999	10	12	5	12	10	6	7	1.4	1.2	Seller
\$150,000 - 174,999	11	9	14	8	9	8	2	5.5	1.4	Seller
\$175,000 - 199,999	14	9	11	10	14	7	14	1.0	1.2	Seller
\$200,000 - 224,999	8	8	4	3	4	7	5	1.6	1.8	Seller
\$225,000 - 249,999	9	4	8	7	3	3	3	3.0	2.3	Seller
\$250,000 - 274,999	3	4	5	3	6	2	11	0.3	0.5	Seller
\$275,000 - 299,999	11	10	1	10	3	6	6	1.8	2.0	Seller
\$300,000 - 349,999	15	9	15	11	12	9	13	1.2	1.6	Seller
\$350,000 - 399,999	26	15	20	9	18	12	6	4.3	2.1	Seller
\$400,000 - 499,999	41	26	22	27	21	15	18	2.3	2.4	Seller
\$500,000 - 599,999	51	22	13	11	16	15	7	7.3	3.6	Seller
\$600,000 - 699,999	35	10	11	12	7	4	9	3.9	6.1	Balanced
\$700,000 - 799,999	33	9	4	4	6	3	1	33.0	8.7	Buyer
\$800,000 - 899,999	23	5	4	5	4	3	0	n/a	10.3	Buyer
\$900,000 - 999,999	18	2	8	0	2	5	2	9.0	6.6	Slightly Buyer
\$1,000,000 - and over	68	9	4	4	9	4	2	34.0	13.2	Buyer
TOTAL	380	172	153	139	149	113	114	3.3	3.0	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 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 NORTH)

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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42.0%

Tierra Antigua Realty

14.2%

Realty Executives Tucson Elite

6.4%

Coldwell Banker Residential Brokerage

6.1%

Russ Lyon Sotheby's International Realty

5.4%

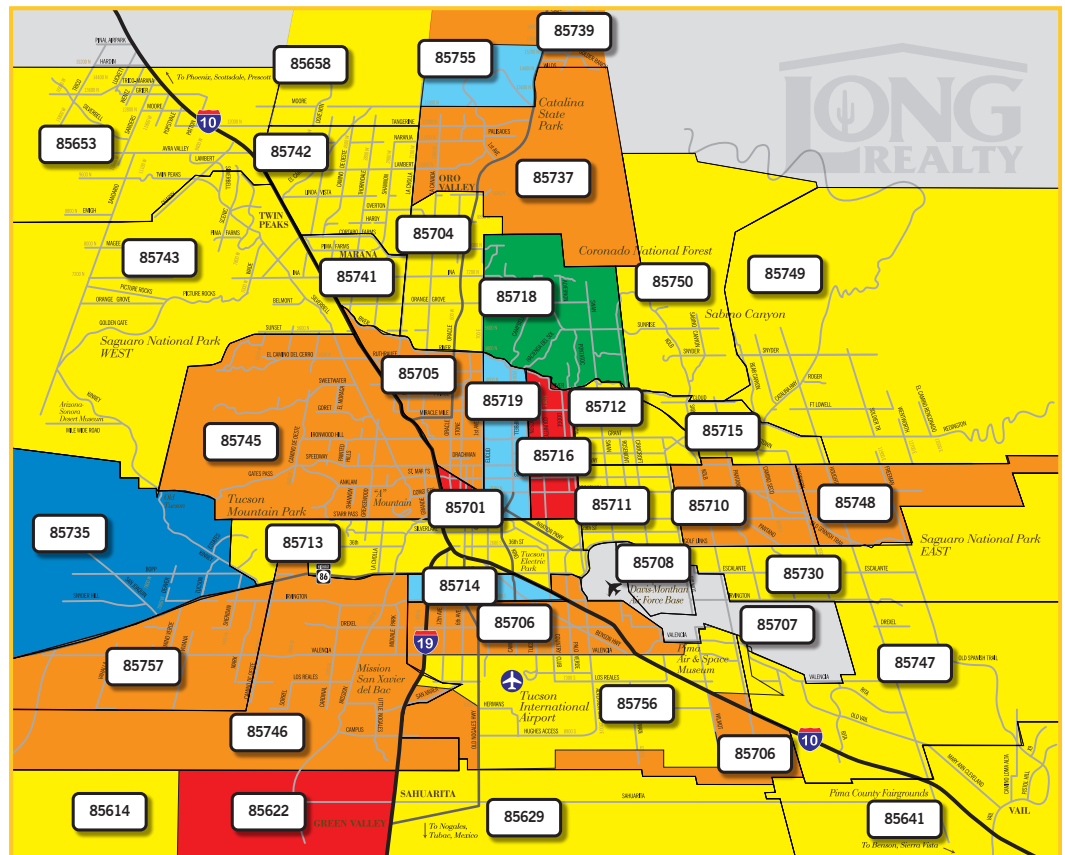
Keller Williams Southern Arizona

4.7%

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.



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.