

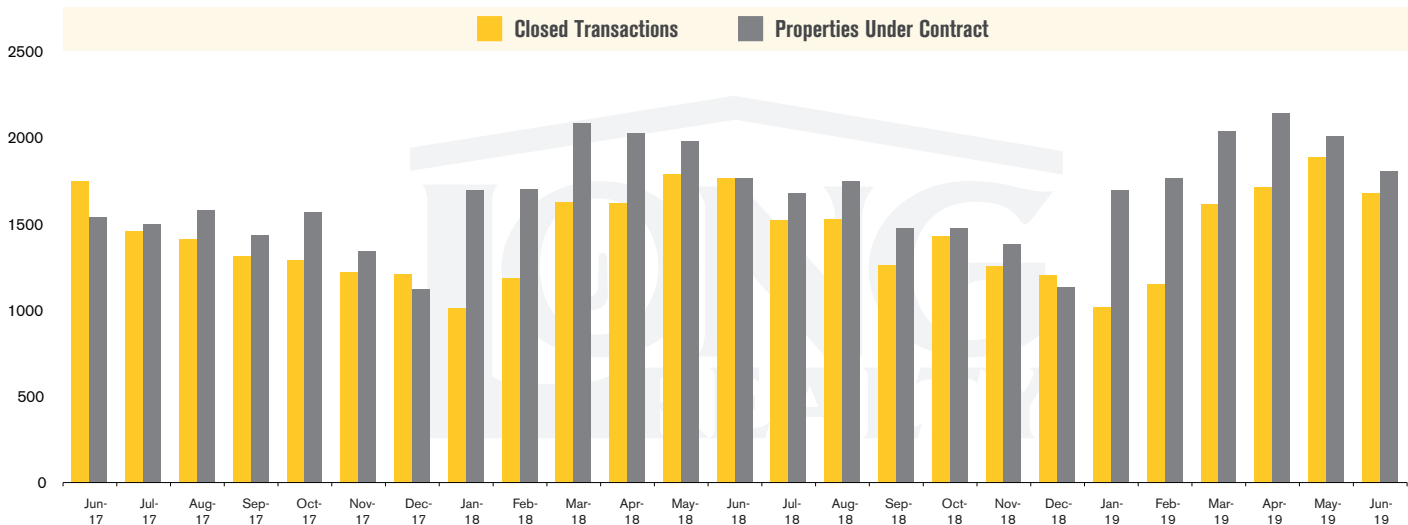
THE HOUSING REPORT

TUCSON METRO | JULY 2019

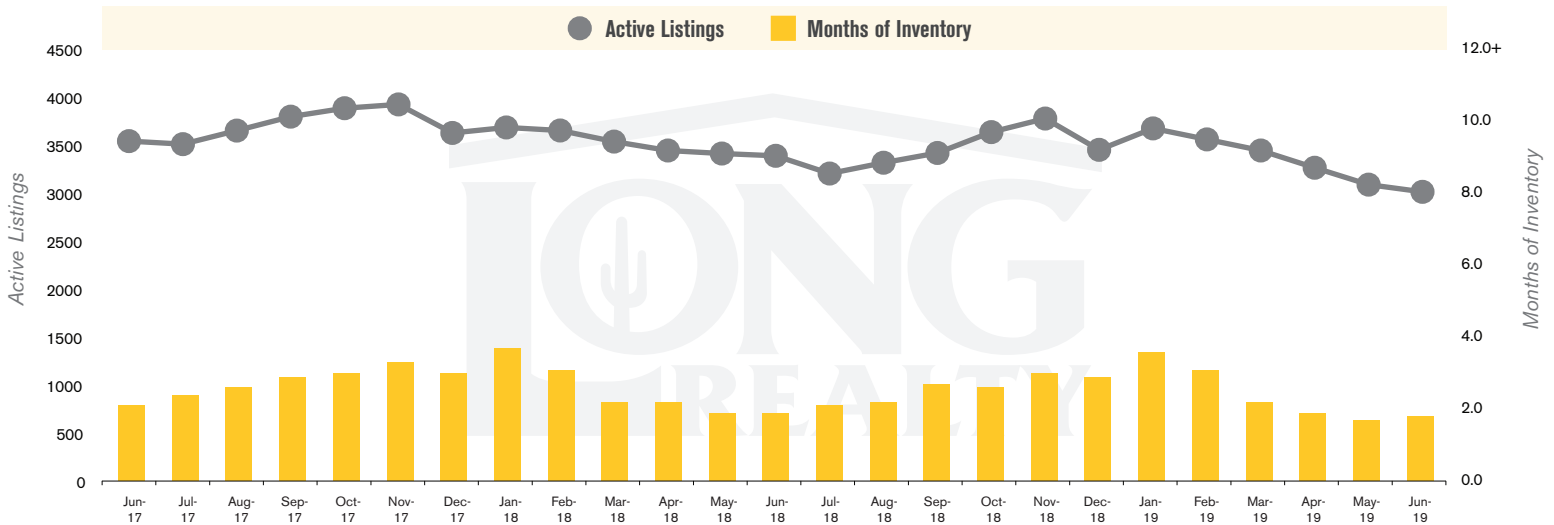


In the Tucson Main Market area, June 2019 active inventory was 3,057, an 11% decrease from June 2018. There were 1,683 closings in June 2019, a 5% decrease from June 2018. Year-to-date 2019 there were 9,081 closings, a 1% increase from year-to-date 2018. Months of Inventory was 1.8, down from 1.9 in June 2018. Median price of sold homes was \$229,900 for the month of June 2019, up 11% from June 2018. The Tucson Main Market area had 1,811 new properties under contract in June 2019, up 3% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON METRO)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON METRO)



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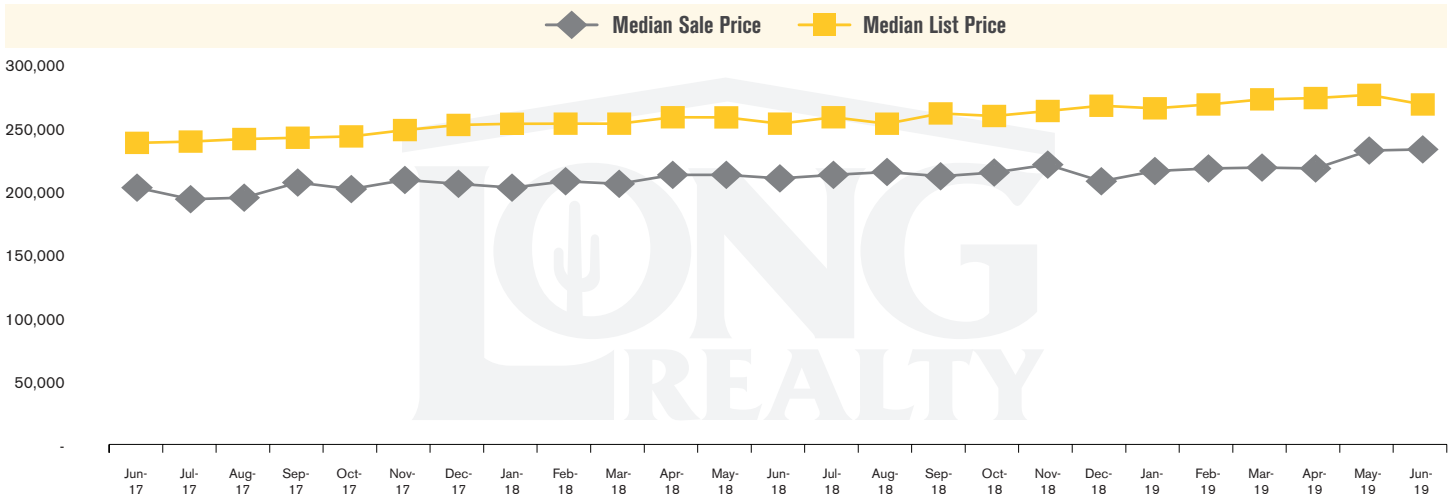
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON METRO)

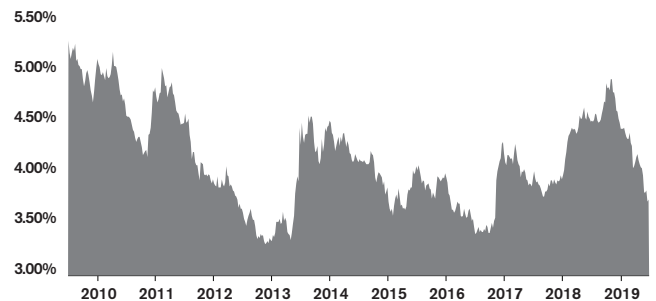


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON METRO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$207,250	4.500%	\$997.60
2019	\$229,900	4.000%	\$1,042.70

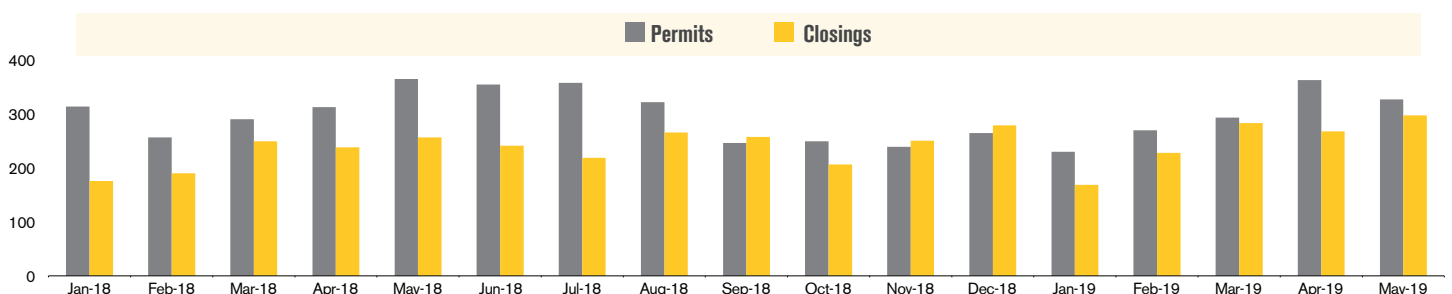
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** year to date from 2018.

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MARKET CONDITIONS BY PRICE BAND (TUCSON METRO)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$1 - 49,999	13	10	8	14	13	4	9	1.4	1.5	Seller
\$50,000 - 74,999	32	27	21	29	45	28	25	1.3	1.1	Seller
\$75,000 - 99,999	52	31	46	54	71	52	46	1.1	1.0	Seller
\$100,000 - 124,999	64	56	51	84	79	70	55	1.2	0.9	Seller
\$125,000 - 149,999	91	87	99	131	120	117	110	0.8	0.9	Seller
\$150,000 - 174,999	133	137	146	183	214	199	142	0.9	0.7	Seller
\$175,000 - 199,999	247	133	160	232	234	280	217	1.1	1.0	Seller
\$200,000 - 224,999	217	103	140	178	216	200	196	1.1	1.1	Seller
\$225,000 - 249,999	298	90	128	142	143	217	166	1.8	1.6	Seller
\$250,000 - 274,999	211	76	86	112	123	149	130	1.6	1.6	Seller
\$275,000 - 299,999	270	69	67	106	88	114	104	2.6	2.6	Seller
\$300,000 - 349,999	302	70	78	139	137	165	145	2.1	2.1	Seller
\$350,000 - 399,999	241	54	58	98	97	132	105	2.3	2.3	Seller
\$400,000 - 499,999	267	64	67	105	102	131	97	2.8	2.7	Seller
\$500,000 - 599,999	152	31	30	42	48	48	58	2.6	3.1	Seller
\$600,000 - 699,999	104	16	18	25	18	33	26	4.0	4.5	Slightly Seller
\$700,000 - 799,999	93	7	11	11	24	15	24	3.9	5.1	Balanced
\$800,000 - 899,999	69	4	7	7	10	12	12	5.8	6.4	Balanced
\$900,000 - 999,999	45	3	2	5	6	4	4	11.3	10.6	Buyer
\$1,000,000 - and over	156	7	8	7	7	14	12	13.0	15.4	Buyer
TOTAL	3,057	1,075	1,231	1,704	1,795	1,984	1,683	1.8	1.7	Seller



Seller's Market



Slight Seller's Market



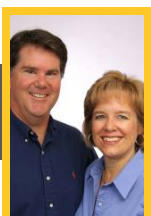
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON METRO)

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

26.4%

Tierra Antigua Realty

14.4%

Realty Executives Tucson Elite

8.9%

Coldwell Banker Residential Brokerage

7.5%

Keller Williams Southern Arizona

6.6%

Exp Realty

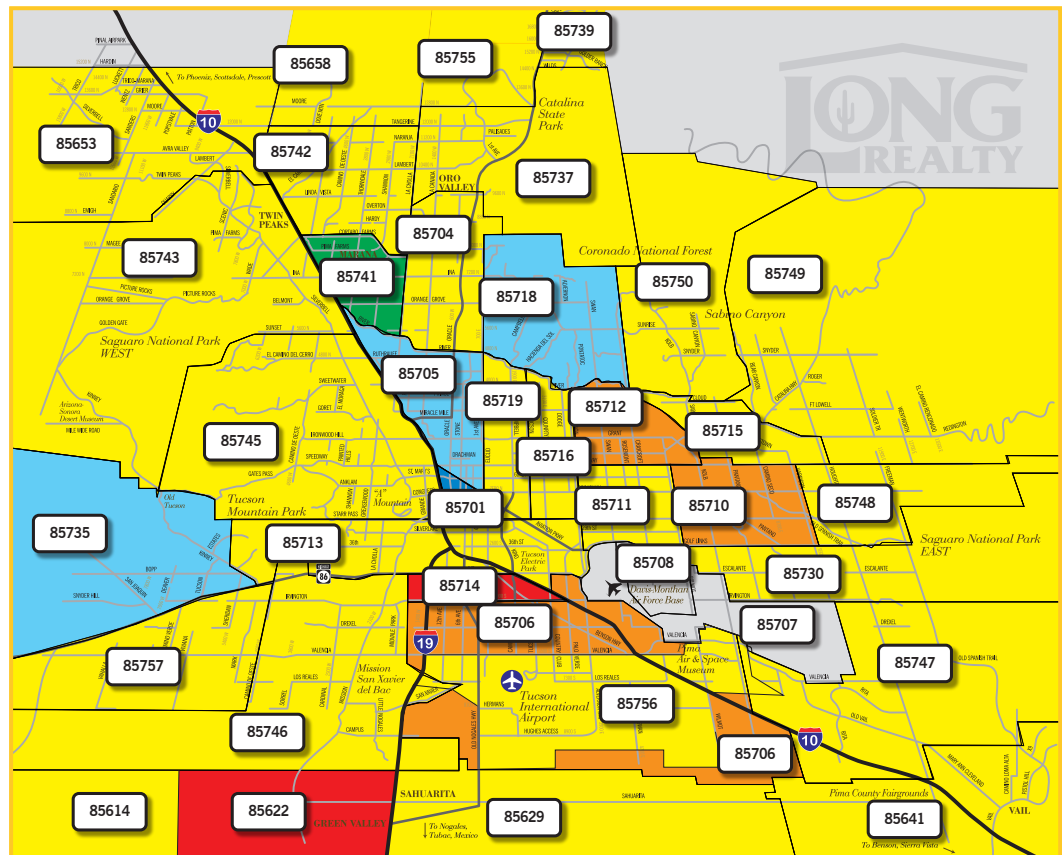
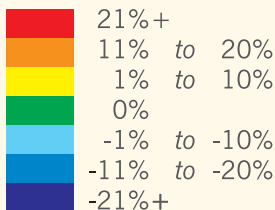
3.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

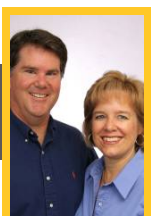
(APR 2018-JUN 2018 TO
APR 2019-JUN 2019)

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 April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.