

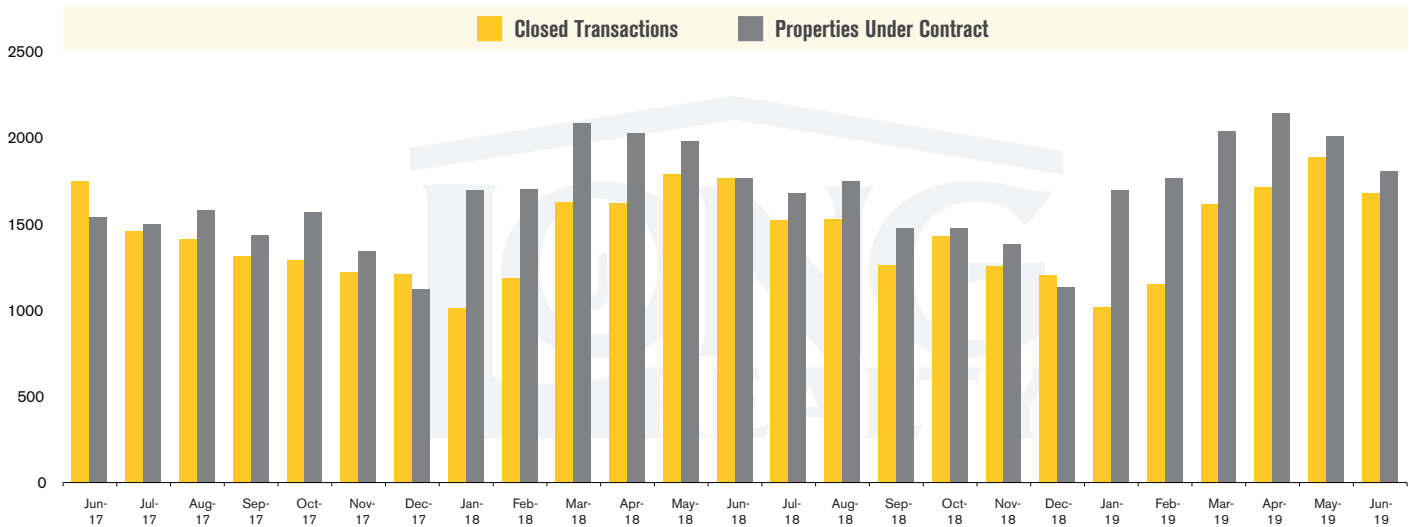
THE HOUSING REPORT



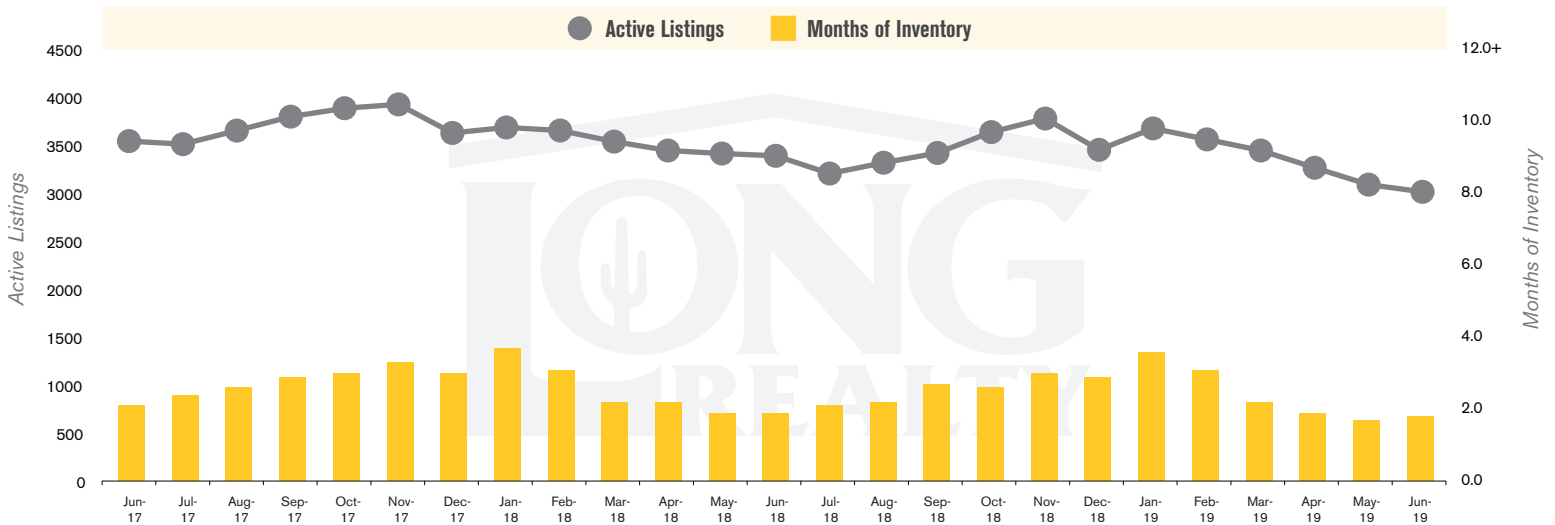
TUCSON METRO | JULY 2019

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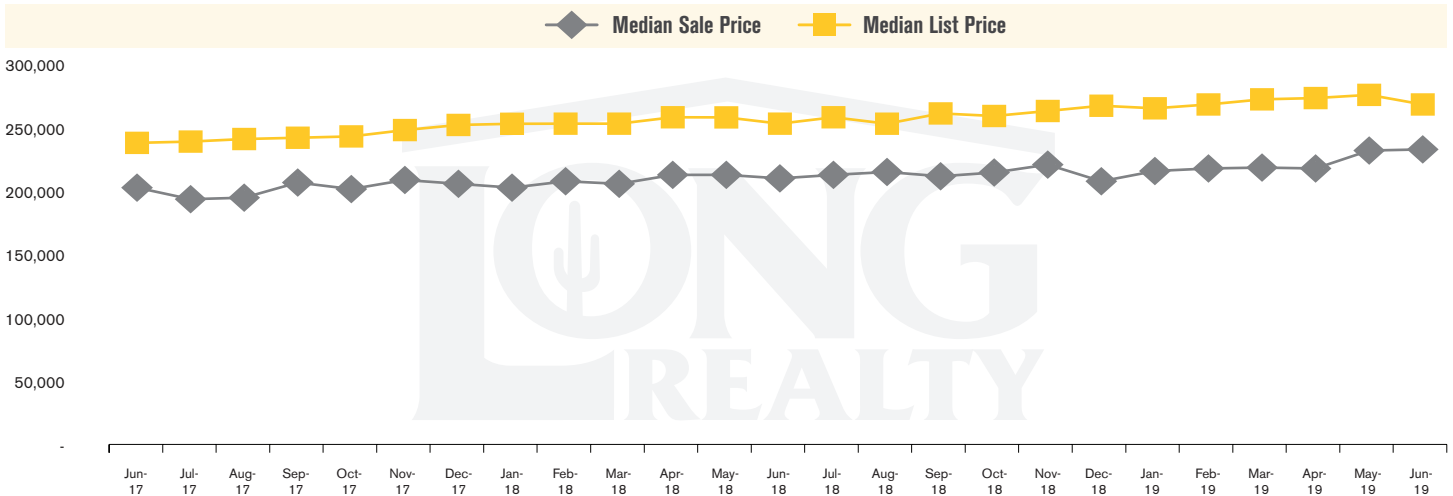
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON METRO)

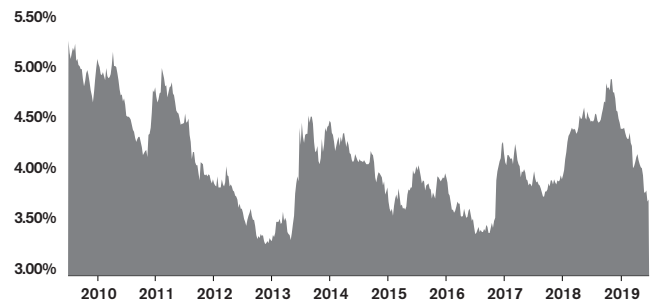


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON METRO)

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

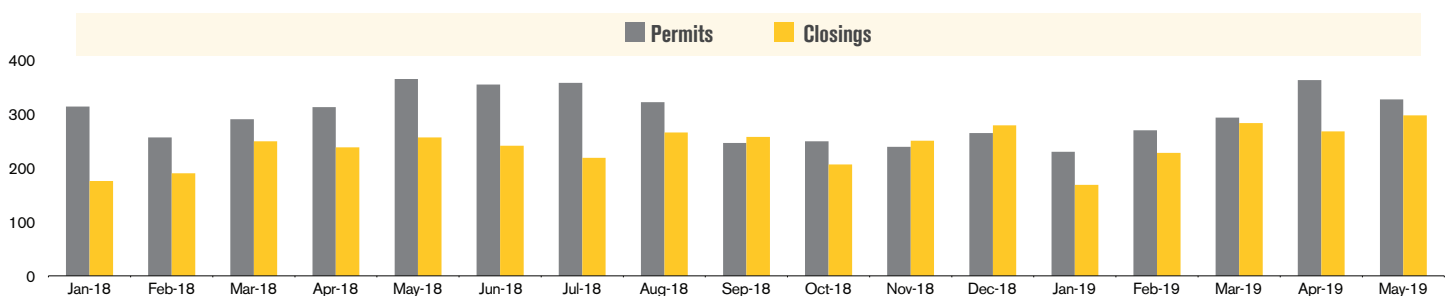
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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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These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. Information is believed to be reliable, but not guaranteed.

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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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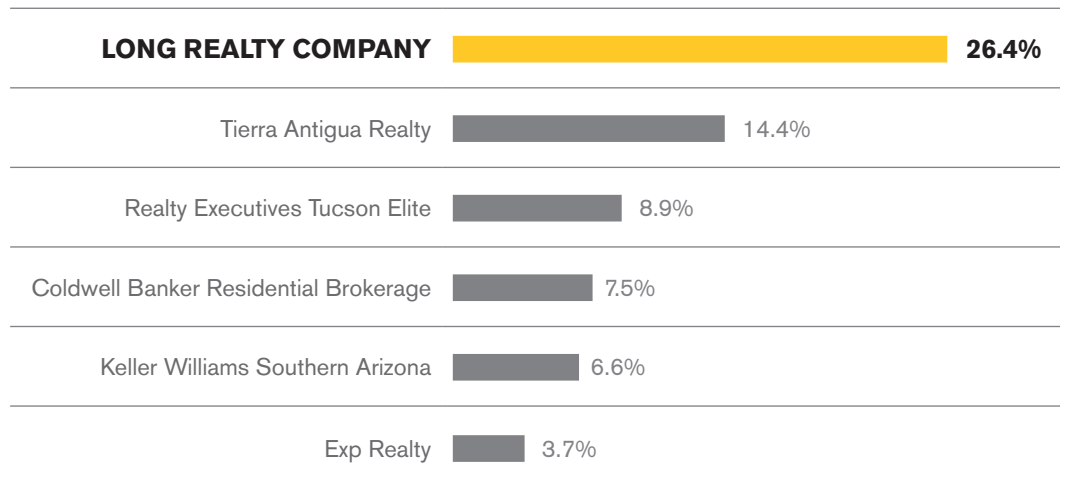
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MARKET SHARE (TUCSON METRO)

Long Realty leads the market in successful real estate sales.

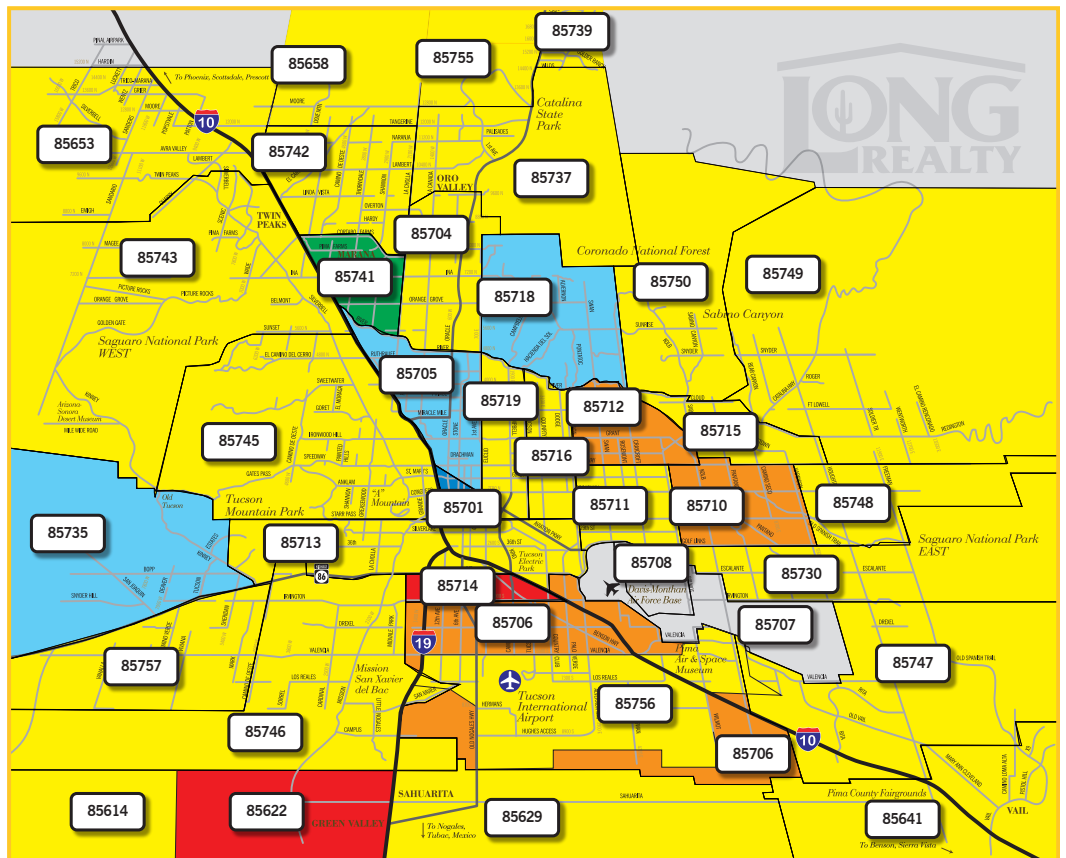
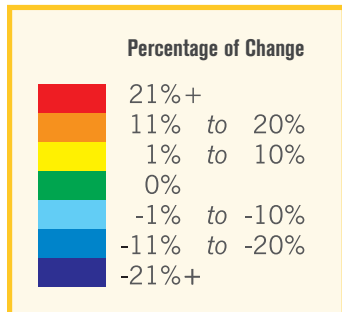
Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.



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.



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.