

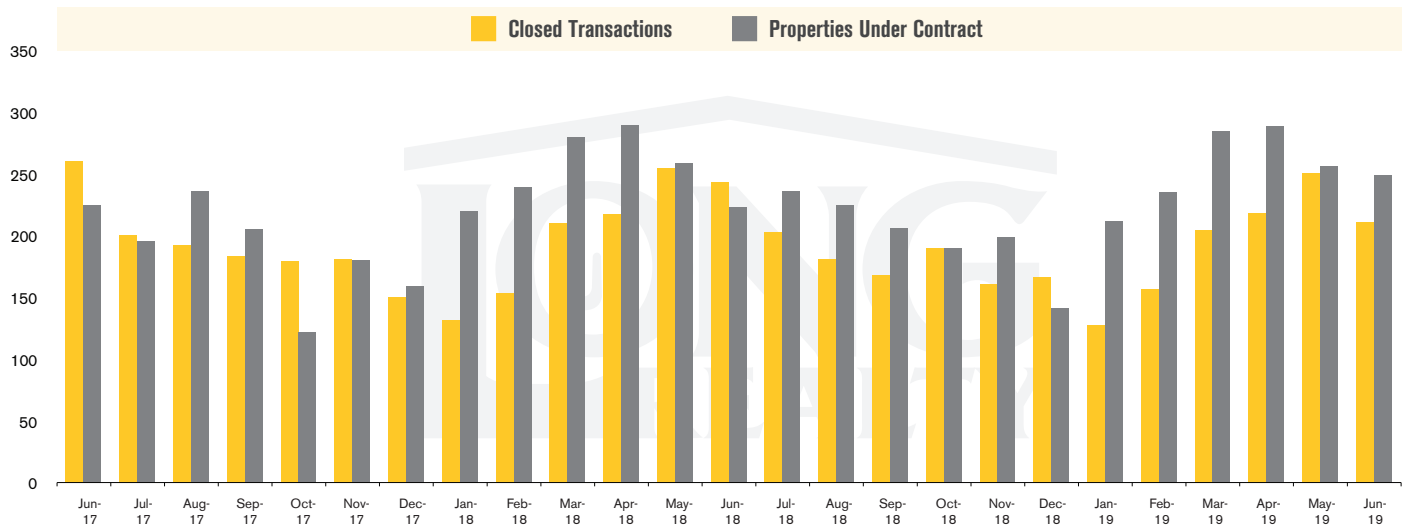
THE HOUSING REPORT



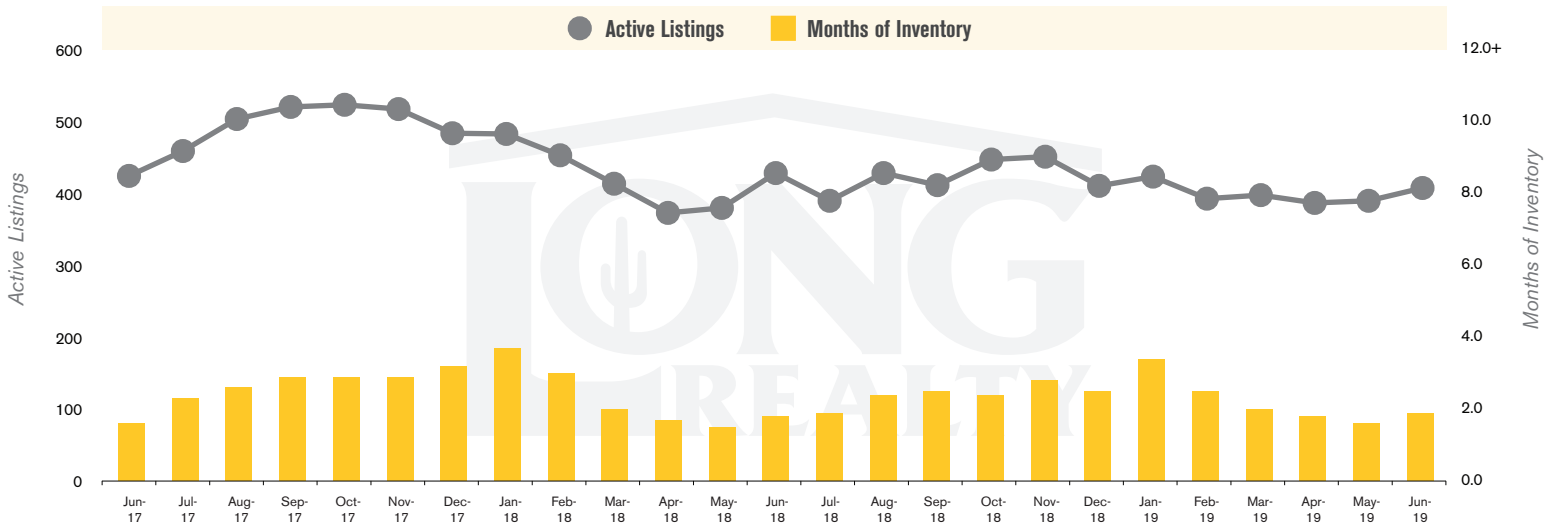
TUCSON CENTRAL | JULY 2019

In the Tucson Central area, June 2019 active inventory was 413, a 5% decrease from June 2018. There were 212 closings in June 2019, a 13% decrease from June 2018. Year-to-date 2019 there were 1,173 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 1.9, up from 1.8 in June 2018. Median price of sold homes was \$193,000 for the month of June 2019, up 11% from June 2018. The Tucson Central area had 250 new properties under contract in June 2019, up 12% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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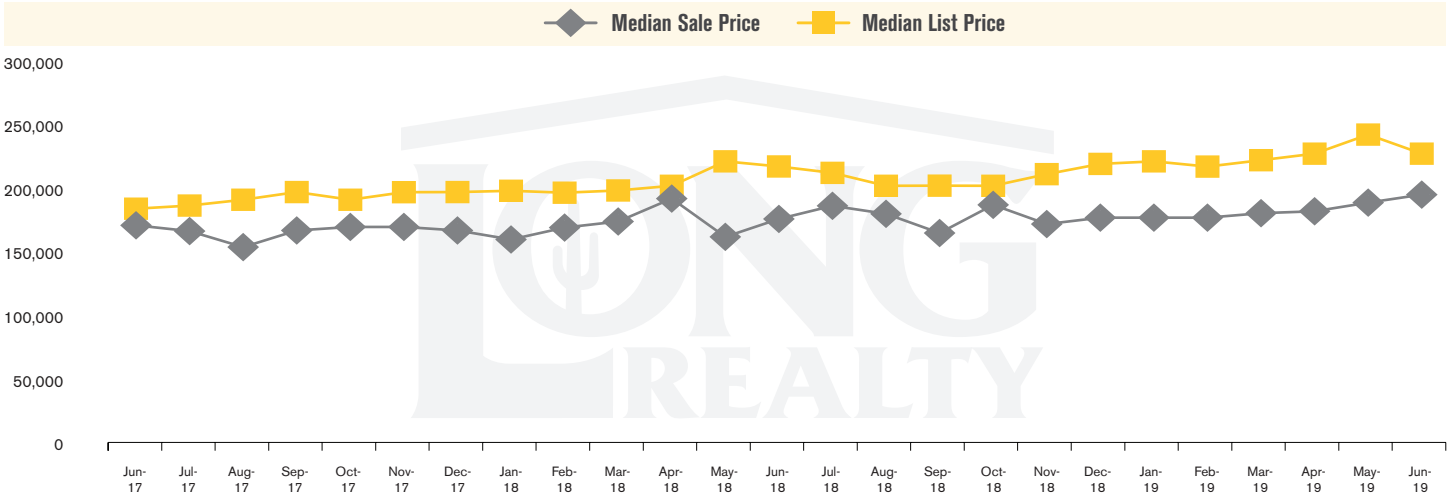
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

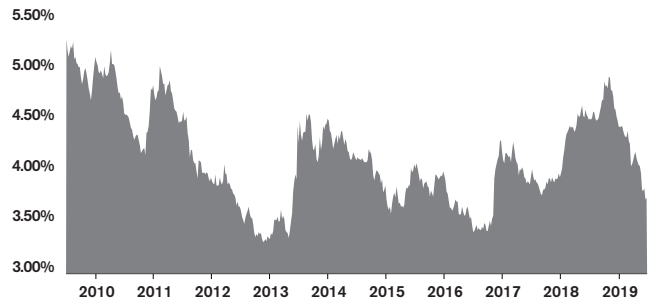


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$174,000	4.500%	\$837.55
2019	\$193,000	4.000%	\$875.34

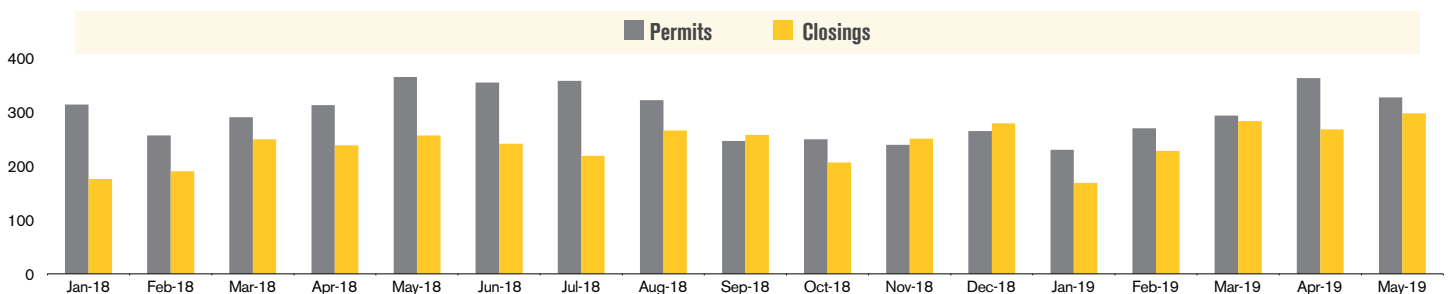
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



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 CENTRAL)

	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	4	0	4	2	4	1	1	4.0	1.5	Seller
\$50,000 - 74,999	3	3	3	4	13	4	7	0.4	0.6	Seller
\$75,000 - 99,999	6	3	7	13	15	13	13	0.5	0.6	Seller
\$100,000 - 124,999	12	17	11	12	19	16	12	1.0	0.8	Seller
\$125,000 - 149,999	22	20	24	34	19	32	31	0.7	0.8	Seller
\$150,000 - 174,999	35	20	33	39	41	42	23	1.5	0.8	Seller
\$175,000 - 199,999	50	15	20	33	33	35	23	2.2	1.6	Seller
\$200,000 - 224,999	30	10	16	23	23	22	28	1.1	1.0	Seller
\$225,000 - 249,999	38	11	12	11	14	29	20	1.9	1.6	Seller
\$250,000 - 274,999	28	9	8	8	15	15	9	3.1	2.3	Seller
\$275,000 - 299,999	46	7	10	10	10	10	16	2.9	3.3	Seller
\$300,000 - 349,999	38	8	6	16	12	14	14	2.7	2.9	Seller
\$350,000 - 399,999	34	3	6	2	6	12	1	34.0	5.5	Balanced
\$400,000 - 499,999	30	6	7	8	7	15	6	5.0	3.1	Seller
\$500,000 - 599,999	13	1	1	1	2	2	4	3.3	5.1	Balanced
\$600,000 - 699,999	5	1	2	0	1	1	0	n/a	9.5	Buyer
\$700,000 - 799,999	7	0	0	0	0	0	4	1.8	7.3	Slightly Buyer
\$800,000 - 899,999	4	0	0	0	0	2	0	n/a	5.0	Balanced
\$900,000 - 999,999	2	0	1	0	0	1	0	n/a	9.0	Buyer
\$1,000,000 - and over	6	0	0	0	0	1	0	n/a	18.0	Buyer
TOTAL	413	134	171	216	234	267	212	1.9	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 CENTRAL)

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.

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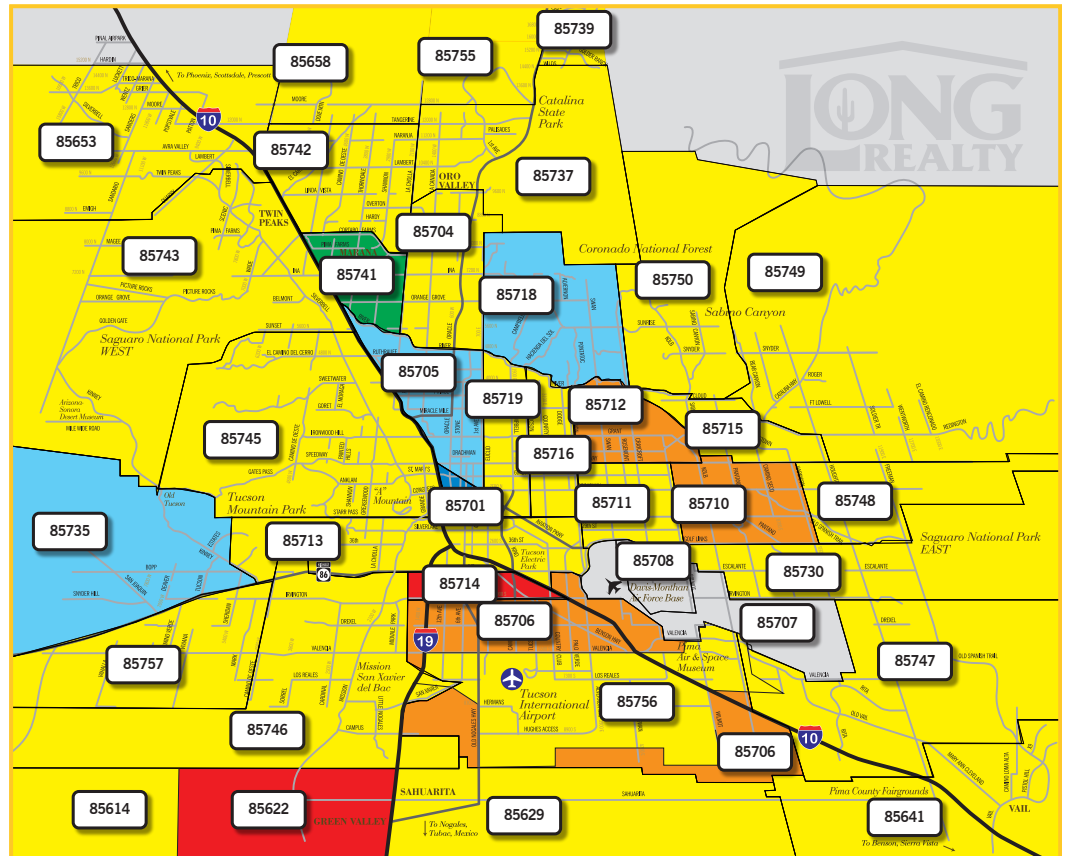
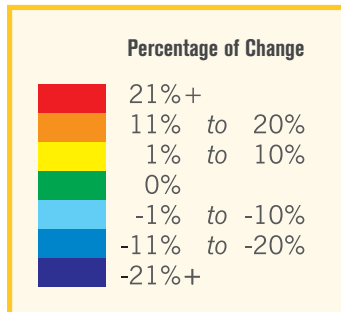
Homesmart Advantage Group



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.