

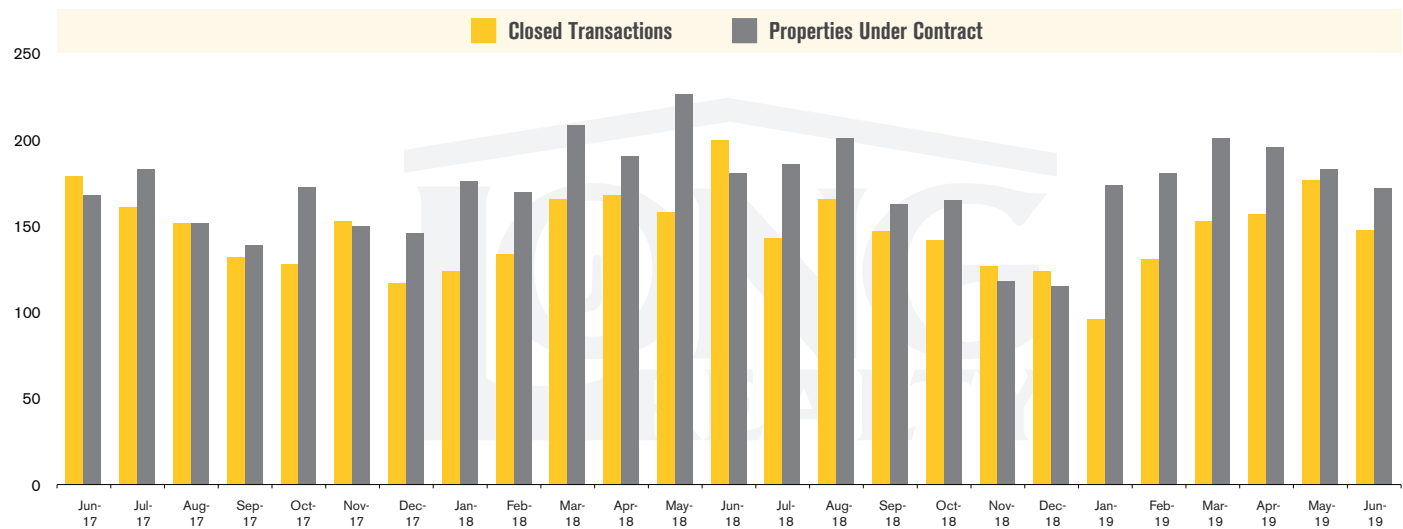
THE HOUSING REPORT



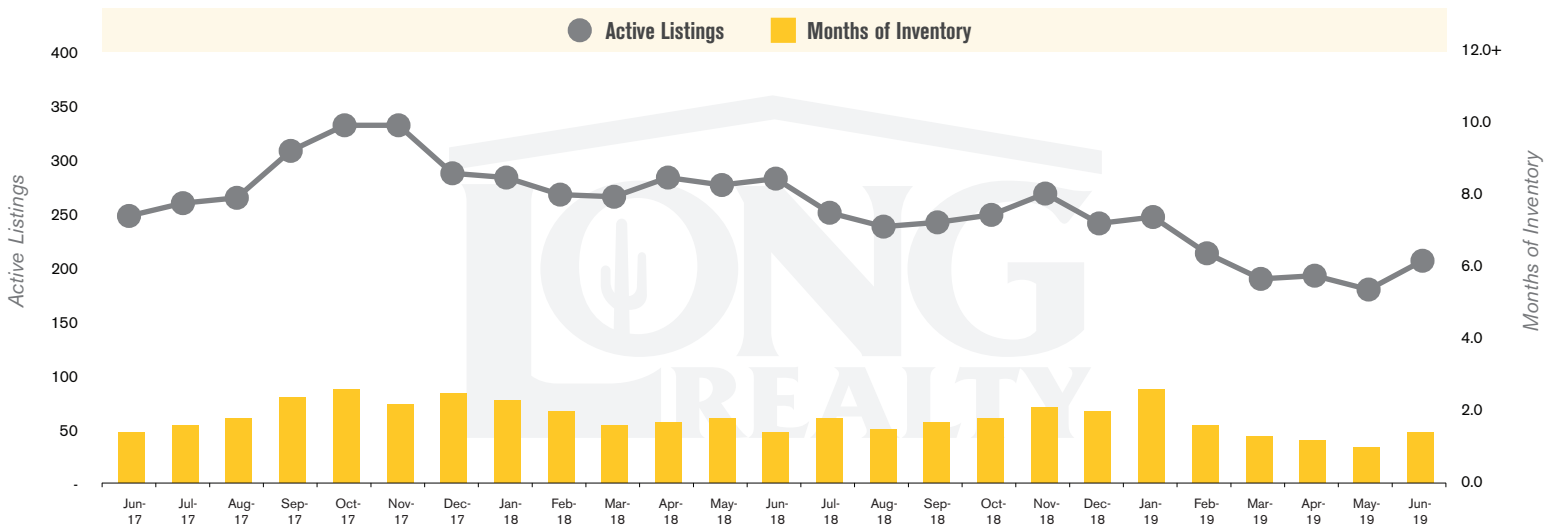
TUCSON EAST | JULY 2019

In the Tucson East area, June 2019 active inventory was 209, a 27% decrease from June 2018. There were 148 closings in June 2019, a 26% decrease from June 2018. Year-to-date 2019 there were 862 closings, a 9% decrease from year-to-date 2018. Months of Inventory was 1.4, unchanged from 1.4 in June 2018. Median price of sold homes was \$200,000 for the month of June 2019, up 14% from June 2018. The Tucson East area had 172 new properties under contract in June 2019, down 5% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



LongRealty.com | 1-800-354-5664

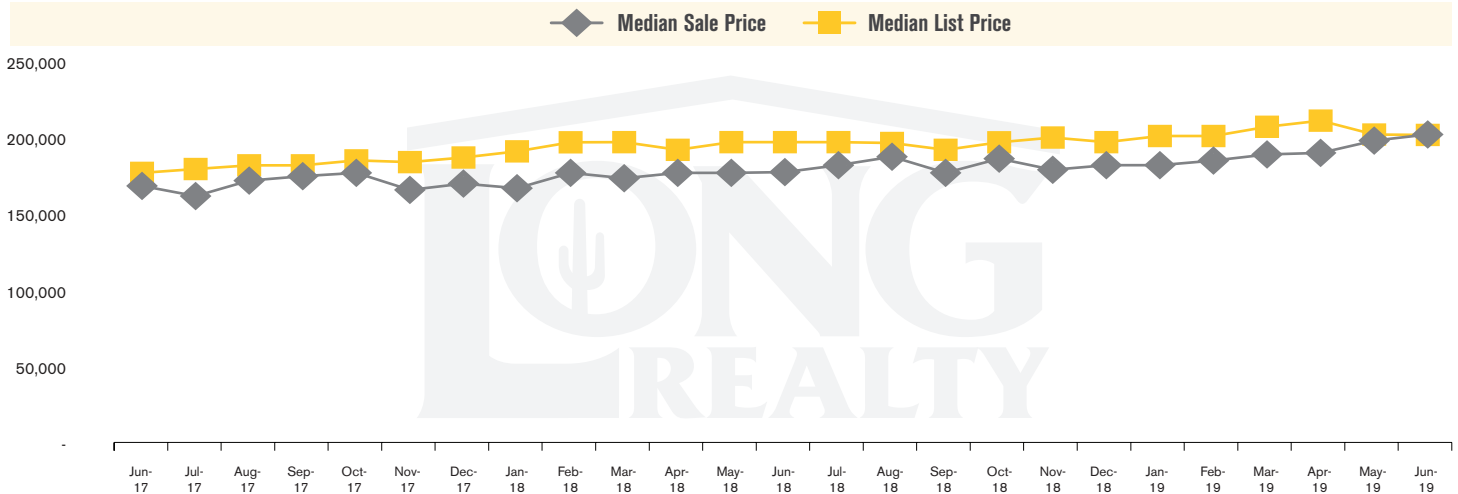
Properties under contract and Home Sales data is based on information obtained from the MLSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON EAST | JULY 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

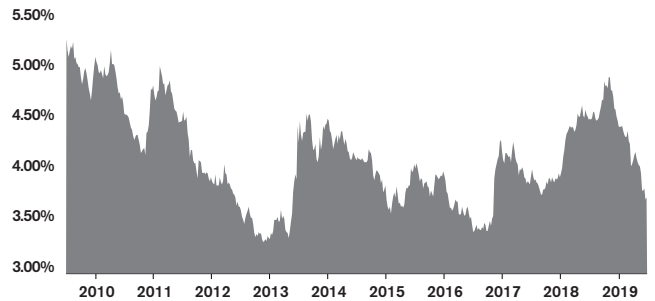


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$175,500	4.500%	\$844.77
2019	\$200,000	4.000%	\$907.09

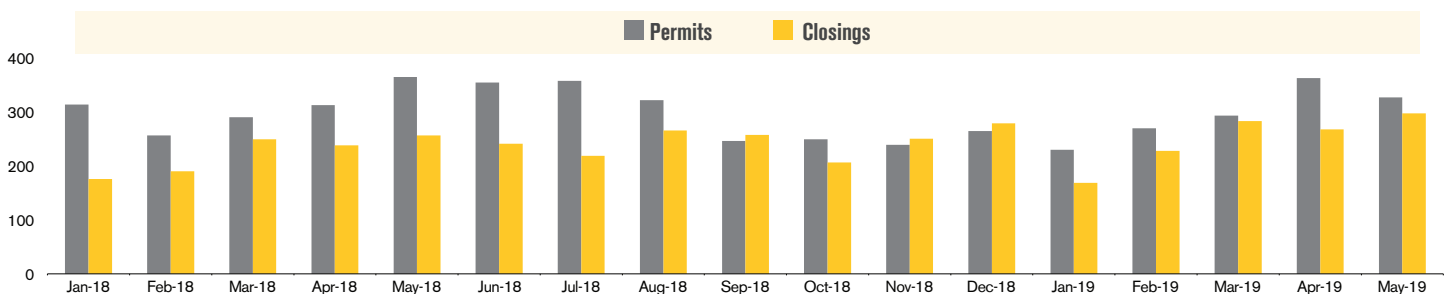
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

LongRealty.com | 1-800-354-5664

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.

THE HOUSING REPORT

TUCSON EAST | JULY 2019



MARKET CONDITIONS BY PRICE BAND (TUCSON EAST)

	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	3	1	0	2	0	0	1	3.0	8.0	Slightly Buyer
\$50,000 - 74,999	3	2	2	2	2	2	3	1.0	1.0	Seller
\$75,000 - 99,999	5	4	8	8	10	8	3	1.7	0.8	Seller
\$100,000 - 124,999	5	2	5	10	7	7	5	1.0	0.8	Seller
\$125,000 - 149,999	9	13	16	17	12	8	11	0.8	0.8	Seller
\$150,000 - 174,999	12	21	29	30	30	32	22	0.5	0.5	Seller
\$175,000 - 199,999	50	24	28	30	45	49	28	1.8	1.0	Seller
\$200,000 - 224,999	30	14	20	21	26	23	22	1.4	1.1	Seller
\$225,000 - 249,999	36	11	15	14	10	18	21	1.7	2.0	Seller
\$250,000 - 274,999	20	6	4	7	8	12	16	1.3	1.8	Seller
\$275,000 - 299,999	7	2	1	6	7	9	2	3.5	1.6	Seller
\$300,000 - 349,999	8	2	2	4	6	9	7	1.1	0.7	Seller
\$350,000 - 399,999	5	1	4	6	1	2	3	1.7	2.2	Seller
\$400,000 - 499,999	5	1	1	4	1	4	1	5.0	3.3	Seller
\$500,000 - 599,999	4	0	1	1	0	5	2	2.0	1.6	Seller
\$600,000 - 699,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	1	0	0	0	1	0.0	1.0	Seller
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	209	105	137	162	165	188	148	1.4	1.2	Seller



LongRealty.com | 1-800-354-5664

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.

THE HOUSING REPORT

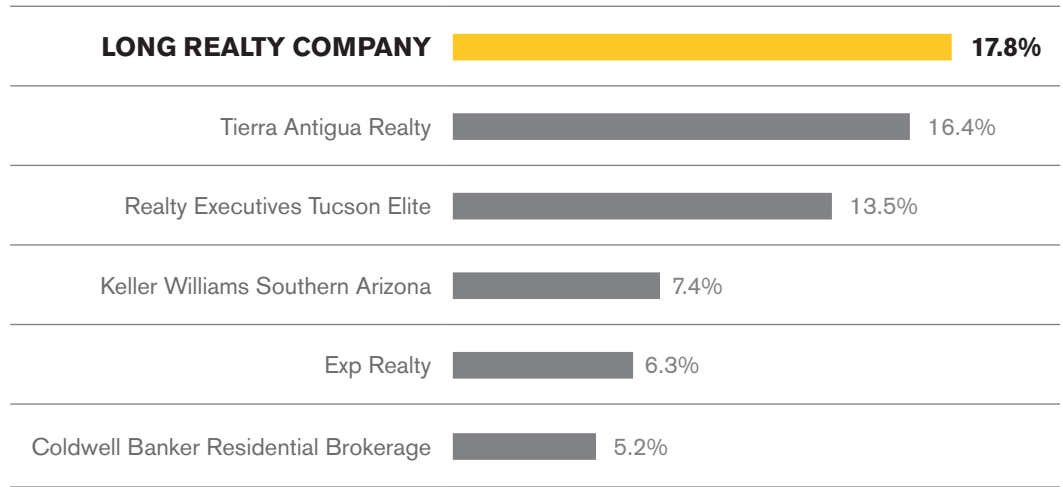
TUCSON EAST | JULY 2019



MARKET SHARE (TUCSON EAST)

Long Realty leads the market in successful real estate sales.

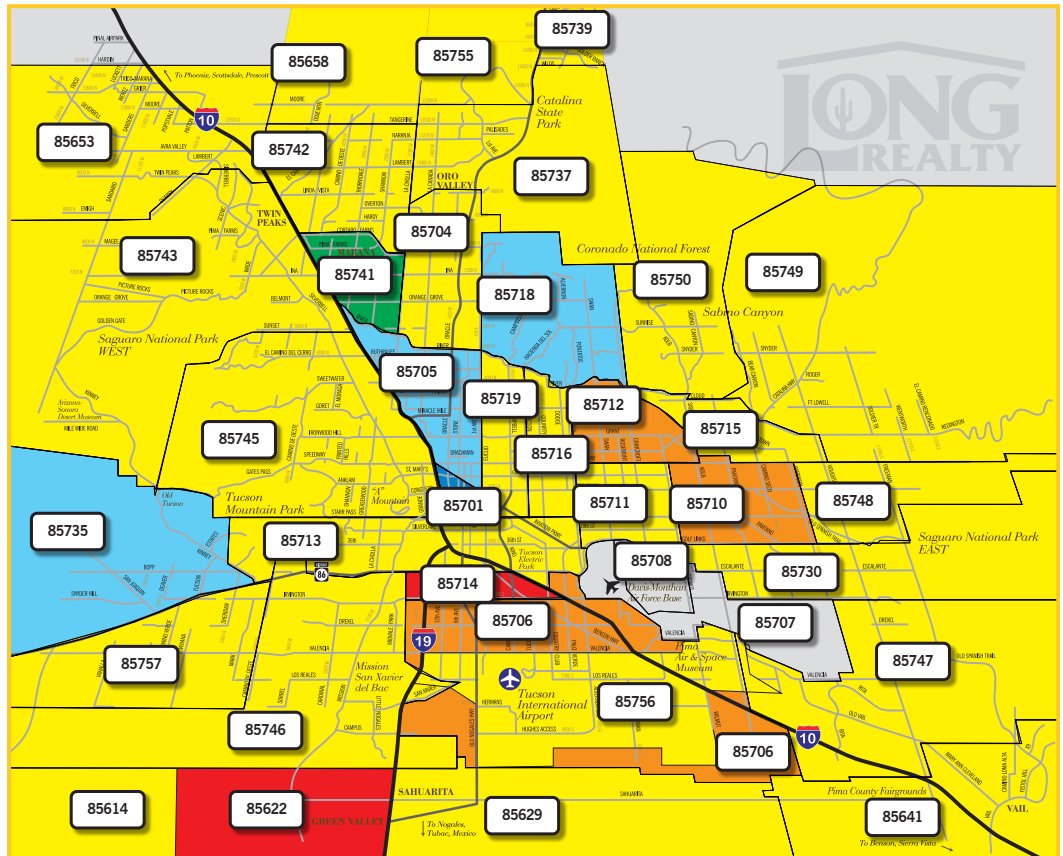
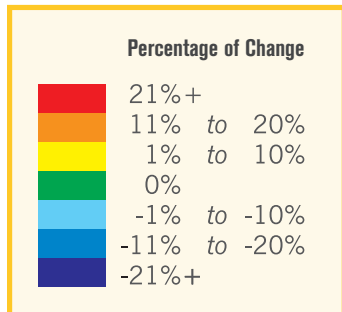
Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.



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.

LongRealty.com | 1-800-354-5664

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.