

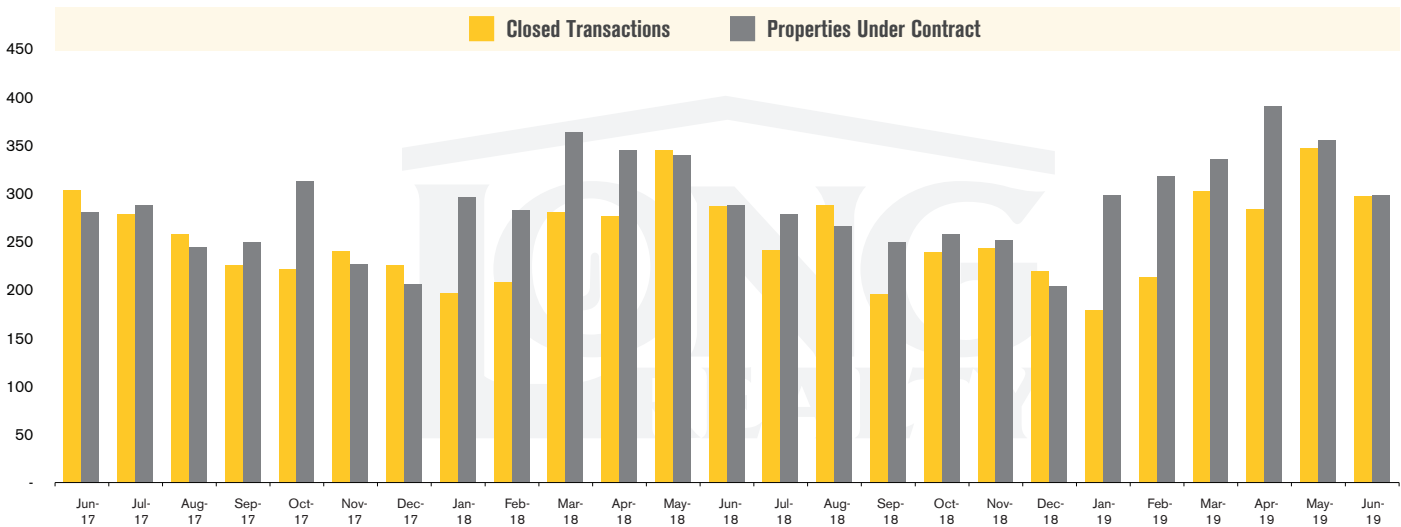
THE HOUSING REPORT



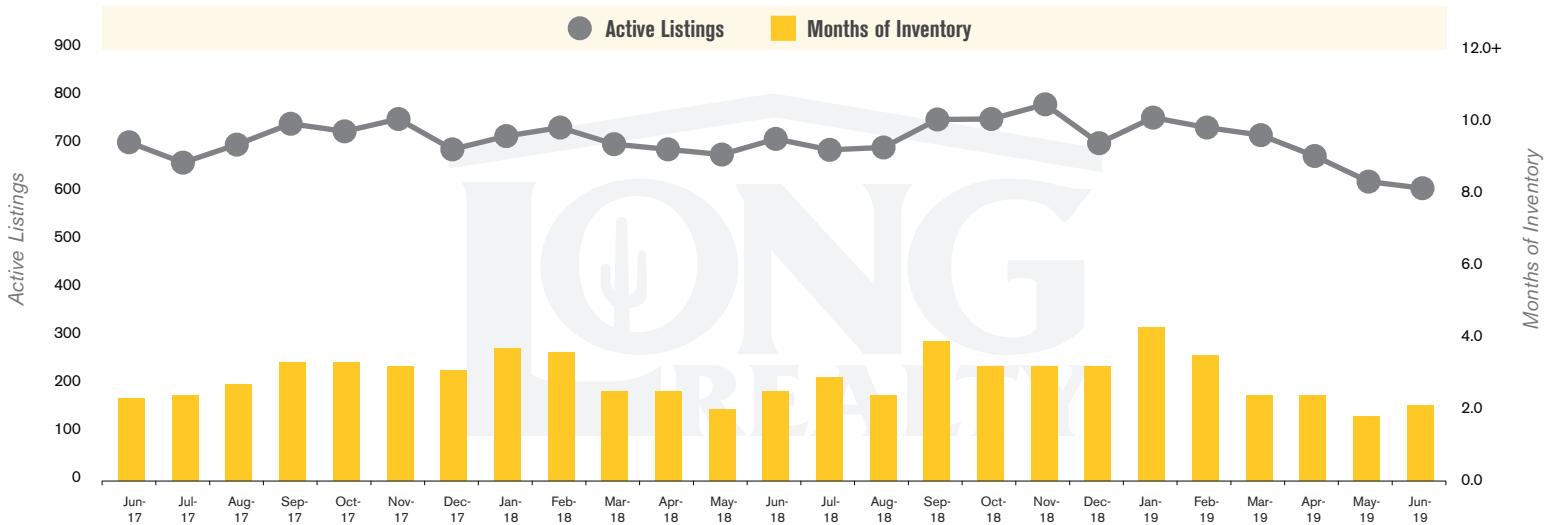
TUCSON NORTHWEST | JULY 2019

In the Tucson Northwest area, June 2019 active inventory was 619, a 14% decrease from June 2018. There were 300 closings in June 2019, a 4% increase from June 2018. Year-to-date 2019 there were 1,636 closings, a 2% increase from year-to-date 2018. Months of Inventory was 2.1, down from 2.5 in June 2018. Median price of sold homes was \$267,500 for the month of June 2019, up 3% from June 2018. The Tucson Northwest area had 301 new properties under contract in June 2019, up 4% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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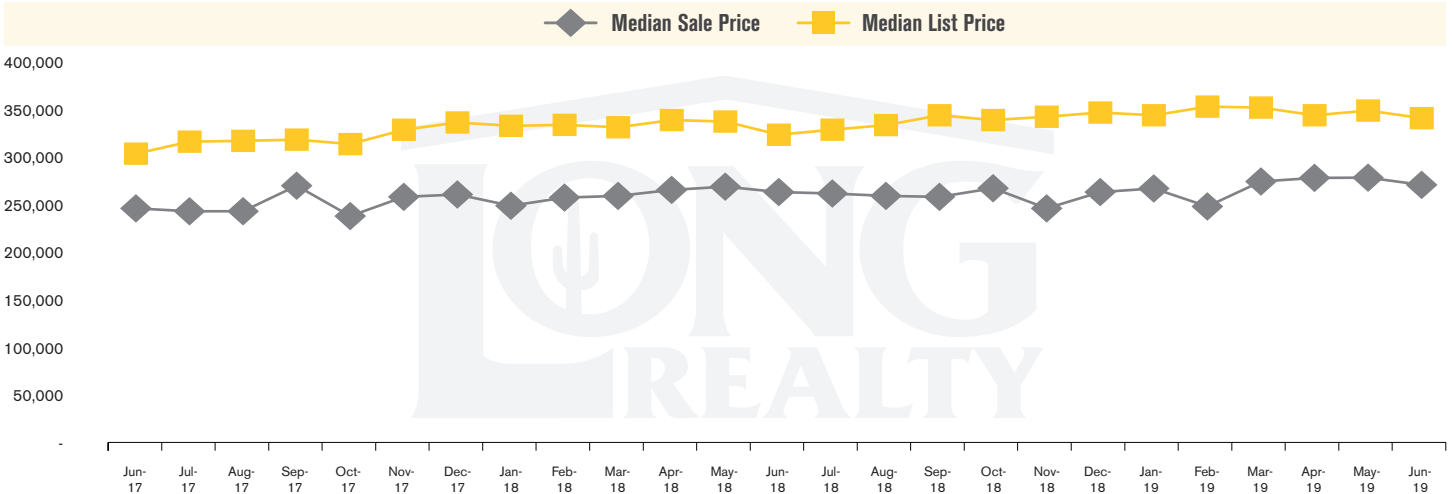
Properties under contract and Home Sales data is based on information obtained from the MLSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

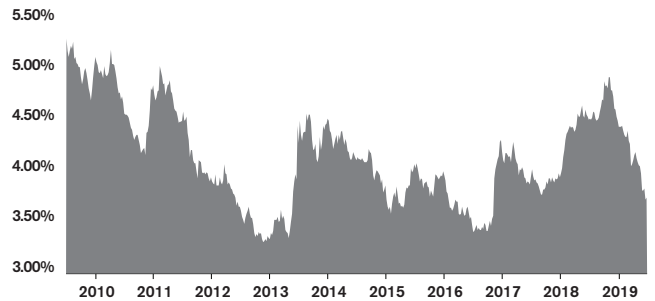


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$260,000	4.500%	\$1,251.51
2019	\$267,500	4.000%	\$1,213.23

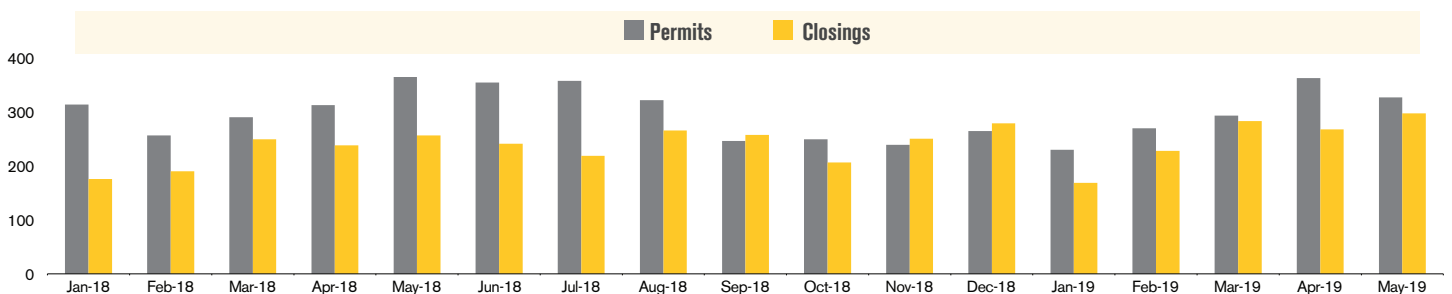
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST)

	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	1	0	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	1	1	2	1	0	0	n/a	2.0	Seller
\$75,000 - 99,999	3	0	1	0	2	0	2	1.5	2.0	Seller
\$100,000 - 124,999	2	1	2	6	1	0	2	1.0	2.7	Seller
\$125,000 - 149,999	2	0	7	3	1	5	5	0.4	0.9	Seller
\$150,000 - 174,999	4	14	10	9	16	13	10	0.4	0.4	Seller
\$175,000 - 199,999	21	20	32	39	21	39	35	0.6	0.6	Seller
\$200,000 - 224,999	33	26	34	39	45	42	33	1.0	0.9	Seller
\$225,000 - 249,999	60	21	33	26	31	52	35	1.7	1.2	Seller
\$250,000 - 274,999	32	18	18	35	27	30	33	1.0	1.2	Seller
\$275,000 - 299,999	53	18	21	36	18	31	17	3.1	2.3	Seller
\$300,000 - 349,999	88	16	16	42	45	52	40	2.2	2.0	Seller
\$350,000 - 399,999	72	16	14	28	30	38	36	2.0	2.2	Seller
\$400,000 - 499,999	74	18	13	26	25	35	27	2.7	2.9	Seller
\$500,000 - 599,999	34	9	10	15	9	10	10	3.4	3.5	Seller
\$600,000 - 699,999	27	1	6	6	4	6	8	3.4	5.4	Balanced
\$700,000 - 799,999	25	1	7	4	7	4	3	8.3	6.5	Balanced
\$800,000 - 899,999	23	2	3	0	1	3	1	23.0	14.0	Buyer
\$900,000 - 999,999	11	1	0	1	2	1	0	n/a	12.7	Buyer
\$1,000,000 - and over	53	3	0	3	4	4	3	17.7	15.4	Buyer
TOTAL	619	186	229	320	290	365	300	2.1	2.0	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 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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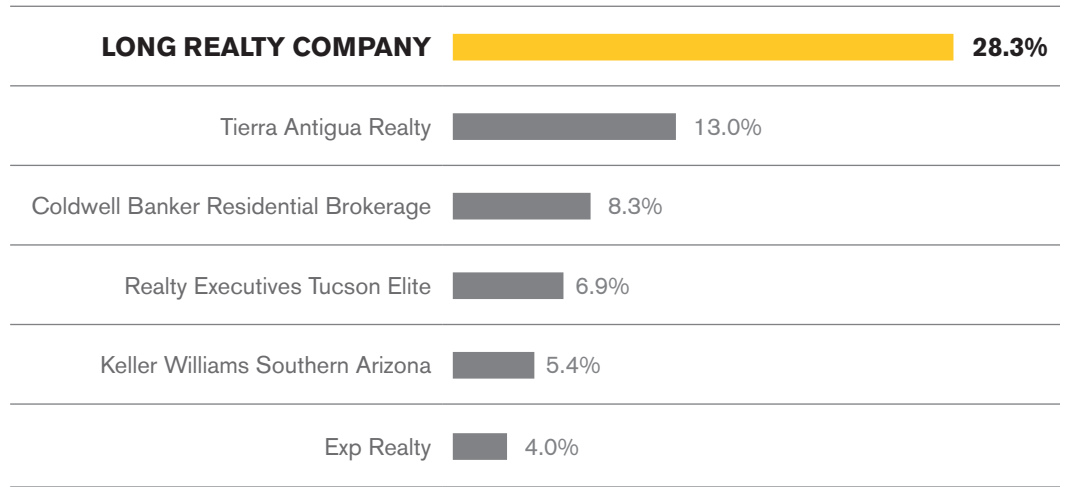
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MARKET SHARE (TUCSON NORTHWEST)

Long Realty leads the market in successful real estate sales.

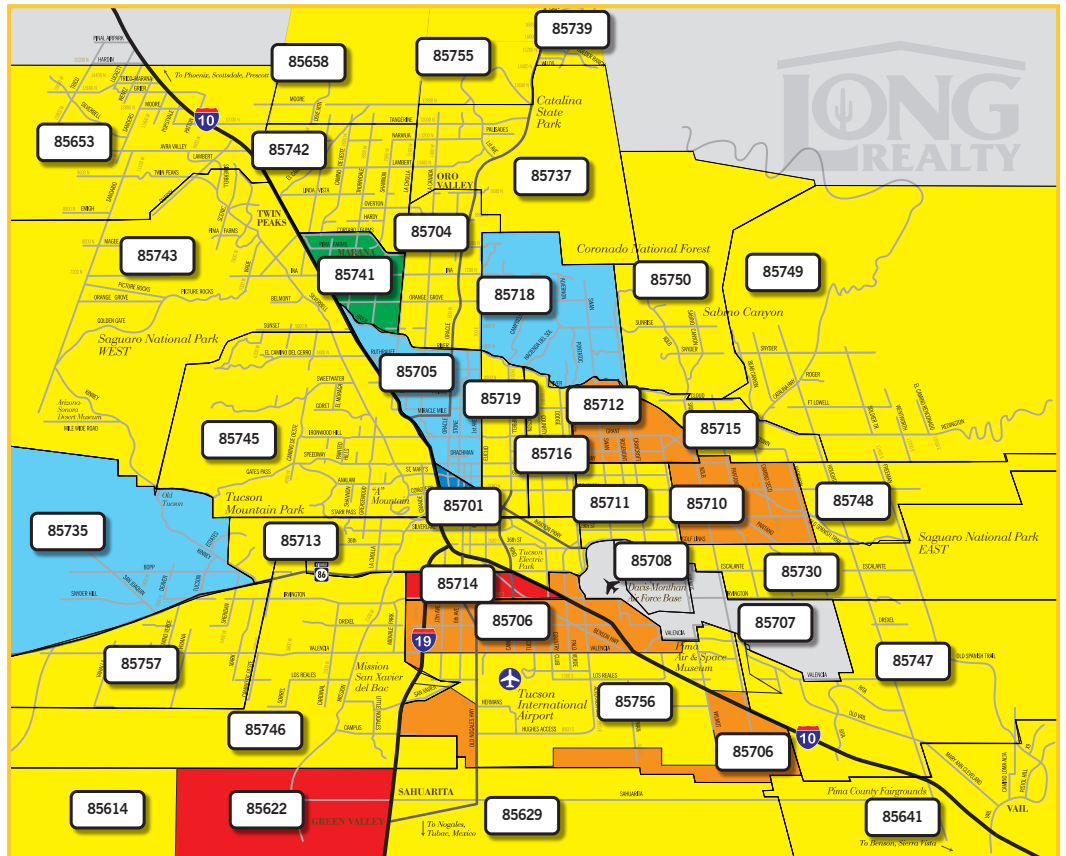
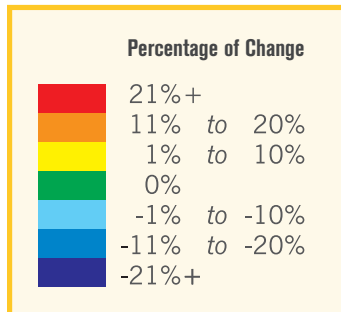
Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.



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.