

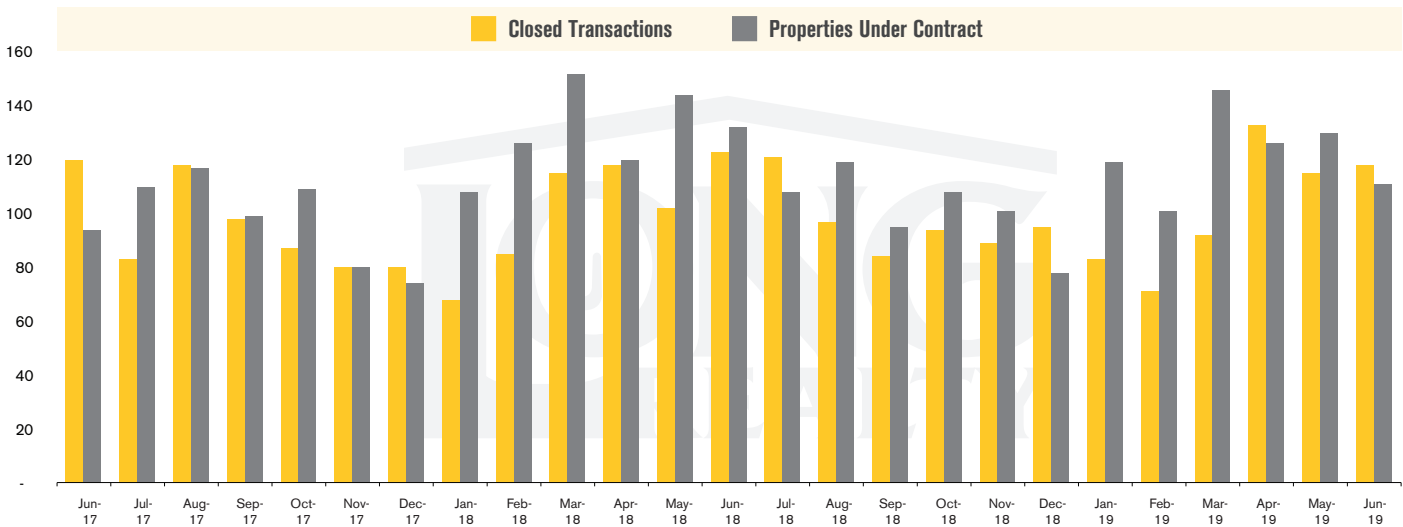
THE HOUSING REPORT



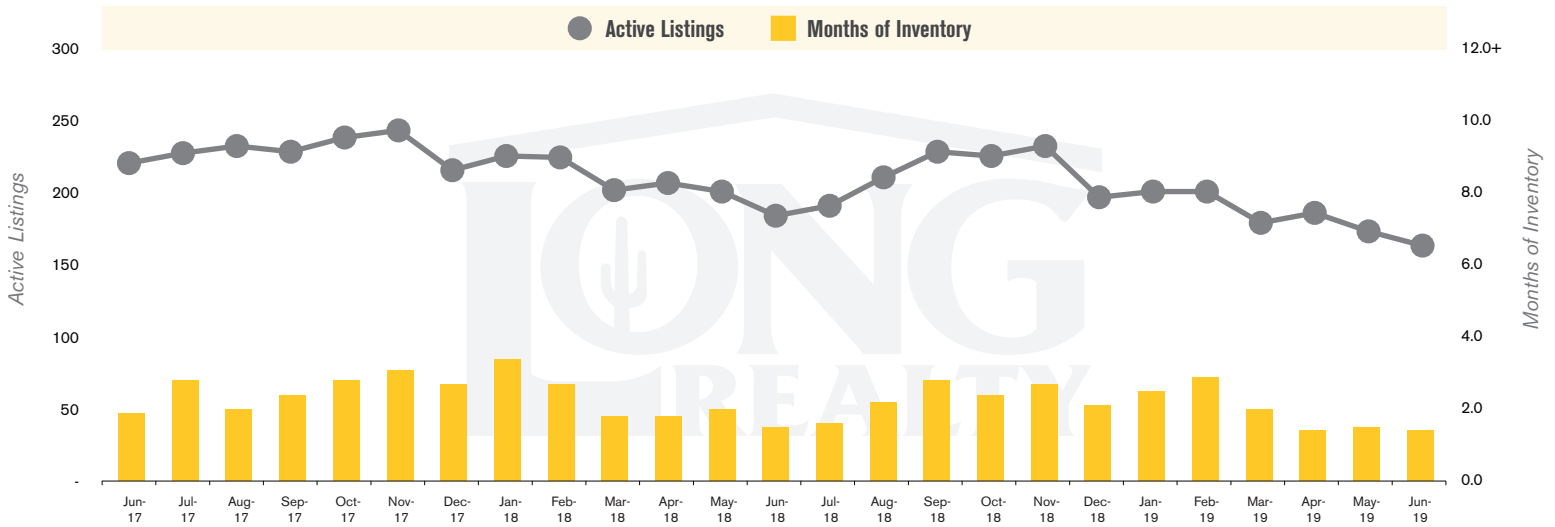
TUCSON WEST | JULY 2019

In the Tucson West area, June 2019 active inventory was 166, an 11% decrease from June 2018. There were 118 closings in June 2019, a 4% decrease from June 2018. Year-to-date 2019 there were 612 closings, virtually unchanged from year-to-date 2018. Months of Inventory was 1.4, down from 1.5 in June 2018. Median price of sold homes was \$247,000 for the month of June 2019, up 7% from June 2018. The Tucson West area had 111 new properties under contract in June 2019, down 16% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



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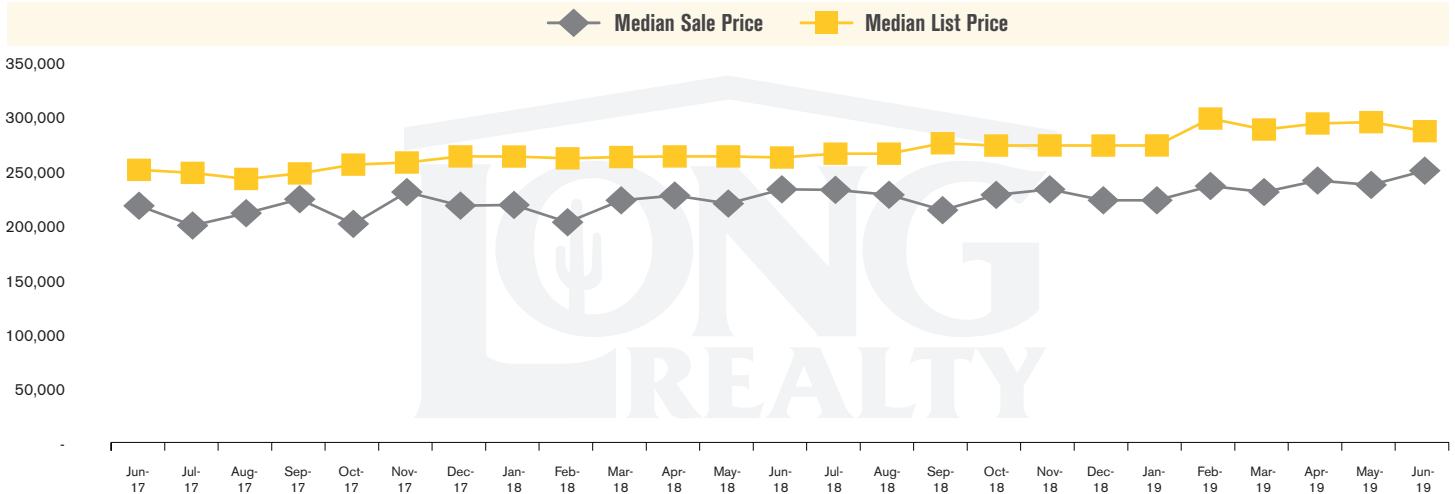
Properties under contract and Home Sales data is based on information obtained from the MLSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)

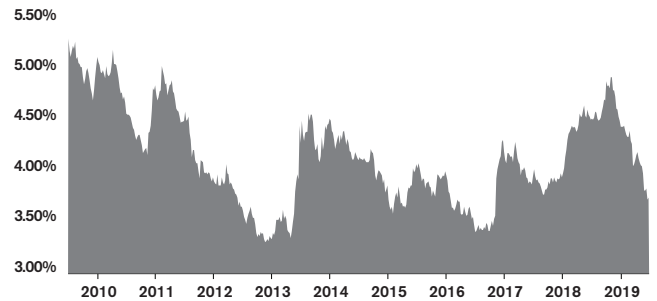


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$230,000	4.500%	\$1,107.11
2019	\$247,000	4.000%	\$1,120.25

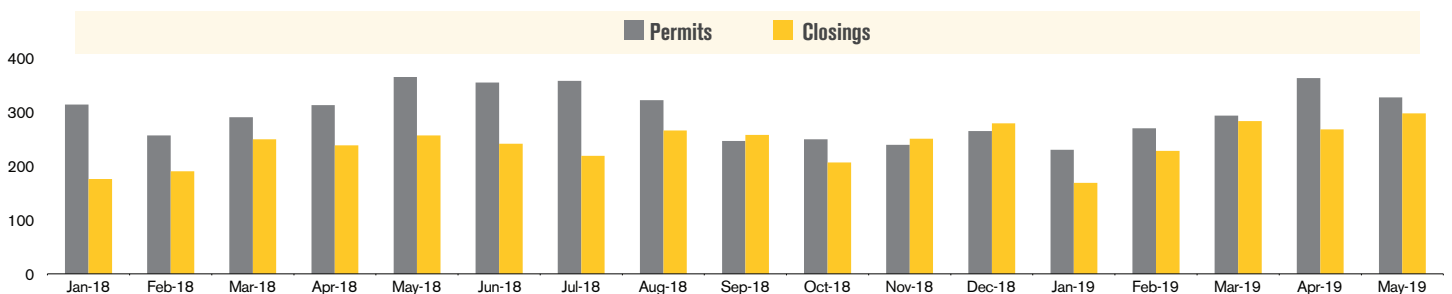
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 WEST)

	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	0	0	1	0	0	0	1	0.0	1.0	Seller
\$50,000 - 74,999	0	4	2	2	2	0	0	n/a	2.0	Seller
\$75,000 - 99,999	0	0	0	4	1	2	1	0.0	0.3	Seller
\$100,000 - 124,999	3	6	3	5	8	1	4	0.8	0.5	Seller
\$125,000 - 149,999	5	6	4	6	9	10	5	1.0	0.5	Seller
\$150,000 - 174,999	2	5	5	7	12	4	5	0.4	0.4	Seller
\$175,000 - 199,999	11	14	8	9	11	13	9	1.2	0.7	Seller
\$200,000 - 224,999	10	9	9	15	16	21	18	0.6	0.7	Seller
\$225,000 - 249,999	18	4	15	16	13	19	19	0.9	0.8	Seller
\$250,000 - 274,999	18	8	8	9	10	7	12	1.5	1.6	Seller
\$275,000 - 299,999	17	14	4	8	13	7	13	1.3	2.0	Seller
\$300,000 - 349,999	17	4	6	5	13	17	9	1.9	1.8	Seller
\$350,000 - 399,999	11	2	4	4	4	8	8	1.4	1.8	Seller
\$400,000 - 499,999	16	5	3	2	14	6	5	3.2	2.3	Seller
\$500,000 - 599,999	12	3	1	4	6	3	2	6.0	3.2	Seller
\$600,000 - 699,999	4	1	0	0	3	1	4	1.0	1.8	Seller
\$700,000 - 799,999	12	0	1	0	3	2	3	4.0	5.8	Balanced
\$800,000 - 899,999	2	0	0	2	1	0	0	n/a	6.0	Balanced
\$900,000 - 999,999	3	1	0	0	1	0	0	n/a	7.0	Slightly Buyer
\$1,000,000 - and over	5	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	166	86	74	98	140	121	118	1.4	1.4	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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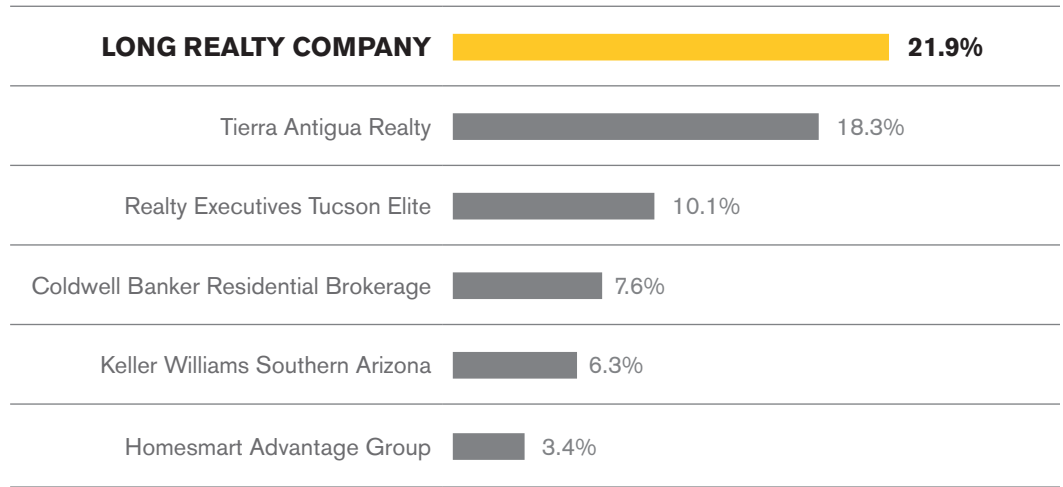
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MARKET SHARE (TUCSON WEST)

Long Realty leads the market in successful real estate sales.

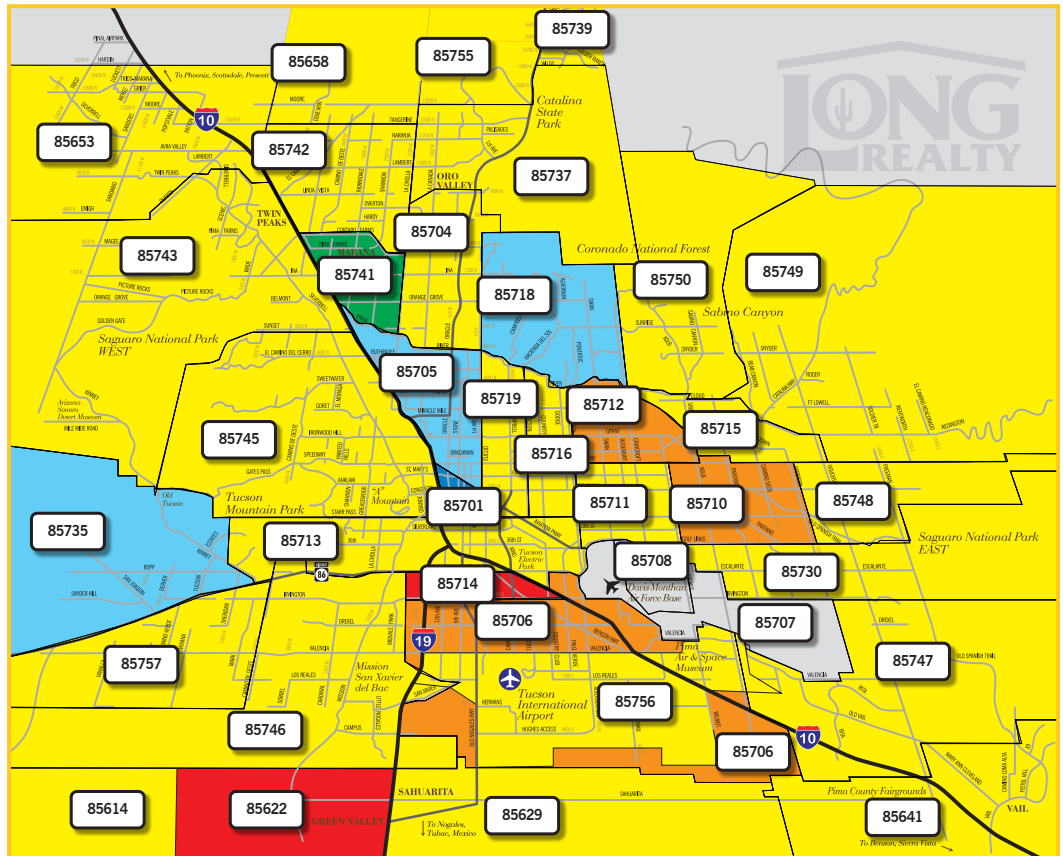
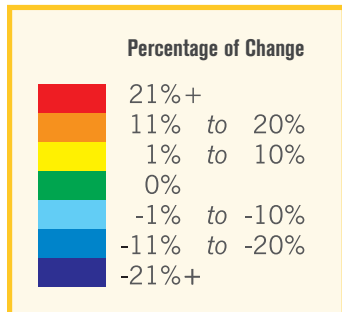
Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.



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.