

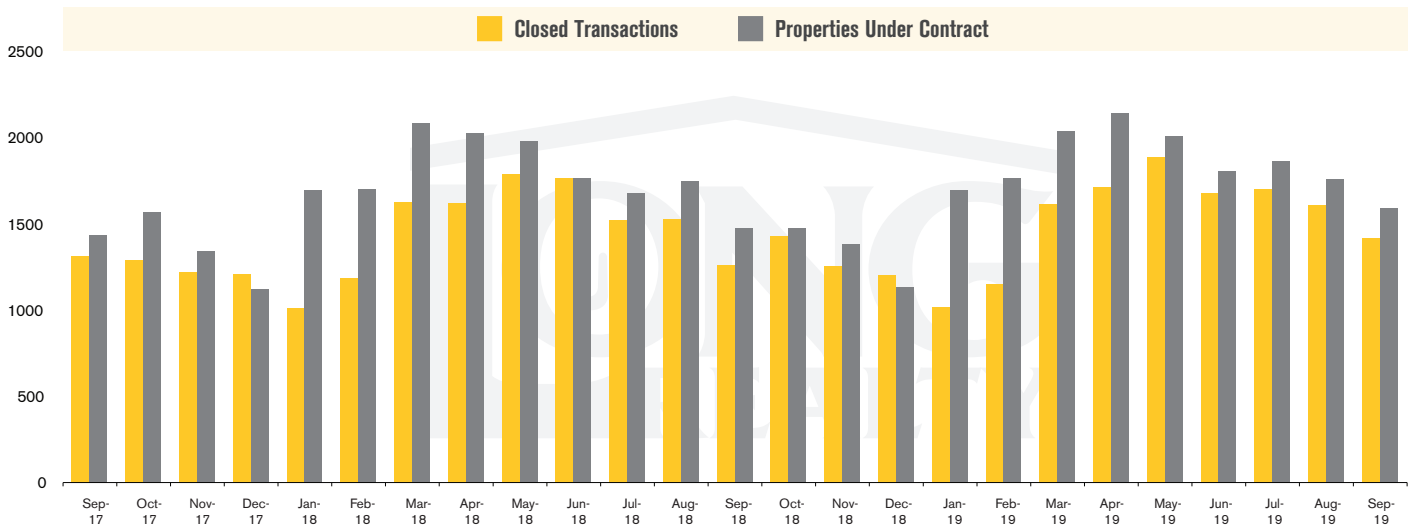
THE HOUSING REPORT



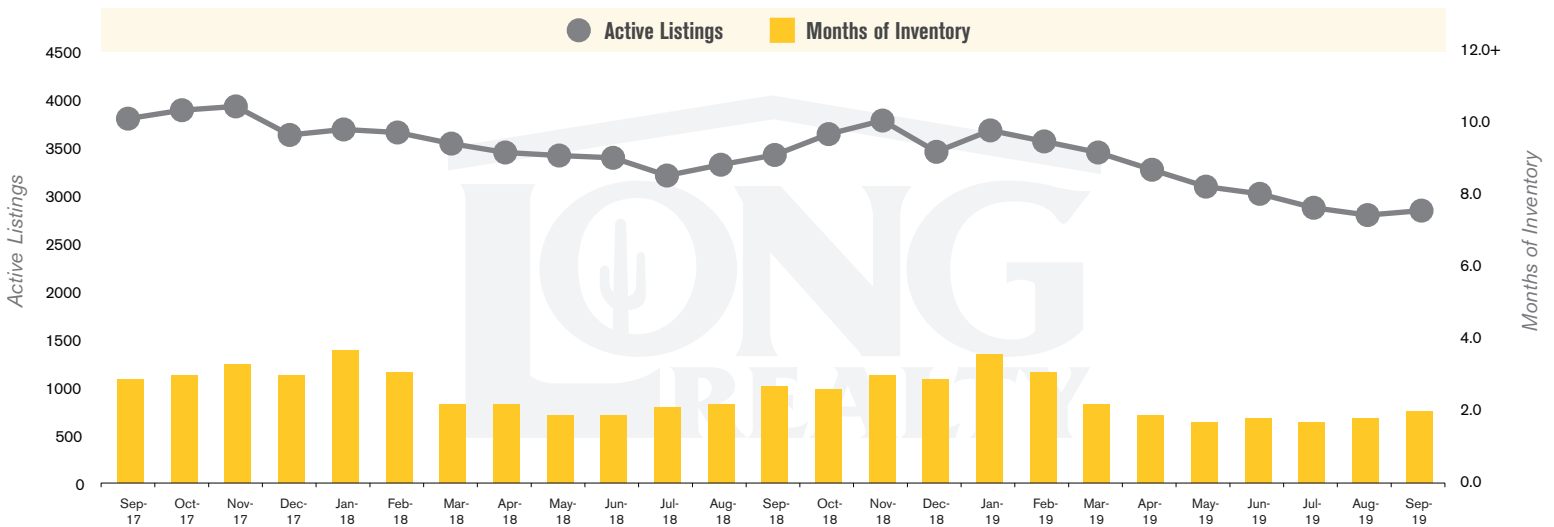
GREATER TUCSON MAIN MARKET | OCTOBER 2019

In the Tucson Main Market area, September 2019 active inventory was 2,880, a 17% decrease from September 2018. There were 1,422 closings in September 2019, a 13% increase from September 2018. Year-to-date 2019 there were 14,375 closings, a 1% increase from year-to-date 2018. Months of Inventory was 2.0, down from 2.7 in September 2018. Median price of sold homes was \$225,000 for the month of September 2019, up 8% from September 2018. The Tucson Main Market area had 1,596 new properties under contract in September 2019, up 8% from September 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (GREATER TUCSON MAIN MARKET)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (GREATER TUCSON MAIN MARKET)



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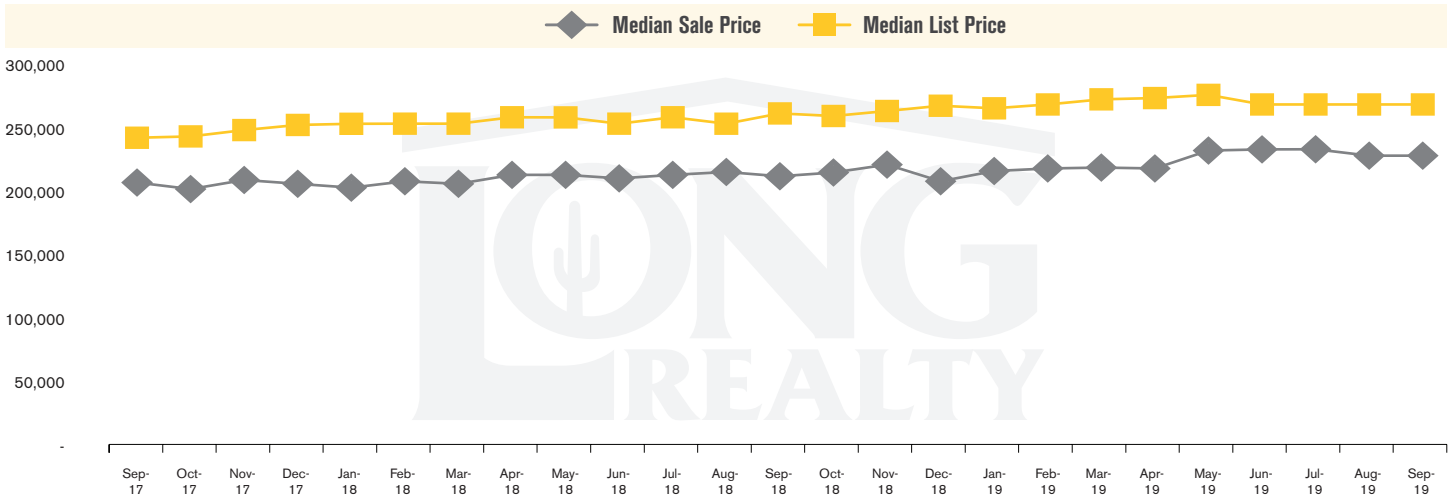
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (GREATER TUCSON MAIN MARKET)

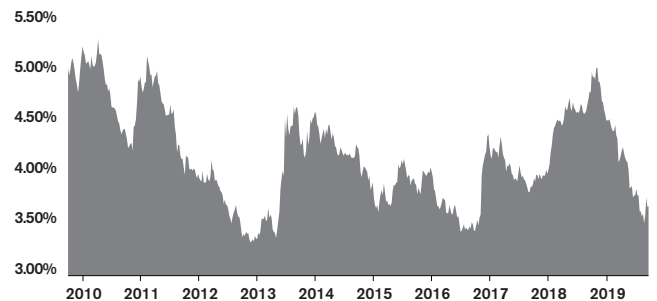


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$208,900	4.875%	\$1,050.24
2019	\$225,000	4.125%	\$1,035.94

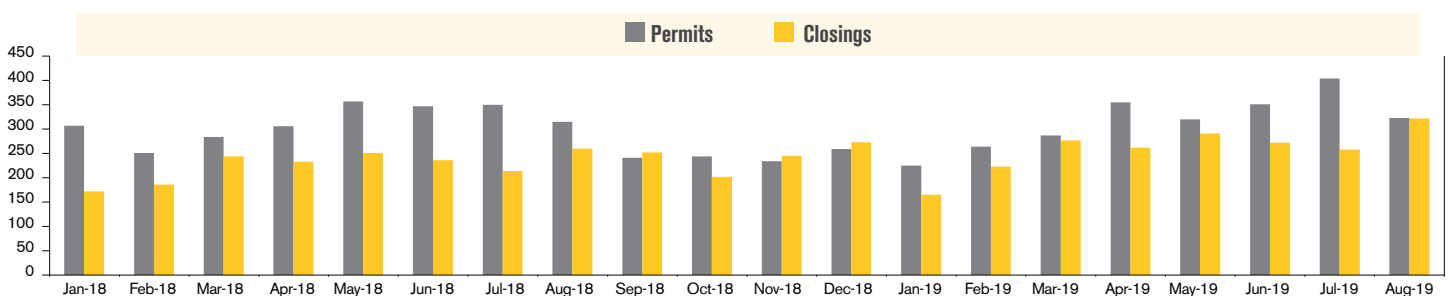
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (GREATER TUCSON MAIN MARKET)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For August 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 15%** year to date from 2018.

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MARKET CONDITIONS BY PRICE BAND (GREATER TUCSON MAIN MARKET)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$1 - 49,999	9	13	5	10	8	8	10	0.9	1.3	Seller
\$50,000 - 74,999	34	45	28	25	22	25	24	1.4	1.2	Seller
\$75,000 - 99,999	54	71	52	48	47	46	30	1.8	1.3	Seller
\$100,000 - 124,999	61	79	70	61	40	45	33	1.8	1.7	Seller
\$125,000 - 149,999	114	120	119	120	103	118	99	1.2	1.1	Seller
\$150,000 - 174,999	125	217	203	152	173	150	128	1.0	0.8	Seller
\$175,000 - 199,999	200	237	284	228	247	239	209	1.0	0.9	Seller
\$200,000 - 224,999	217	216	201	204	201	191	168	1.3	1.1	Seller
\$225,000 - 249,999	292	143	220	174	174	183	130	2.2	1.7	Seller
\$250,000 - 274,999	205	123	150	137	139	108	124	1.7	1.7	Seller
\$275,000 - 299,999	219	88	115	107	111	107	81	2.7	2.3	Seller
\$300,000 - 349,999	271	137	166	153	161	155	119	2.3	1.9	Seller
\$350,000 - 399,999	239	98	132	106	96	85	82	2.9	2.8	Seller
\$400,000 - 499,999	249	100	132	100	121	104	89	2.8	2.3	Seller
\$500,000 - 599,999	140	49	48	59	42	35	42	3.3	3.6	Seller
\$600,000 - 699,999	112	18	33	28	32	23	15	7.5	4.6	Slightly Seller
\$700,000 - 799,999	93	24	16	23	15	15	9	10.3	6.9	Slightly Buyer
\$800,000 - 899,999	59	10	12	12	10	12	12	4.9	5.2	Balanced
\$900,000 - 999,999	45	6	4	5	19	3	4	11.3	5.3	Balanced
\$1,000,000 - and over	142	7	14	13	7	8	14	10.1	14.4	Buyer
TOTAL	2,880	1,801	2,004	1,765	1,768	1,660	1,422	2.0	1.8	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 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. Information is believed to be reliable, but not guaranteed.

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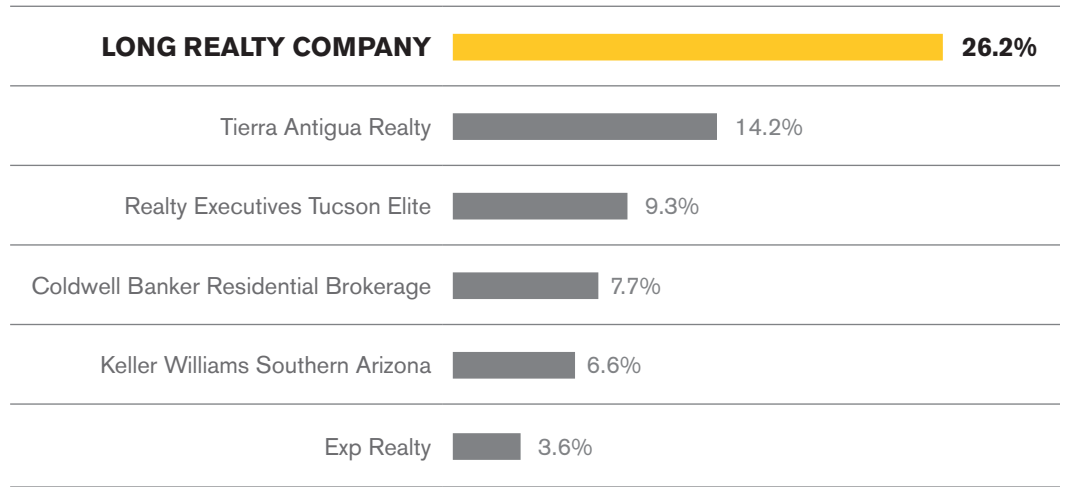
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MARKET SHARE (GREATER TUCSON MAIN MARKET)

Long Realty leads the market in successful real estate sales.

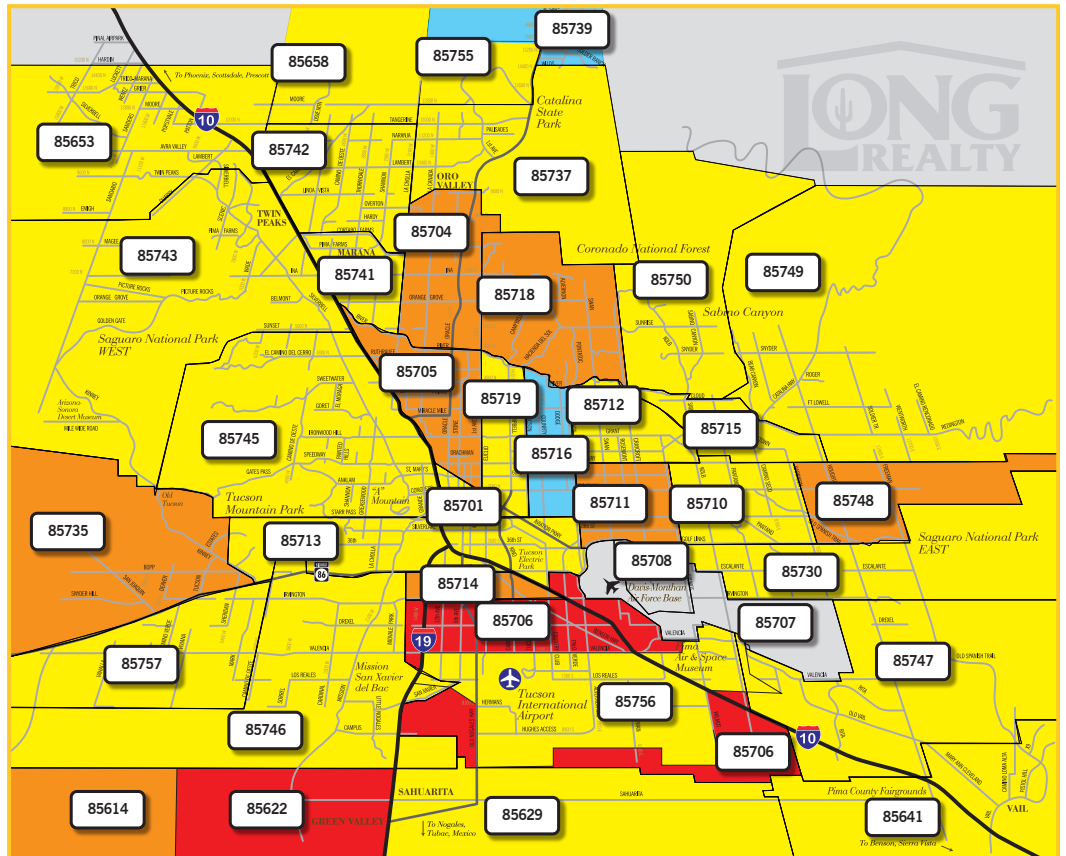
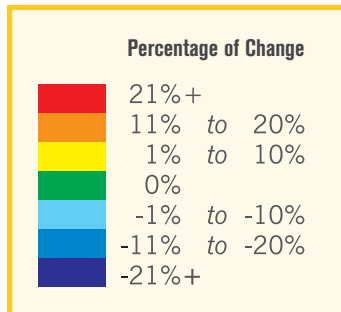
Data Obtained 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2018-SEP 2018 TO JUL 2019-SEP 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 July 2018-September 2018 to July 2019-September 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/03/2019. Information is believed to be reliable, but not guaranteed.