



# The Housing Report

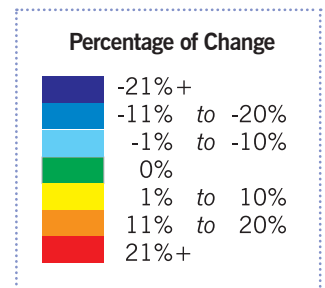
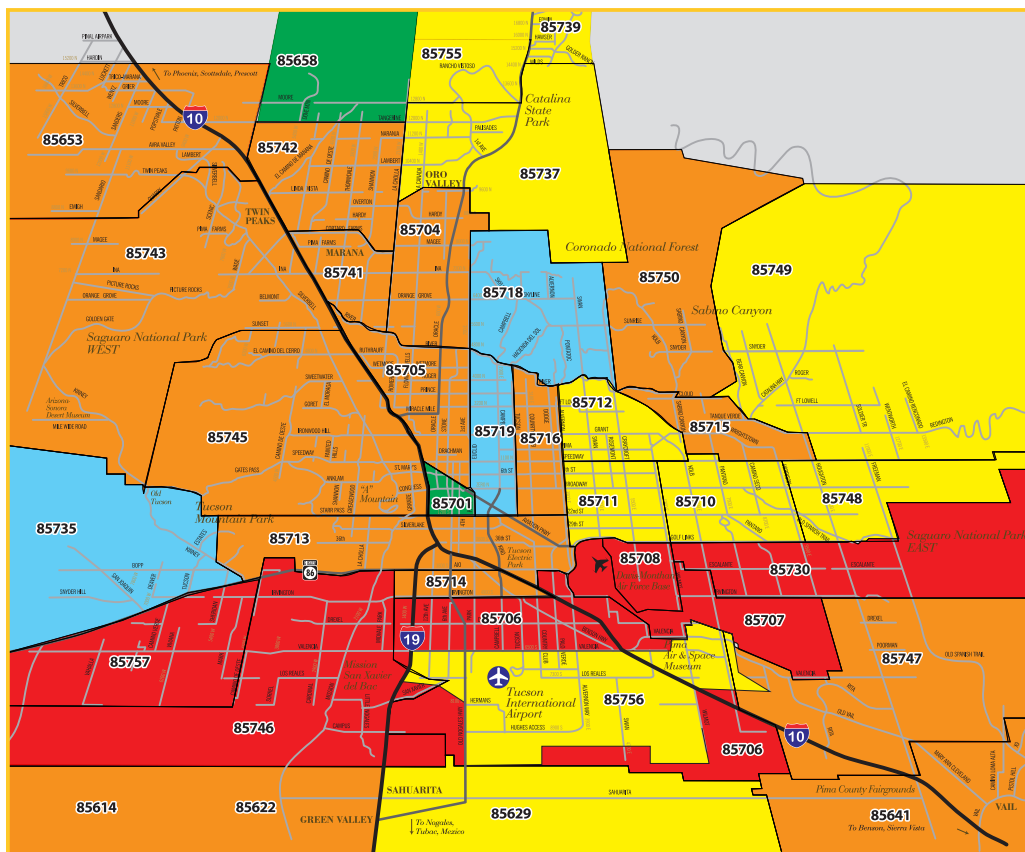
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Tucson Metro | October 2013

In the Tucson Metro area, September 2013 active inventory was 4476, a 15.4% increase from September 2012. There were 1,050 closings in September 2013, a 2.7% increase from September 2012. Months of Inventory was 4.3 up from 3.8 in September 2012. Median price of sold homes was \$155,150 for the month of September 2013, up 7.6% from September 2012. The Tucson Metro area had 1231 new properties under contract in September 2013, down 4.9% from September 2012.

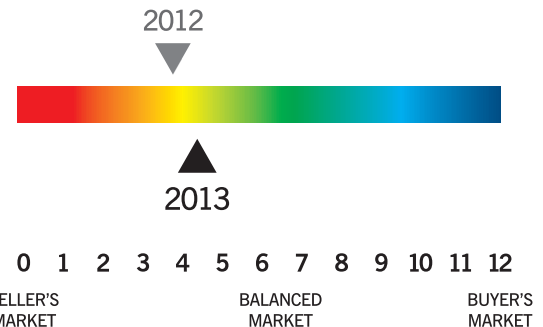
## TUCSON METRO HOME SALES PRICES - PERCENTAGE OF CHANGE



*This heat map represents the changes in median sold home prices from the current month to the same month last year.*

## MARKET CONDITIONS - TUCSON METRO

*Months of inventory is an important indicator of the overall health of the housing market. The balance of supply and demand is reflected by taking into account current inventory levels and the rate of home sales.*



*These statistics are based on information obtained from the TARMLS on 10/03/2013. Information is believed to be reliable, but not guaranteed.*



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## CLOSED HOME SALES – TUCSON METRO

This chart reflects the number of closed property sales year to date as compared to same time period last year.

2012



2013



## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2008 levels.



Source: Bankrate.com

## PROPERTIES UNDER CONTRACT – TUCSON METRO

The number of properties under contract is a leading indicator of future closed sales. This graphic compares year to date properties under contract to the same time period last year.



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$214,000	6.70%	\$1,332.56
2012	\$144,200	3.50%	\$615.15
2013	\$155,150	4.50%	\$746.82

Source: Residential median sales prices. Data obtained 10/03/2013 from TARMLS using Brokermetrics software. 2006 Monthly payments based on an FHA mortgage with a 3.5% down payment on a median priced home, 2012 and 2013 amounts based on 5% down payment. All data obtained is believed to be reliable, but not guaranteed.

Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software. All data obtained 10/03/2013 is believed to be reliable, but not guaranteed.



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## MARKET CONDITIONS BY PRICE BAND – TUCSON METRO

	Active Listings	Sept 2012 Closed Sales	Last 3 Months Closed Sale			Current Months of Inventory	3 Mo. Trend Months of Inventory	Market Conditions
			Jul-13	Aug-13	Sep-13			
\$1 - 49,999	168	73	66	75	60	2.8	2.7	Seller
\$50,000 - 74,999	211	83	85	92	72	2.9	2.7	Seller
\$75,000 - 99,999	259	131	110	119	95	2.7	2.4	Seller
\$100,000 - 124,999	258	128	153	138	108	2.4	2.1	Seller
\$125,000 - 149,999	372	128	181	163	163	2.3	2.1	Seller
\$150,000 - 174,999	352	111	159	155	101	3.5	2.4	Seller
\$175,000 - 199,999	400	83	133	101	93	4.3	3.5	Slightly Seller
\$200,000 - 224,999	263	56	86	84	68	3.9	3.0	Seller
\$225,000 - 249,999	364	42	66	96	72	5.1	4.2	Slightly Seller
\$250,000 - 274,999	215	35	51	52	36	6.0	4.4	Slightly Seller
\$275,000 - 299,999	260	19	45	53	29	9.0	6.0	Balanced
\$300,000 - 349,999	296	44	63	57	47	6.3	4.8	Slightly Seller
\$350,000 - 399,999	220	31	34	32	44	5.0	5.9	Balanced
\$400,000 - 499,999	250	28	49	39	24	10.4	6.6	Slightly Buyer
\$500,000 - 599,999	161	11	17	20	19	8.5	8.1	Slightly Buyer
\$600,000 - 699,999	111	3	15	9	5	22.2	10.8	Buyer
\$700,000 - 799,999	64	3	7	5	6	10.7	8.8	Buyer
\$800,000 - 899,999	47	3	4	3	4	11.8	12.4	Buyer
\$900,000 - 999,999	34	1	5	3	2	17.0	8.8	Buyer
\$1,000,000 - and over	171	9	3	2	2	85.5	64.9	Buyer
<b>TOTAL</b>	<b>4,476</b>	<b>1,022</b>	<b>1,332</b>	<b>1,298</b>	<b>1,050</b>	<b>4.3</b>	<b>3.5</b>	<b>Slightly Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 10/03/2013.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2013 – 9/30/2013. Information is believed to be reliable, but not guaranteed.



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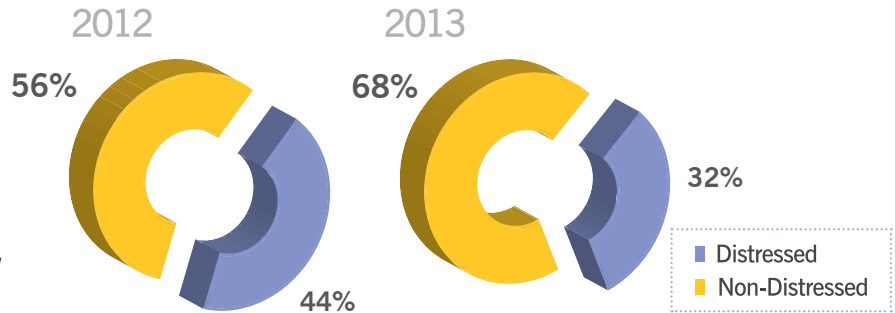


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## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON METRO

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



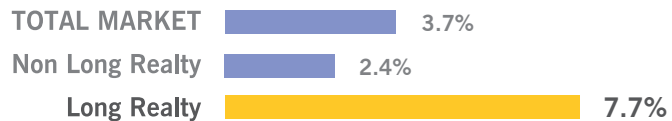
## TUCSON MARKET PERFORMANCE

Long Realty is outpacing the market in both sold units and total dollars sold in real estate.

### \$Volume - %Change



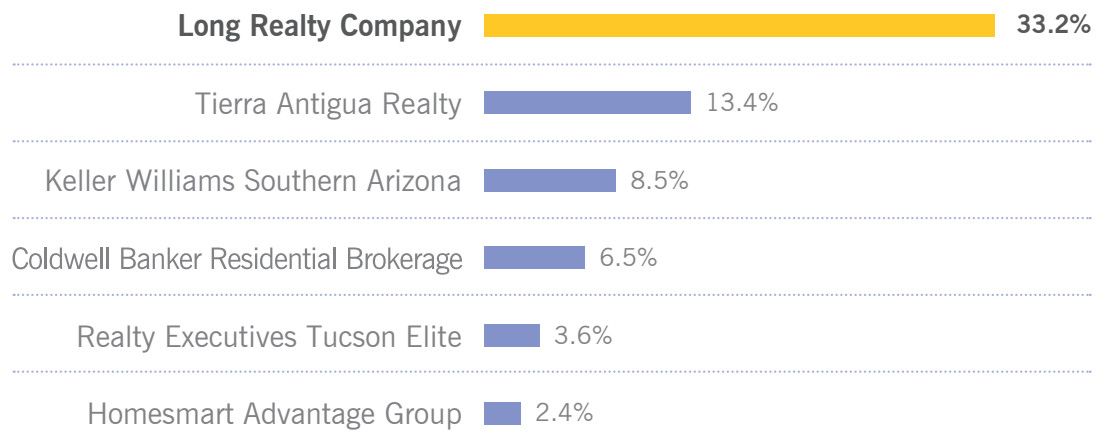
### Units - %Change



## MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2012 – 09/30/2013 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Metro Housing Report is comprised of data for residential properties in TARMLS for the Tucson Metro area. 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.

Distressed sales and market performance data is based on information obtained from the TARMLS on 10/03/2013. Information is believed to be reliable, but not guaranteed.