

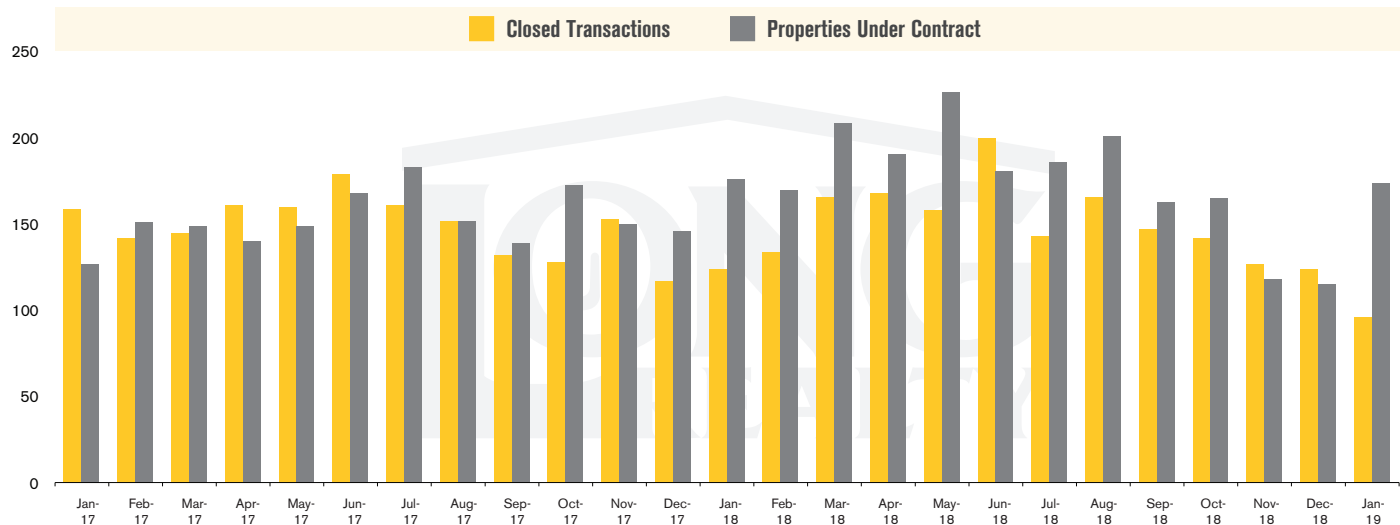
# THE HOUSING REPORT

TUCSON EAST | FEBRUARY 2019

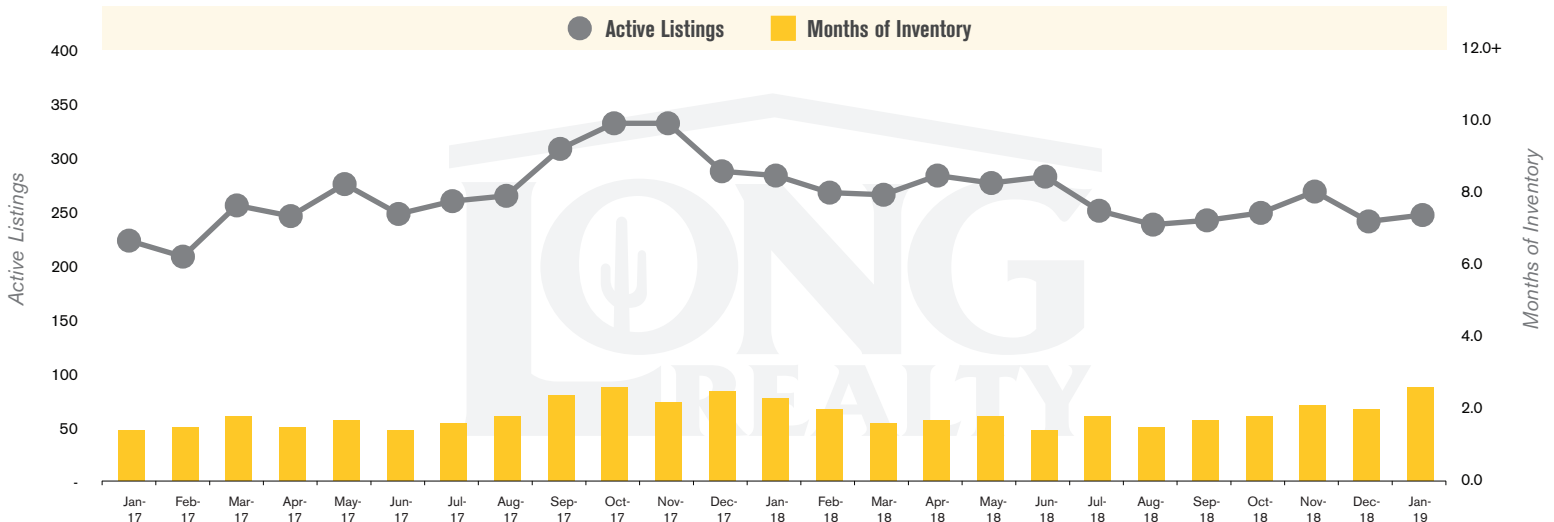


In the Tucson East area, January 2019 active inventory was 250, a 13% decrease from January 2018. There were 96 closings in January 2019, a 23% decrease from January 2018. Months of Inventory was 2.6, up from 2.3 in January 2018. Median price of sold homes was \$180,000 for the month of January 2019, up 9% from January 2018. The Tucson East area had 174 new properties under contract in January 2019, down 1% from January 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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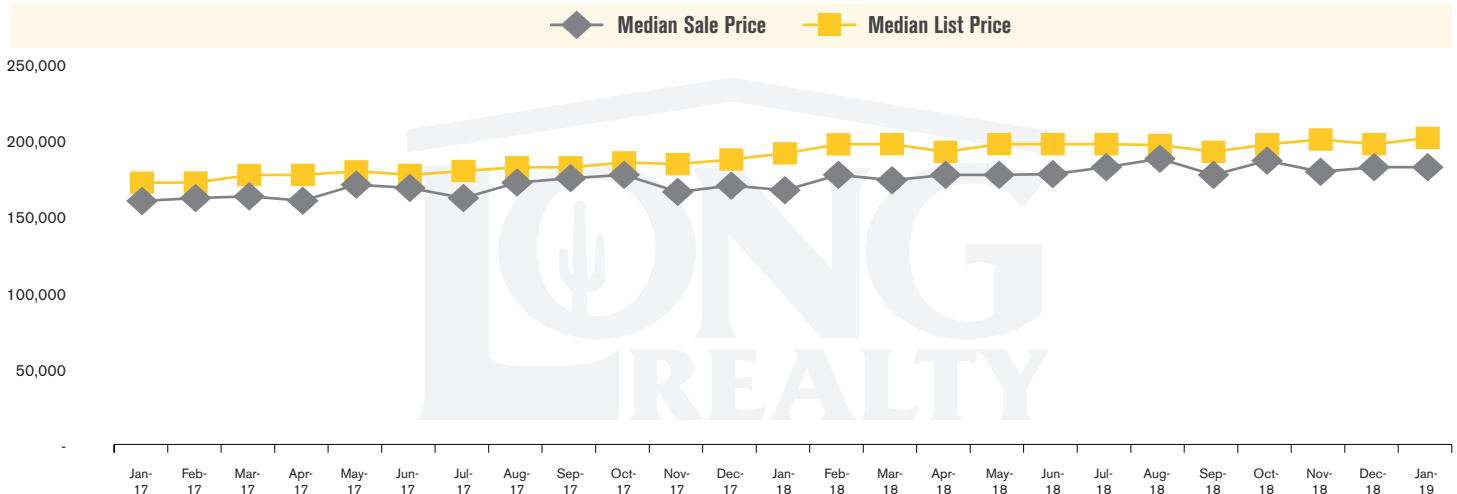
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

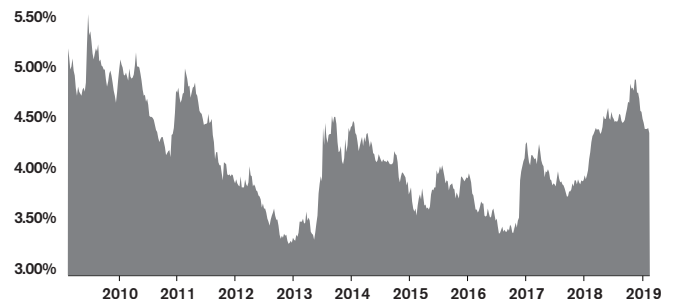


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$165,000	4.125%	\$759.69
2019	\$180,000	4.750%	\$892.02

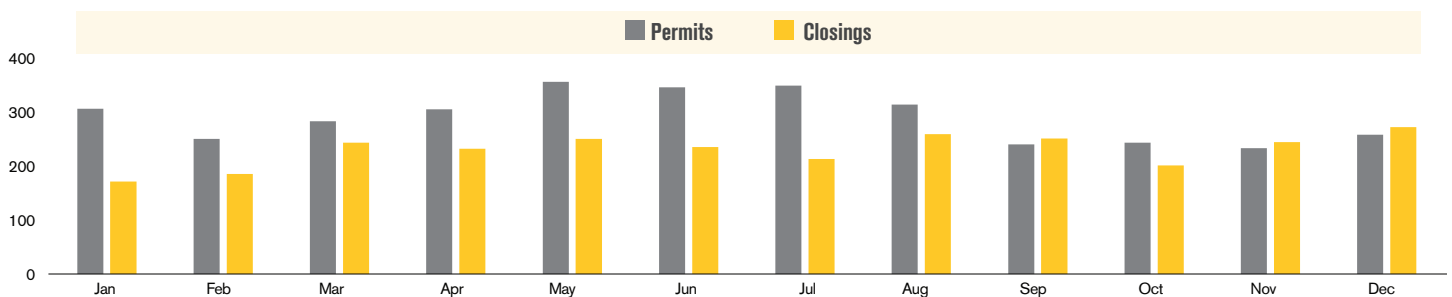
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## 2018 NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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



New home permits are **up 11%** from last year. New home closings are **up 7%** from last year.

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## 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
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$1 - 49,999	0	2	0	3	1	2	1	0.0	0.0	Seller
\$50,000 - 74,999	4	1	2	2	2	3	2	2.0	1.9	Seller
\$75,000 - 99,999	8	5	2	2	2	4	3	2.7	2.8	Seller
\$100,000 - 124,999	13	5	10	3	10	3	2	6.5	1.5	Seller
\$125,000 - 149,999	11	25	31	11	19	13	11	1.0	1.0	Seller
\$150,000 - 174,999	31	28	33	39	34	28	20	1.6	1.3	Seller
\$175,000 - 199,999	54	38	33	39	24	31	22	2.5	2.2	Seller
\$200,000 - 224,999	24	24	15	20	17	14	13	1.8	2.0	Seller
\$225,000 - 249,999	30	16	15	17	10	12	10	3.0	2.5	Seller
\$250,000 - 274,999	20	11	10	7	8	9	5	4.0	2.5	Seller
\$275,000 - 299,999	12	3	2	4	2	6	2	6.0	3.4	Seller
\$300,000 - 349,999	10	4	1	3	2	2	2	5.0	4.8	Slightly Seller
\$350,000 - 399,999	8	4	5	1	2	1	1	8.0	5.5	Balanced
\$400,000 - 499,999	10	4	1	3	2	0	1	10.0	9.3	Buyer
\$500,000 - 599,999	8	1	0	0	1	1	0	n/a	11.5	Buyer
\$600,000 - 699,999	2	1	0	0	1	0	1	2.0	3.5	Seller
\$700,000 - 799,999	0	0	0	0	1	0	0	n/a	1.0	Seller
\$800,000 - 899,999	2	0	0	0	0	1	0	n/a	3.0	Seller
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>250</b>	<b>172</b>	<b>160</b>	<b>154</b>	<b>138</b>	<b>130</b>	<b>96</b>	<b>2.6</b>	<b>2.1</b>	<b>Seller</b>



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 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

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TUCSON EAST | FEBRUARY 2019



## MARKET SHARE (TUCSON EAST)

**Long Realty leads the market in successful real estate sales.**

*Data Obtained 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

18.1%

Tierra Antigua Realty

16.3%

Realty Executives Tucson Elite

12.9%

Keller Williams Southern Arizona

7.3%

Exp Realty

5.6%

Coldwell Banker Residential Brokerage

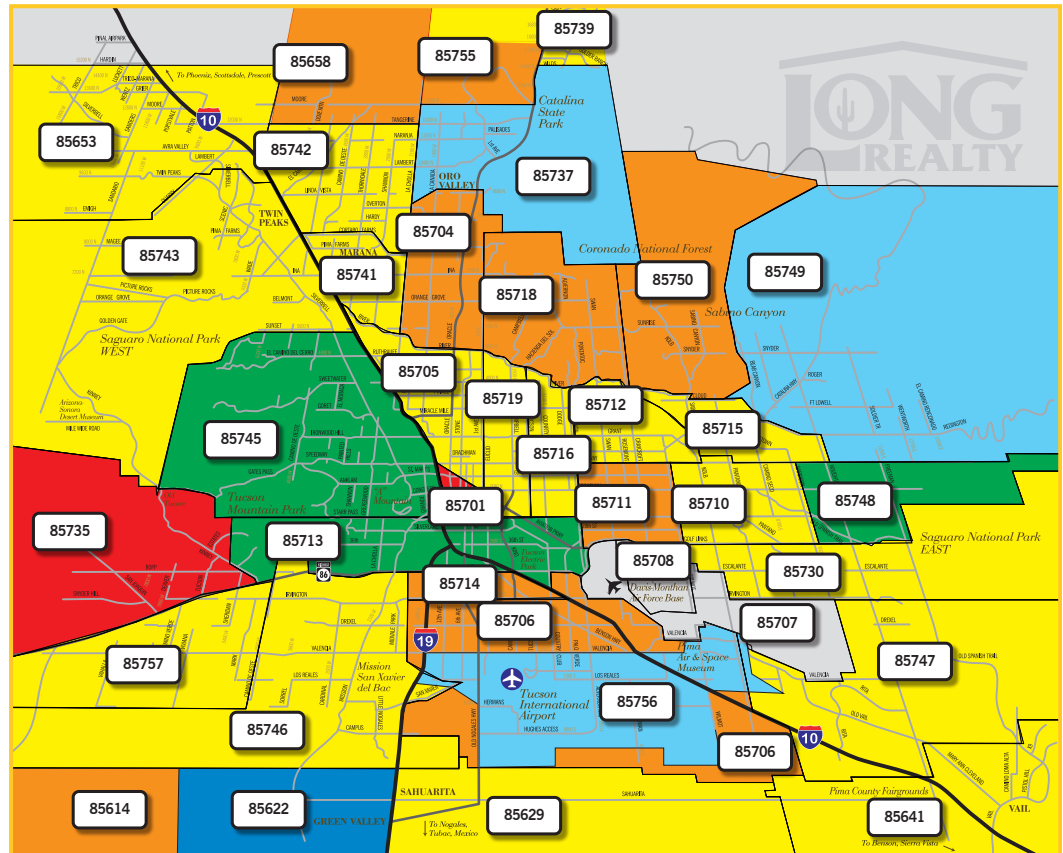
4.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2017-JAN 2018 TO NOV 2018-JAN 2019)

*Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.*

### Percentage of Change



**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 November 2017-January 2018 to November 2018-January 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2019. Information is believed to be reliable, but not guaranteed.*