

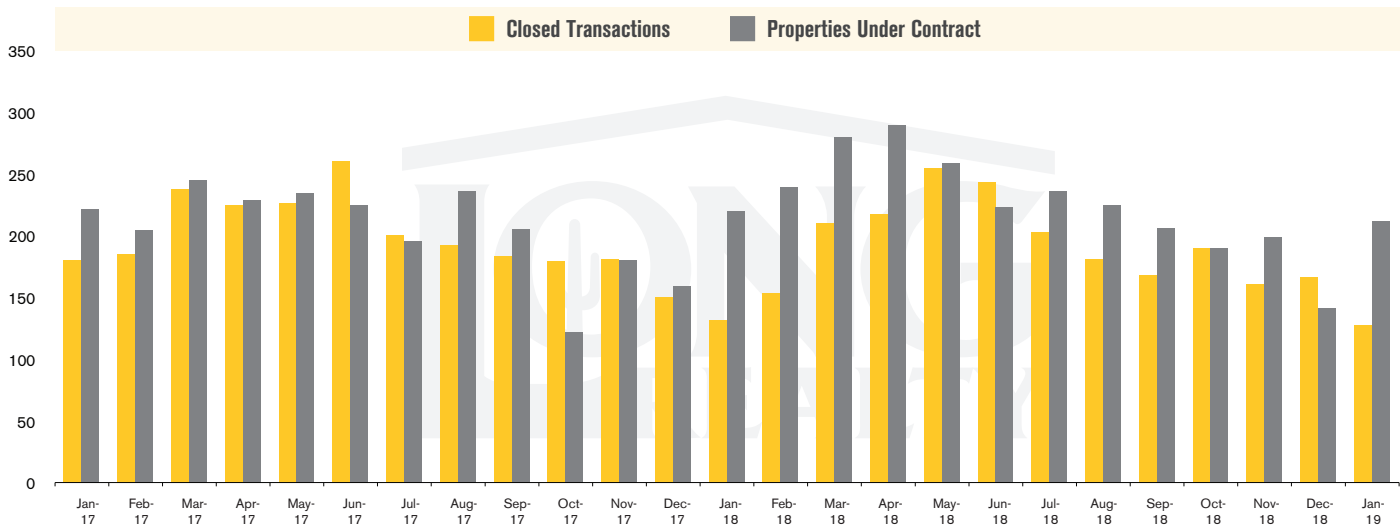
# THE HOUSING REPORT

TUCSON CENTRAL | FEBRUARY 2019

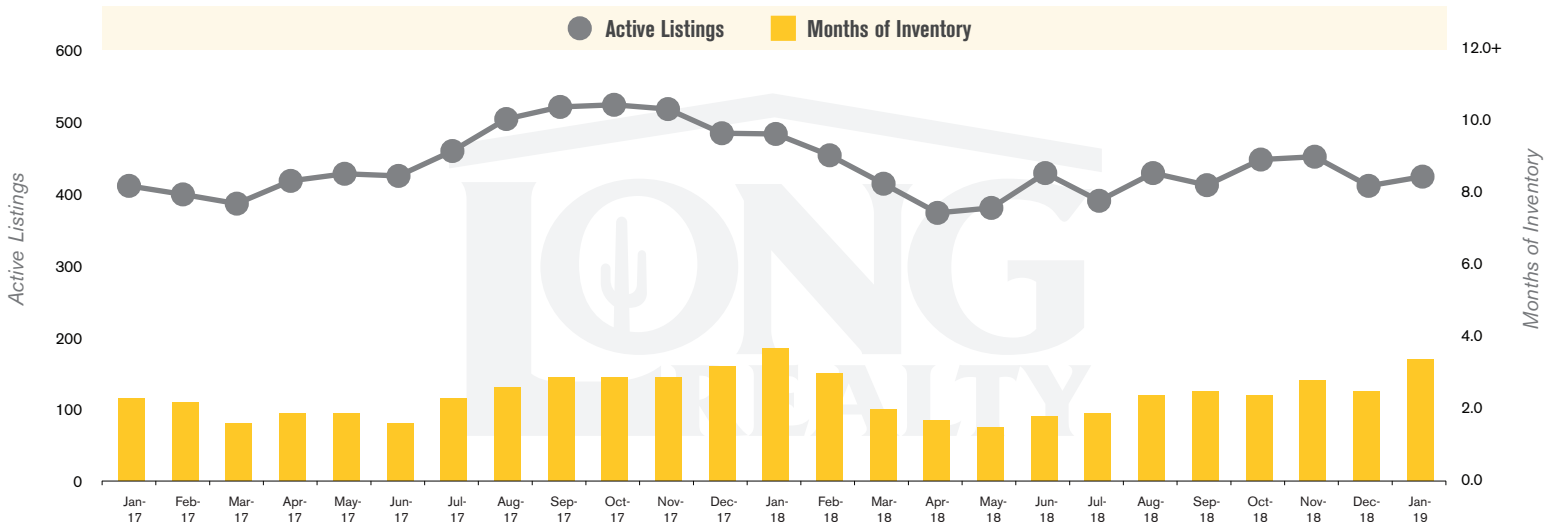


In the Tucson Central area, January 2019 active inventory was 429, a 12% decrease from January 2018. There were 128 closings in January 2019, a 3% decrease from January 2018. Months of Inventory was 3.4, down from 3.7 in January 2018. Median price of sold homes was \$175,000 for the month of January 2019, up 11% from January 2018. The Tucson Central area had 213 new properties under contract in January 2019, down 4% from January 2018.

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



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



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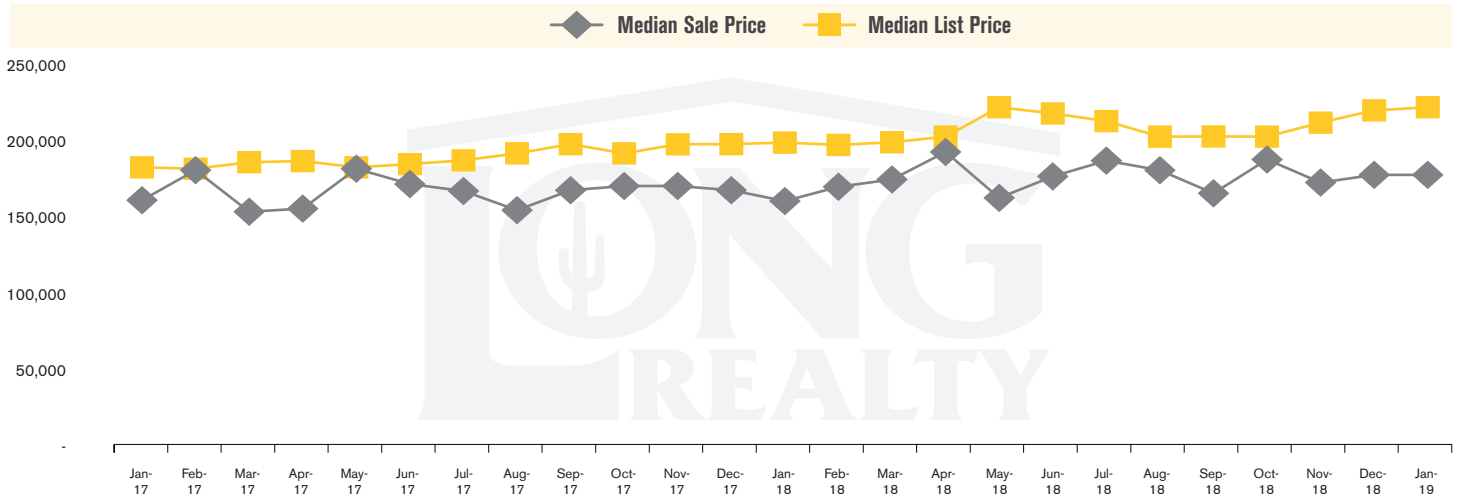
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

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

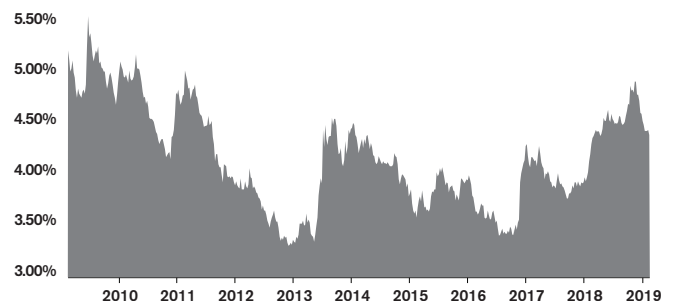


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$157,950	4.125%	\$727.23
2019	\$175,000	4.750%	\$867.24

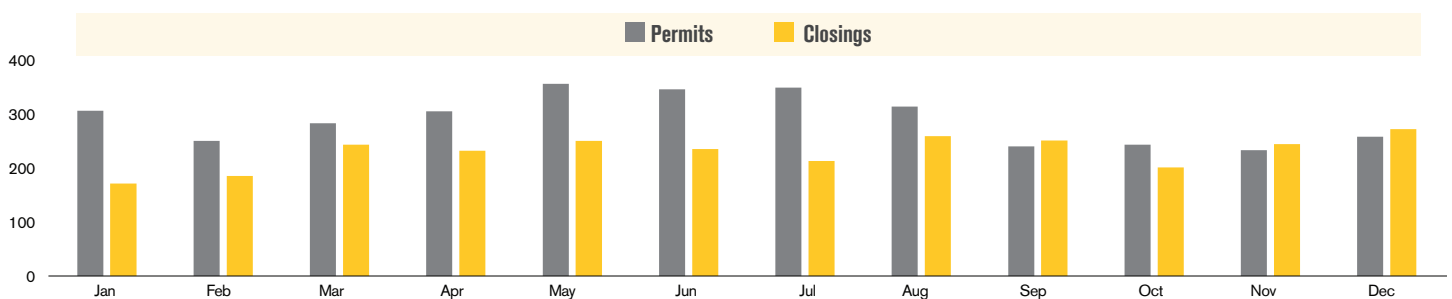
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

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



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 CENTRAL)

	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	2	3	3	5	1	2	0	n/a	2.7	Seller
\$50,000 - 74,999	9	1	4	6	6	8	3	3.0	1.8	Seller
\$75,000 - 99,999	20	10	4	7	12	8	3	6.7	2.5	Seller
\$100,000 - 124,999	15	14	22	11	12	18	15	1.0	1.1	Seller
\$125,000 - 149,999	31	38	29	23	32	22	20	1.6	1.4	Seller
\$150,000 - 174,999	47	28	44	35	29	29	20	2.4	1.7	Seller
\$175,000 - 199,999	53	21	18	32	16	28	13	4.1	2.8	Seller
\$200,000 - 224,999	33	20	11	16	16	19	9	3.7	1.9	Seller
\$225,000 - 249,999	39	20	9	14	12	8	11	3.5	4.1	Slightly Seller
\$250,000 - 274,999	24	7	13	15	8	4	9	2.7	4.4	Slightly Seller
\$275,000 - 299,999	34	4	7	10	6	7	7	4.9	4.7	Slightly Seller
\$300,000 - 349,999	35	17	6	8	12	10	7	5.0	4.0	Seller
\$350,000 - 399,999	32	5	6	4	1	8	3	10.7	7.1	Slightly Buyer
\$400,000 - 499,999	23	4	4	3	1	4	6	3.8	8.2	Slightly Buyer
\$500,000 - 599,999	12	2	1	4	2	0	1	12.0	9.0	Buyer
\$600,000 - 699,999	3	0	1	2	2	1	1	3.0	3.0	Seller
\$700,000 - 799,999	7	0	2	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	0	1	0	0	n/a	12.0	Buyer
\$1,000,000 - and over	5	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>429</b>	<b>194</b>	<b>184</b>	<b>197</b>	<b>169</b>	<b>176</b>	<b>128</b>	<b>3.4</b>	<b>2.8</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 CENTRAL | FEBRUARY 2019



## MARKET SHARE (TUCSON CENTRAL)

**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

25.9%

Tierra Antigua Realty

16.0%

Realty Executives Tucson Elite

10.2%

Keller Williams Southern Arizona

6.4%

Exp Realty

3.7%

Coldwell Banker Residential Brokerage

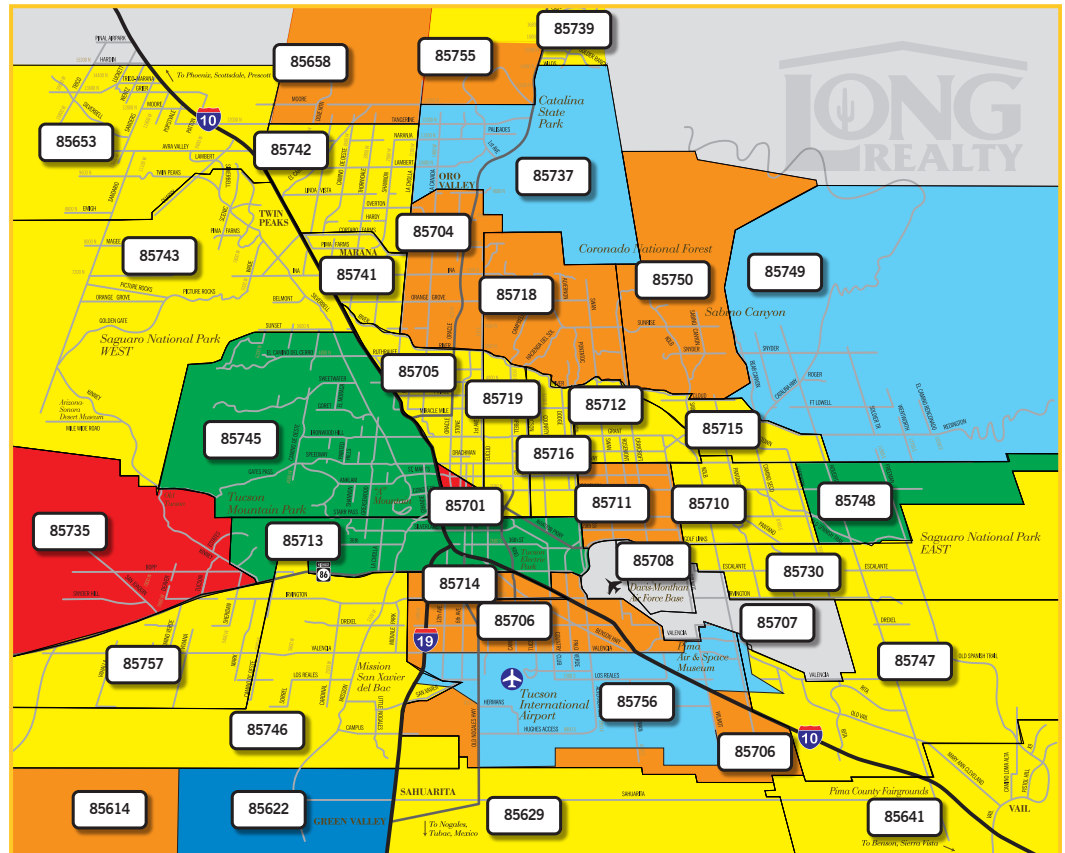
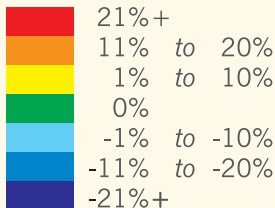
3.7%

## 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.*