

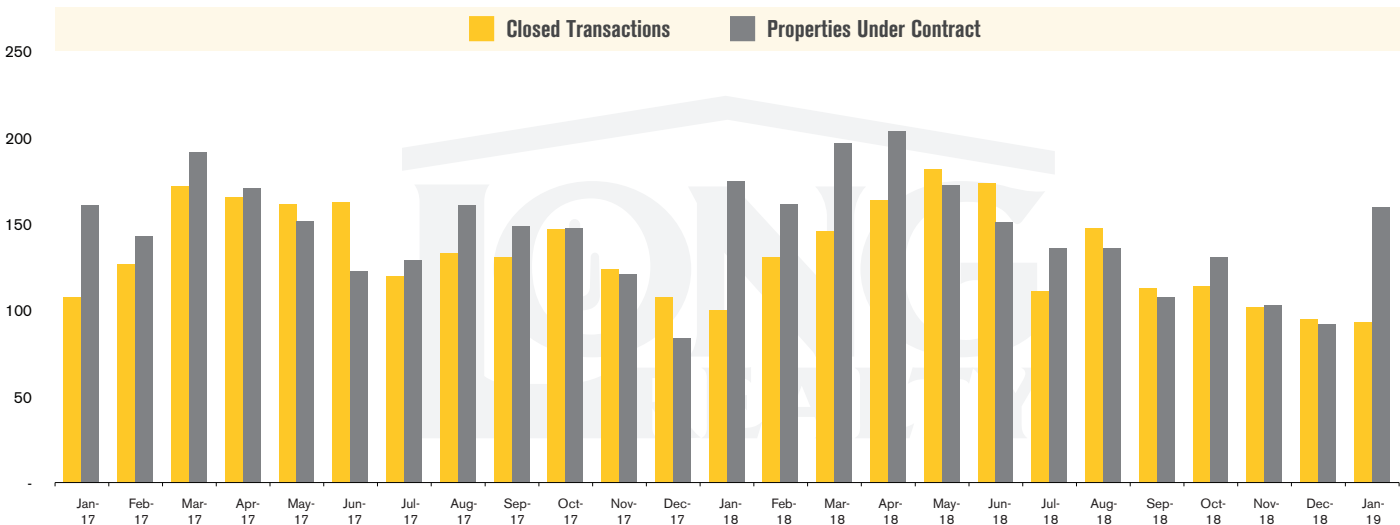
# THE HOUSING REPORT

TUCSON NORTH | FEBRUARY 2019

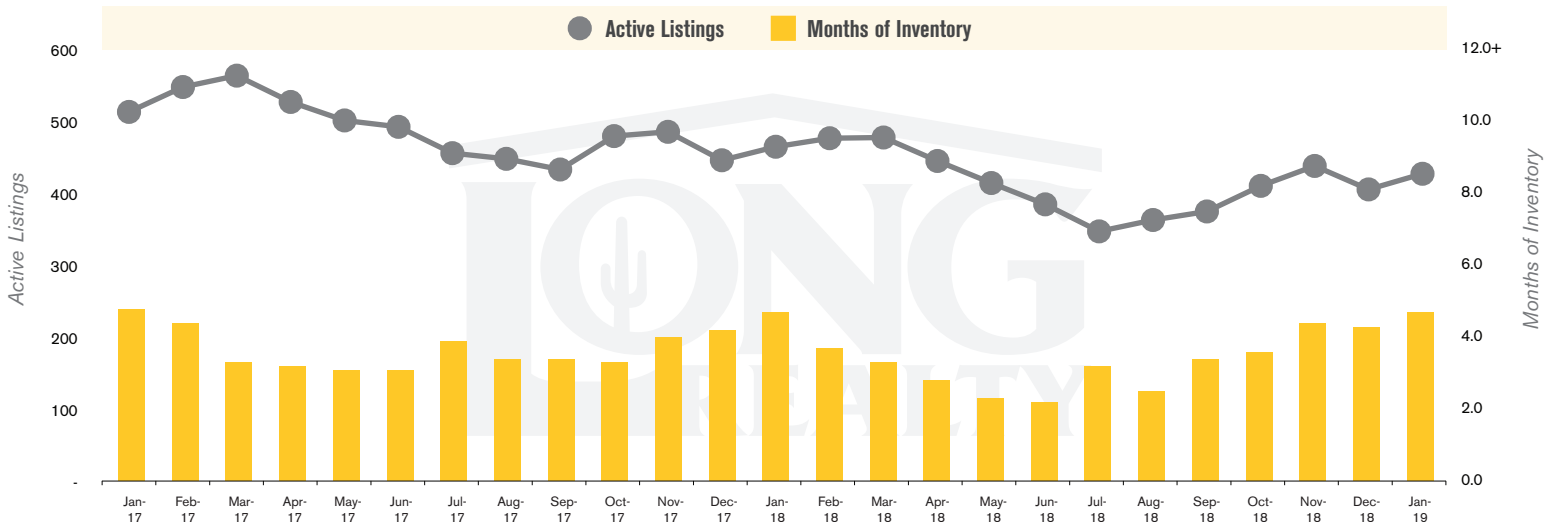


In the Tucson North area, January 2019 active inventory was 433, an 8% decrease from January 2018. There were 93 closings in January 2019, a 7% decrease from January 2018. Months of Inventory was 4.7, unchanged from 4.7 in January 2018. Median price of sold homes was \$377,750 for the month of January 2019, up 21% from January 2018. The Tucson North area had 160 new properties under contract in January 2019, down 9% from January 2018.

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



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



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

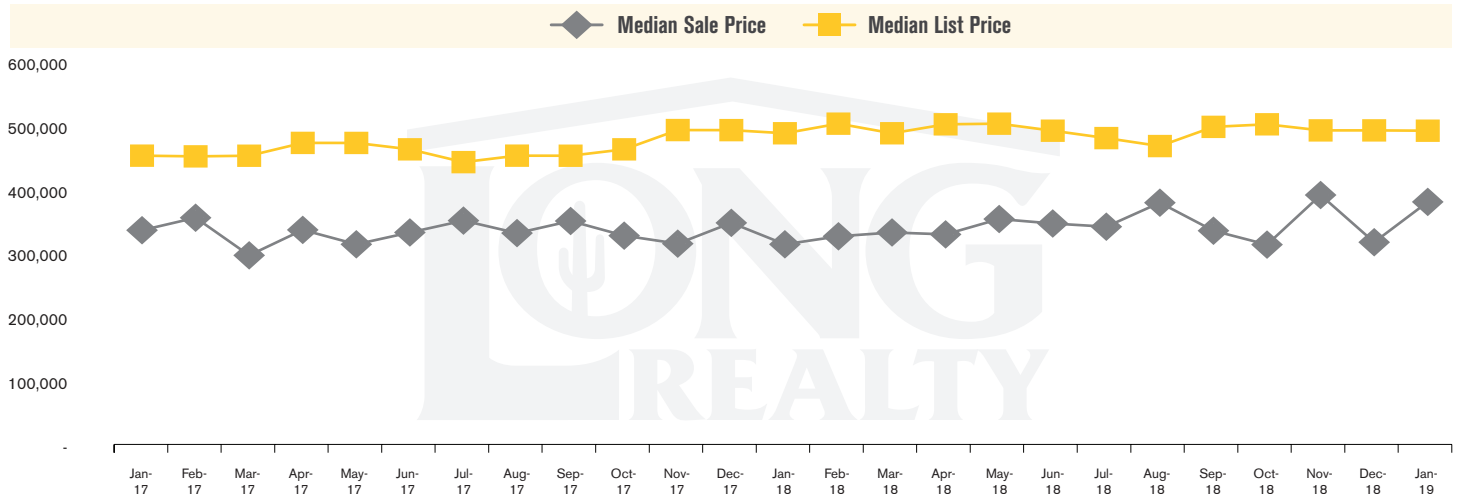
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON NORTH | FEBRUARY 2019



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

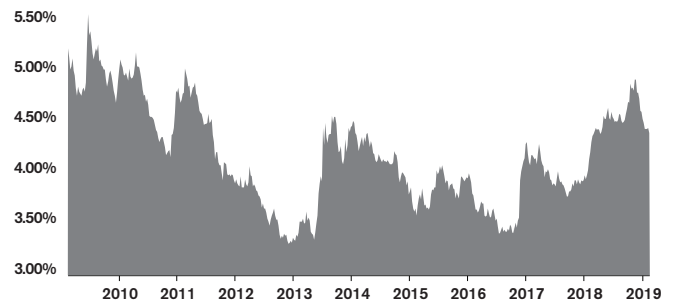


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$311,500	4.125%	\$1,434.20
2019	\$377,750	4.750%	\$1,872.00

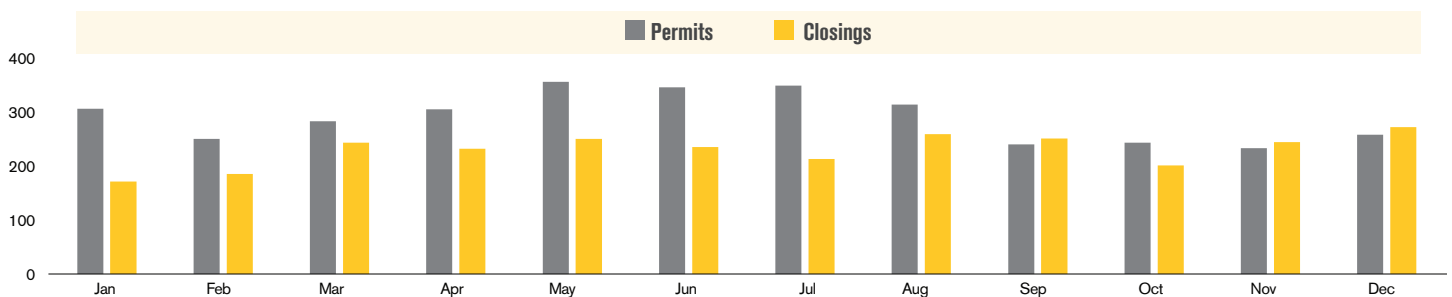
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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.

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON NORTH | FEBRUARY 2019



## MARKET CONDITIONS BY PRICE BAND (TUCSON NORTH)

	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	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	2	2	0	0	1	1	1.0	2.5	Seller
\$75,000 - 99,999	1	1	4	1	0	2	0	n/a	0.5	Seller
\$100,000 - 124,999	5	8	2	2	2	2	2	2.5	1.7	Seller
\$125,000 - 149,999	13	9	5	5	3	10	6	2.2	1.8	Seller
\$150,000 - 174,999	14	3	8	13	4	8	6	2.3	2.7	Seller
\$175,000 - 199,999	17	13	8	8	8	8	3	5.7	2.4	Seller
\$200,000 - 224,999	12	5	3	6	6	4	4	3.0	1.8	Seller
\$225,000 - 249,999	8	6	5	5	3	2	4	2.0	3.3	Seller
\$250,000 - 274,999	10	7	5	7	7	3	3	3.3	2.4	Seller
\$275,000 - 299,999	12	8	7	9	2	4	3	4.0	4.1	Slightly Seller
\$300,000 - 349,999	16	7	11	12	7	7	7	2.3	2.6	Seller
\$350,000 - 399,999	23	15	12	9	11	7	11	2.1	3.0	Seller
\$400,000 - 499,999	65	28	15	13	25	13	13	5.0	4.0	Slightly Seller
\$500,000 - 599,999	50	9	13	12	6	7	12	4.2	5.7	Balanced
\$600,000 - 699,999	43	11	4	5	4	5	8	5.4	7.8	Slightly Buyer
\$700,000 - 799,999	32	5	4	6	8	3	5	6.4	5.1	Balanced
\$800,000 - 899,999	15	7	1	2	2	3	1	15.0	10.5	Buyer
\$900,000 - 999,999	19	2	3	1	0	3	1	19.0	11.5	Buyer
\$1,000,000 - and over	77	6	5	2	5	4	3	25.7	17.3	Buyer
<b>TOTAL</b>	<b>433</b>	<b>152</b>	<b>117</b>	<b>118</b>	<b>103</b>	<b>96</b>	<b>93</b>	<b>4.7</b>	<b>4.4</b>	<b>Slightly Seller</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

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.

# THE HOUSING REPORT

TUCSON NORTH | FEBRUARY 2019



## MARKET SHARE (TUCSON NORTH)

**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

47.6%

Tierra Antigua Realty

12.4%

Coldwell Banker Residential Brokerage

5.4%

Keller Williams Southern Arizona

5.1%

Realty Executives Tucson Elite

4.9%

Russ Lyon Sotheby's International Realty

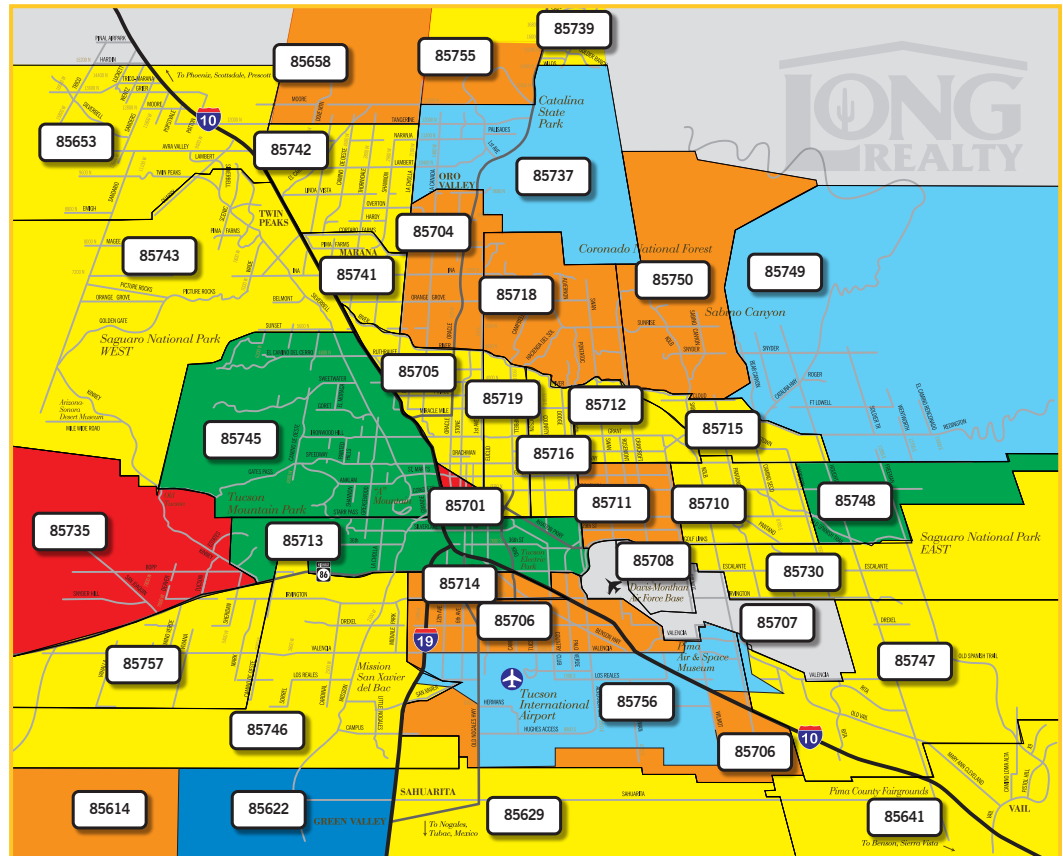
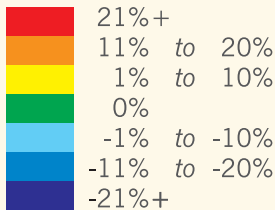
4.5%

## 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.**

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

*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.*