

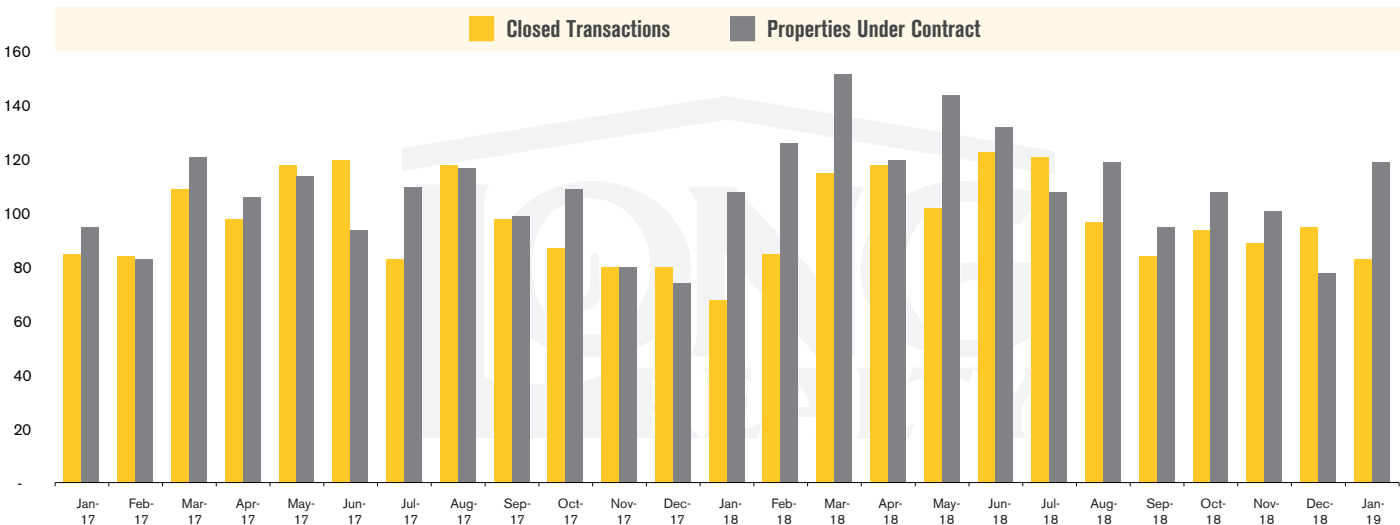
# THE HOUSING REPORT

TUCSON WEST | FEBRUARY 2019

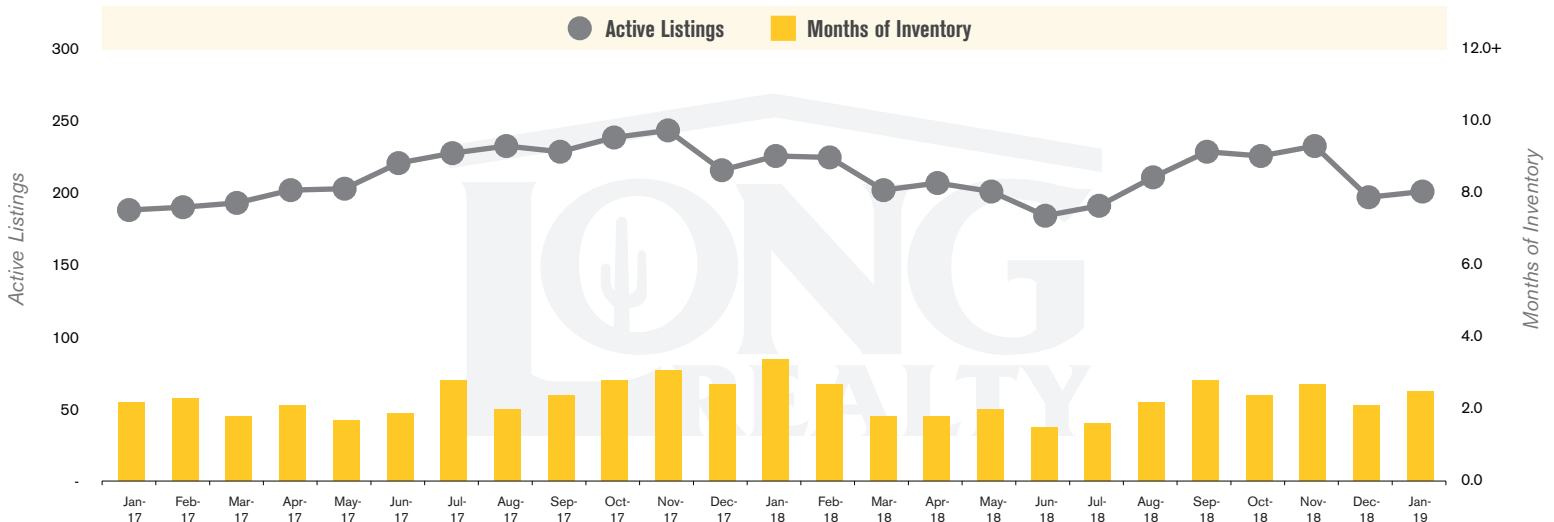


In the Tucson West area, January 2019 active inventory was 204, an 11% decrease from January 2018. There were 83 closings in January 2019, a 22% increase from January 2018. Months of Inventory was 2.5, down from 3.4 in January 2018. Median price of sold homes was \$220,000 for the month of January 2019, up 2% from January 2018. The Tucson West area had 119 new properties under contract in January 2019, up 10% from January 2018.

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



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



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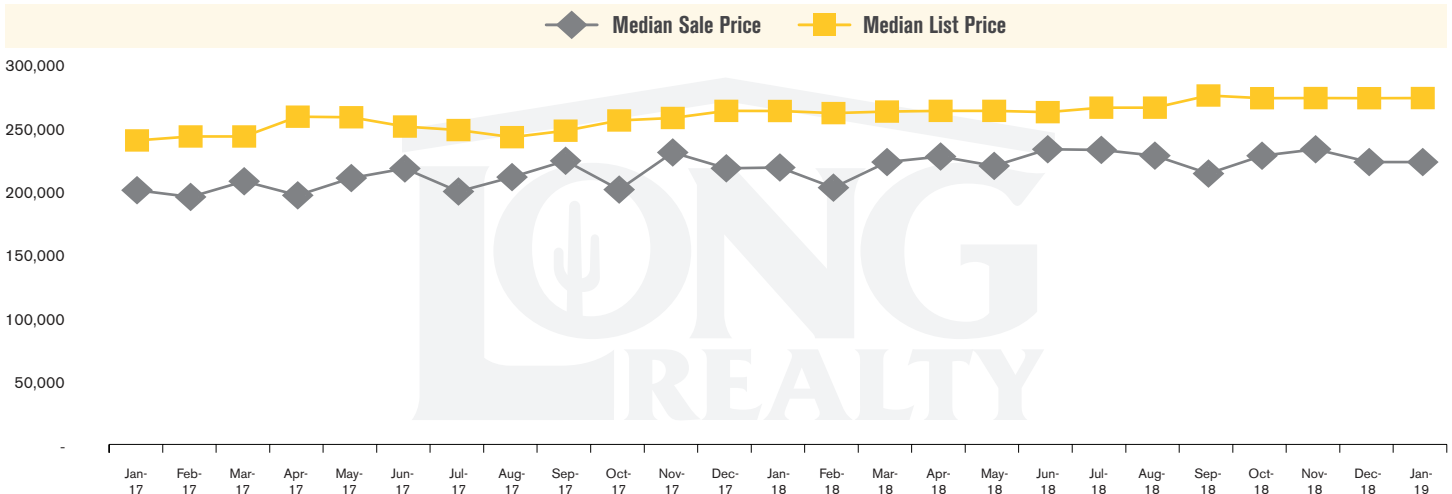
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON WEST | FEBRUARY 2019



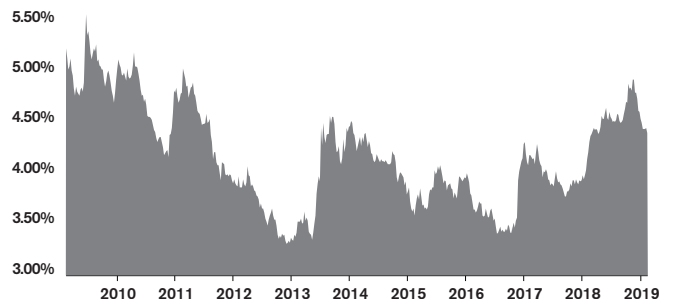
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)



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

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$215,750	4.125%	\$993.35
2019	\$220,000	4.750%	\$1,090.24

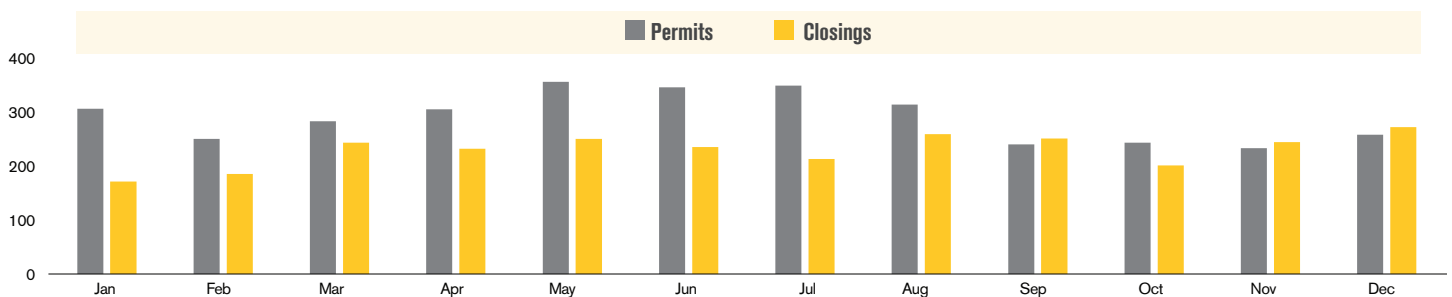
## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

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

## 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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# THE HOUSING REPORT

TUCSON WEST | FEBRUARY 2019



## MARKET CONDITIONS BY PRICE BAND (TUCSON WEST)

	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	2	3	0	2	2	3	4	0.5	0.6	Seller
\$75,000 - 99,999	1	3	1	2	2	0	0	n/a	1.0	Seller
\$100,000 - 124,999	2	6	6	4	2	5	5	0.4	0.7	Seller
\$125,000 - 149,999	8	4	10	10	7	10	6	1.3	1.3	Seller
\$150,000 - 174,999	2	8	5	9	5	8	5	0.4	0.4	Seller
\$175,000 - 199,999	12	17	12	13	9	13	14	0.9	1.4	Seller
\$200,000 - 224,999	21	10	18	12	15	15	9	2.3	1.4	Seller
\$225,000 - 249,999	15	12	6	11	9	8	4	3.8	3.2	Seller
\$250,000 - 274,999	18	14	9	6	4	7	8	2.3	3.2	Seller
\$275,000 - 299,999	17	3	5	8	6	8	12	1.4	2.1	Seller
\$300,000 - 349,999	28	11	4	11	11	7	4	7.0	3.6	Seller
\$350,000 - 399,999	11	4	4	1	9	5	2	5.5	1.8	Seller
\$400,000 - 499,999	18	3	6	3	5	3	5	3.6	4.8	Slightly Seller
\$500,000 - 599,999	13	0	1	5	1	3	3	4.3	4.6	Slightly Seller
\$600,000 - 699,999	10	2	0	0	3	1	1	10.0	5.4	Balanced
\$700,000 - 799,999	10	1	2	2	2	0	0	n/a	11.0	Buyer
\$800,000 - 899,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	0	0	0	1	3.0	8.0	Slightly Buyer
\$1,000,000 - and over	7	0	1	1	1	1	0	n/a	9.5	Buyer
<b>TOTAL</b>	<b>204</b>	<b>101</b>	<b>90</b>	<b>100</b>	<b>93</b>	<b>97</b>	<b>83</b>	<b>2.5</b>	<b>2.3</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.

# THE HOUSING REPORT

TUCSON WEST | FEBRUARY 2019



## MARKET SHARE (TUCSON WEST)

**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**

**22.6%**

Tierra Antigua Realty

18.7%

Realty Executives Tucson Elite

9.7%

Keller Williams Southern Arizona

7.1%

Coldwell Banker Residential Brokerage

6.1%

Exp Realty

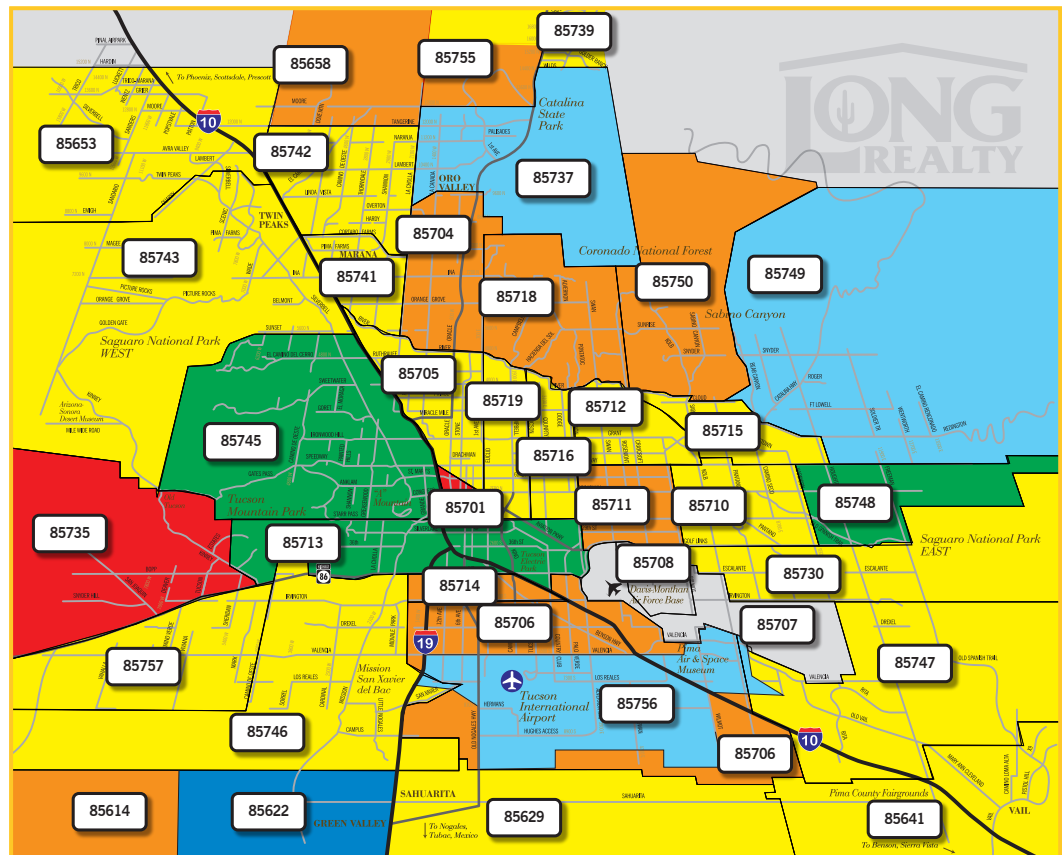
3.5%

## 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.**

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**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.*