

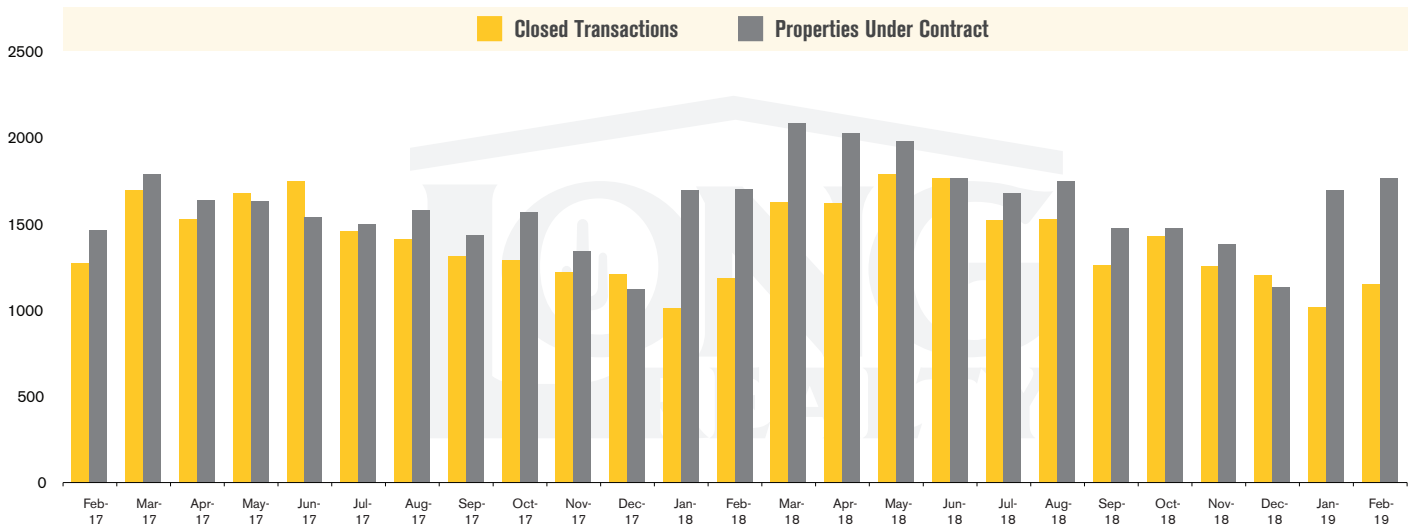
# THE HOUSING REPORT

TUCSON METRO | MARCH 2019

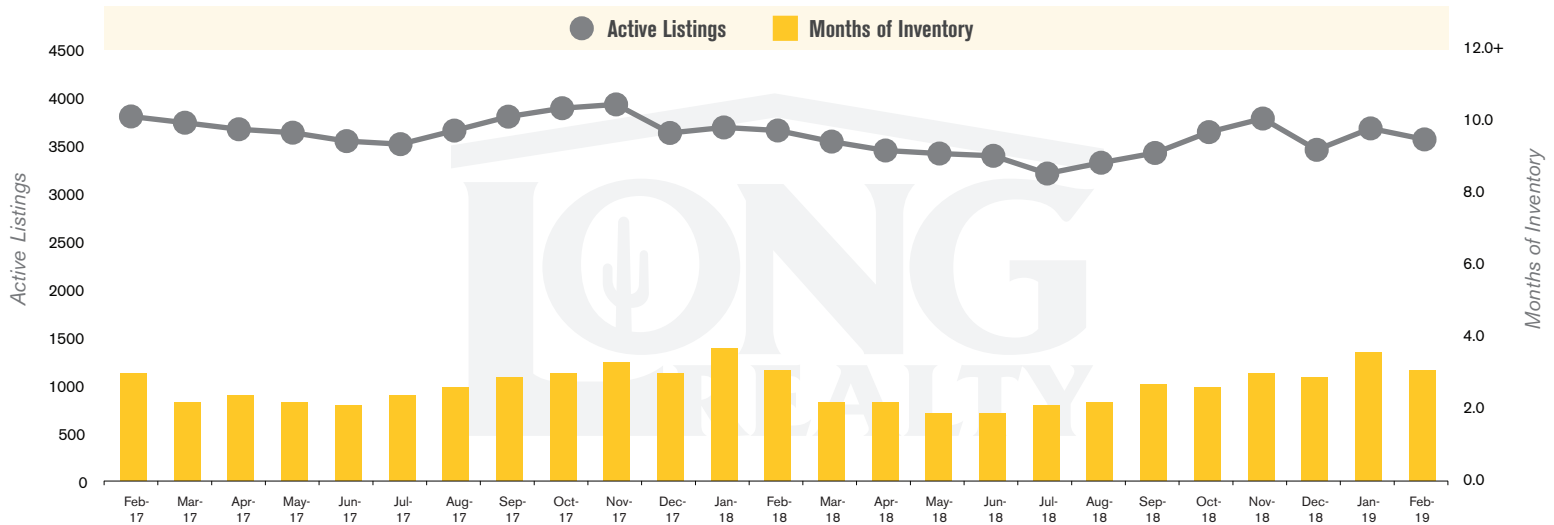


In the Tucson Main Market area, February 2019 active inventory was 3,610, a 3% decrease from February 2018. There were 1,153 closings in February 2019, a 3% decrease from February 2018. Year-to-date 2019 there were 2,174 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 3.1, unchanged from 3.1 in February 2018. Median price of sold homes was \$215,000 for the month of February 2019, up 5% from February 2018. The Tucson Main Market area had 1,770 new properties under contract in February 2019, up 4% from February 2018.

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



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



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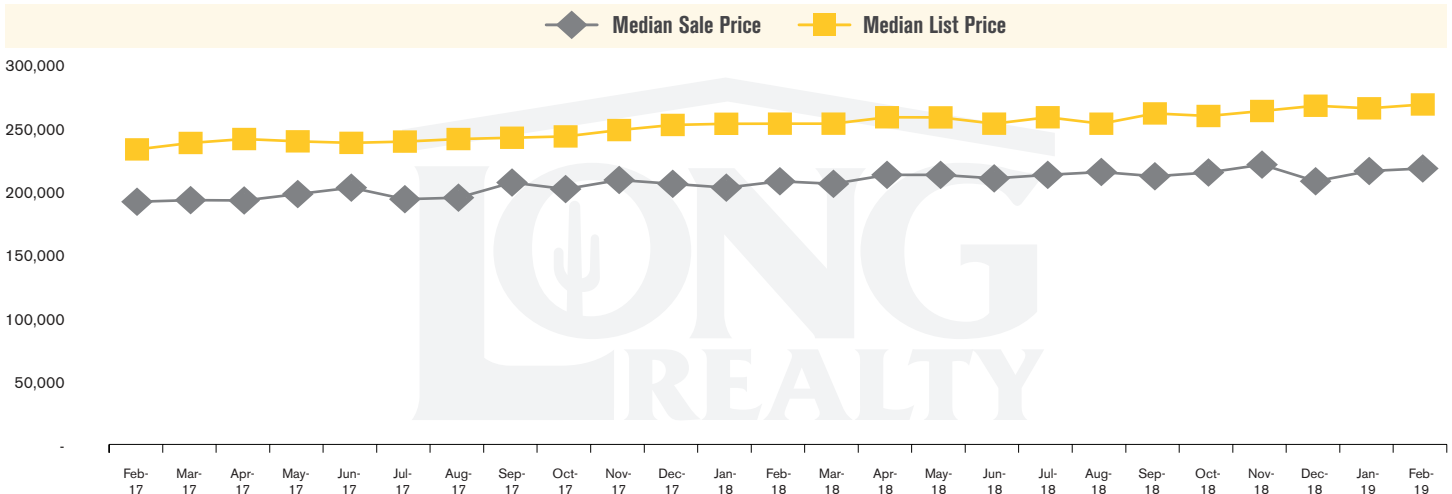
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

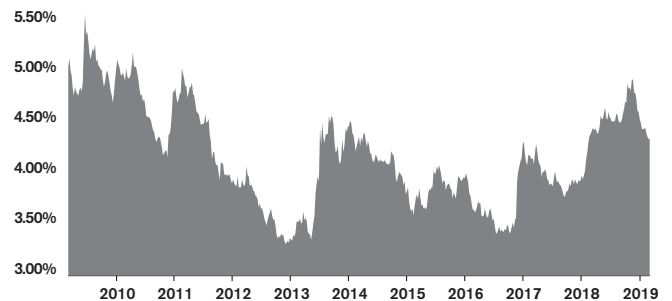


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON METRO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$205,000	4.500%	\$986.77
2019	\$215,000	4.625%	\$1,050.13

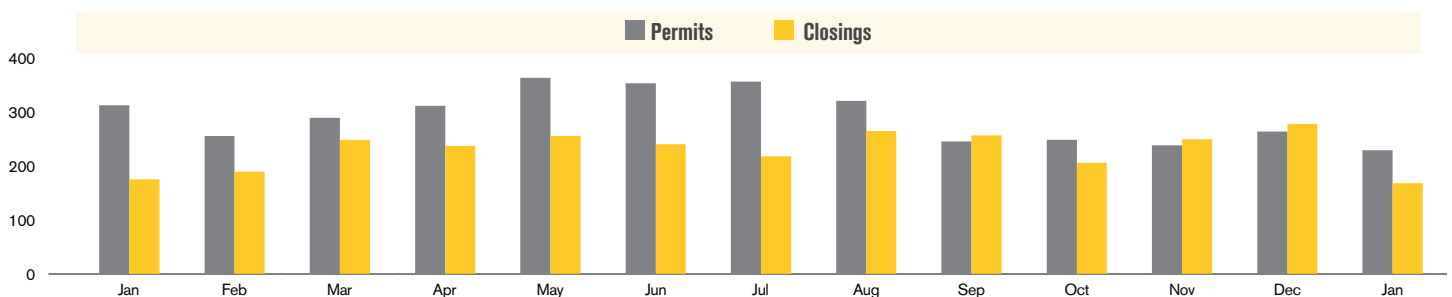
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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.



For January 2019, new home permits were **down 26%** from last year and new home closings were **down 4%** from last year.

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## MARKET CONDITIONS BY PRICE BAND (TUCSON METRO)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19			
\$1 - 49,999	12	6	17	5	8	10	9	1.3	1.6	Seller
\$50,000 - 74,999	50	29	38	29	27	27	18	2.8	2.0	Seller
\$75,000 - 99,999	78	38	42	41	39	31	46	1.7	2.1	Seller
\$100,000 - 124,999	76	69	52	52	62	55	49	1.6	1.6	Seller
\$125,000 - 149,999	134	141	101	111	112	87	90	1.5	1.6	Seller
\$150,000 - 174,999	201	178	219	165	168	136	136	1.5	1.4	Seller
\$175,000 - 199,999	273	173	221	164	187	131	148	1.8	2.0	Seller
\$200,000 - 224,999	251	132	146	145	131	103	130	1.9	2.1	Seller
\$225,000 - 249,999	272	137	146	139	101	89	124	2.2	2.8	Seller
\$250,000 - 274,999	234	96	110	88	80	76	80	2.9	3.0	Seller
\$275,000 - 299,999	275	73	88	69	73	66	61	4.5	4.0	Slightly Seller
\$300,000 - 349,999	339	89	102	102	95	70	70	4.8	4.1	Slightly Seller
\$350,000 - 399,999	348	73	68	69	59	54	56	6.2	5.7	Balanced
\$400,000 - 499,999	328	58	67	72	58	64	65	5.0	5.3	Balanced
\$500,000 - 599,999	195	25	37	26	21	30	26	7.5	7.1	Slightly Buyer
\$600,000 - 699,999	126	12	19	17	16	16	18	7.0	7.4	Slightly Buyer
\$700,000 - 799,999	103	13	14	19	9	7	11	9.4	10.3	Buyer
\$800,000 - 899,999	66	4	7	4	8	4	7	9.4	10.5	Buyer
\$900,000 - 999,999	65	3	3	2	7	3	1	65.0	15.7	Buyer
\$1,000,000 - and over	184	9	6	8	7	7	8	23.0	23.4	Buyer
<b>TOTAL</b>	<b>3,610</b>	<b>1,358</b>	<b>1,503</b>	<b>1,327</b>	<b>1,268</b>	<b>1,066</b>	<b>1,153</b>	<b>3.1</b>	<b>3.1</b>	<b>Seller</b>



Seller's Market



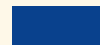
Slight Seller's Market



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 03/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2018-02/28/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON METRO | MARCH 2019



## MARKET SHARE (TUCSON METRO)

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

Data Obtained 03/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2018 – 02/28/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

27.3%

Tierra Antigua Realty

14.4%

Realty Executives Tucson Elite

8.8%

Coldwell Banker Residential Brokerage

7.2%

Keller Williams Southern Arizona

6.7%

Exp Realty

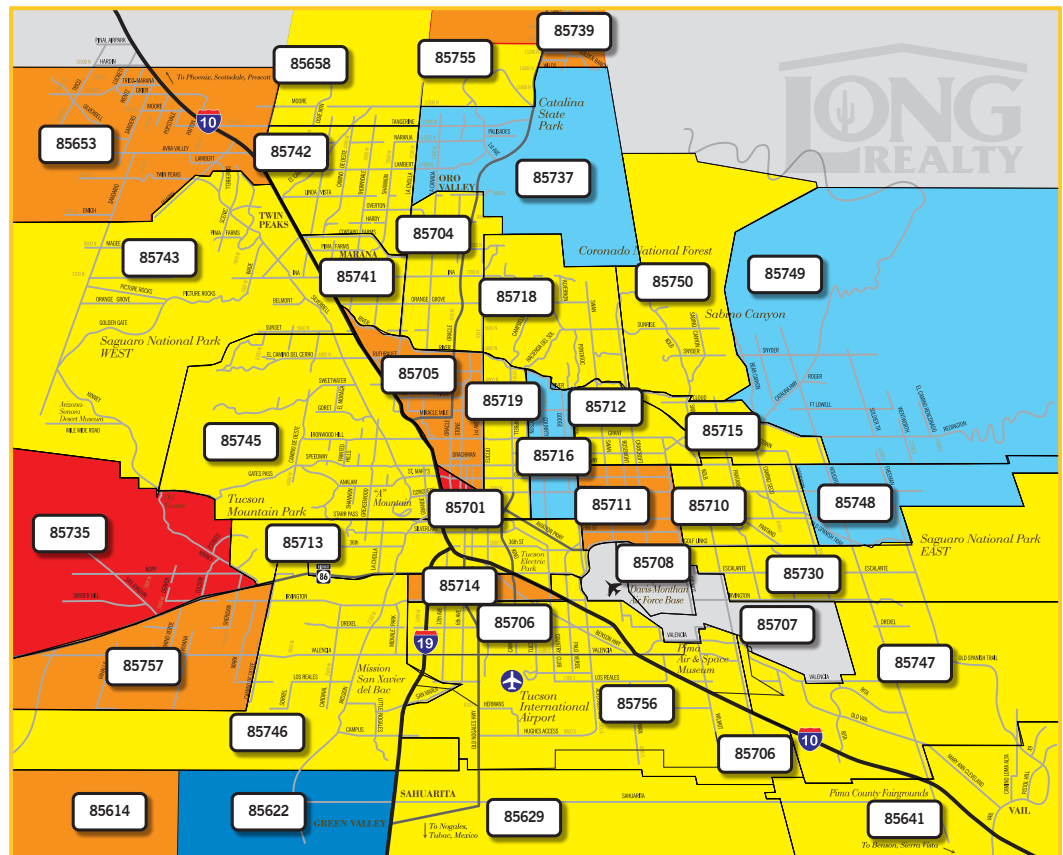
3.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2017-FEB 2018 TO  
DEC 2018-FEB 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 December 2017-February 2018 to December 2018-February 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2019. Information is believed to be reliable, but not guaranteed.