

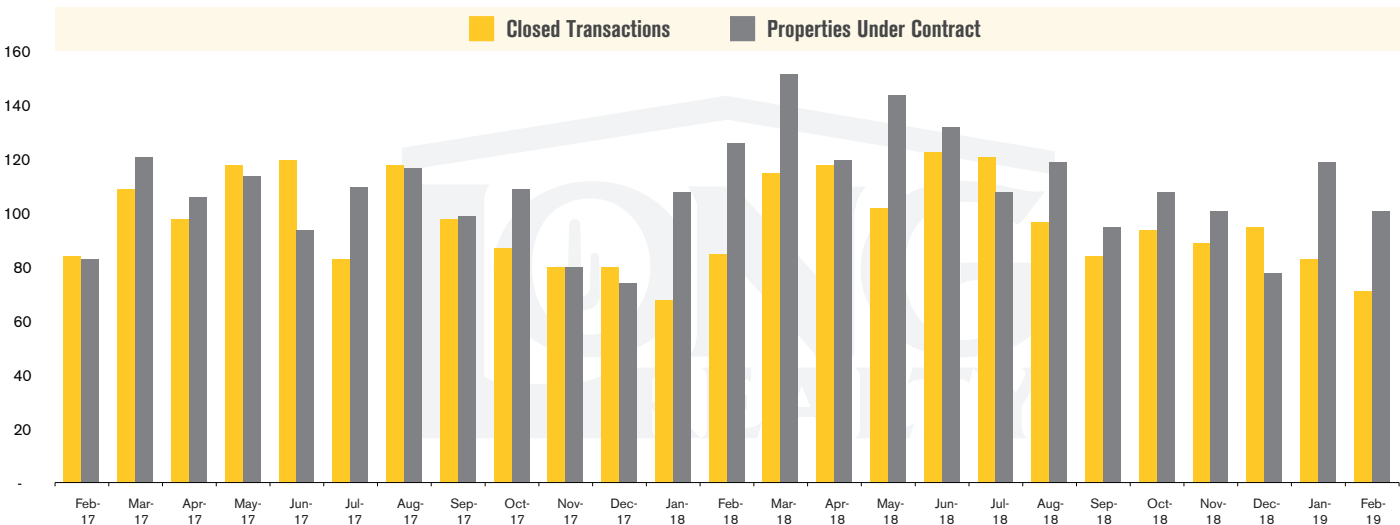
# THE HOUSING REPORT

TUCSON WEST | MARCH 2019

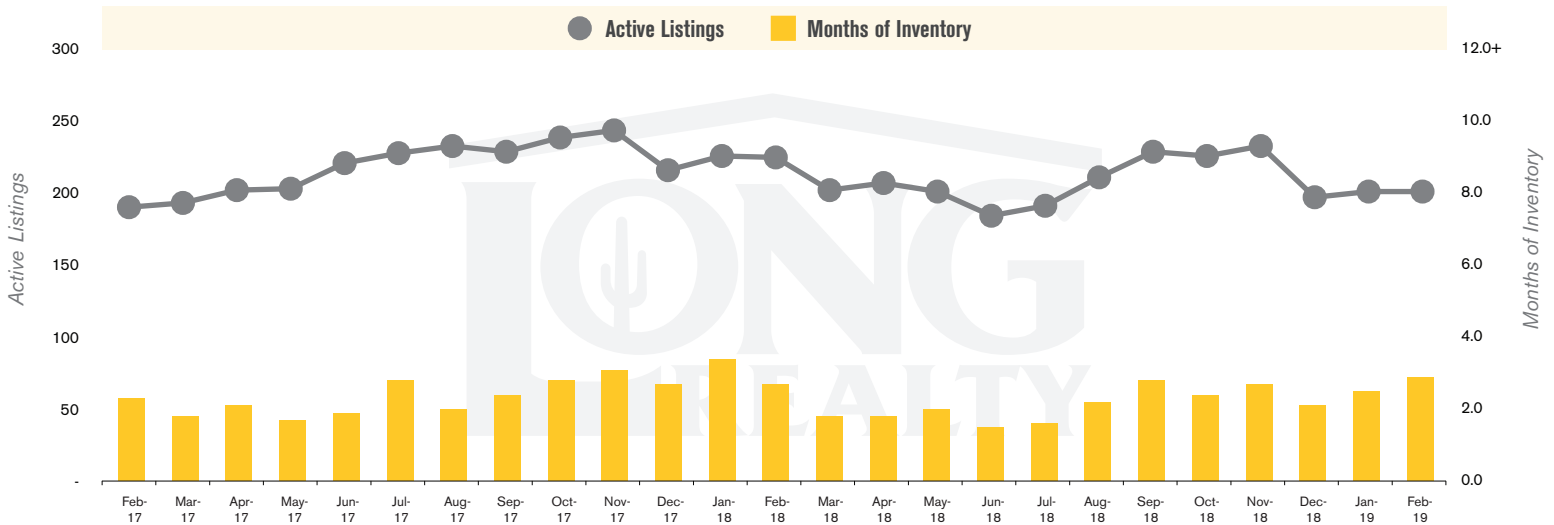


In the Tucson West area, February 2019 active inventory was 204, an 11% decrease from February 2018. There were 71 closings in February 2019, a 16% decrease from February 2018. Year-to-date 2019 there were 154 closings, a 1% increase from year-to-date 2018. Months of Inventory was 2.9, up from 2.7 in February 2018. Median price of sold homes was \$233,000 for the month of February 2019, up 17% from February 2018. The Tucson West area had 101 new properties under contract in February 2019, down 20% from February 2018.

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



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



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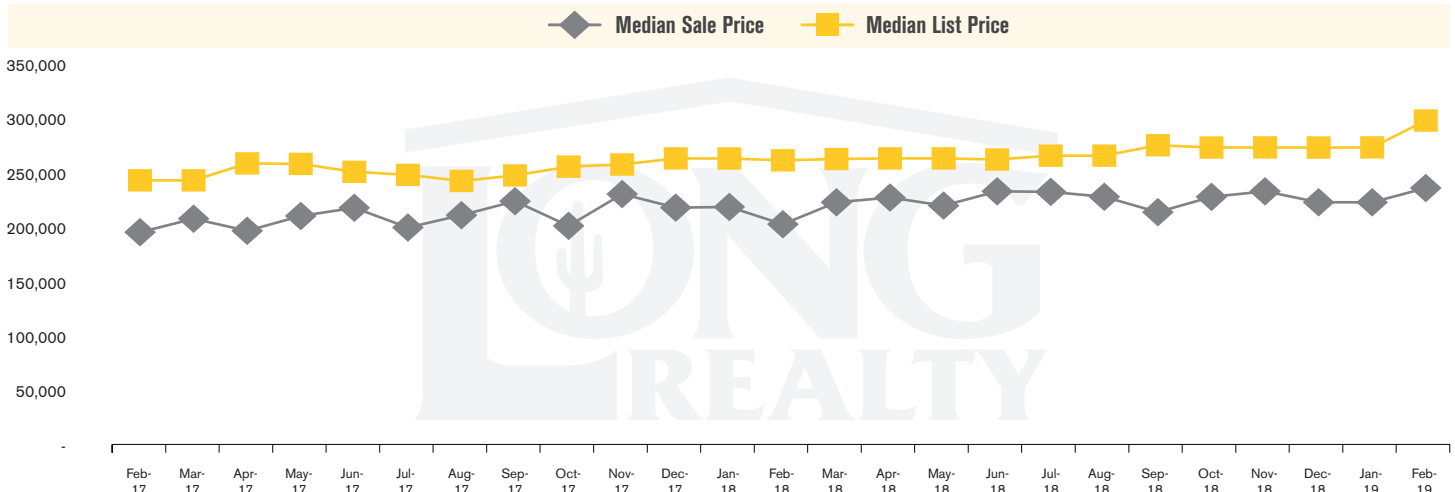
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

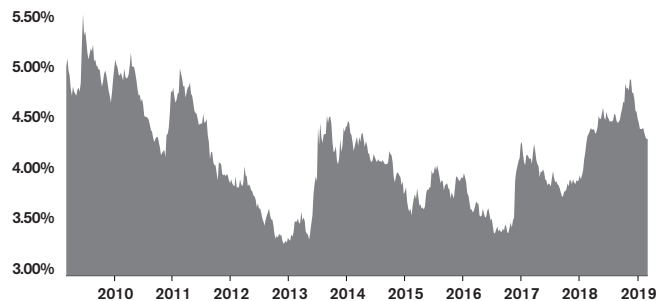


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$200,000	4.500%	\$962.70
2019	\$233,000	4.625%	\$1,138.05

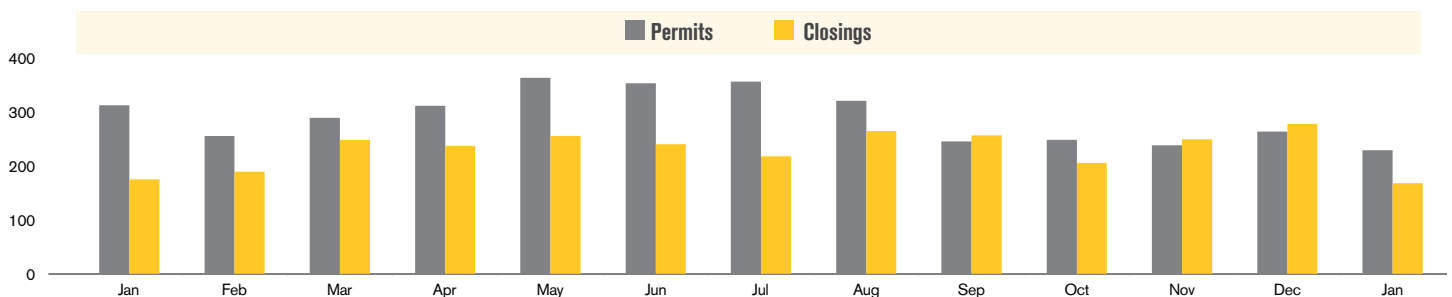
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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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# THE HOUSING REPORT

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## 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
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19			
\$1 - 49,999	0	0	0	0	0	0	1	0.0	0.0	Seller
\$50,000 - 74,999	0	0	2	2	3	4	2	0.0	0.3	Seller
\$75,000 - 99,999	3	1	2	2	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	3	6	4	2	5	6	3	1.0	0.6	Seller
\$125,000 - 149,999	8	10	10	7	10	6	3	2.7	1.3	Seller
\$150,000 - 174,999	3	5	9	5	8	5	4	0.8	0.4	Seller
\$175,000 - 199,999	7	12	13	9	13	14	8	0.9	0.9	Seller
\$200,000 - 224,999	18	18	12	15	15	9	9	2.0	1.7	Seller
\$225,000 - 249,999	9	6	11	9	8	4	15	0.6	1.7	Seller
\$250,000 - 274,999	17	9	6	4	7	8	8	2.1	2.5	Seller
\$275,000 - 299,999	19	5	8	6	8	14	4	4.8	2.0	Seller
\$300,000 - 349,999	30	4	11	11	7	4	5	6.0	5.3	Balanced
\$350,000 - 399,999	10	4	1	9	5	2	4	2.5	2.5	Seller
\$400,000 - 499,999	24	6	3	5	3	5	3	8.0	5.9	Balanced
\$500,000 - 599,999	13	1	5	1	3	3	1	13.0	5.0	Balanced
\$600,000 - 699,999	9	0	0	3	1	1	0	n/a	14.0	Buyer
\$700,000 - 799,999	16	2	2	2	0	0	1	16.0	32.0	Buyer
\$800,000 - 899,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	1	0	n/a	7.0	Slightly Buyer
\$1,000,000 - and over	7	1	1	1	1	0	0	n/a	20.0	Buyer
<b>TOTAL</b>	<b>204</b>	<b>90</b>	<b>100</b>	<b>93</b>	<b>97</b>	<b>86</b>	<b>71</b>	<b>2.9</b>	<b>2.4</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.

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## MARKET SHARE (TUCSON WEST)

**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**

**22.8%**

Tierra Antigua Realty

18.4%

Realty Executives Tucson Elite

10.2%

Keller Williams Southern Arizona

6.9%

Coldwell Banker Residential Brokerage

6.1%

Exp Realty

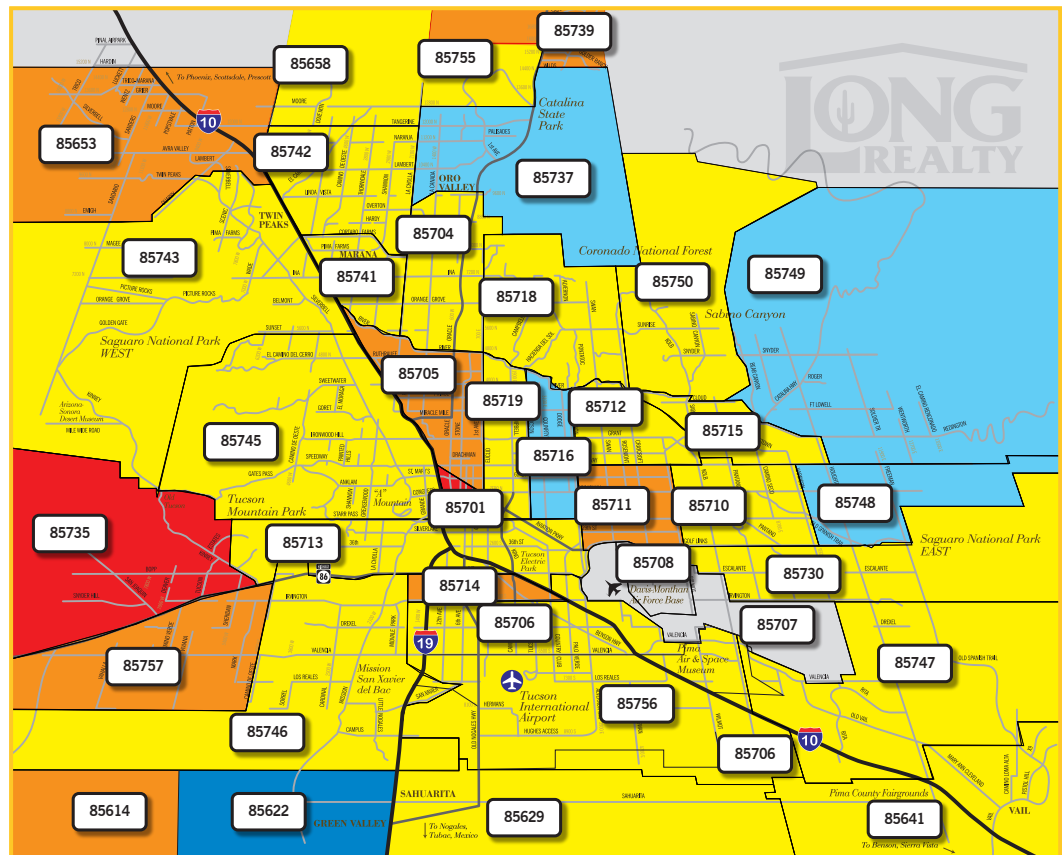
3.5%

## 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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**Long Realty Company**

*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.*