

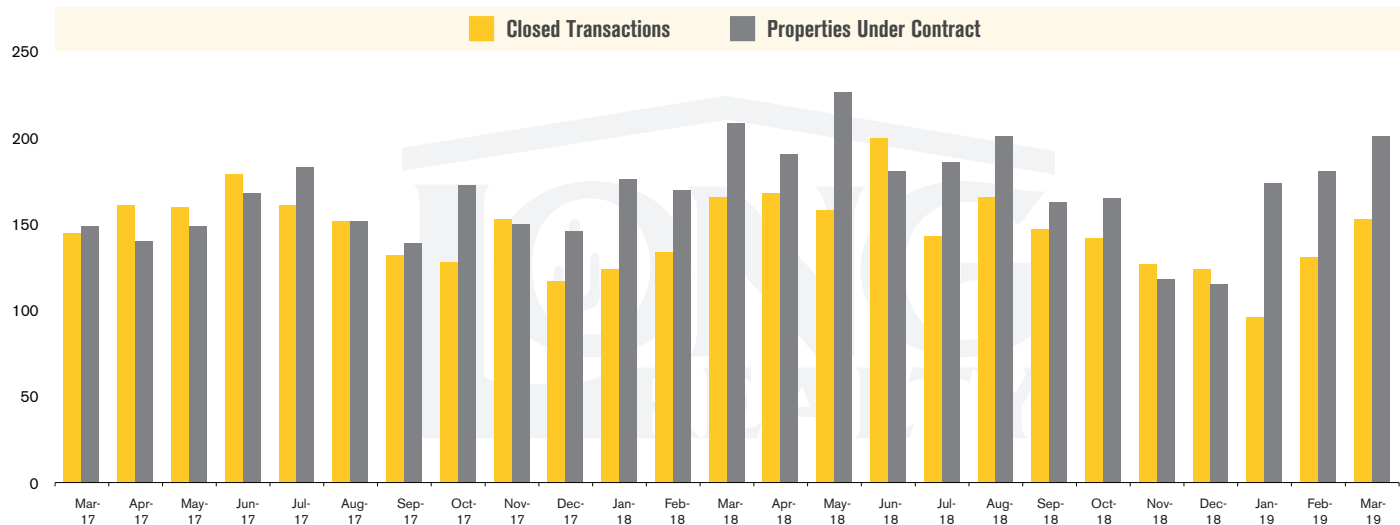
# THE HOUSING REPORT

TUCSON EAST | APRIL 2019

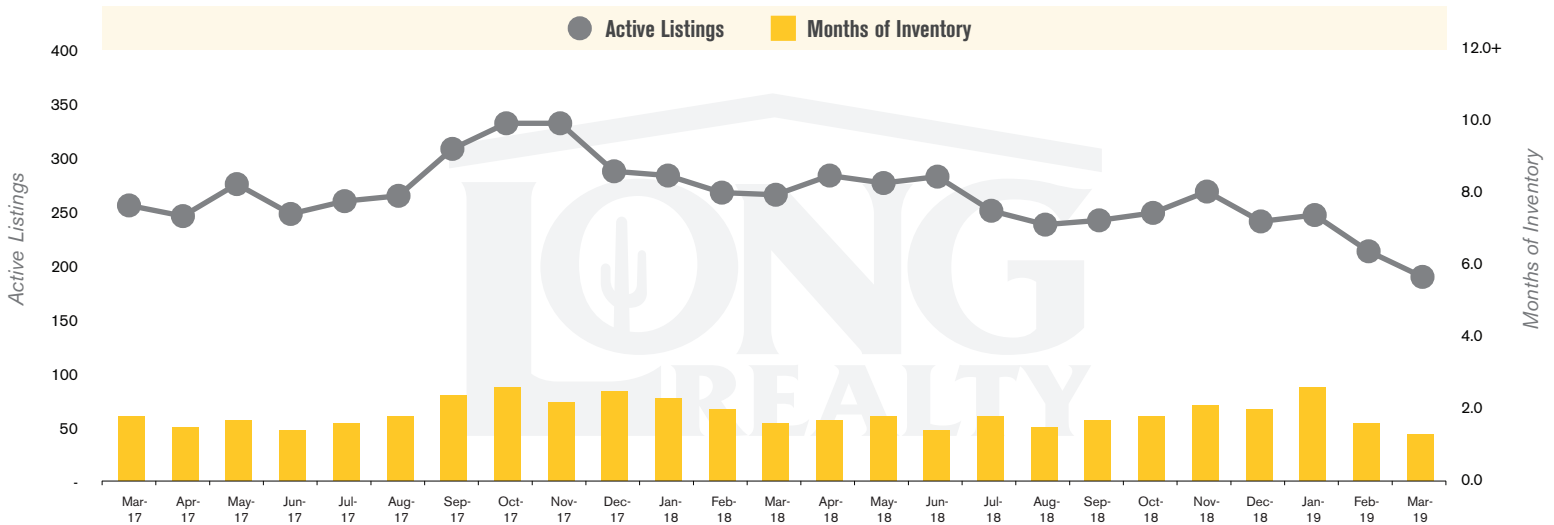


In the Tucson East area, March 2019 active inventory was 192, a 29% decrease from March 2018. There were 153 closings in March 2019, an 8% decrease from March 2018. Year-to-date 2019 there were 380 closings, a 10% decrease from year-to-date 2018. Months of Inventory was 1.3, down from 1.6 in March 2018. Median price of sold homes was \$187,000 for the month of March 2019, up 9% from March 2018. The Tucson East area had 201 new properties under contract in March 2019, down 4% from March 2018.

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



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



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

Long Realty Company

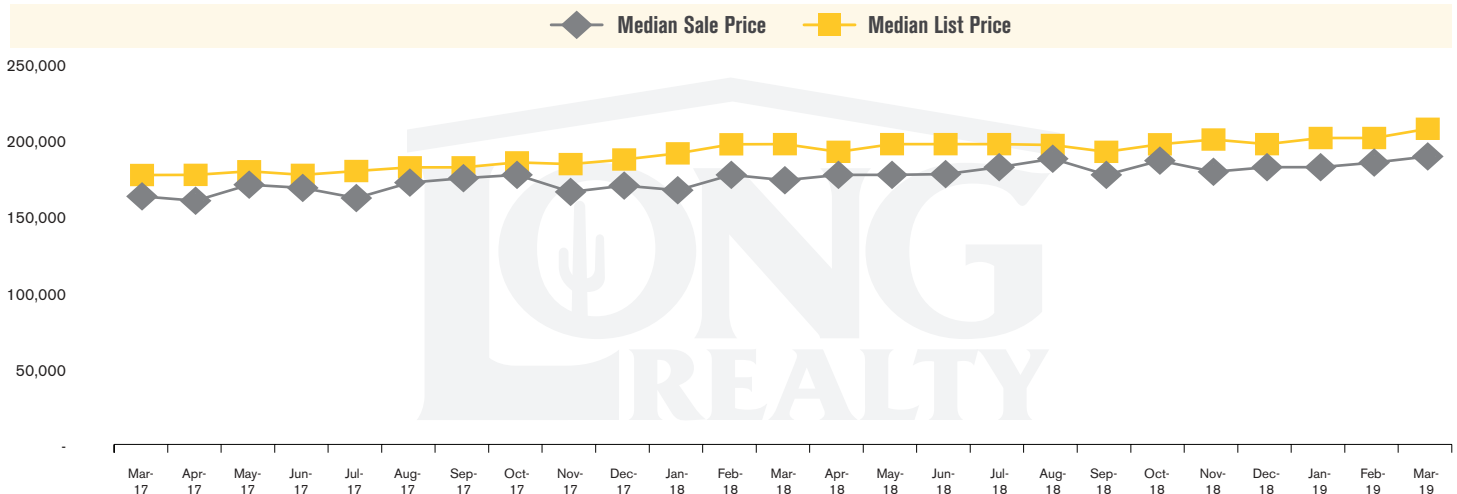
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | APRIL 2019



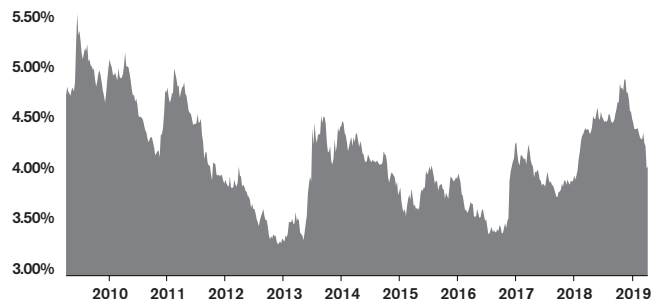
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)



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

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$171,500	4.500%	\$825.52
2019	\$187,000	4.250%	\$873.93

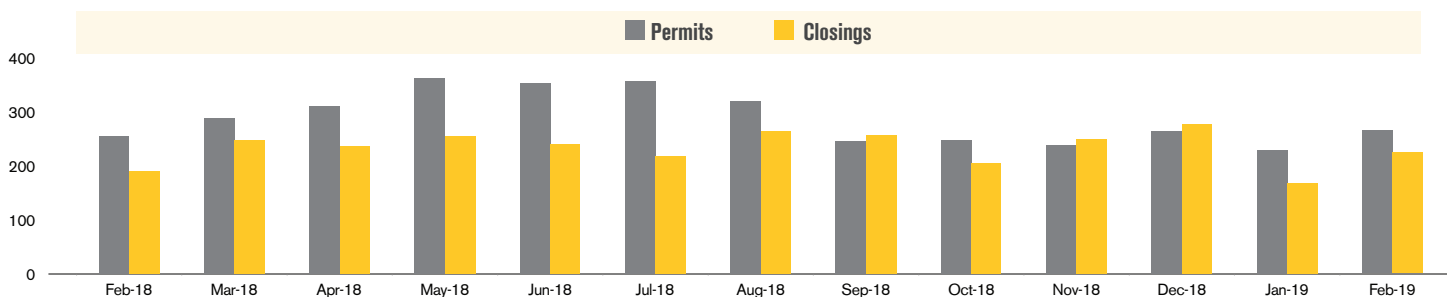
## 30 YEAR FIXED MORTGAGE RATE



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.



For February 2019, new home permits were **up 5%** from last year and new home closings were **up 20%** 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 04/03/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | APRIL 2019



## MARKET CONDITIONS BY PRICE BAND (TUCSON EAST)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19			
\$1 - 49,999	1	3	0	2	1	0	2	0.5	0.3	Seller
\$50,000 - 74,999	2	2	2	3	2	2	2	1.0	1.3	Seller
\$75,000 - 99,999	6	2	2	4	4	8	8	0.8	1.4	Seller
\$100,000 - 124,999	7	3	10	3	2	4	9	0.8	1.9	Seller
\$125,000 - 149,999	7	11	19	13	13	16	14	0.5	0.6	Seller
\$150,000 - 174,999	17	39	34	28	21	29	28	0.6	0.9	Seller
\$175,000 - 199,999	33	39	25	31	24	27	29	1.1	1.6	Seller
\$200,000 - 224,999	27	20	17	15	14	20	19	1.4	1.4	Seller
\$225,000 - 249,999	25	17	10	12	11	15	14	1.8	2.1	Seller
\$250,000 - 274,999	20	7	8	10	6	3	7	2.9	3.4	Seller
\$275,000 - 299,999	12	4	2	6	2	1	6	2.0	4.1	Slightly Seller
\$300,000 - 349,999	11	3	2	2	2	2	4	2.8	3.9	Seller
\$350,000 - 399,999	2	1	3	1	1	4	6	0.3	1.5	Seller
\$400,000 - 499,999	6	3	2	0	1	1	4	1.5	3.8	Seller
\$500,000 - 599,999	7	0	1	1	0	1	1	7.0	11.0	Buyer
\$600,000 - 699,999	1	0	1	0	1	0	0	n/a	5.0	Balanced
\$700,000 - 799,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	0	1	0	1	0	n/a	7.0	Slightly Buyer
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>192</b>	<b>154</b>	<b>139</b>	<b>132</b>	<b>105</b>	<b>134</b>	<b>153</b>	<b>1.3</b>	<b>1.7</b>	<b>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 04/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2019-03/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | APRIL 2019



## MARKET SHARE (TUCSON EAST)

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

*Data Obtained 04/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2018 – 03/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

18.6%

Tierra Antigua Realty

16.3%

Realty Executives Tucson Elite

13.1%

Keller Williams Southern Arizona

7.2%

Exp Realty

6.0%

Coldwell Banker Residential Brokerage

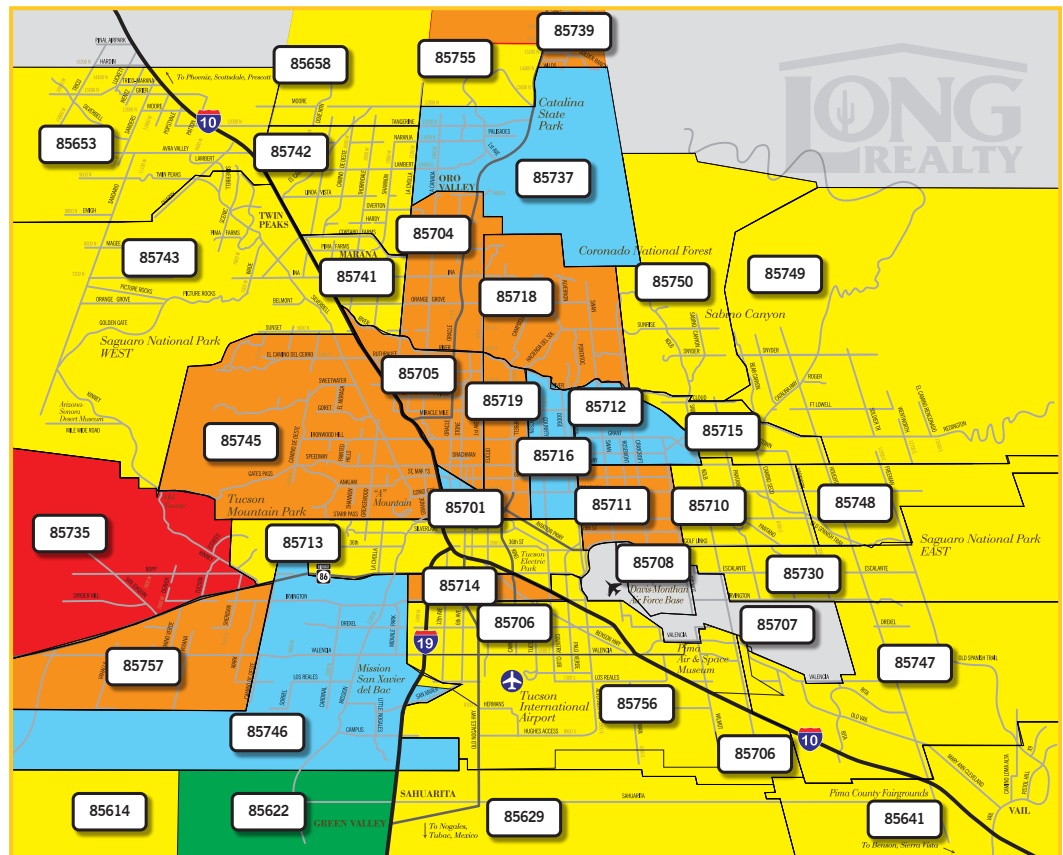
4.9%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2018-MAR 2018 TO  
JAN 2019-MAR 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 January 2018-March 2018 to January 2019-March 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2019. Information is believed to be reliable, but not guaranteed.*