

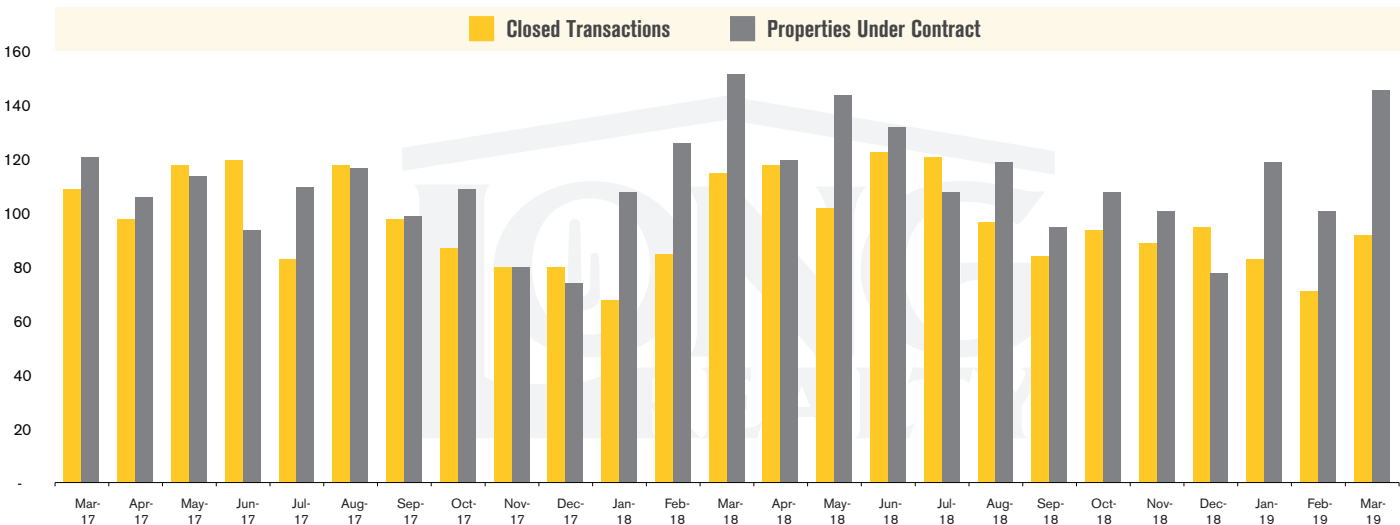
THE HOUSING REPORT

TUCSON WEST | APRIL 2019

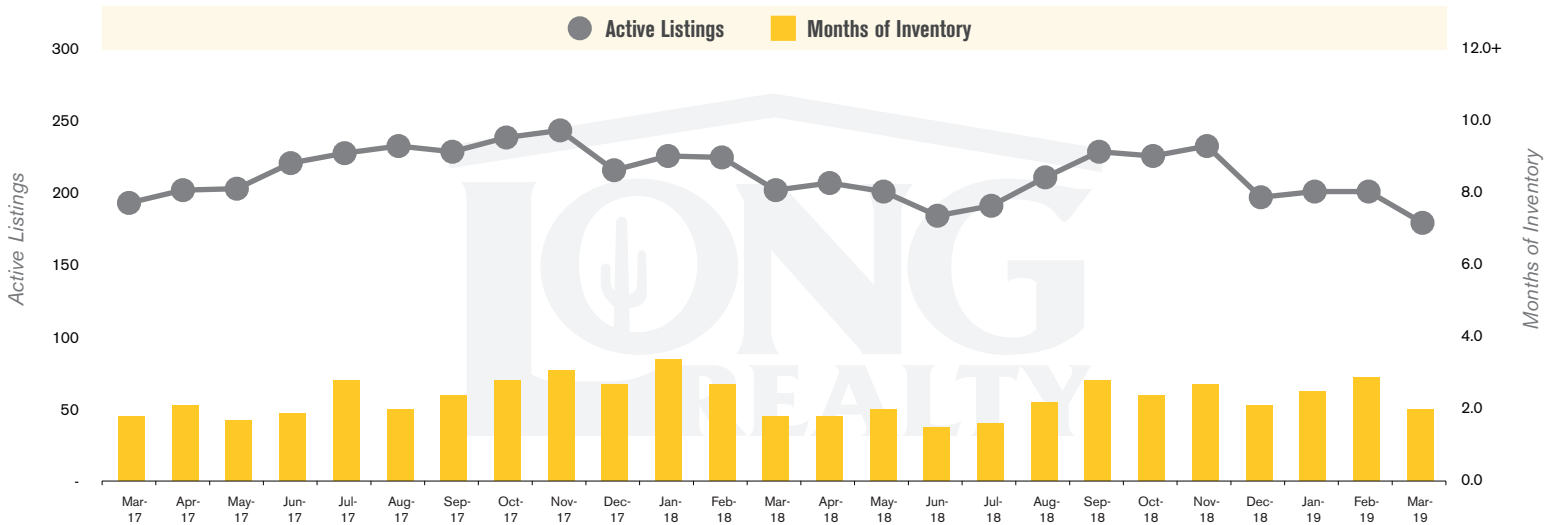


In the Tucson West area, March 2019 active inventory was 182, an 11% decrease from March 2018. There were 92 closings in March 2019, a 20% decrease from March 2018. Year-to-date 2019 there were 246 closings, an 8% decrease from year-to-date 2018. Months of Inventory was 2.0, up from 1.8 in March 2018. Median price of sold homes was \$227,500 for the month of March 2019, up 3% from March 2018. The Tucson West area had 146 new properties under contract in March 2019, down 4% from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



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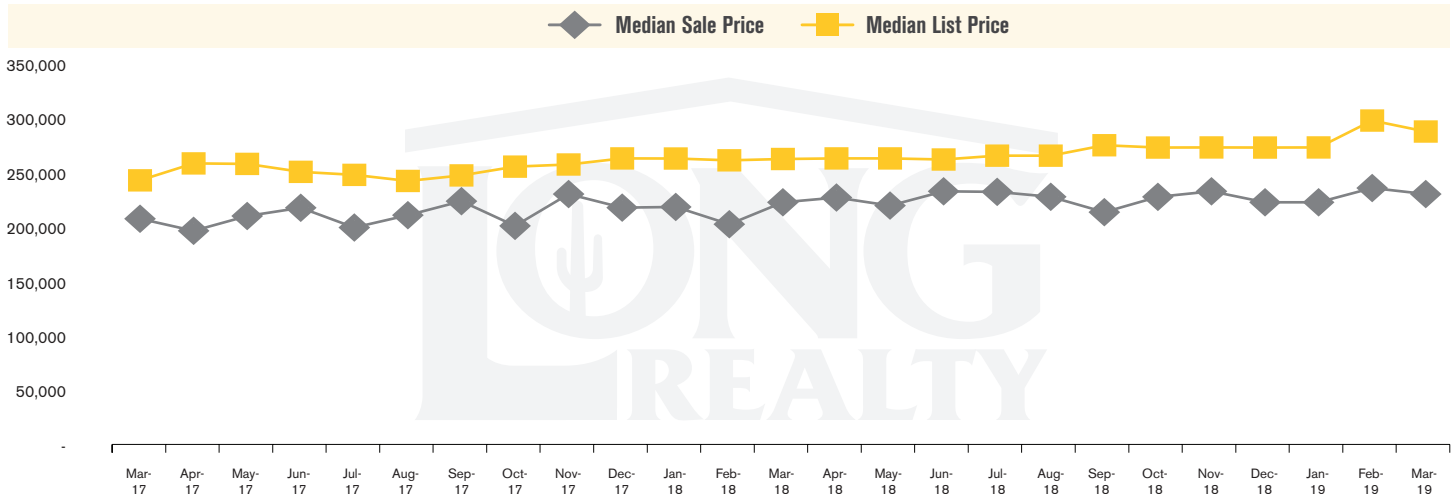
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)

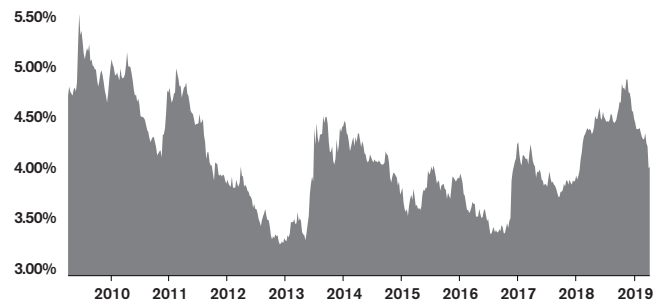


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$220,000	4.500%	\$1,058.97
2019	\$227,500	4.250%	\$1,063.21

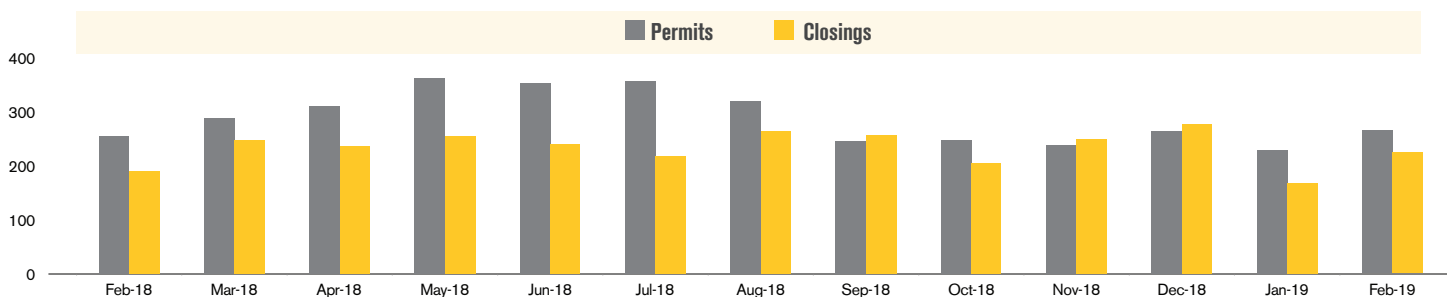
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 February 2019, new home permits were **up 5%** from last year and new home closings were **up 20%** from last year.

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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
		Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19			
\$1 - 49,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	2	2	2	3	4	2	2	1.0	0.5	Seller
\$75,000 - 99,999	3	2	2	0	0	0	4	0.8	1.8	Seller
\$100,000 - 124,999	1	4	2	5	6	3	5	0.2	0.4	Seller
\$125,000 - 149,999	6	10	7	10	6	4	6	1.0	1.4	Seller
\$150,000 - 174,999	5	9	5	8	5	5	5	1.0	0.7	Seller
\$175,000 - 199,999	9	13	9	13	14	8	8	1.1	0.9	Seller
\$200,000 - 224,999	14	12	15	15	9	9	15	0.9	1.6	Seller
\$225,000 - 249,999	12	11	9	8	4	15	15	0.8	1.1	Seller
\$250,000 - 274,999	16	6	4	7	8	8	9	1.8	2.0	Seller
\$275,000 - 299,999	18	8	6	8	14	4	7	2.6	2.2	Seller
\$300,000 - 349,999	25	11	11	7	4	6	5	5.0	5.5	Balanced
\$350,000 - 399,999	8	1	9	5	2	4	4	2.0	2.9	Seller
\$400,000 - 499,999	22	3	5	3	5	3	2	11.0	6.4	Balanced
\$500,000 - 599,999	11	5	1	3	3	1	3	3.7	5.3	Balanced
\$600,000 - 699,999	4	0	3	1	1	0	0	n/a	23.0	Buyer
\$700,000 - 799,999	16	2	2	0	0	1	0	n/a	42.0	Buyer
\$800,000 - 899,999	3	0	0	0	0	0	2	1.5	7.5	Slightly Buyer
\$900,000 - 999,999	1	0	0	0	1	0	0	n/a	6.0	Balanced
\$1,000,000 - and over	6	1	1	1	0	0	0	n/a	n/a	n/a
TOTAL	182	100	93	97	86	74	92	2.0	2.3	Seller



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 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.

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MARKET SHARE (TUCSON WEST)

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

22.6%

Tierra Antigua Realty

18.3%

Realty Executives Tucson Elite

10.1%

Keller Williams Southern Arizona

6.4%

Coldwell Banker Residential Brokerage

6.3%

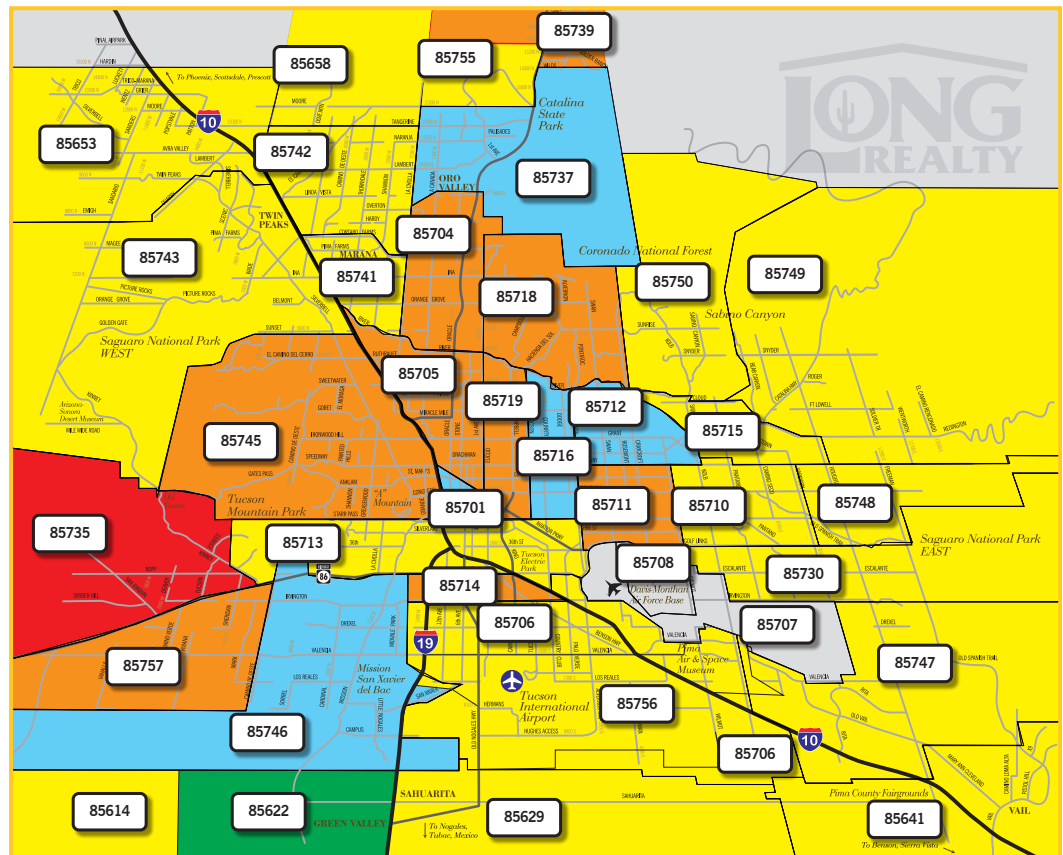
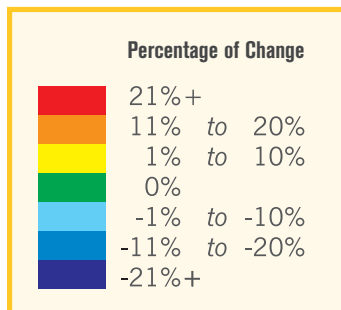
Exp Realty

3.6%

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.



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 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.