

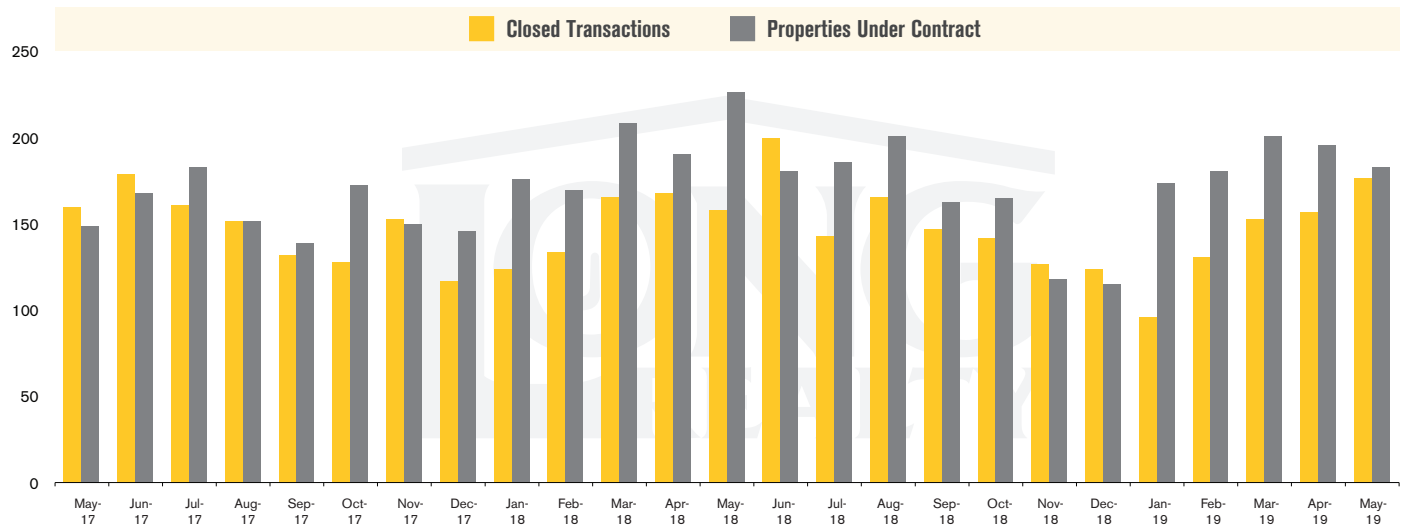
# THE HOUSING REPORT

TUCSON EAST | JUNE 2019

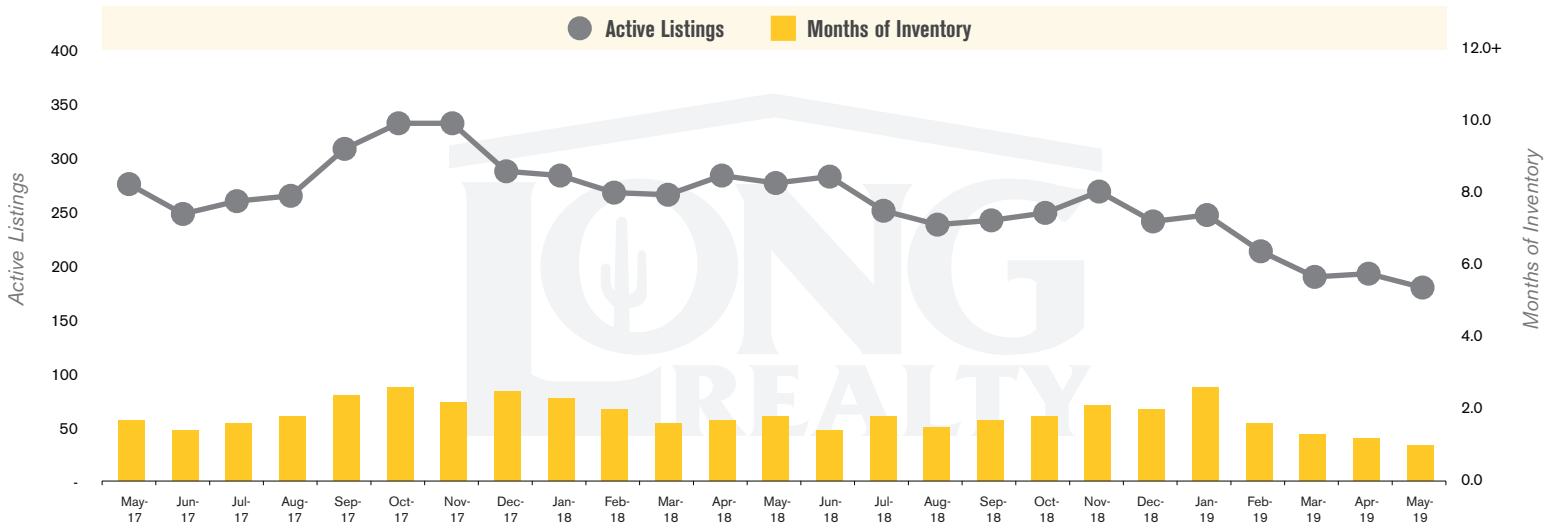


In the Tucson East area, May 2019 active inventory was 182, a 35% decrease from May 2018. There were 177 closings in May 2019, a 12% increase from May 2018. Year-to-date 2019 there were 714 closings, a 5% decrease from year-to-date 2018. Months of Inventory was 1.0, down from 1.8 in May 2018. Median price of sold homes was \$196,000 for the month of May 2019, up 12% from May 2018. The Tucson East area had 183 new properties under contract in May 2019, down 19% from May 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)

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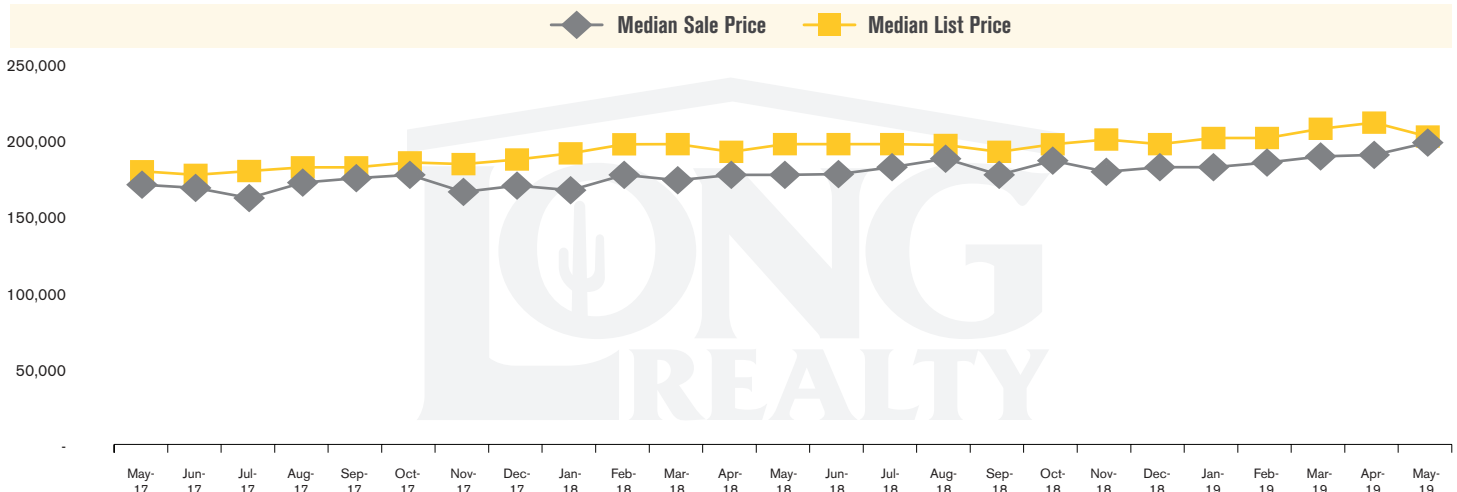
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | JUNE 2019



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

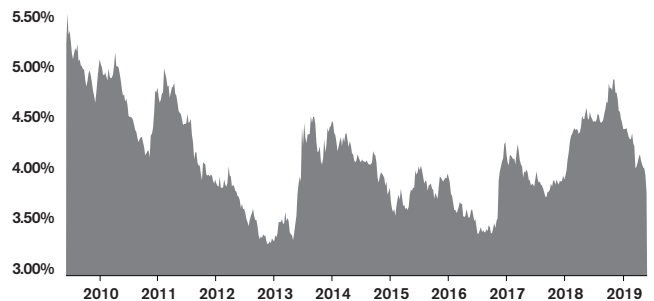


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

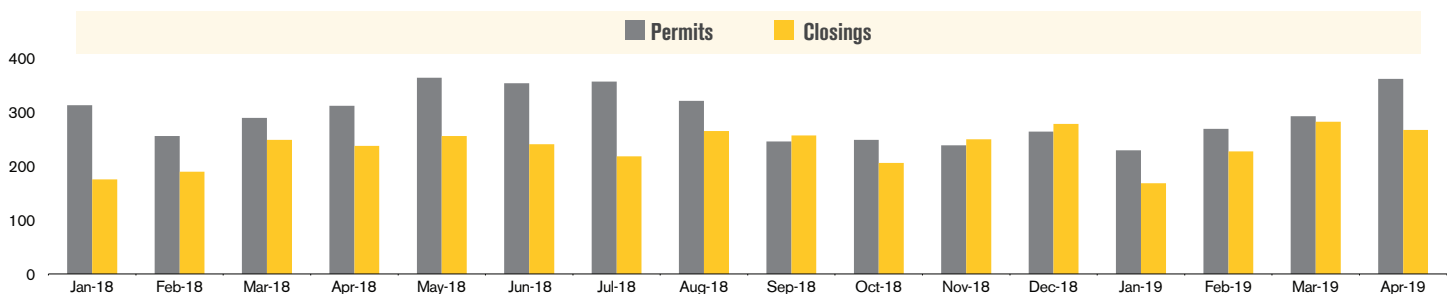
Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$175,000	4.625%	\$854.76
2019	\$196,000	4.000%	\$888.95

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

## 30 YEAR FIXED MORTGAGE RATE



## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For April 2019, new home permits were **down 2%** year-to-date from 2018 and new home closings were **up 11%** year to date from 2018.

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

Long Realty Company

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# THE HOUSING REPORT

TUCSON EAST | JUNE 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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19			
\$1 - 49,999	3	2	1	0	2	0	0	n/a	3.0	Seller
\$50,000 - 74,999	1	3	2	2	2	2	1	1.0	1.2	Seller
\$75,000 - 99,999	5	4	4	8	8	10	8	0.6	0.7	Seller
\$100,000 - 124,999	4	3	2	5	10	7	7	0.6	0.7	Seller
\$125,000 - 149,999	7	13	13	16	16	12	8	0.9	0.7	Seller
\$150,000 - 174,999	15	28	21	29	30	30	28	0.5	0.5	Seller
\$175,000 - 199,999	38	31	24	28	30	45	45	0.8	0.9	Seller
\$200,000 - 224,999	26	15	14	20	21	26	22	1.2	1.1	Seller
\$225,000 - 249,999	31	12	11	15	14	10	17	1.8	2.1	Seller
\$250,000 - 274,999	17	10	6	4	7	8	12	1.4	2.3	Seller
\$275,000 - 299,999	9	6	2	1	6	7	9	1.0	1.5	Seller
\$300,000 - 349,999	4	2	2	2	4	6	9	0.4	1.0	Seller
\$350,000 - 399,999	4	1	1	4	6	1	2	2.0	1.1	Seller
\$400,000 - 499,999	8	0	1	1	4	1	4	2.0	2.3	Seller
\$500,000 - 599,999	3	1	0	1	1	0	5	0.6	2.3	Seller
\$600,000 - 699,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$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>182</b>	<b>132</b>	<b>105</b>	<b>137</b>	<b>161</b>	<b>165</b>	<b>177</b>	<b>1.0</b>	<b>1.1</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 06/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2019-05/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | JUNE 2019



## MARKET SHARE (TUCSON EAST)

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

*Data Obtained 06/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 05/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

18.2%

Tierra Antigua Realty

15.9%

Realty Executives Tucson Elite

13.3%

Keller Williams Southern Arizona

7.4%

Exp Realty

6.1%

Coldwell Banker Residential Brokerage

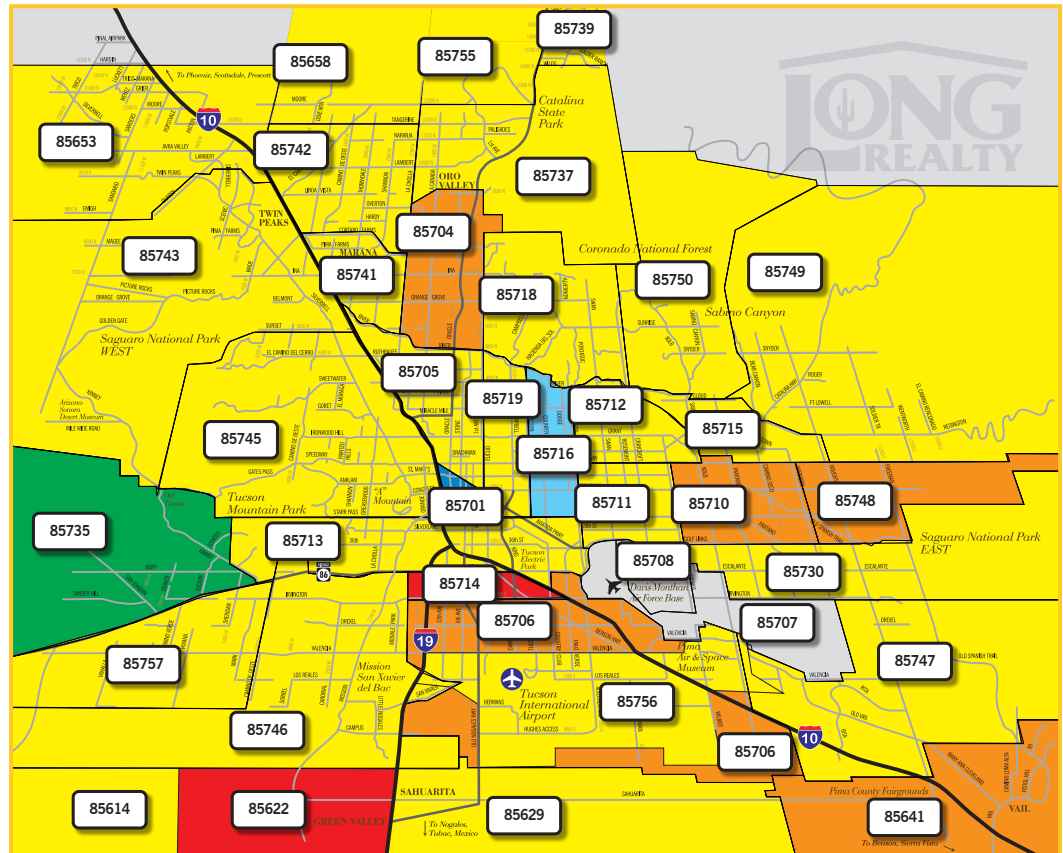
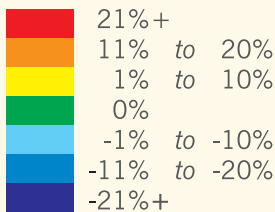
5.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2018-MAY 2018 TO MAR 2019-MAY 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 March 2018-May 2018 to March 2019-May 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/05/2019. Information is believed to be reliable, but not guaranteed.*