

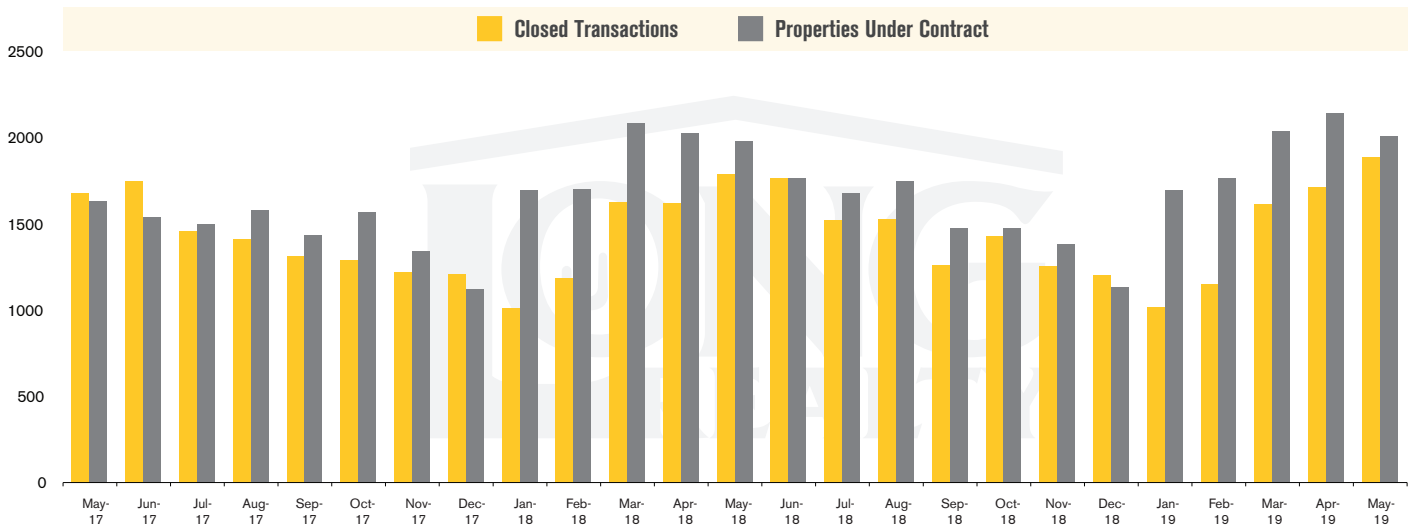
# THE HOUSING REPORT

TUCSON METRO | JUNE 2019

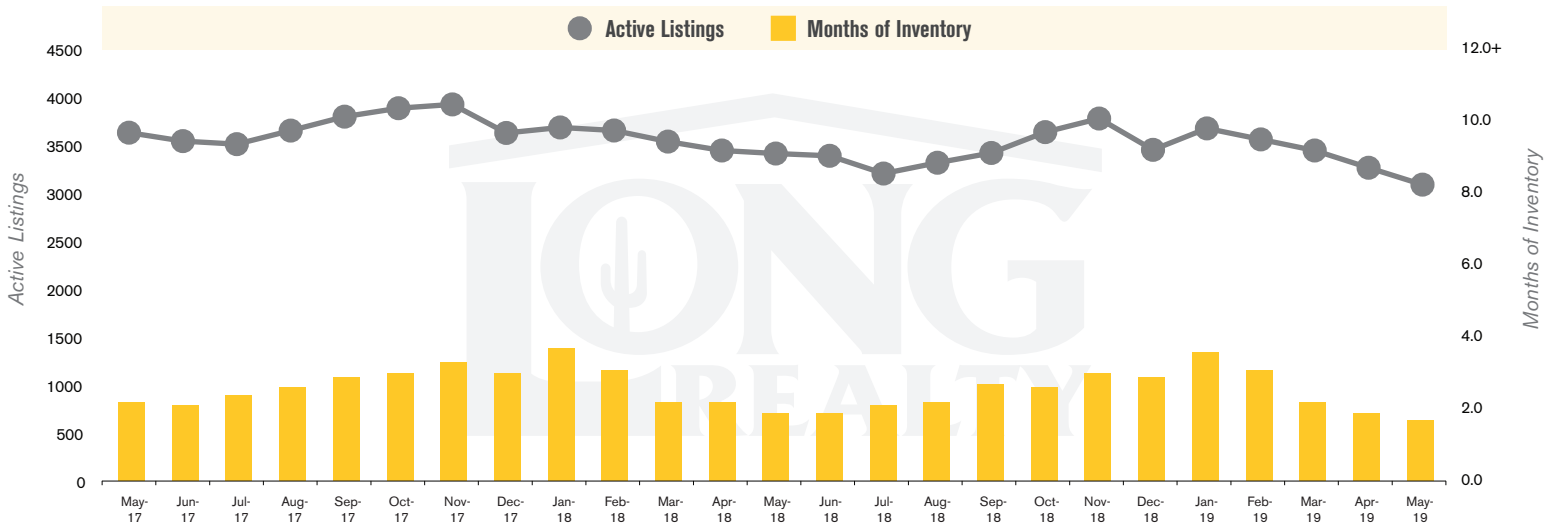


In the Tucson Main Market area, May 2019 active inventory was 3,133, a 9% decrease from May 2018. There were 1,892 closings in May 2019, a 6% increase from May 2018. Year-to-date 2019 there were 7,398 closings, a 2% increase from year-to-date 2018. Months of Inventory was 1.7, down from 1.9 in May 2018. Median price of sold homes was \$229,000 for the month of May 2019, up 9% from May 2018. The Tucson Main Market area had 2,012 new properties under contract in May 2019, up 1% from May 2018.

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



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



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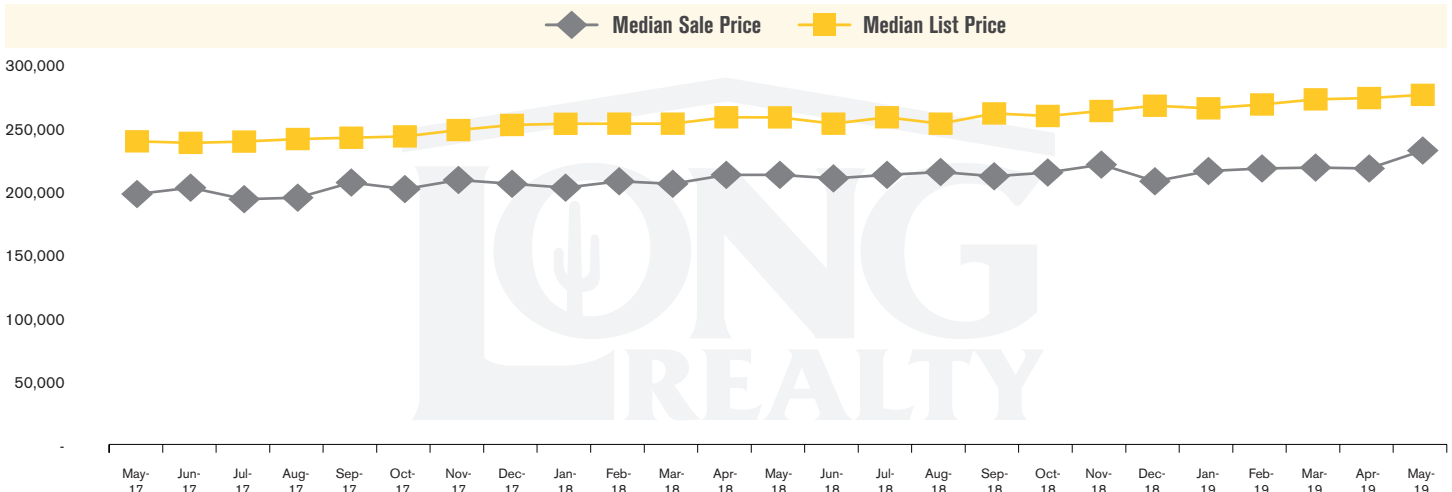
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

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

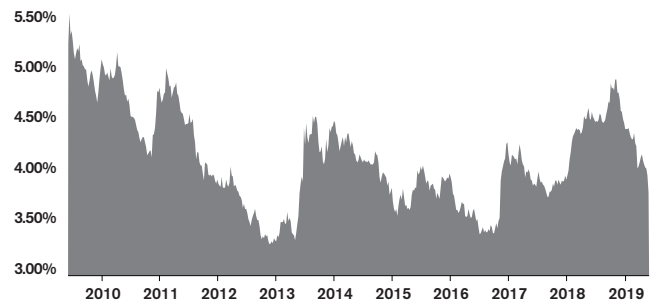


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON METRO)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$210,000	4.625%	\$1,025.71
2019	\$229,000	4.000%	\$1,038.62

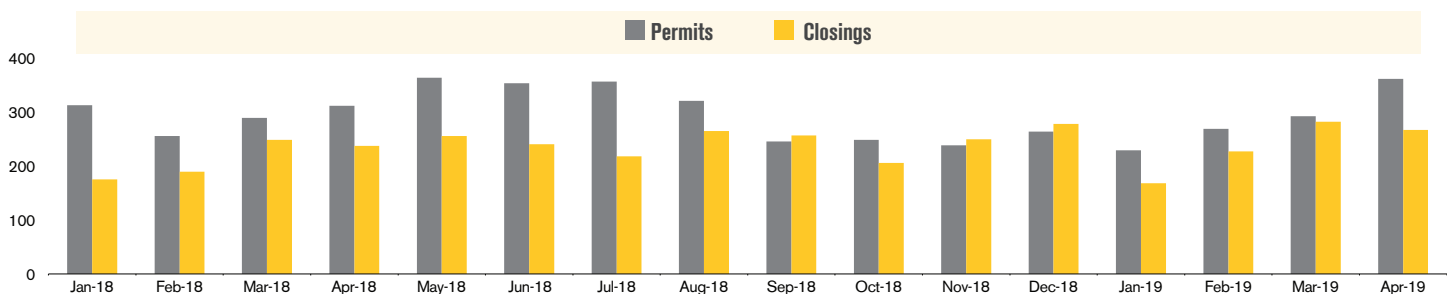
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## 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.

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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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19			
\$1 - 49,999	13	8	10	8	14	13	4	3.3	1.1	Seller
\$50,000 - 74,999	34	28	27	21	29	45	26	1.3	1.1	Seller
\$75,000 - 99,999	62	39	31	46	54	70	51	1.2	1.0	Seller
\$100,000 - 124,999	64	62	56	51	84	79	68	0.9	0.8	Seller
\$125,000 - 149,999	103	112	87	99	130	120	108	1.0	1.0	Seller
\$150,000 - 174,999	135	169	137	146	183	214	184	0.7	0.8	Seller
\$175,000 - 199,999	237	187	133	160	231	230	264	0.9	1.0	Seller
\$200,000 - 224,999	213	131	103	140	178	215	193	1.1	1.2	Seller
\$225,000 - 249,999	275	102	90	128	141	142	209	1.3	1.6	Seller
\$250,000 - 274,999	209	81	76	86	112	122	138	1.5	1.8	Seller
\$275,000 - 299,999	261	76	69	67	106	88	110	2.4	2.6	Seller
\$300,000 - 349,999	312	95	70	78	139	136	158	2.0	2.3	Seller
\$350,000 - 399,999	245	59	54	58	98	97	128	1.9	2.6	Seller
\$400,000 - 499,999	297	59	64	67	104	102	128	2.3	2.8	Seller
\$500,000 - 599,999	154	21	31	30	42	48	47	3.3	3.8	Seller
\$600,000 - 699,999	121	16	16	18	25	18	32	3.8	4.8	Slightly Seller
\$700,000 - 799,999	106	9	7	11	11	24	14	7.6	6.9	Slightly Buyer
\$800,000 - 899,999	72	8	4	7	7	10	12	6.0	7.8	Slightly Buyer
\$900,000 - 999,999	49	7	3	2	5	6	4	12.3	11.1	Buyer
\$1,000,000 - and over	171	7	7	8	7	7	14	12.2	19.3	Buyer
<b>TOTAL</b>	<b>3,133</b>	<b>1,276</b>	<b>1,075</b>	<b>1,231</b>	<b>1,700</b>	<b>1,786</b>	<b>1,892</b>	<b>1.7</b>	<b>1.8</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 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.

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TUCSON METRO | JUNE 2019



## MARKET SHARE (TUCSON METRO)

**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

26.6%

Tierra Antigua Realty

14.3%

Realty Executives Tucson Elite

9.0%

Coldwell Banker Residential Brokerage

7.5%

Keller Williams Southern Arizona

6.5%

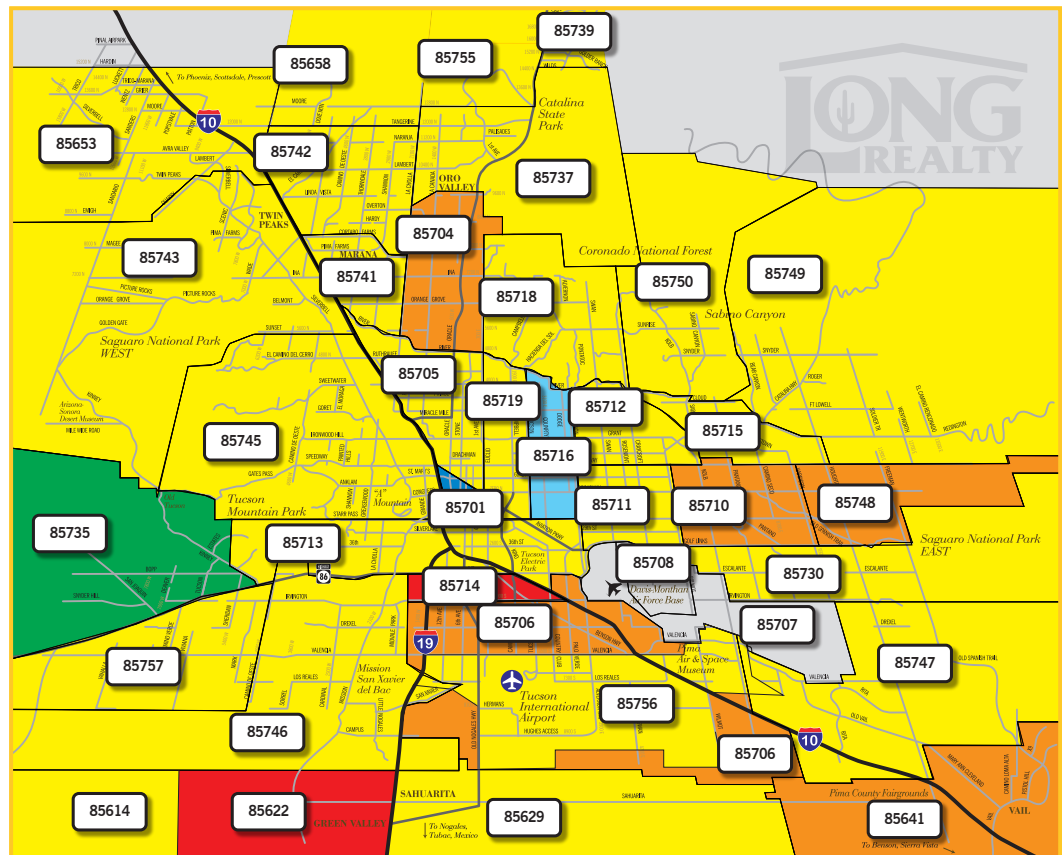
Exp Realty

3.6%

## 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.*



**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 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.*