

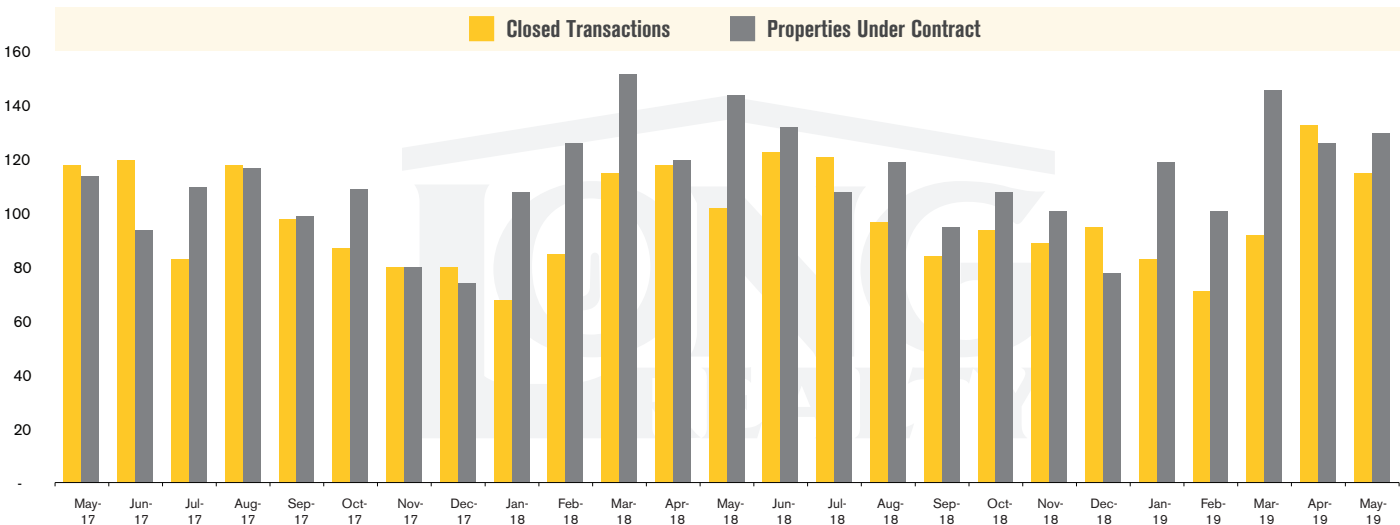
# THE HOUSING REPORT

TUCSON WEST | JUNE 2019

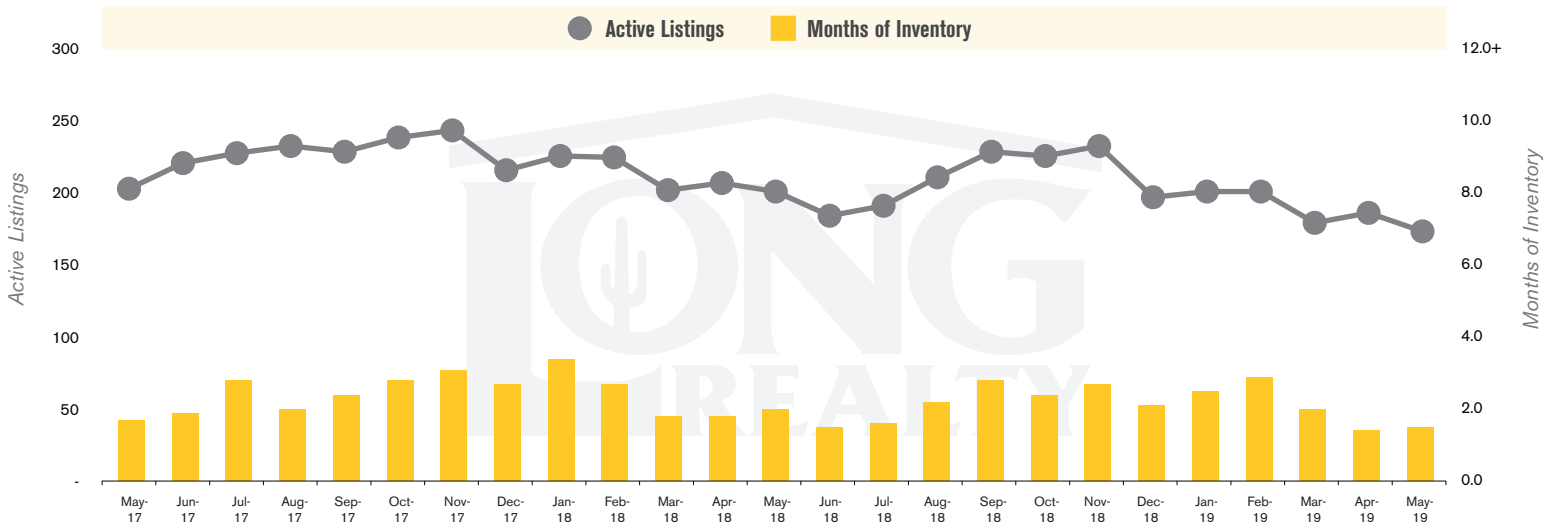


In the Tucson West area, May 2019 active inventory was 176, a 14% decrease from May 2018. There were 115 closings in May 2019, a 13% increase from May 2018. Year-to-date 2019 there were 494 closings, a 1% increase from year-to-date 2018. Months of Inventory was 1.5, down from 2.0 in May 2018. Median price of sold homes was \$234,000 for the month of May 2019, up 8% from May 2018. The Tucson West area had 130 new properties under contract in May 2019, down 10% from May 2018.

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



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



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

Long Realty Company

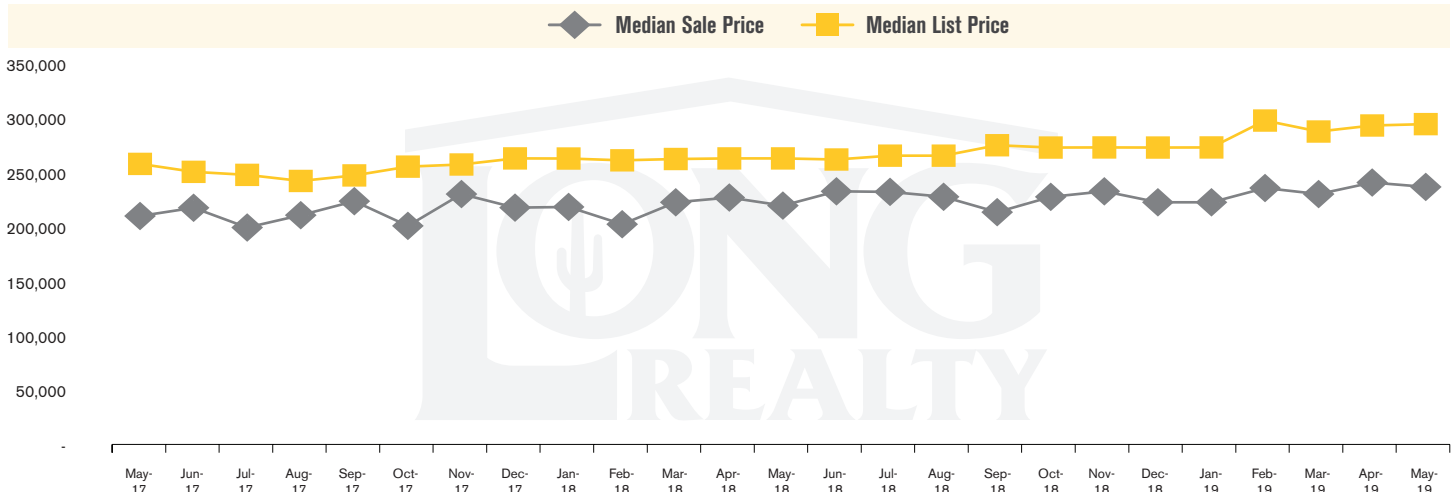
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON WEST | JUNE 2019



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

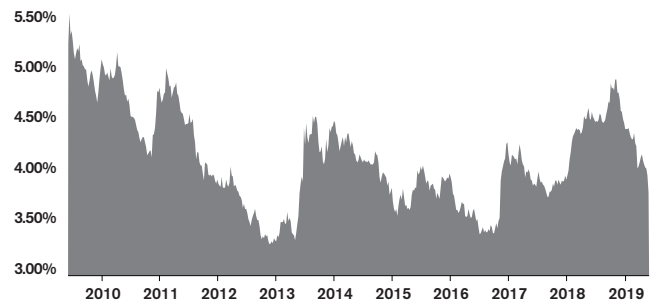


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$217,000	4.625%	\$1,059.90
2019	\$234,000	4.000%	\$1,061.29

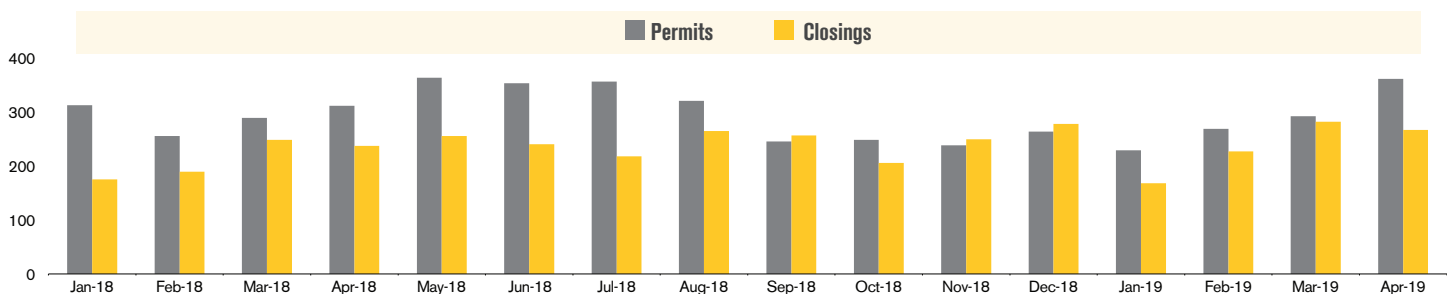
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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.

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 06/05/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON WEST | JUNE 2019



## 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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19			
\$1 - 49,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	3	4	2	2	2	0	n/a	1.5	Seller
\$75,000 - 99,999	0	0	0	0	4	1	2	0.0	0.6	Seller
\$100,000 - 124,999	2	5	6	3	5	8	1	2.0	0.4	Seller
\$125,000 - 149,999	4	10	6	4	6	9	9	0.4	0.5	Seller
\$150,000 - 174,999	3	8	5	5	7	12	4	0.8	0.5	Seller
\$175,000 - 199,999	6	13	14	8	9	11	11	0.5	0.6	Seller
\$200,000 - 224,999	9	15	9	9	15	16	20	0.5	0.8	Seller
\$225,000 - 249,999	13	8	4	15	16	13	18	0.7	0.7	Seller
\$250,000 - 274,999	13	7	8	8	9	10	6	2.2	1.8	Seller
\$275,000 - 299,999	24	8	14	4	8	13	7	3.4	2.4	Seller
\$300,000 - 349,999	23	7	4	6	5	13	17	1.4	2.3	Seller
\$350,000 - 399,999	12	5	2	4	4	4	8	1.5	2.1	Seller
\$400,000 - 499,999	21	3	5	3	2	14	6	3.5	2.9	Seller
\$500,000 - 599,999	13	3	3	1	4	6	3	4.3	2.6	Seller
\$600,000 - 699,999	6	1	1	0	0	3	1	6.0	3.5	Seller
\$700,000 - 799,999	14	0	0	1	0	3	2	7.0	10.0	Buyer
\$800,000 - 899,999	3	0	0	0	2	1	0	n/a	2.3	Seller
\$900,000 - 999,999	2	0	1	0	0	1	0	n/a	5.0	Balanced
\$1,000,000 - and over	5	1	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>176</b>	<b>97</b>	<b>86</b>	<b>74</b>	<b>98</b>	<b>140</b>	<b>115</b>	<b>1.5</b>	<b>1.5</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 WEST | JUNE 2019



## MARKET SHARE (TUCSON WEST)

**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

22.0%

Tierra Antigua Realty

18.3%

Realty Executives Tucson Elite

10.2%

Coldwell Banker Residential Brokerage

7.3%

Keller Williams Southern Arizona

6.2%

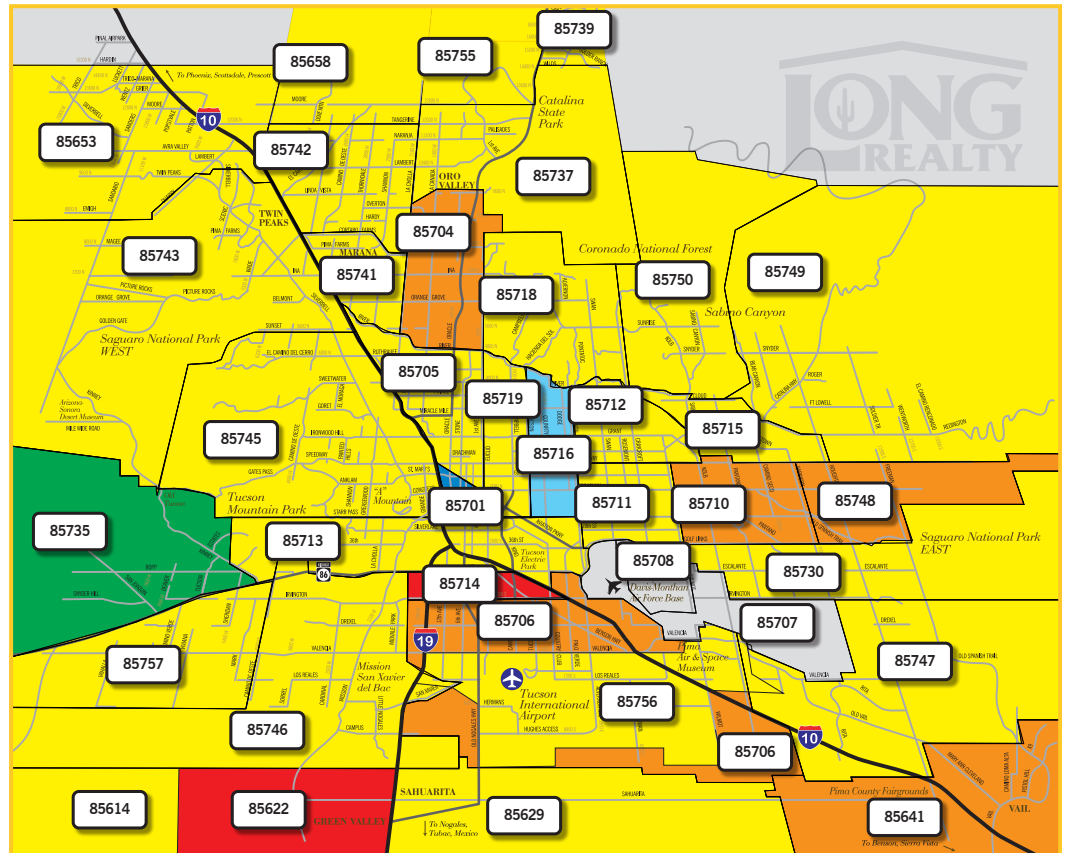
Homesmart Advantage Group

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.**



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.