

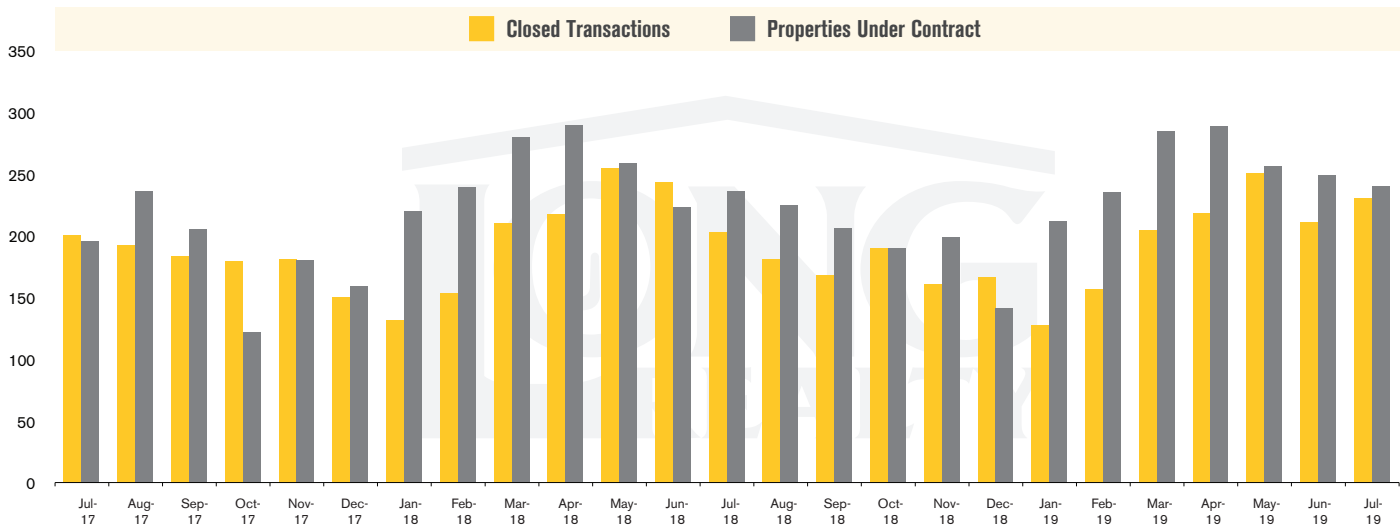
# THE HOUSING REPORT

TUCSON CENTRAL | AUGUST 2019

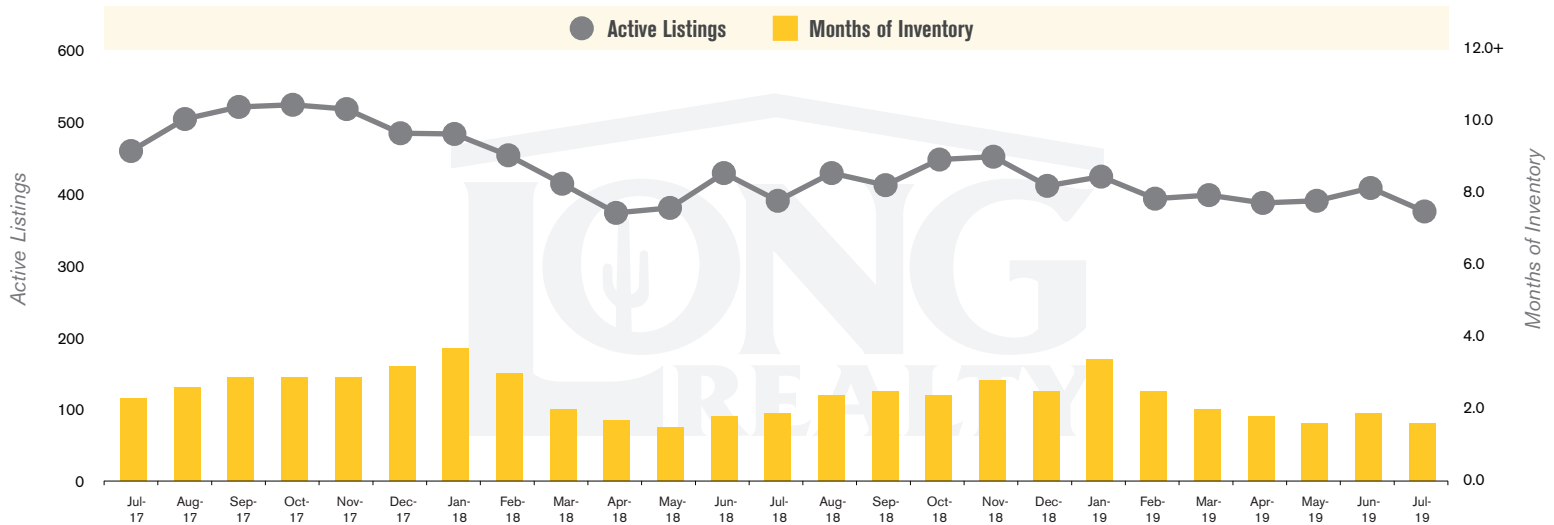


In the Tucson Central area, July 2019 active inventory was 380, a 4% decrease from July 2018. There were 231 closings in July 2019, a 13% increase from July 2018. Year-to-date 2019 there were 1,478 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 1.6, down from 1.9 in July 2018. Median price of sold homes was \$188,500 for the month of July 2019, up 2% from July 2018. The Tucson Central area had 241 new properties under contract in July 2019, up 2% from July 2018.

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



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



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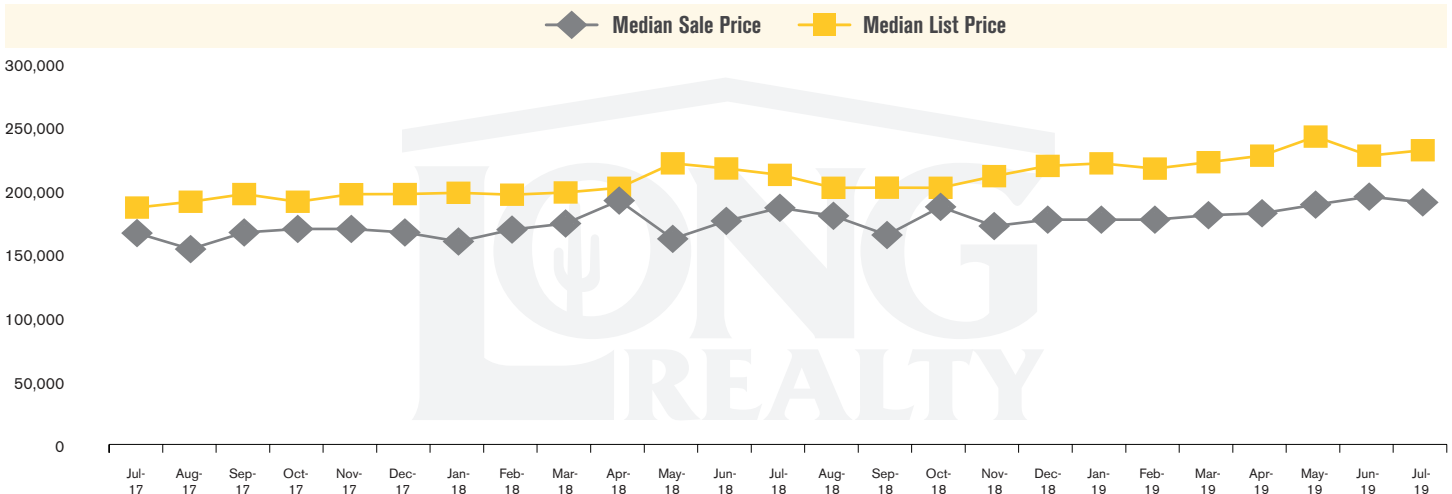
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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

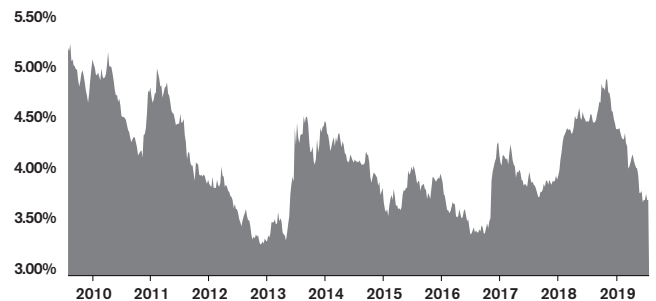


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$184,256	4.530%	\$890.04
2019	\$188,500	3.770%	\$831.36

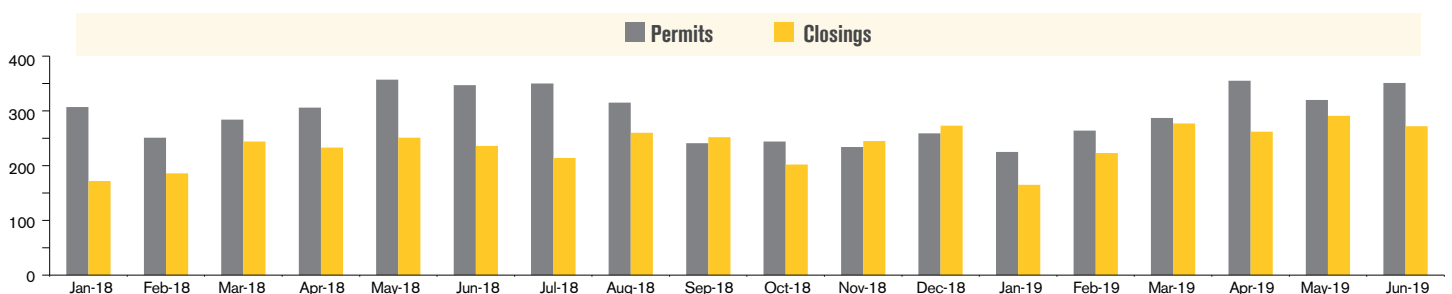
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



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



For June 2019, new home permits were **down 3%** year-to-date from 2018 and new home closings were **up 13%** year to date from 2018.

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## MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19			
\$1 - 49,999	3	4	2	4	1	1	3	1.0	2.2	Seller
\$50,000 - 74,999	4	3	4	13	4	7	1	4.0	1.1	Seller
\$75,000 - 99,999	9	7	13	15	13	13	9	1.0	0.7	Seller
\$100,000 - 124,999	13	11	12	19	16	15	13	1.0	0.8	Seller
\$125,000 - 149,999	30	24	34	19	32	32	27	1.1	0.8	Seller
\$150,000 - 174,999	25	33	39	41	43	25	35	0.7	0.8	Seller
\$175,000 - 199,999	49	20	33	34	35	24	38	1.3	1.6	Seller
\$200,000 - 224,999	29	17	23	23	22	31	19	1.5	1.1	Seller
\$225,000 - 249,999	34	12	11	14	30	21	15	2.3	1.6	Seller
\$250,000 - 274,999	26	8	8	15	15	11	16	1.6	1.9	Seller
\$275,000 - 299,999	37	10	10	10	10	16	12	3.1	3.3	Seller
\$300,000 - 349,999	25	6	16	12	15	14	15	1.7	2.2	Seller
\$350,000 - 399,999	34	6	2	6	12	1	7	4.9	5.3	Balanced
\$400,000 - 499,999	23	7	8	7	15	6	11	2.1	2.4	Seller
\$500,000 - 599,999	16	1	1	2	2	4	3	5.3	4.9	Slightly Seller
\$600,000 - 699,999	3	2	0	1	1	0	4	0.8	3.0	Seller
\$700,000 - 799,999	10	0	0	0	0	4	1	10.0	5.4	Balanced
\$800,000 - 899,999	3	0	0	0	2	0	0	n/a	5.5	Balanced
\$900,000 - 999,999	3	1	0	0	1	0	2	1.5	2.7	Seller
\$1,000,000 - and over	4	0	0	0	1	0	0	n/a	16.0	Buyer
<b>TOTAL</b>	<b>380</b>	<b>172</b>	<b>216</b>	<b>235</b>	<b>270</b>	<b>225</b>	<b>231</b>	<b>1.6</b>	<b>1.6</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 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. Information is believed to be reliable, but not guaranteed.

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## MARKET SHARE (TUCSON CENTRAL)

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

*Data Obtained 08/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

25.1%

Tierra Antigua Realty

17.2%

Realty Executives Tucson Elite

10.3%

Keller Williams Southern Arizona

7.1%

Homesmart Advantage Group

3.8%

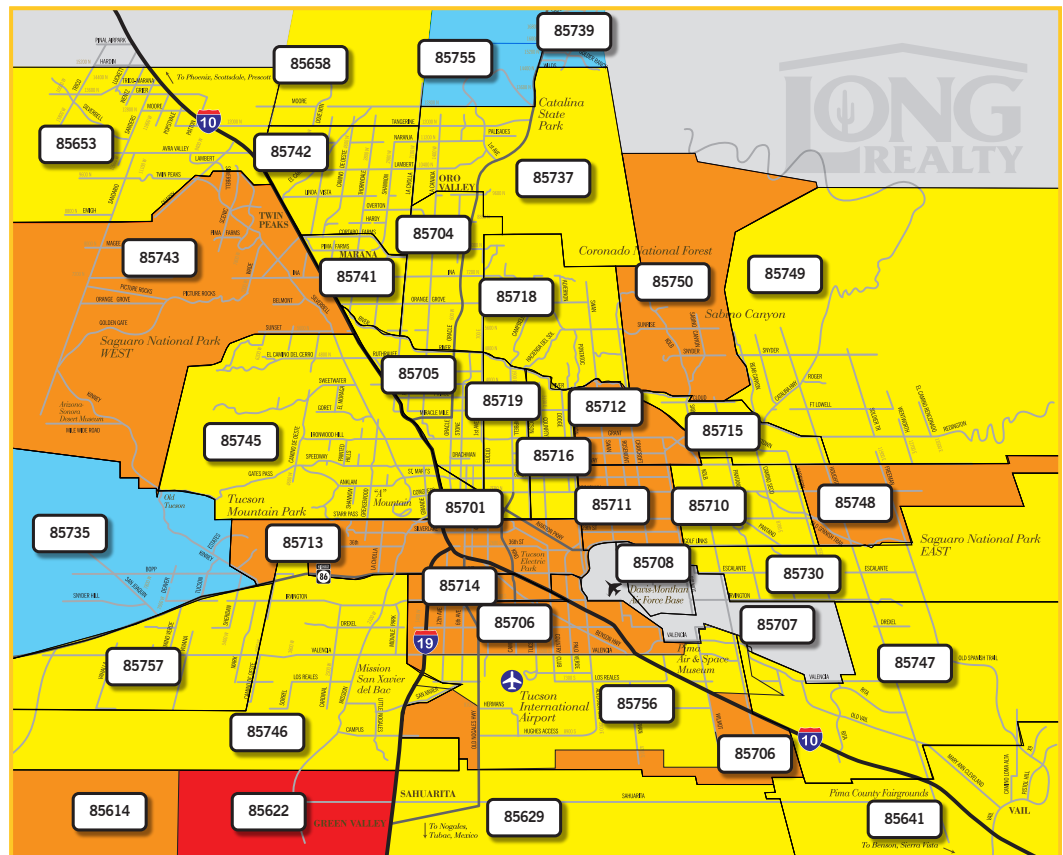
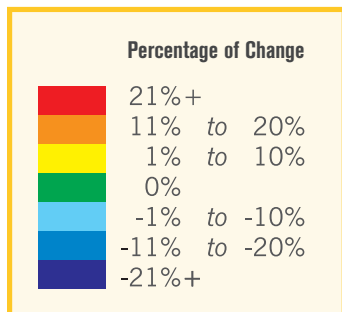
Exp Realty

3.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2018-JUL 2018 TO MAY 2019-JUL 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 May 2018-July 2018 to May 2019-July 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2019. Information is believed to be reliable, but not guaranteed.*