

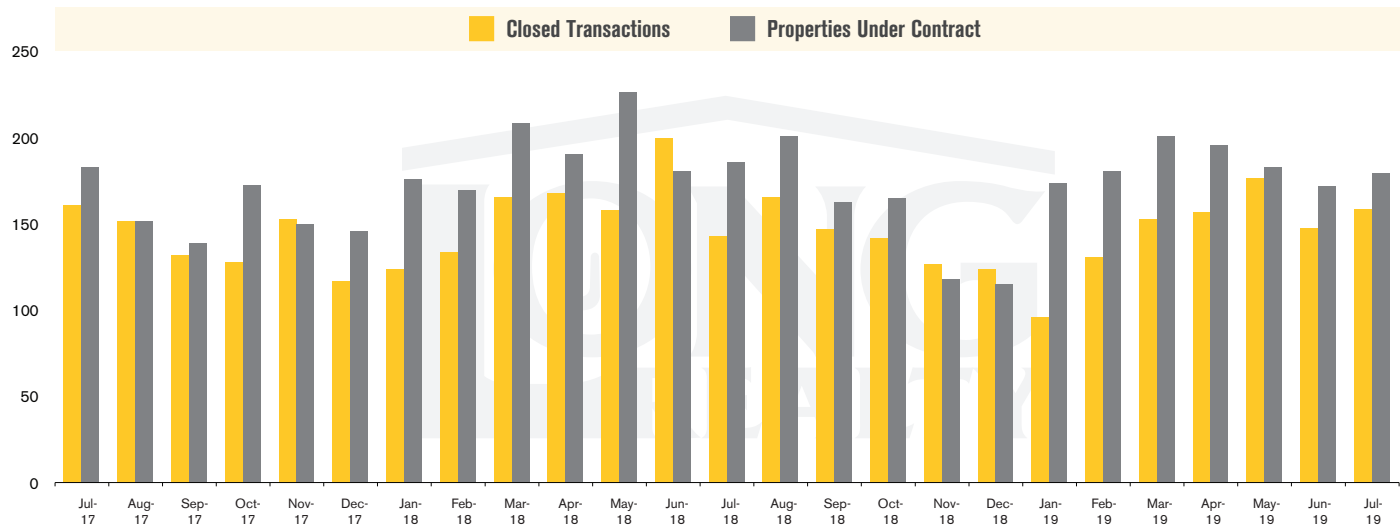
# THE HOUSING REPORT

TUCSON EAST | AUGUST 2019

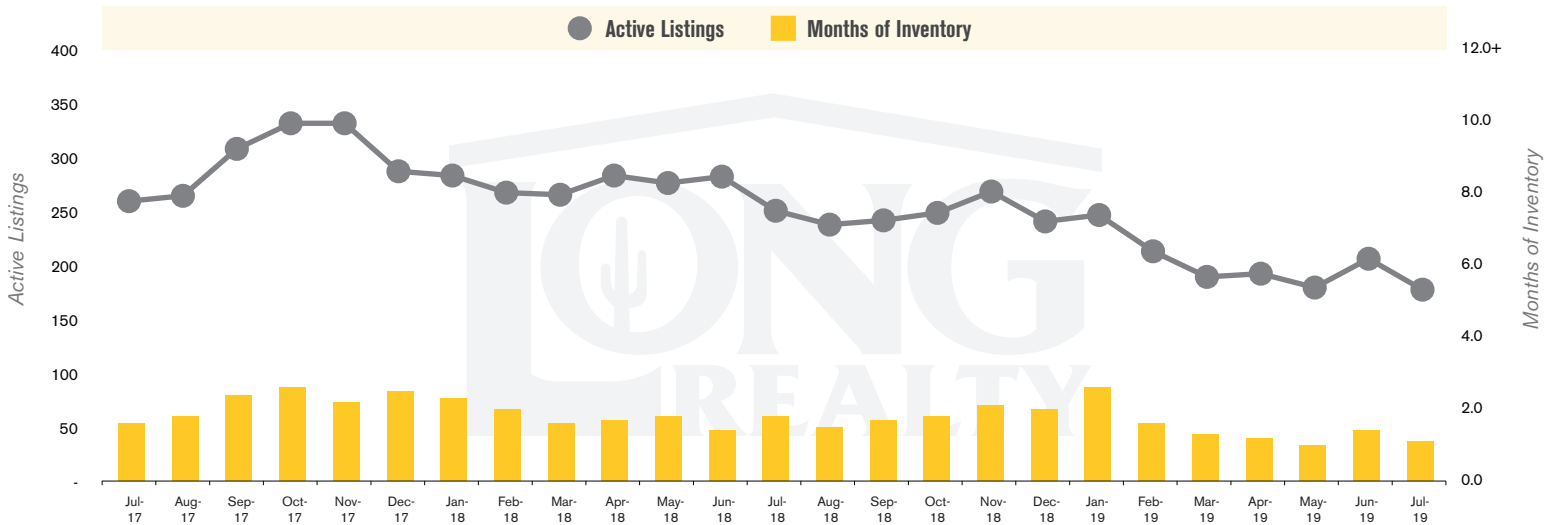


In the Tucson East area, July 2019 active inventory was 180, a 29% decrease from July 2018. There were 159 closings in July 2019, an 11% increase from July 2018. Year-to-date 2019 there were 1,071 closings, a 6% decrease from year-to-date 2018. Months of Inventory was 1.1, down from 1.8 in July 2018. Median price of sold homes was \$187,500 for the month of July 2019, up 4% from July 2018. The Tucson East area had 180 new properties under contract in July 2019, down 3% from July 2018.

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



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



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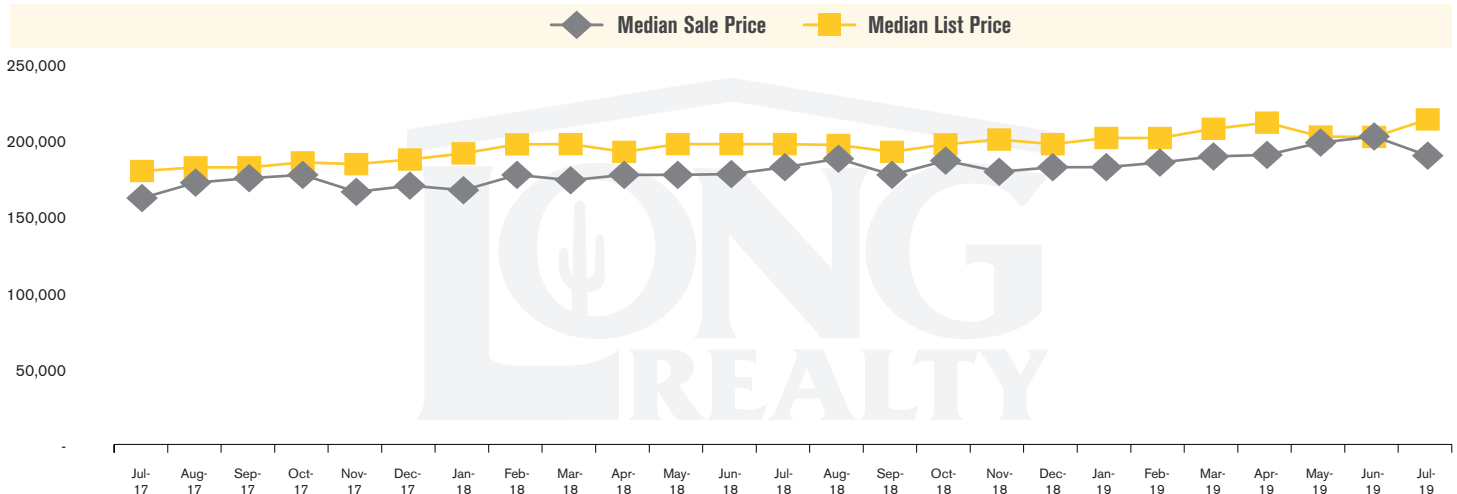
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | AUGUST 2019



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

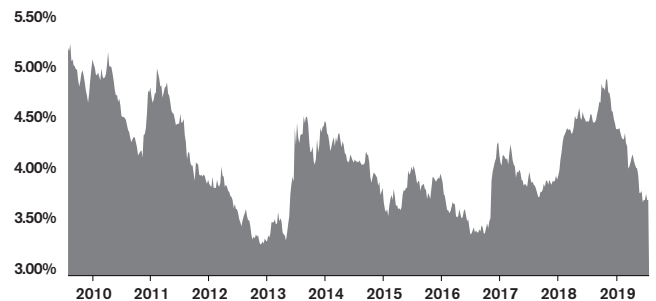


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$180,000	4.530%	\$869.48
2019	\$187,500	3.770%	\$826.95

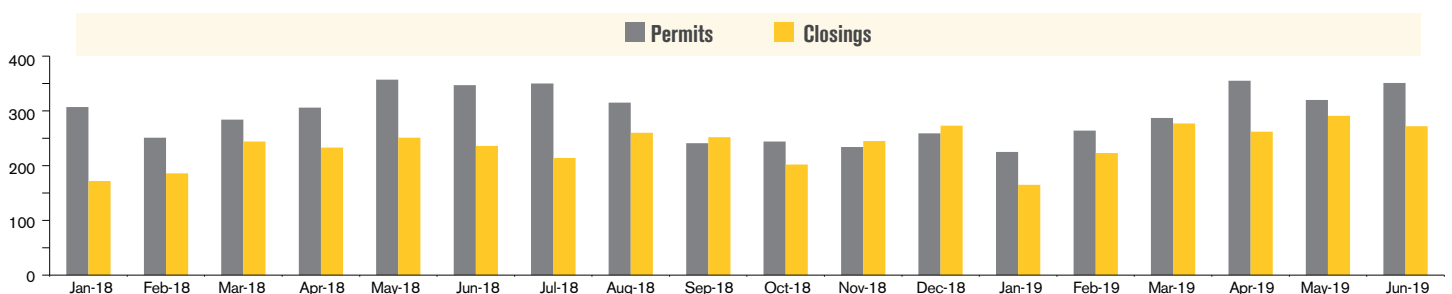
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 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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# THE HOUSING REPORT

TUCSON EAST | AUGUST 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
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19			
\$1 - 49,999	3	0	2	0	0	1	1	3.0	4.5	Slightly Seller
\$50,000 - 74,999	2	2	2	2	2	3	1	2.0	1.0	Seller
\$75,000 - 99,999	4	8	8	10	8	3	7	0.6	0.8	Seller
\$100,000 - 124,999	4	5	10	7	7	6	6	0.7	0.7	Seller
\$125,000 - 149,999	7	16	17	12	8	14	13	0.5	0.7	Seller
\$150,000 - 174,999	11	29	30	31	32	24	28	0.4	0.5	Seller
\$175,000 - 199,999	31	28	30	46	49	29	38	0.8	1.0	Seller
\$200,000 - 224,999	28	20	21	26	23	22	25	1.1	1.2	Seller
\$225,000 - 249,999	34	15	14	10	19	21	18	1.9	1.7	Seller
\$250,000 - 274,999	17	4	7	8	12	16	10	1.7	1.4	Seller
\$275,000 - 299,999	10	1	6	7	9	2	2	5.0	2.0	Seller
\$300,000 - 349,999	9	2	4	6	9	8	5	1.8	1.0	Seller
\$350,000 - 399,999	6	4	6	2	2	3	2	3.0	2.1	Seller
\$400,000 - 499,999	7	1	4	1	4	1	3	2.3	2.5	Seller
\$500,000 - 599,999	2	1	1	0	5	2	0	n/a	1.3	Seller
\$600,000 - 699,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	1	0	0	0	1	0	n/a	0.0	Seller
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>180</b>	<b>137</b>	<b>162</b>	<b>168</b>	<b>189</b>	<b>156</b>	<b>159</b>	<b>1.1</b>	<b>1.1</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.

# THE HOUSING REPORT

TUCSON EAST | AUGUST 2019



## MARKET SHARE (TUCSON EAST)

**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

17.8%

Tierra Antigua Realty

16.0%

Realty Executives Tucson Elite

13.6%

Keller Williams Southern Arizona

7.7%

Exp Realty

6.1%

Coldwell Banker Residential Brokerage

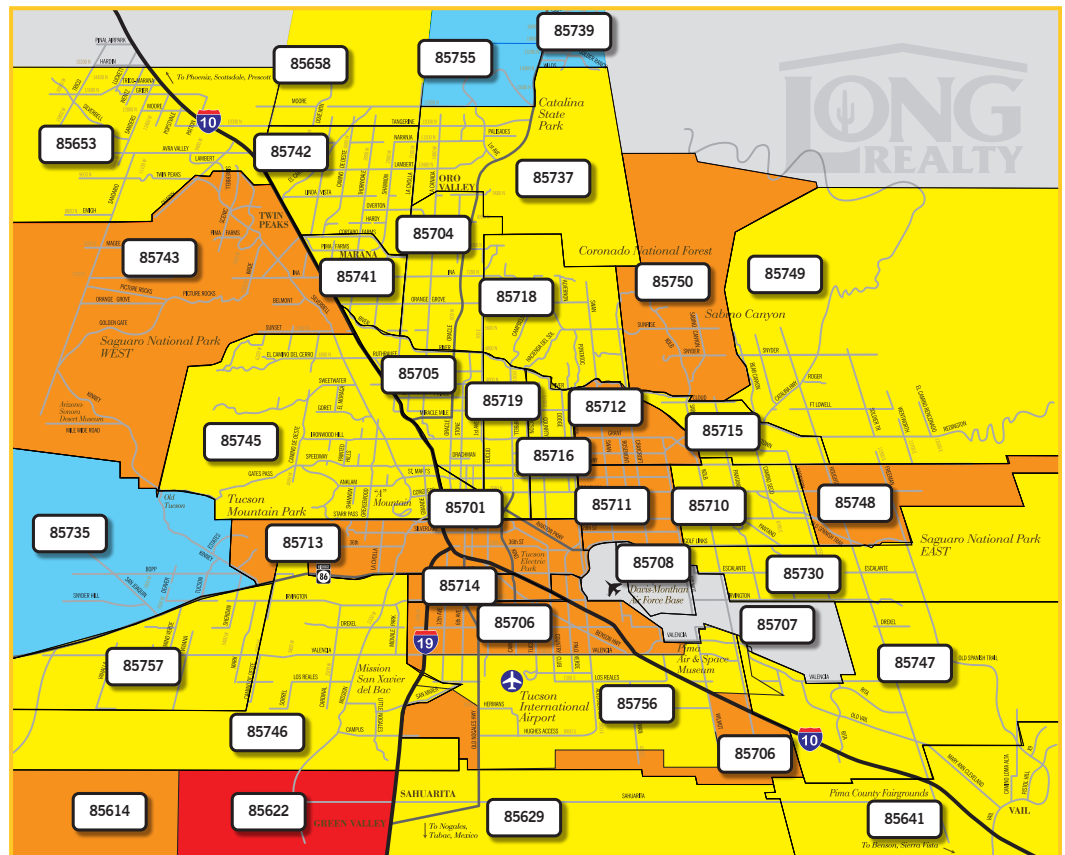
5.5%

## 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.*

### Percentage of Change



**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.*