

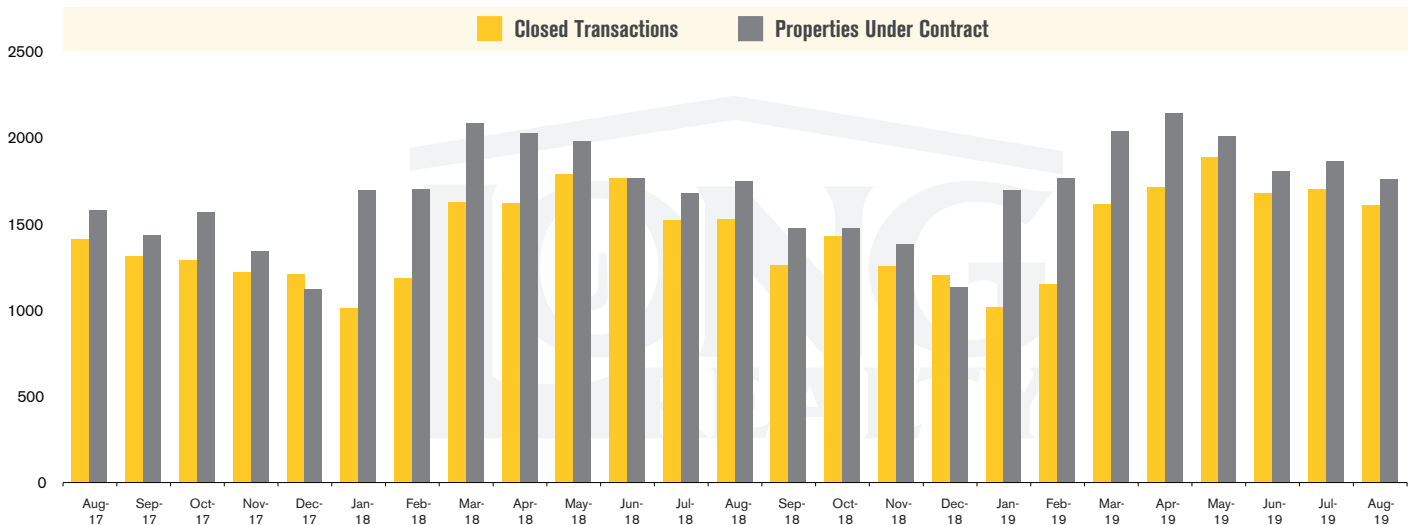
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | SEPTEMBER 2019

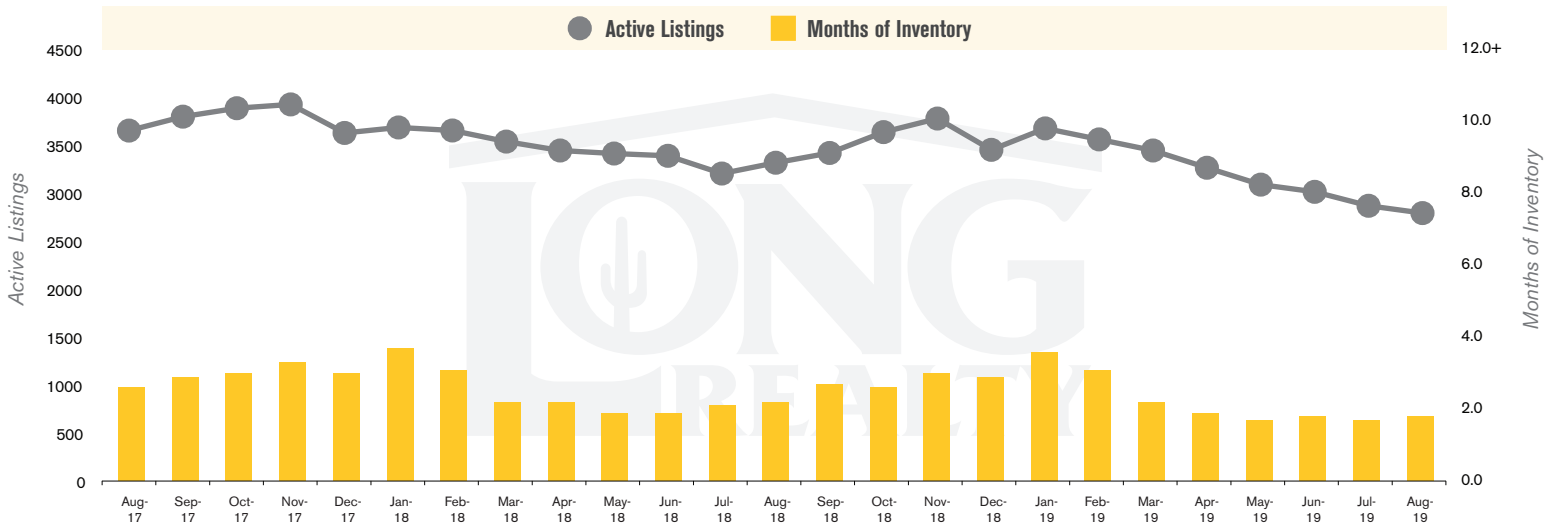


In the Tucson Main Market area, August 2019 active inventory was 2,833, a 16% decrease from August 2018. There were 1,609 closings in August 2019, a 5% increase from August 2018. Year-to-date 2019 there were 12,892 closings, virtually unchanged from year-to-date 2018. Months of Inventory was 1.8, down from 2.2 in August 2018. Median price of sold homes was \$225,000 for the month of August 2019, up 6% from August 2018. The Tucson Main Market area had 1,762 new properties under contract in August 2019, up 1% from August 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (GREATER TUCSON MAIN MARKET)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (GREATER TUCSON MAIN MARKET)



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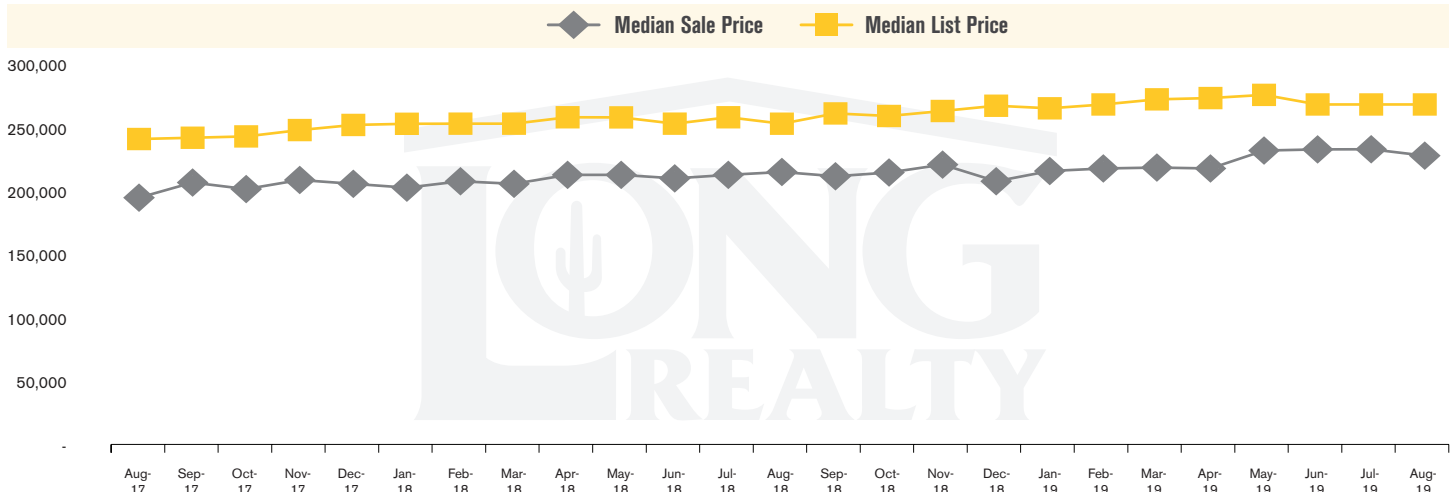
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (GREATER TUCSON MAIN MARKET)

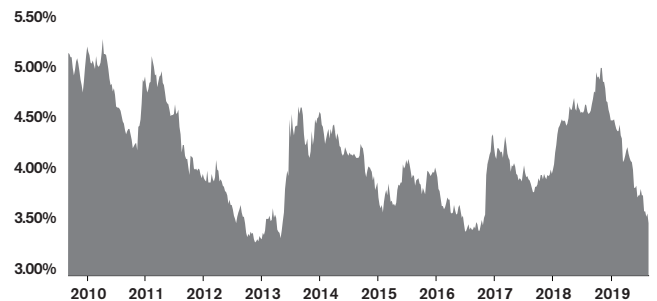


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$212,250	4.879%	\$1,067.51
2019	\$225,000	3.625%	\$974.81

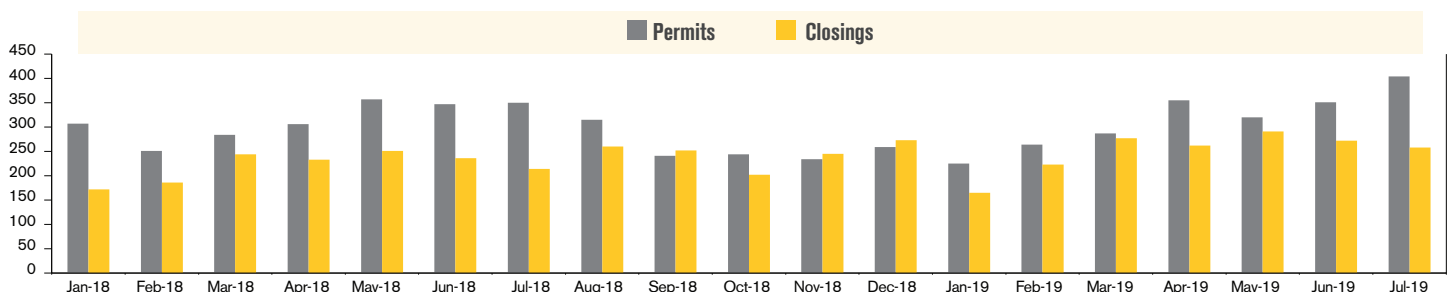
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (GREATER TUCSON MAIN MARKET)



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



For July 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 14%** year to date from 2018.

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# THE HOUSING REPORT

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## MARKET CONDITIONS BY PRICE BAND (GREATER TUCSON MAIN MARKET)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19			
\$1 - 49,999	15	14	13	5	10	8	8	1.9	1.5	Seller
\$50,000 - 74,999	21	29	45	28	25	22	23	0.9	1.2	Seller
\$75,000 - 99,999	53	54	71	52	48	47	45	1.2	1.1	Seller
\$100,000 - 124,999	67	84	79	70	61	40	43	1.6	1.4	Seller
\$125,000 - 149,999	113	131	120	118	120	103	112	1.0	0.9	Seller
\$150,000 - 174,999	129	183	217	203	150	170	148	0.9	0.8	Seller
\$175,000 - 199,999	197	232	237	284	228	247	230	0.9	1.0	Seller
\$200,000 - 224,999	198	178	216	201	204	200	183	1.1	1.1	Seller
\$225,000 - 249,999	282	142	143	220	174	173	178	1.6	1.6	Seller
\$250,000 - 274,999	206	112	123	150	137	139	103	2.0	1.6	Seller
\$275,000 - 299,999	226	106	88	115	107	110	104	2.2	2.3	Seller
\$300,000 - 349,999	280	139	137	166	153	161	155	1.8	1.8	Seller
\$350,000 - 399,999	243	98	98	132	106	96	81	3.0	2.6	Seller
\$400,000 - 499,999	239	105	101	132	100	121	102	2.3	2.3	Seller
\$500,000 - 599,999	140	42	49	48	59	42	35	4.0	3.2	Seller
\$600,000 - 699,999	102	25	18	33	28	32	22	4.6	3.9	Seller
\$700,000 - 799,999	81	11	24	16	23	15	14	5.8	5.2	Balanced
\$800,000 - 899,999	57	7	10	12	12	10	12	4.8	5.5	Balanced
\$900,000 - 999,999	48	5	6	4	5	19	3	16.0	5.1	Balanced
\$1,000,000 - and over	136	7	7	14	12	7	8	17.0	16.0	Buyer
<b>TOTAL</b>	<b>2,833</b>	<b>1,704</b>	<b>1,802</b>	<b>2,003</b>	<b>1,762</b>	<b>1,762</b>	<b>1,609</b>	<b>1.8</b>	<b>1.7</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 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | SEPTEMBER 2019



## MARKET SHARE (GREATER TUCSON MAIN MARKET)

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

Data Obtained 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

26.2%

Tierra Antigua Realty

14.3%

Realty Executives Tucson Elite

9.2%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

6.6%

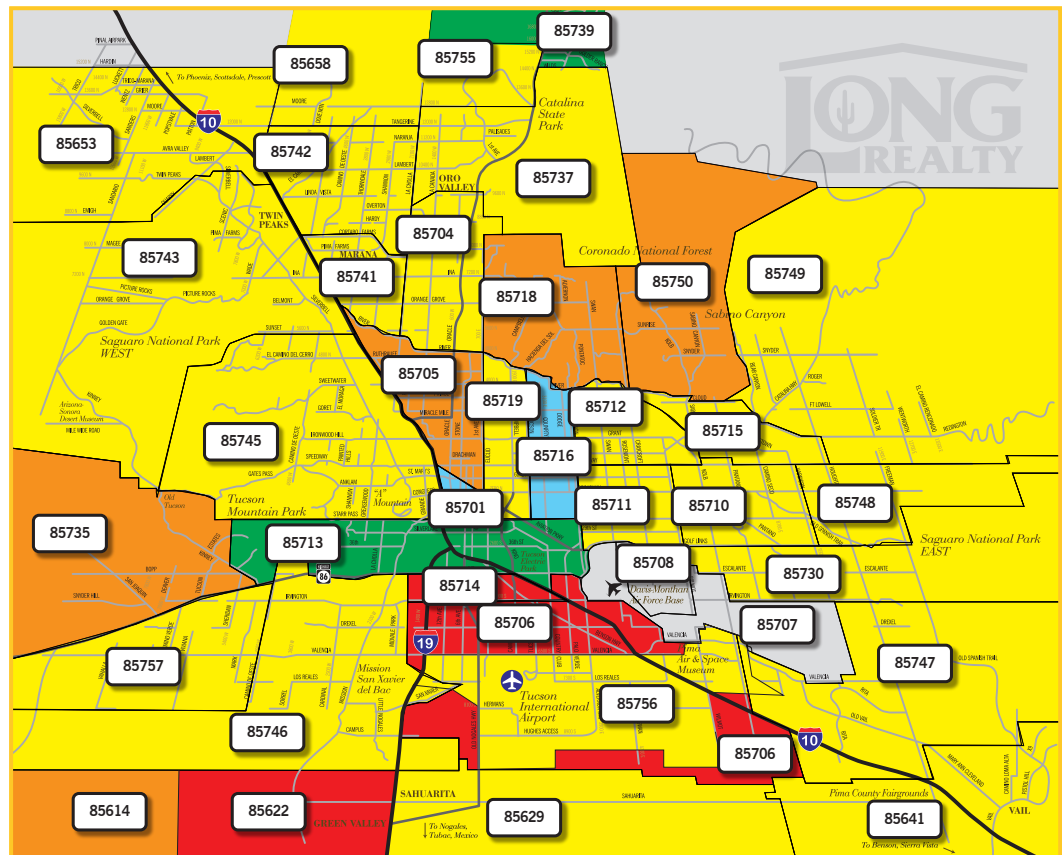
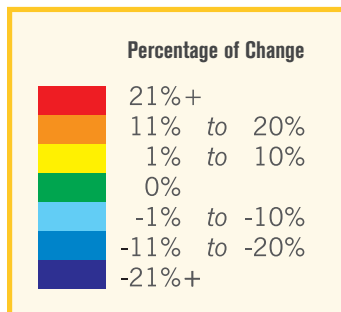
Exp Realty

3.6%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN2018-AUG 2018 TO  
JUN 2019-AUG 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 June 2018-August 2018 to June 2019-August 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/05/2019. Information is believed to be reliable, but not guaranteed.