

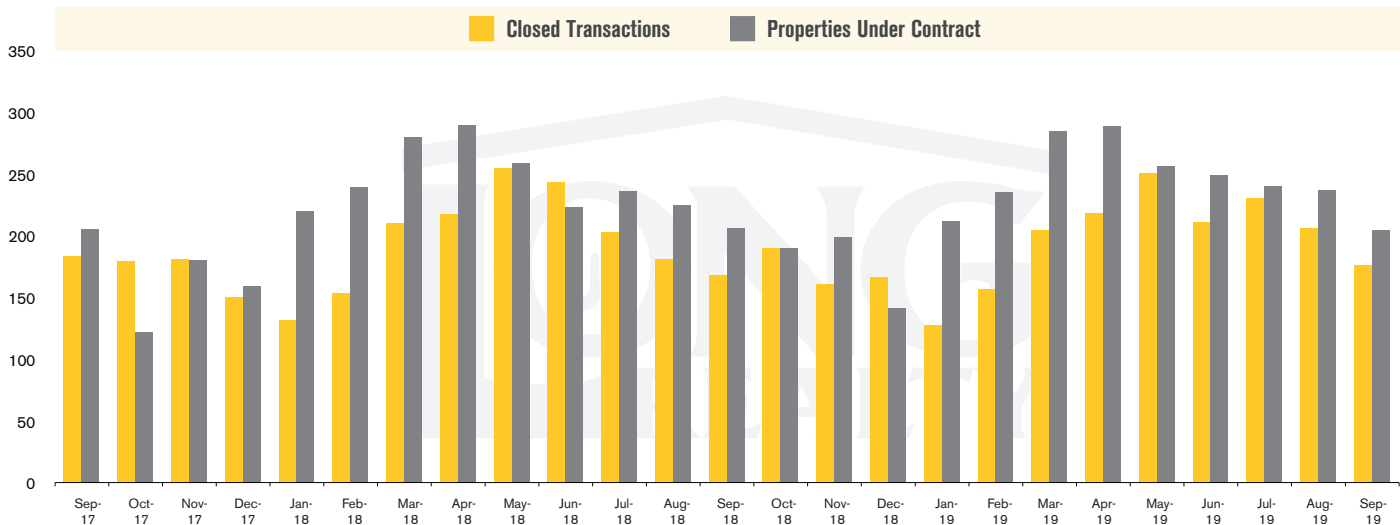
# THE HOUSING REPORT

TUCSON CENTRAL | OCTOBER 2019

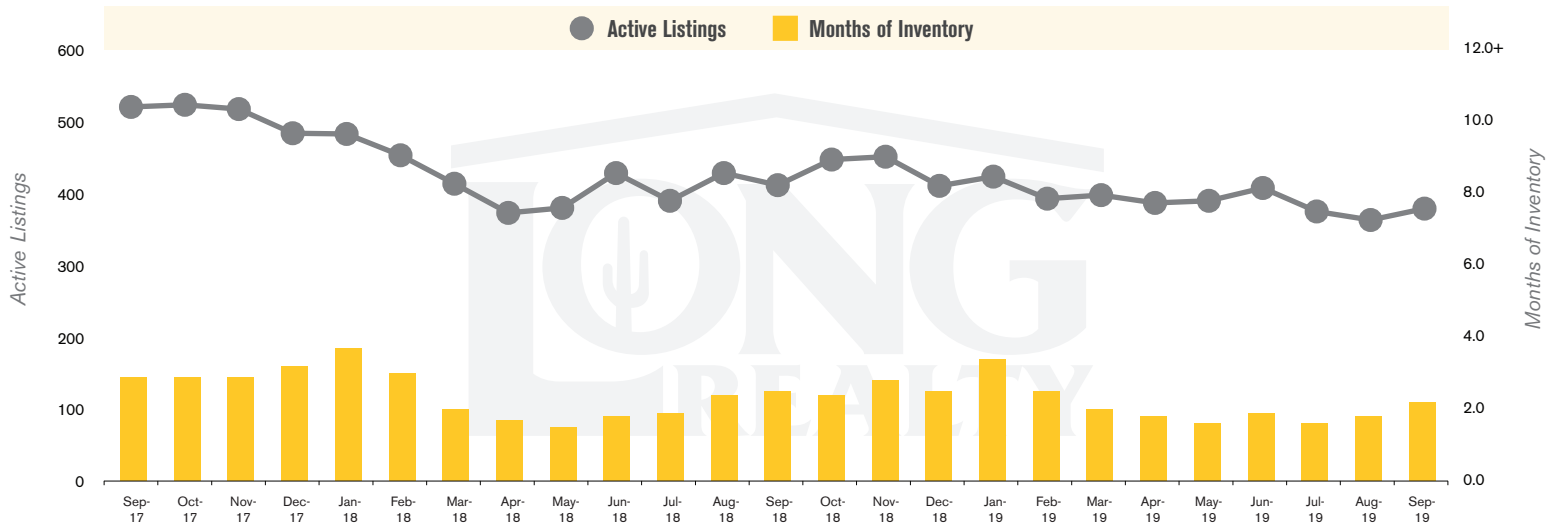


In the Tucson Central area, September 2019 active inventory was 384, an 8% decrease from September 2018. There were 177 closings in September 2019, a 5% increase from September 2018. Year-to-date 2019 there were 1,881 closings, a 1% increase from year-to-date 2018. Months of Inventory was 2.2, down from 2.5 in September 2018. Median price of sold homes was \$180,000 for the month of September 2019, up 10% from September 2018. The Tucson Central area had 205 new properties under contract in September 2019, down 1% from September 2018.

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



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



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

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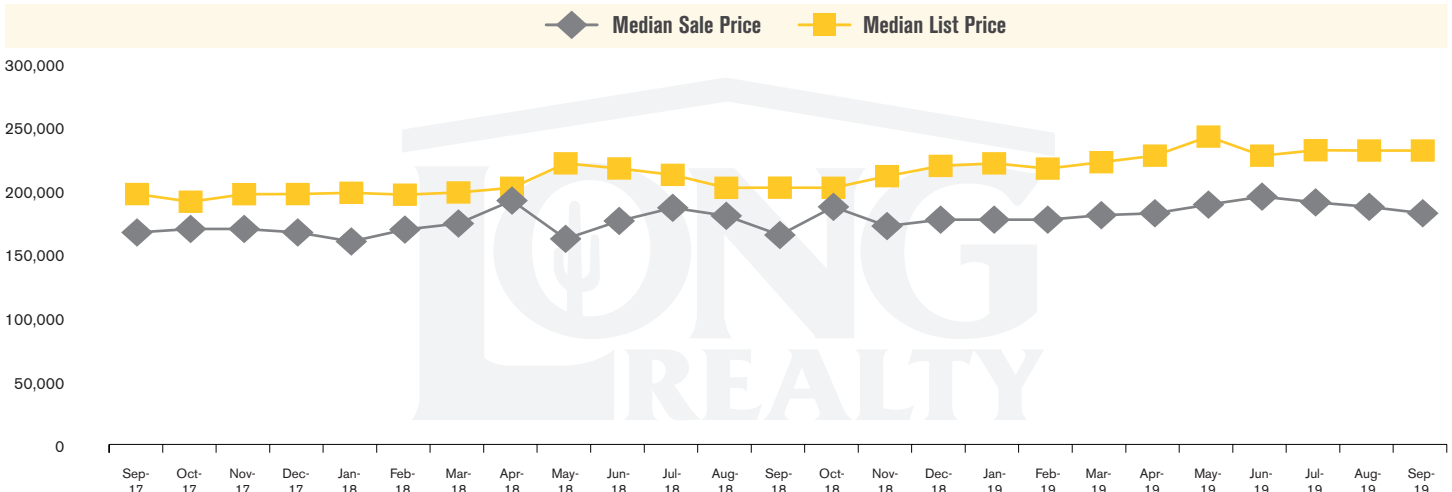
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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

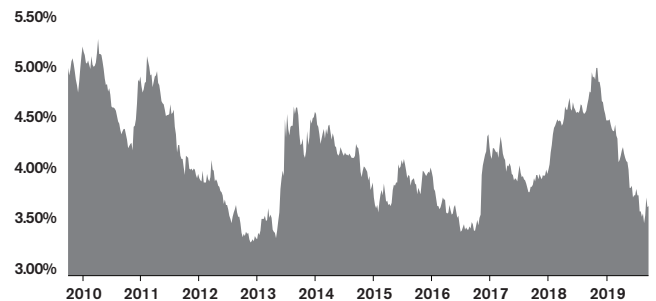


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$163,000	4.875%	\$819.48
2019	\$180,000	4.125%	\$828.75

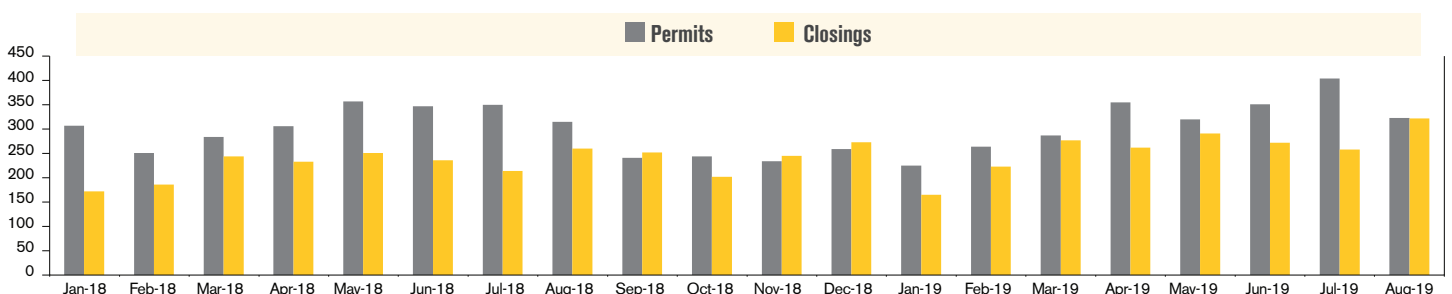
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 August 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 15%** year to date from 2018.

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

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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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$1 - 49,999	0	4	1	1	3	0	1	0.0	1.5	Seller
\$50,000 - 74,999	4	13	4	7	1	6	5	0.8	0.9	Seller
\$75,000 - 99,999	8	15	13	13	10	9	5	1.6	1.0	Seller
\$100,000 - 124,999	12	19	16	15	14	19	10	1.2	1.0	Seller
\$125,000 - 149,999	23	19	32	33	28	20	30	0.8	1.0	Seller
\$150,000 - 174,999	37	41	43	25	37	31	29	1.3	1.0	Seller
\$175,000 - 199,999	39	34	35	24	38	42	20	2.0	1.3	Seller
\$200,000 - 224,999	32	23	22	31	19	19	13	2.5	1.7	Seller
\$225,000 - 249,999	36	14	30	22	17	13	12	3.0	2.6	Seller
\$250,000 - 274,999	32	15	15	11	16	8	16	2.0	2.1	Seller
\$275,000 - 299,999	36	10	10	16	12	15	10	3.6	2.8	Seller
\$300,000 - 349,999	33	12	15	14	15	16	7	4.7	2.6	Seller
\$350,000 - 399,999	40	6	12	1	8	9	4	10.0	4.9	Slightly Seller
\$400,000 - 499,999	21	7	15	6	11	3	11	1.9	2.8	Seller
\$500,000 - 599,999	12	2	2	4	3	1	2	6.0	6.7	Slightly Buyer
\$600,000 - 699,999	4	1	1	0	5	1	0	n/a	1.8	Seller
\$700,000 - 799,999	8	0	0	4	1	0	0	n/a	24.0	Buyer
\$800,000 - 899,999	3	0	2	0	0	1	0	n/a	10.0	Buyer
\$900,000 - 999,999	2	0	1	0	2	1	1	2.0	2.0	Seller
\$1,000,000 - and over	2	0	1	0	0	1	1	2.0	4.0	Seller
<b>TOTAL</b>	<b>384</b>	<b>235</b>	<b>270</b>	<b>227</b>	<b>240</b>	<b>215</b>	<b>177</b>	<b>2.2</b>	<b>1.8</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 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. 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 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

25.8%

Tierra Antigua Realty

17.6%

Realty Executives Tucson Elite

10.2%

Keller Williams Southern Arizona

6.8%

Homesmart Advantage Group

3.8%

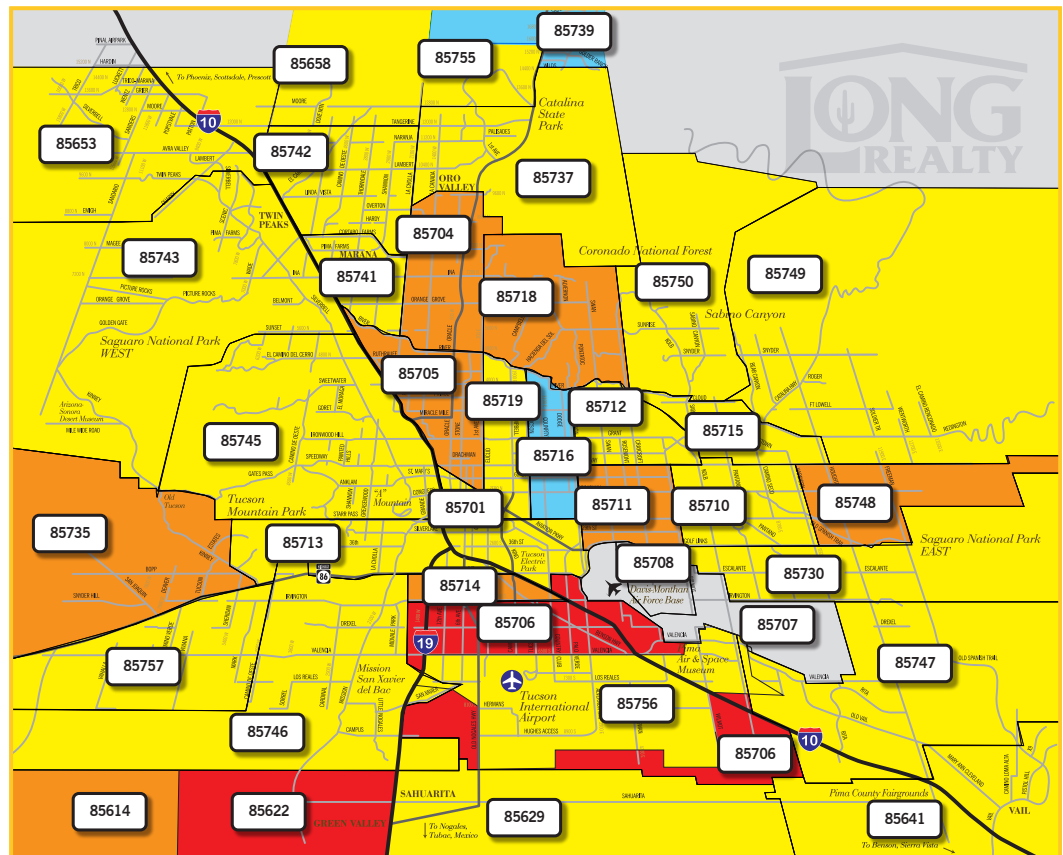
Coldwell Banker

3.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2018-SEP 2018 TO JUL 2019-SEP 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)

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*This heat map represents the percentage of change in Tucson metro median sales prices from July 2018-September 2018 to July 2019-September 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/03/2019. Information is believed to be reliable, but not guaranteed.*