

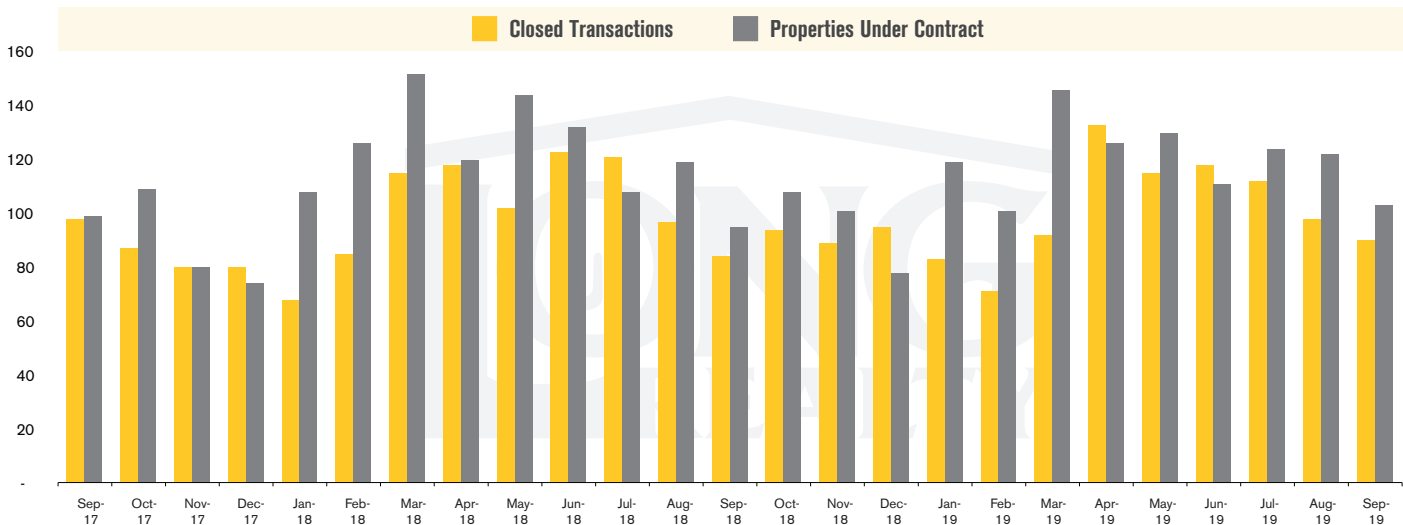
# THE HOUSING REPORT

TUCSON WEST | OCTOBER 2019

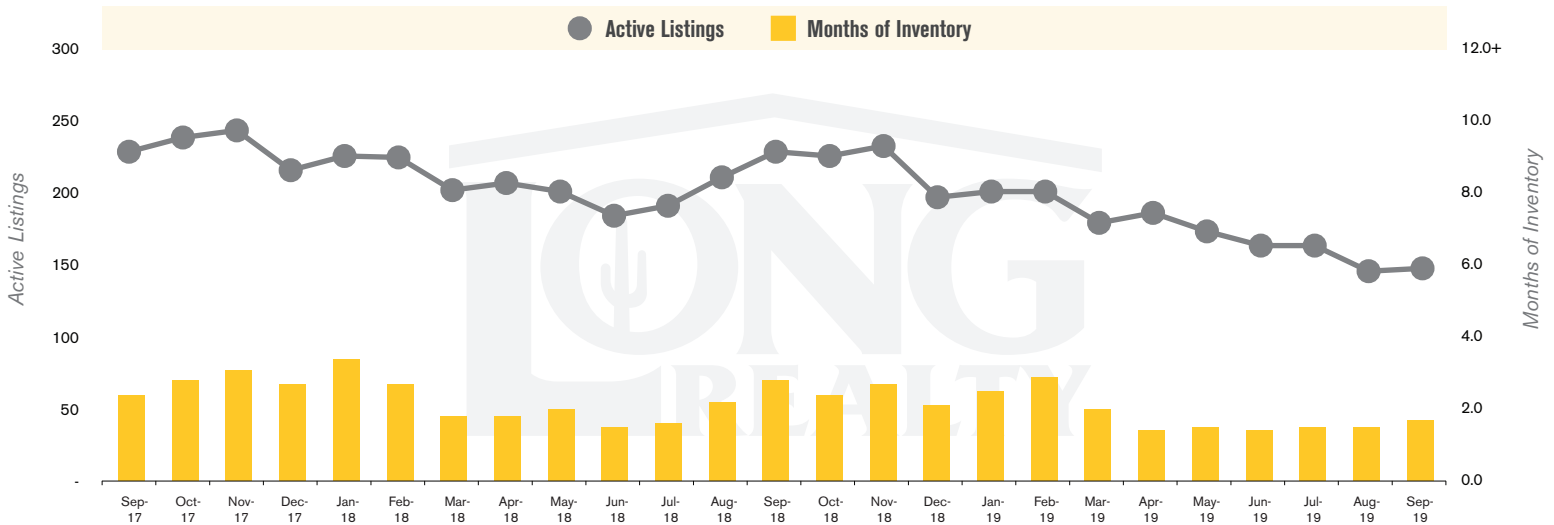


In the Tucson West area, September 2019 active inventory was 150, a 35% decrease from September 2018. There were 90 closings in September 2019, a 7% increase from September 2018. Year-to-date 2019 there were 948 closings, a 2% decrease from year-to-date 2018. Months of Inventory was 1.7, down from 2.8 in September 2018. Median price of sold homes was \$249,750 for the month of September 2019, up 18% from September 2018. The Tucson West area had 103 new properties under contract in September 2019, up 8% from September 2018.

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



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



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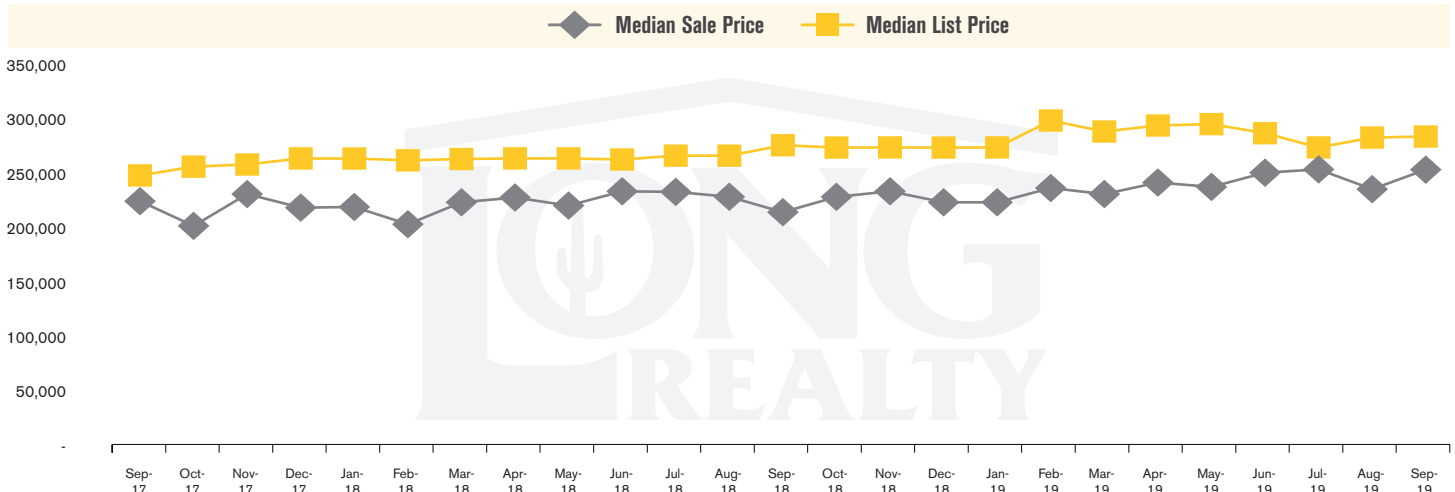
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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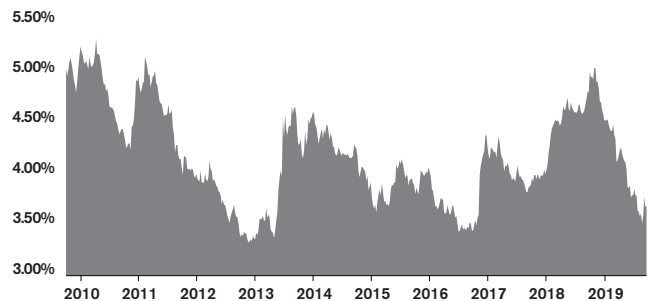
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)



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

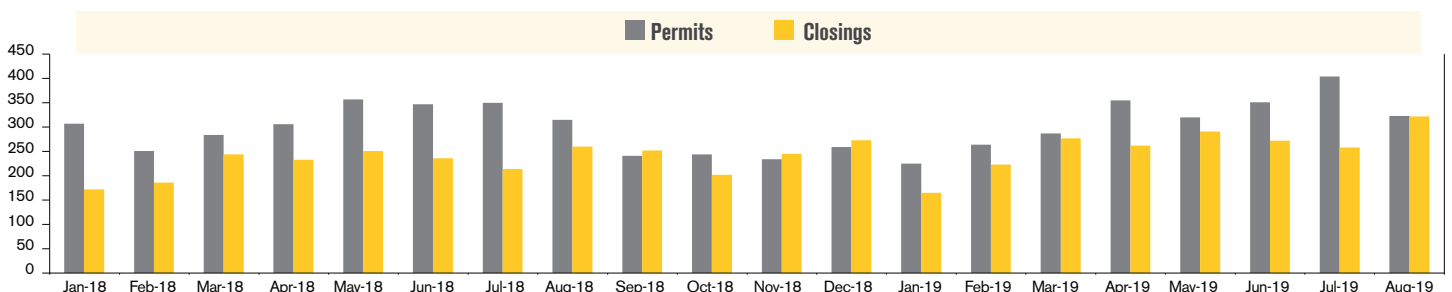
Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$211,000	4.875%	\$1,060.80
2019	\$249,750	4.125%	\$1,149.89

## 30 YEAR FIXED MORTGAGE RATE



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

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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.



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## 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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$1 - 49,999	0	0	0	1	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	0	2	0	0	3	2	1	0.0	0.0	Seller
\$75,000 - 99,999	0	1	2	1	2	2	1	0.0	0.6	Seller
\$100,000 - 124,999	2	8	1	4	2	3	2	1.0	1.0	Seller
\$125,000 - 149,999	4	9	10	5	3	12	8	0.5	0.6	Seller
\$150,000 - 174,999	2	12	4	5	10	7	2	1.0	0.3	Seller
\$175,000 - 199,999	8	11	13	10	10	7	8	1.0	1.1	Seller
\$200,000 - 224,999	10	16	21	18	12	13	6	1.7	0.6	Seller
\$225,000 - 249,999	20	13	19	19	15	17	17	1.2	1.1	Seller
\$250,000 - 274,999	19	10	7	12	9	9	10	1.9	2.0	Seller
\$275,000 - 299,999	20	13	7	14	13	8	5	4.0	2.0	Seller
\$300,000 - 349,999	16	13	17	10	13	12	11	1.5	1.4	Seller
\$350,000 - 399,999	13	4	8	8	4	4	6	2.2	2.9	Seller
\$400,000 - 499,999	11	12	6	5	11	3	7	1.6	1.8	Seller
\$500,000 - 599,999	4	7	3	2	2	1	4	1.0	4.1	Slightly Seller
\$600,000 - 699,999	4	3	1	5	1	0	1	4.0	10.0	Buyer
\$700,000 - 799,999	8	3	2	2	5	2	0	n/a	4.3	Slightly Seller
\$800,000 - 899,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	1	0	0	0	0	1	1.0	4.0	Seller
\$1,000,000 - and over	6	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>150</b>	<b>139</b>	<b>121</b>	<b>121</b>	<b>116</b>	<b>102</b>	<b>90</b>	<b>1.7</b>	<b>1.5</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 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 WEST)

**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

21.7%

Tierra Antigua Realty

17.1%

Realty Executives Tucson Elite

10.8%

Coldwell Banker Residential Brokerage

7.4%

Keller Williams Southern Arizona

6.6%

Homesmart Advantage Group

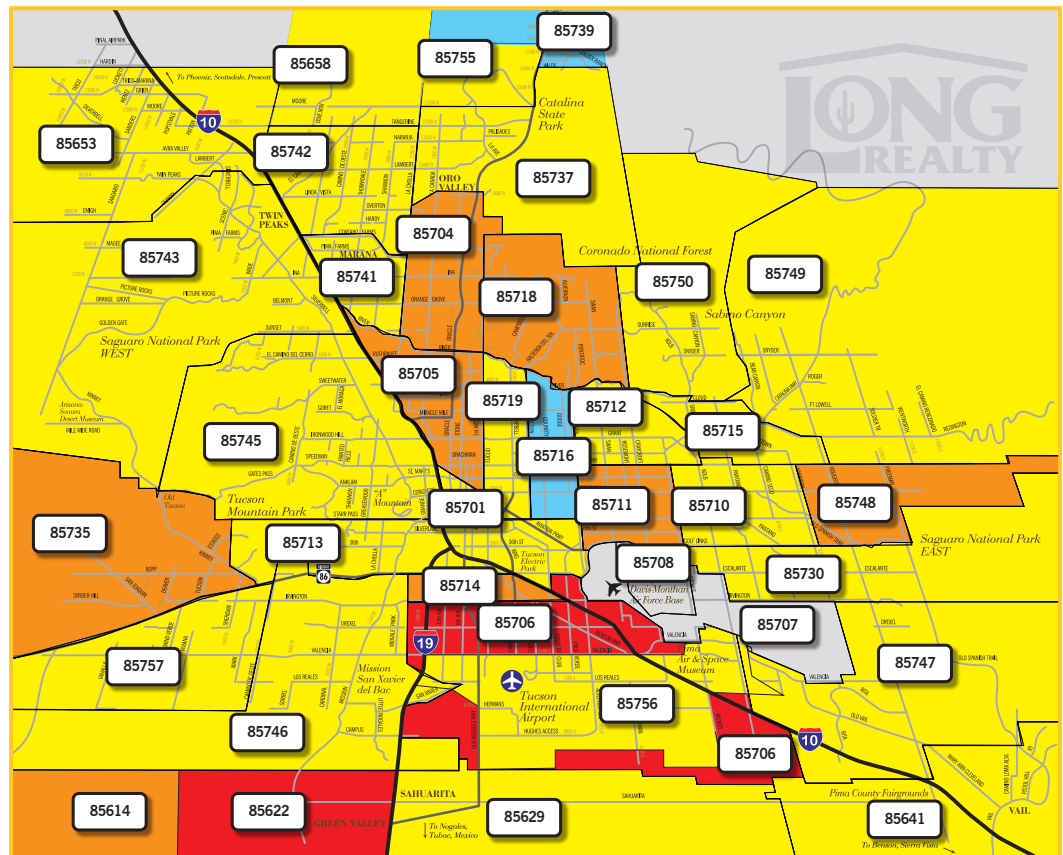
3.5%

## 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.

### 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 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.