

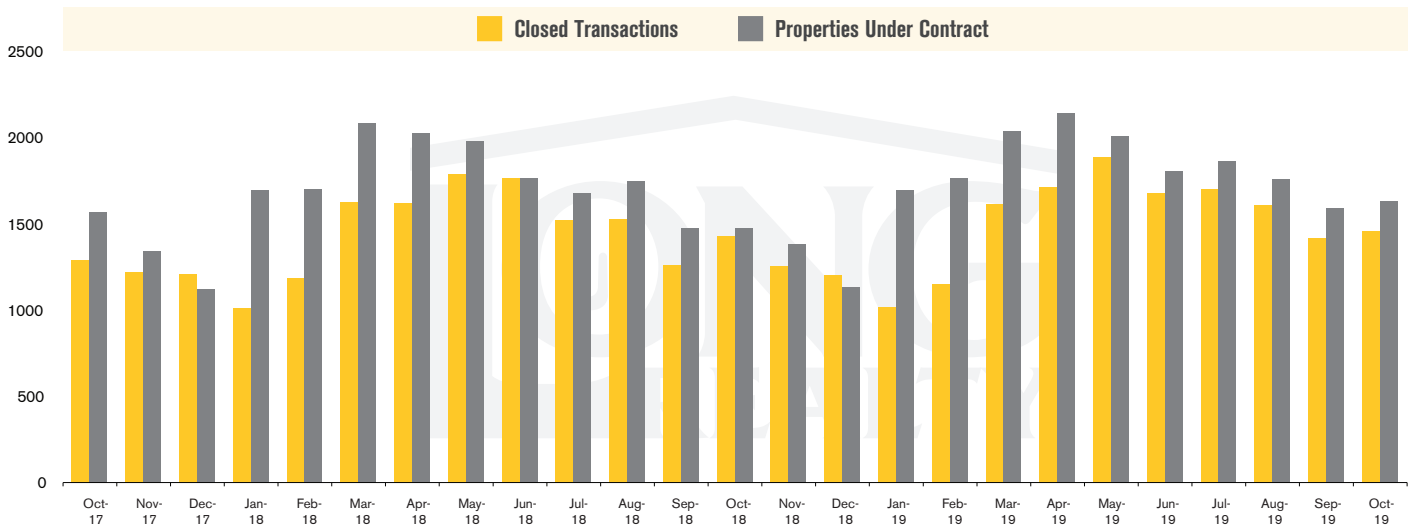
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | NOVEMBER 2019

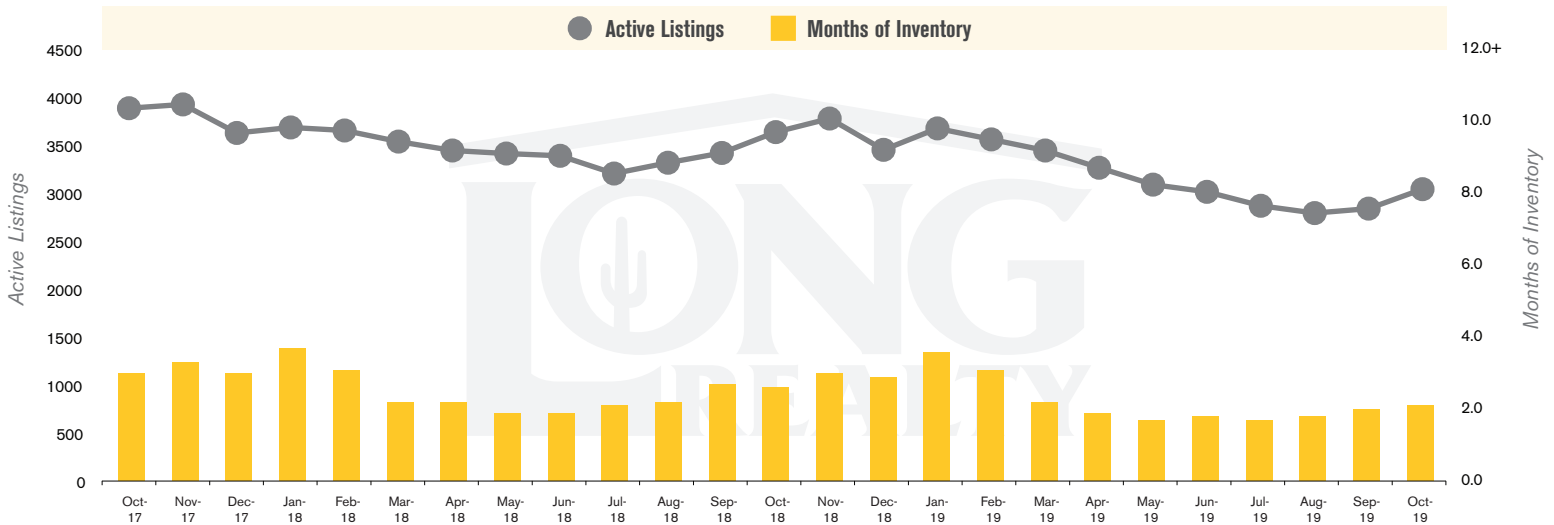


In the Tucson Main Market area, October 2019 active inventory was 3,085, a 16% decrease from October 2018. There were 1,458 closings in October 2019, a 2% increase from October 2018. Year-to-date 2019 there were 15,912 closings, a 1% increase from year-to-date 2018. Months of Inventory was 2.1, down from 2.6 in October 2018. Median price of sold homes was \$232,000 for the month of October 2019, up 10% from October 2018. The Tucson Main Market area had 1,633 new properties under contract in October 2019, up 11% from October 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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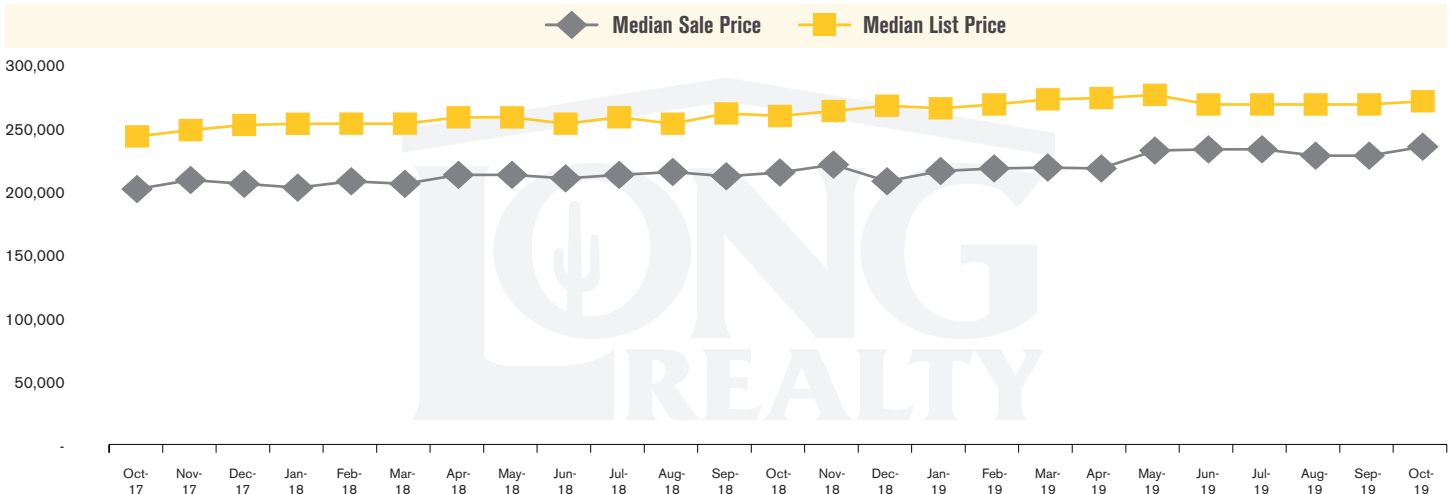
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

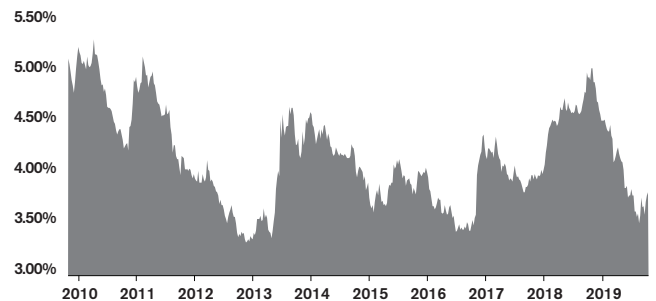


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$211,845	4.500%	\$1,019.72
2019	\$232,000	3.875%	\$1,036.40

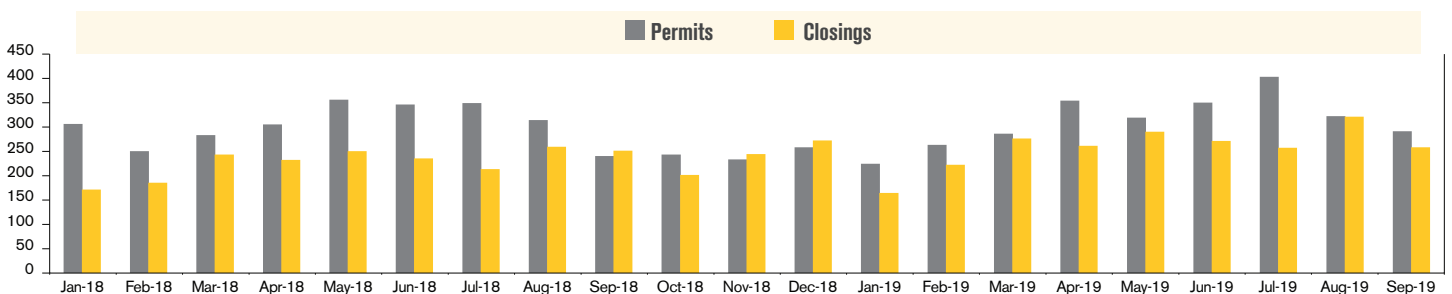
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

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



Source: RLBrownReports/Bright Future Real Estate Research



For September 2019, new home permits were **up 2%** year-to-date from 2018 and new home closings were **up 15%** year to date from 2018.

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These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 11/05/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | NOVEMBER 2019



## 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
		May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19			
\$1 - 49,999	19	5	10	8	8	10	7	2.7	1.7	Seller
\$50,000 - 74,999	32	28	25	22	25	29	16	2.0	1.2	Seller
\$75,000 - 99,999	56	52	48	47	47	32	32	1.8	1.5	Seller
\$100,000 - 124,999	55	70	62	40	45	38	37	1.5	1.5	Seller
\$125,000 - 149,999	109	119	120	103	119	104	86	1.3	1.1	Seller
\$150,000 - 174,999	127	203	152	173	151	136	128	1.0	0.9	Seller
\$175,000 - 199,999	249	284	228	248	240	213	184	1.4	1.0	Seller
\$200,000 - 224,999	241	201	204	201	192	177	183	1.3	1.2	Seller
\$225,000 - 249,999	292	220	173	174	185	136	155	1.9	1.8	Seller
\$250,000 - 274,999	209	150	138	139	108	130	120	1.7	1.7	Seller
\$275,000 - 299,999	256	115	107	112	108	85	90	2.8	2.5	Seller
\$300,000 - 349,999	295	166	153	161	155	125	146	2.0	2.0	Seller
\$350,000 - 399,999	257	132	106	96	85	84	88	2.9	2.9	Seller
\$400,000 - 499,999	246	132	100	121	104	92	84	2.9	2.6	Seller
\$500,000 - 599,999	165	48	59	42	35	44	44	3.8	3.6	Seller
\$600,000 - 699,999	123	33	28	32	23	15	25	4.9	5.3	Balanced
\$700,000 - 799,999	89	16	23	15	15	9	9	9.9	8.0	Slightly Buyer
\$800,000 - 899,999	66	12	12	10	12	12	11	6.0	5.2	Balanced
\$900,000 - 999,999	50	4	5	19	3	4	8	6.3	9.5	Buyer
\$1,000,000 - and over	149	14	13	7	9	14	5	29.8	15.3	Buyer
<b>TOTAL</b>	<b>3,085</b>	<b>2,004</b>	<b>1,766</b>	<b>1,770</b>	<b>1,669</b>	<b>1,489</b>	<b>1,458</b>	<b>2.1</b>	<b>1.9</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 11/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2019-10/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | NOVEMBER 2019



## MARKET SHARE (GREATER TUCSON MAIN MARKET)

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

Data Obtained 11/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2018 – 10/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

26.0%

Tierra Antigua Realty

14.2%

Realty Executives Tucson Elite

9.3%

Coldwell Banker Residential Brokerage

7.7%

Keller Williams Southern Arizona

6.5%

Exp Realty

3.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(AUG 2018-OCT 2018 TO  
AUG 2019-OCT 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

