

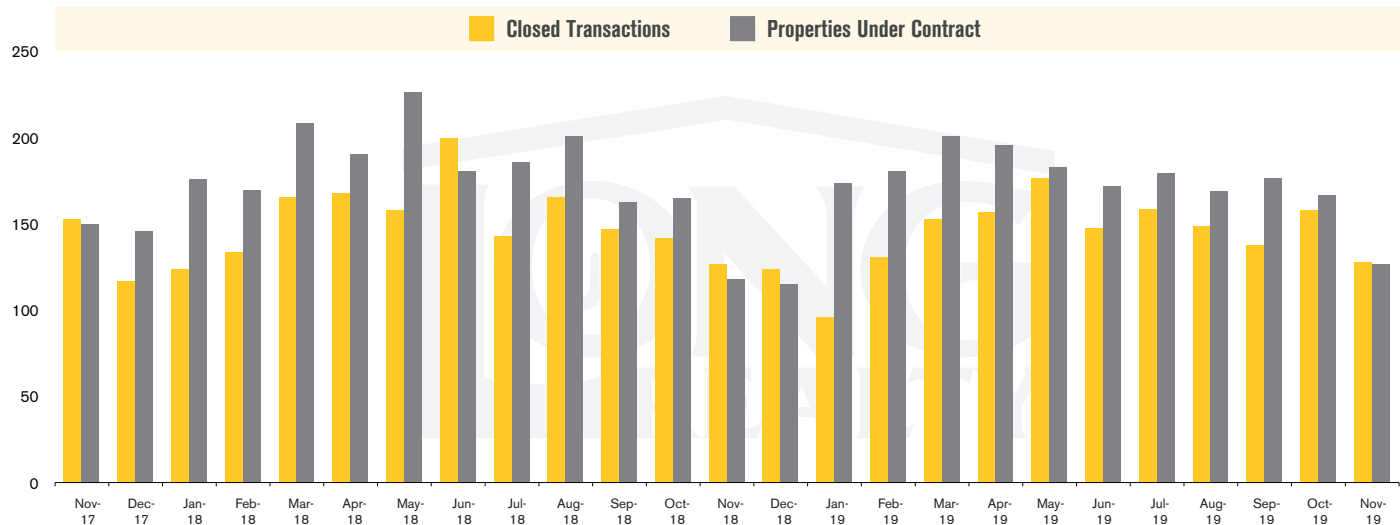
THE HOUSING REPORT

TUCSON EAST | DECEMBER 2019

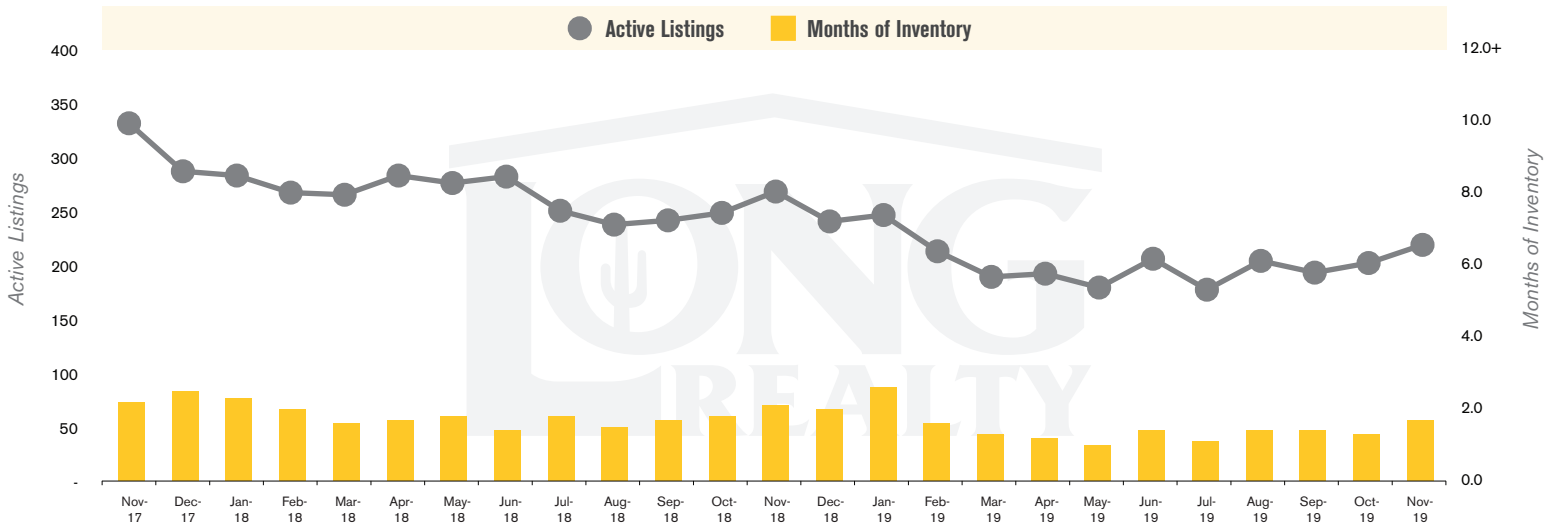


In the Tucson East area, November 2019 active inventory was 222, an 18% decrease from November 2018. There were 128 closings in November 2019, a 1% increase from November 2018. Year-to-date 2019 there were 1,685 closings, a 5% decrease from year-to-date 2018. Months of Inventory was 1.7, down from 2.1 in November 2018. Median price of sold homes was \$199,450 for the month of November 2019, up 13% from November 2018. The Tucson East area had 127 new properties under contract in November 2019, up 8% from November 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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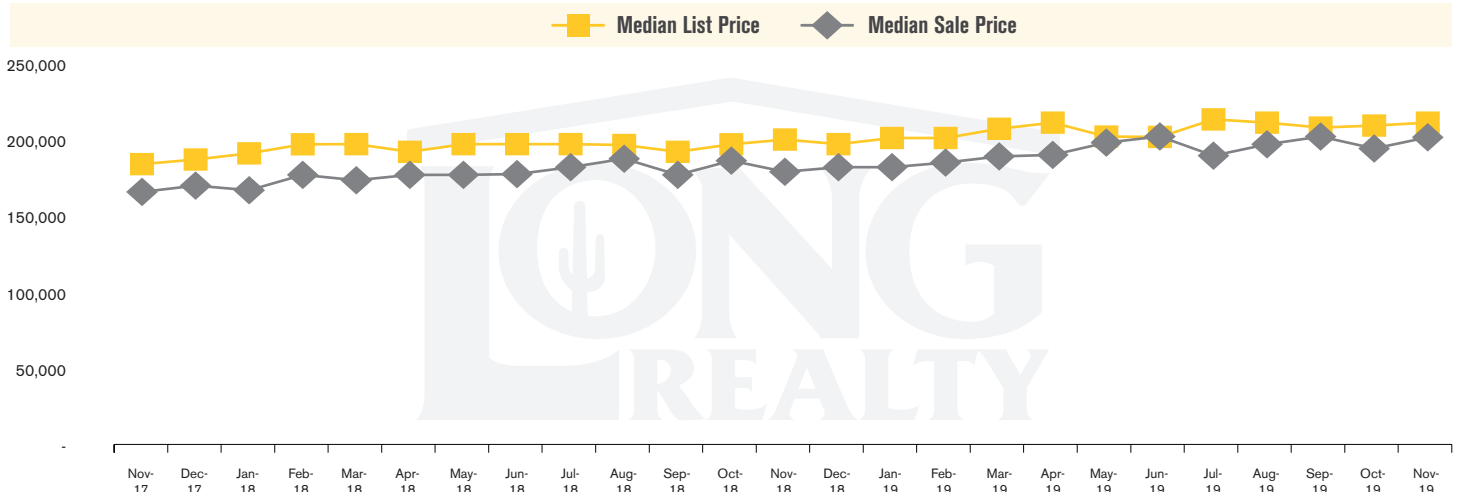
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

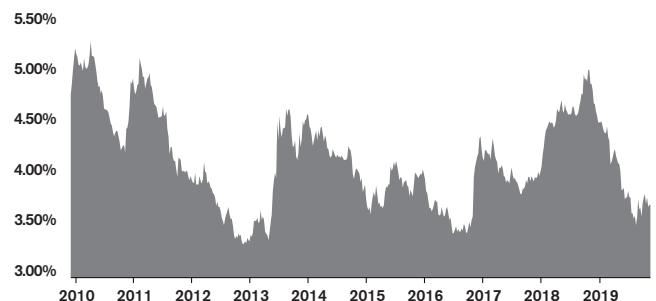


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$177,000	4.870%	\$889.35
2019	\$199,450	3.700%	\$872.13

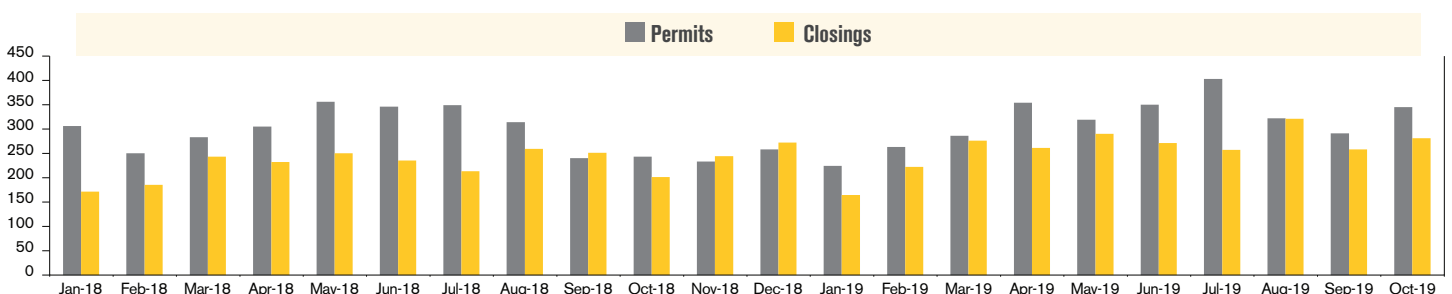
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** year-to-date from 2018.

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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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19			
\$1 - 49,999	8	1	0	2	2	1	0	n/a	5.7	Balanced
\$50,000 - 74,999	5	3	2	1	2	2	2	2.5	2.5	Seller
\$75,000 - 99,999	10	3	9	7	6	4	1	10.0	2.3	Seller
\$100,000 - 124,999	2	6	6	3	1	8	7	0.3	0.6	Seller
\$125,000 - 149,999	8	14	13	19	9	6	8	1.0	1.1	Seller
\$150,000 - 174,999	21	25	31	17	19	38	23	0.9	0.7	Seller
\$175,000 - 199,999	40	29	39	38	36	32	25	1.6	1.2	Seller
\$200,000 - 224,999	36	22	26	32	30	29	31	1.2	1.0	Seller
\$225,000 - 249,999	25	21	19	17	17	17	10	2.5	2.0	Seller
\$250,000 - 274,999	16	16	11	6	15	13	8	2.0	1.3	Seller
\$275,000 - 299,999	14	3	5	4	3	6	5	2.8	2.6	Seller
\$300,000 - 349,999	13	8	5	4	6	2	4	3.3	3.2	Seller
\$350,000 - 399,999	4	3	2	4	2	4	2	2.0	1.5	Seller
\$400,000 - 499,999	4	1	3	0	2	2	2	2.0	2.3	Seller
\$500,000 - 599,999	3	2	0	0	0	1	0	n/a	8.0	Slightly Buyer
\$600,000 - 699,999	6	0	0	0	0	1	0	n/a	12.0	Buyer
\$700,000 - 799,999	1	0	0	0	1	0	0	n/a	3.0	Seller
\$800,000 - 899,999	1	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	222	158	171	154	151	166	128	1.7	1.4	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON EAST)

Long Realty leads the market in successful real estate sales.

Data Obtained 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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18.3%

Tierra Antigua Realty

15.5%

Realty Executives Tucson Elite

13.0%

Keller Williams Southern Arizona

8.3%

Exp Realty

6.0%

Coldwell Banker Residential Brokerage

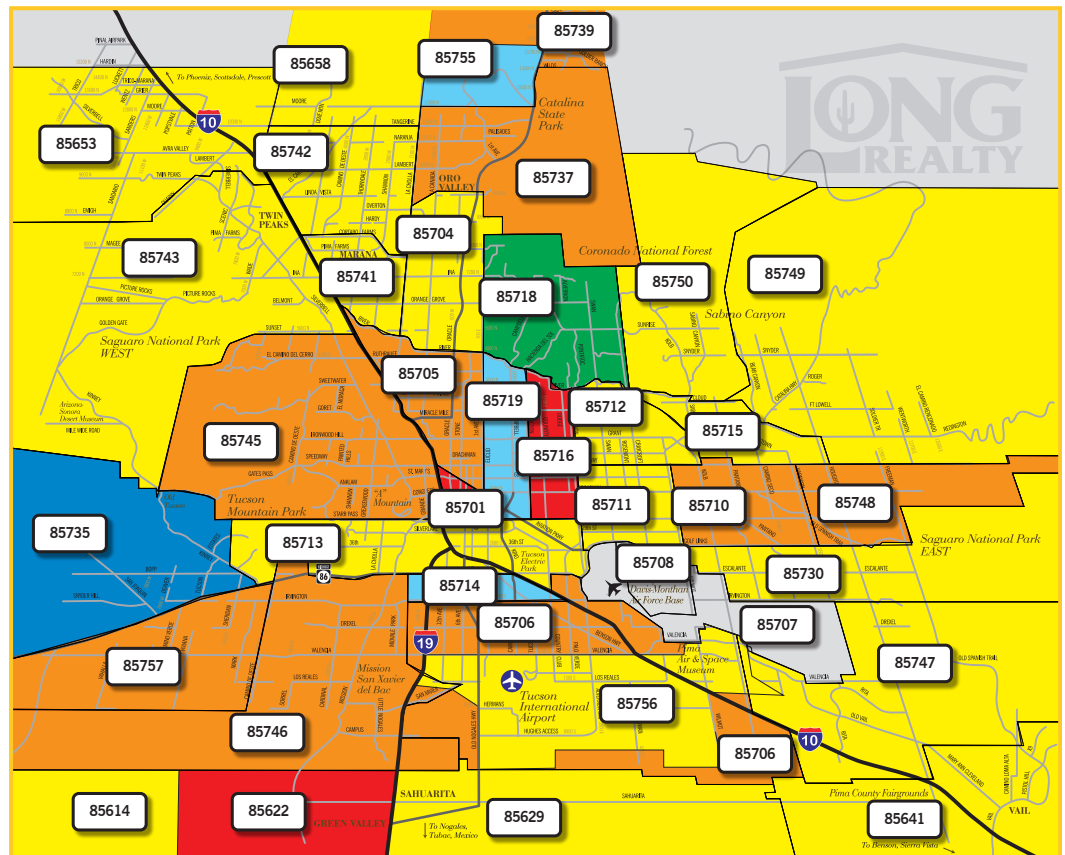
5.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(SEP 2018-NOV 2018 TO SEP 2019-NOV 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 September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.