

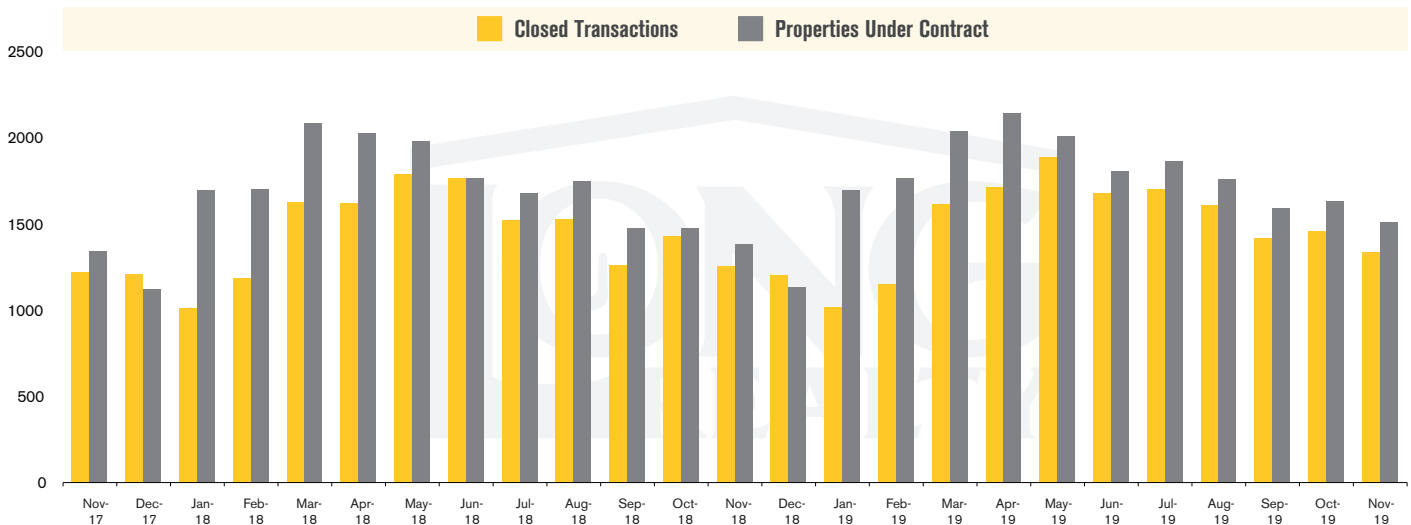
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | DECEMBER 2019

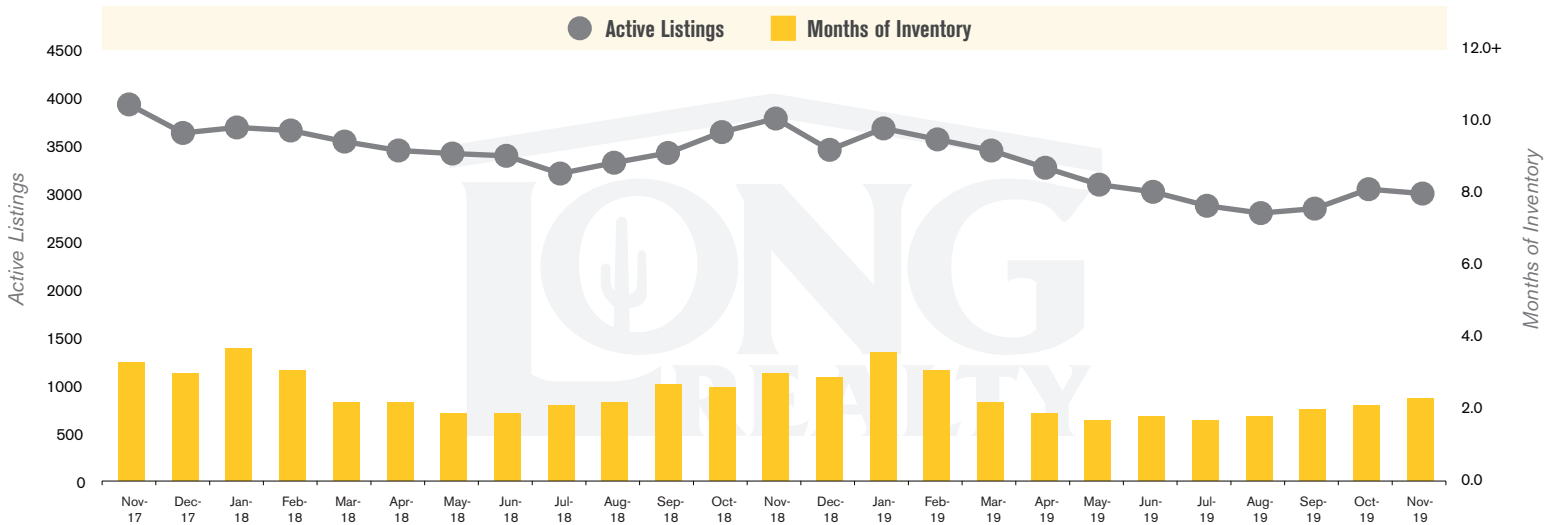


In the Tucson Main Market area, November 2019 active inventory was 3,039, a 21% decrease from November 2018. There were 1,337 closings in November 2019, a 6% increase from November 2018. Year-to-date 2019 there were 17,328 closings, a 2% increase from year-to-date 2018. Months of Inventory was 2.3, down from 3.0 in November 2018. Median price of sold homes was \$223,000 for the month of November 2019, up 2% from November 2018. The Tucson Main Market area had 1,514 new properties under contract in November 2019, up 9% from November 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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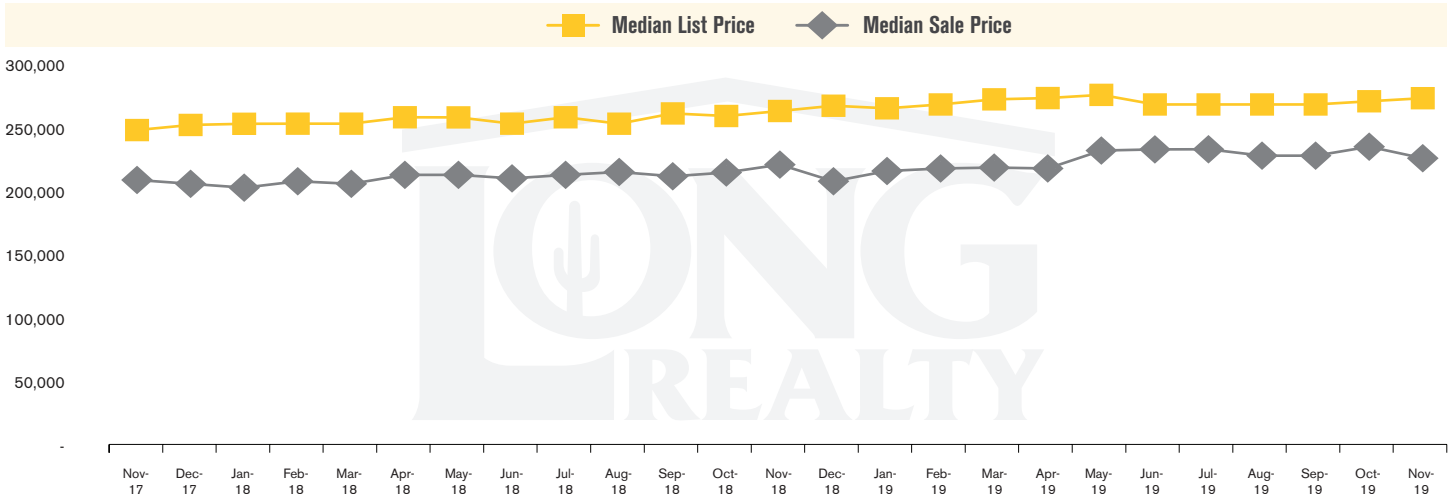
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

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

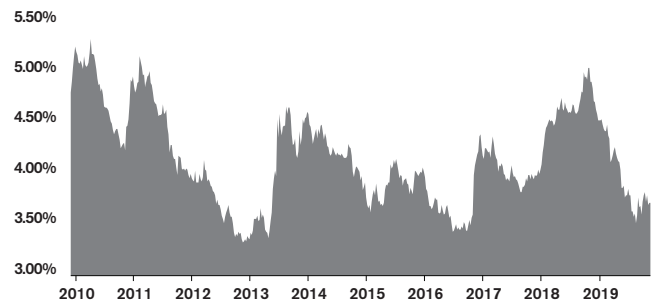


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$218,000	4.870%	\$1,095.36
2019	\$223,000	3.700%	\$975.11

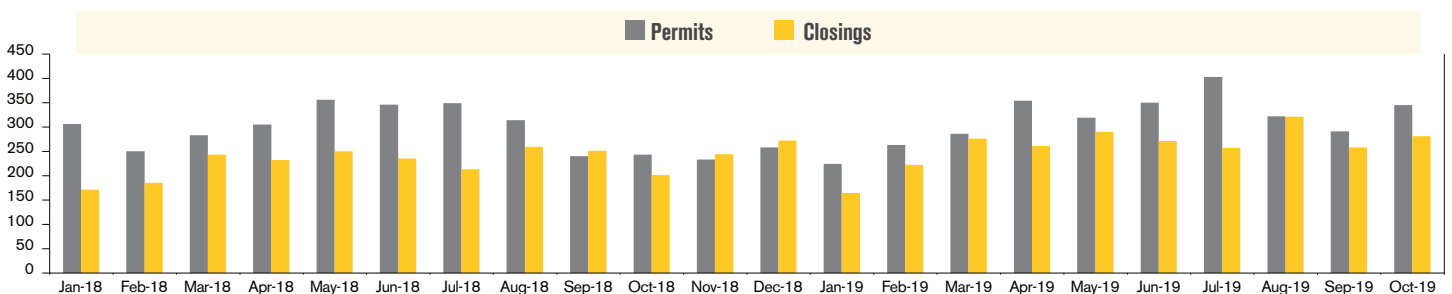
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 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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# 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19			
\$1 - 49,999	18	10	8	8	10	7	5	3.6	2.1	Seller
\$50,000 - 74,999	36	25	22	25	29	16	22	1.6	1.5	Seller
\$75,000 - 99,999	57	48	47	47	32	35	29	2.0	1.7	Seller
\$100,000 - 124,999	65	62	40	45	39	40	55	1.2	1.4	Seller
\$125,000 - 149,999	114	120	103	120	104	93	90	1.3	1.2	Seller
\$150,000 - 174,999	143	152	173	151	138	137	120	1.2	1.0	Seller
\$175,000 - 199,999	253	228	248	240	213	190	183	1.4	1.2	Seller
\$200,000 - 224,999	227	204	201	194	177	187	172	1.3	1.3	Seller
\$225,000 - 249,999	277	174	174	188	136	163	138	2.0	2.0	Seller
\$250,000 - 274,999	191	138	139	108	130	122	113	1.7	1.7	Seller
\$275,000 - 299,999	243	107	113	108	86	95	71	3.4	2.8	Seller
\$300,000 - 349,999	290	153	161	155	125	151	116	2.5	2.2	Seller
\$350,000 - 399,999	248	106	96	85	85	92	80	3.1	2.9	Seller
\$400,000 - 499,999	247	100	121	104	93	89	73	3.4	2.9	Seller
\$500,000 - 599,999	151	59	42	35	46	47	31	4.9	3.7	Seller
\$600,000 - 699,999	118	28	32	23	15	26	21	5.6	5.7	Balanced
\$700,000 - 799,999	94	23	15	15	9	9	6	15.7	11.5	Buyer
\$800,000 - 899,999	66	12	10	12	12	11	5	13.2	6.8	Slightly Buyer
\$900,000 - 999,999	44	5	19	3	4	8	3	14.7	9.3	Buyer
\$1,000,000 - and over	157	13	7	9	14	5	4	39.3	19.5	Buyer
<b>TOTAL</b>	<b>3,039</b>	<b>1,767</b>	<b>1,771</b>	<b>1,675</b>	<b>1,497</b>	<b>1,523</b>	<b>1,337</b>	<b>2.3</b>	<b>2.1</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 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.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | DECEMBER 2019



## MARKET SHARE (GREATER TUCSON MAIN MARKET)

**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.

### LONG REALTY COMPANY

25.9%

Tierra Antigua Realty

14.3%

Realty Executives Tucson Elite

9.3%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

6.7%

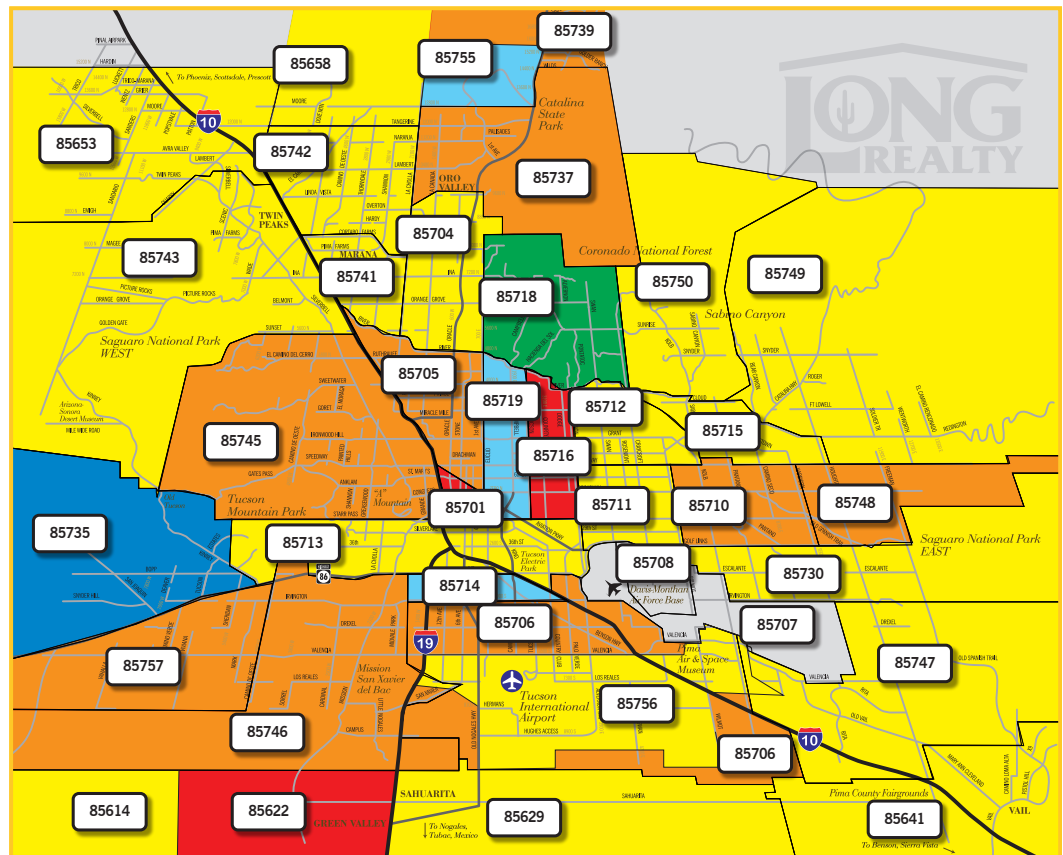
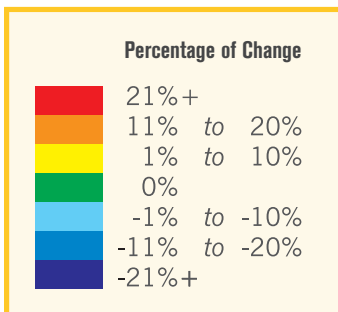
Exp Realty

3.5%

## 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.



**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.