

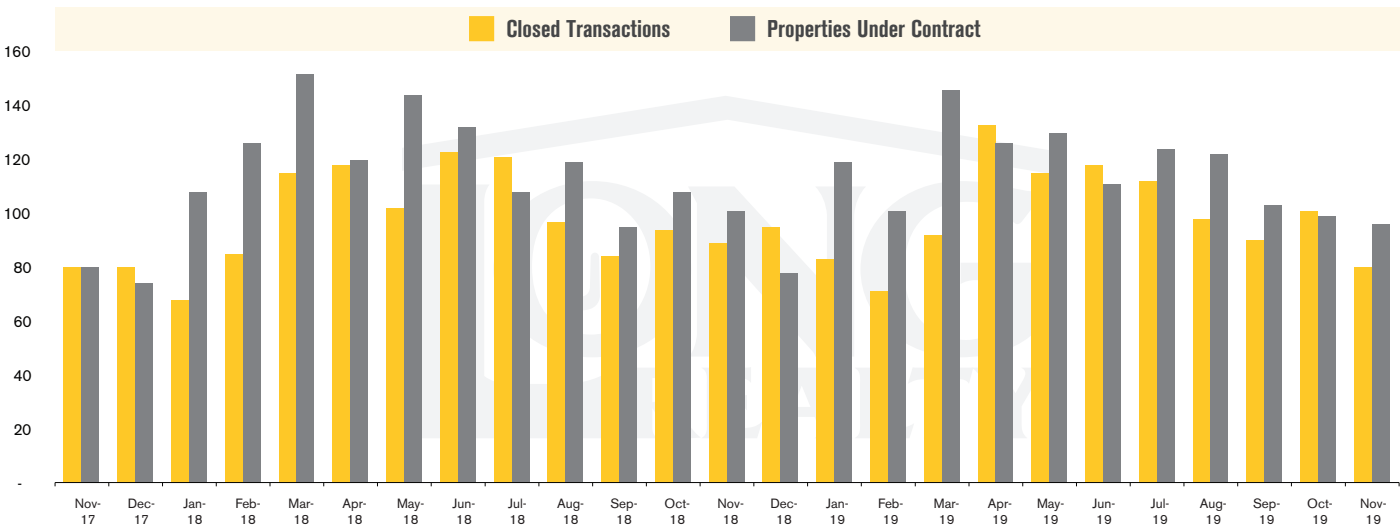
# THE HOUSING REPORT

TUCSON WEST | DECEMBER 2019

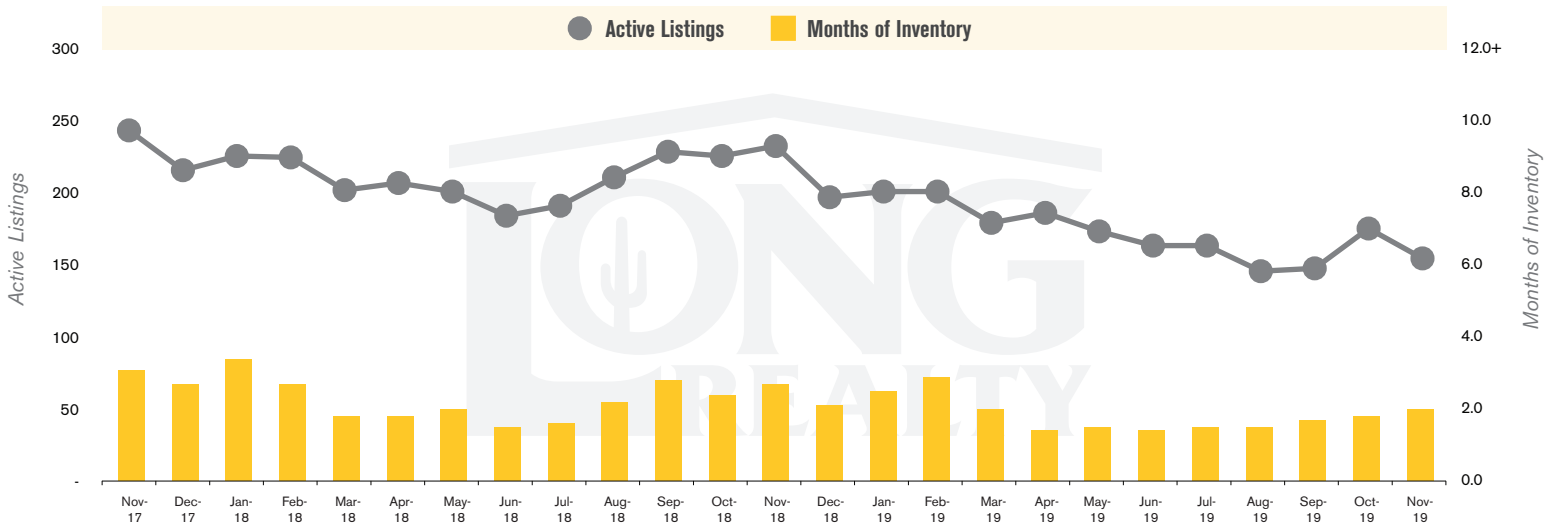


In the Tucson West area, November 2019 active inventory was 157, a 33% decrease from November 2018. There were 80 closings in November 2019, a 10% decrease from November 2018. Year-to-date 2019 there were 1,142 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 2.0, down from 2.7 in November 2018. Median price of sold homes was \$239,950 for the month of November 2019, up 4% from November 2018. The Tucson West area had 96 new properties under contract in November 2019, down 5% from November 2018.

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



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



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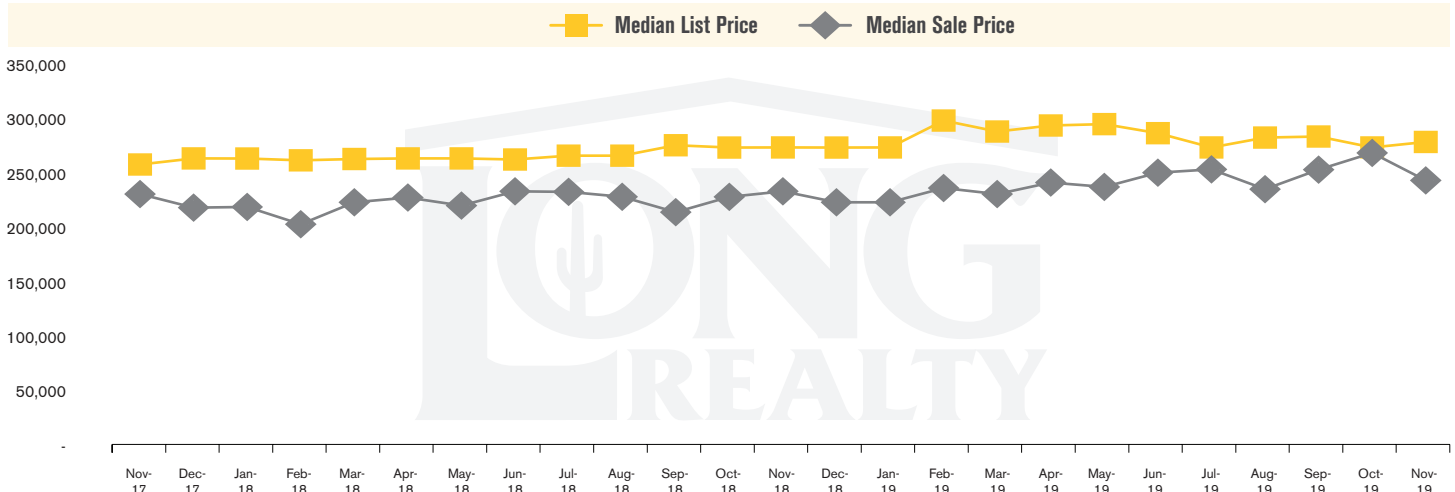
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

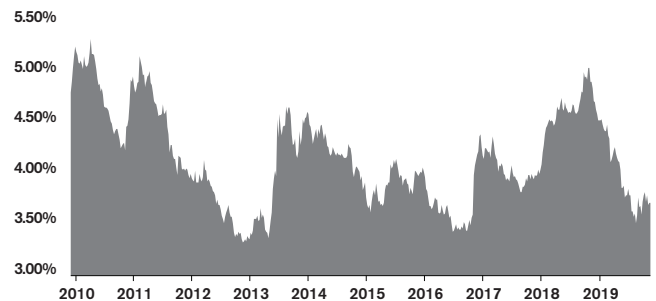


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

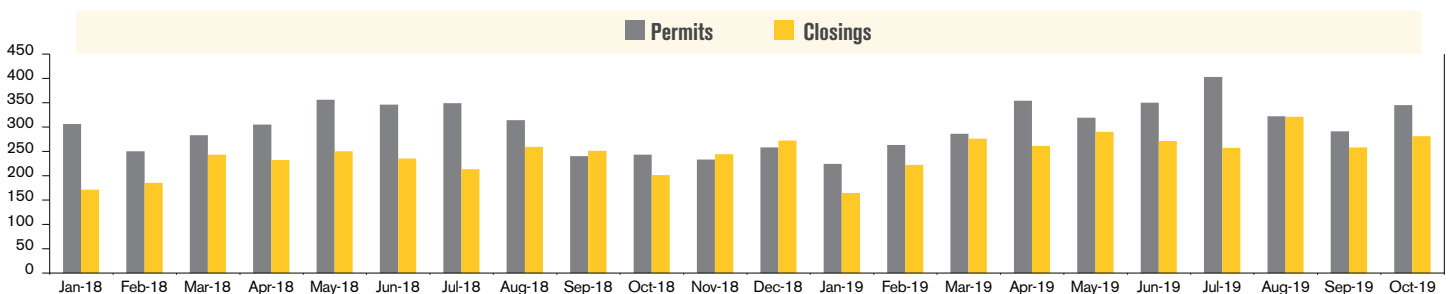
Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2018	\$230,000	4.870%	\$1,155.66
2019	\$239,950	3.700%	\$1,049.23

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

## 30 YEAR FIXED MORTGAGE RATE



## 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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# THE HOUSING REPORT

TUCSON WEST | DECEMBER 2019



## 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19			
\$1 - 49,999	0	1	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	3	2	1	0	0	n/a	0.0	Seller
\$75,000 - 99,999	1	1	2	2	1	0	0	n/a	1.0	Seller
\$100,000 - 124,999	2	4	2	3	2	1	1	2.0	2.0	Seller
\$125,000 - 149,999	4	5	3	12	10	7	6	0.7	0.7	Seller
\$150,000 - 174,999	3	5	10	7	2	5	3	1.0	0.7	Seller
\$175,000 - 199,999	5	10	10	8	8	9	7	0.7	1.0	Seller
\$200,000 - 224,999	15	18	12	13	7	13	15	1.0	1.0	Seller
\$225,000 - 249,999	26	19	15	17	17	13	14	1.9	1.7	Seller
\$250,000 - 274,999	12	12	9	9	11	9	8	1.5	1.7	Seller
\$275,000 - 299,999	18	14	13	8	5	5	4	4.5	4.3	Slightly Seller
\$300,000 - 349,999	14	10	13	12	11	17	10	1.4	1.3	Seller
\$350,000 - 399,999	14	8	4	4	6	8	9	1.6	1.6	Seller
\$400,000 - 499,999	11	5	11	3	8	6	0	n/a	2.8	Seller
\$500,000 - 599,999	6	2	2	1	4	6	1	6.0	1.5	Seller
\$600,000 - 699,999	9	5	1	0	1	5	2	4.5	2.8	Seller
\$700,000 - 799,999	6	2	5	2	0	2	0	n/a	10.0	Buyer
\$800,000 - 899,999	3	0	0	0	0	2	0	n/a	3.0	Seller
\$900,000 - 999,999	1	0	0	0	1	0	0	n/a	3.0	Seller
\$1,000,000 - and over	7	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>157</b>	<b>121</b>	<b>116</b>	<b>103</b>	<b>95</b>	<b>108</b>	<b>80</b>	<b>2.0</b>	<b>1.7</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

TUCSON WEST | DECEMBER 2019



## MARKET SHARE (TUCSON WEST)

**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**

**21.3%**

Tierra Antigua Realty

16.4%

Realty Executives Tucson Elite

10.9%

Coldwell Banker Residential Brokerage

8.0%

Keller Williams Southern Arizona

6.5%

Homesmart Advantage Group

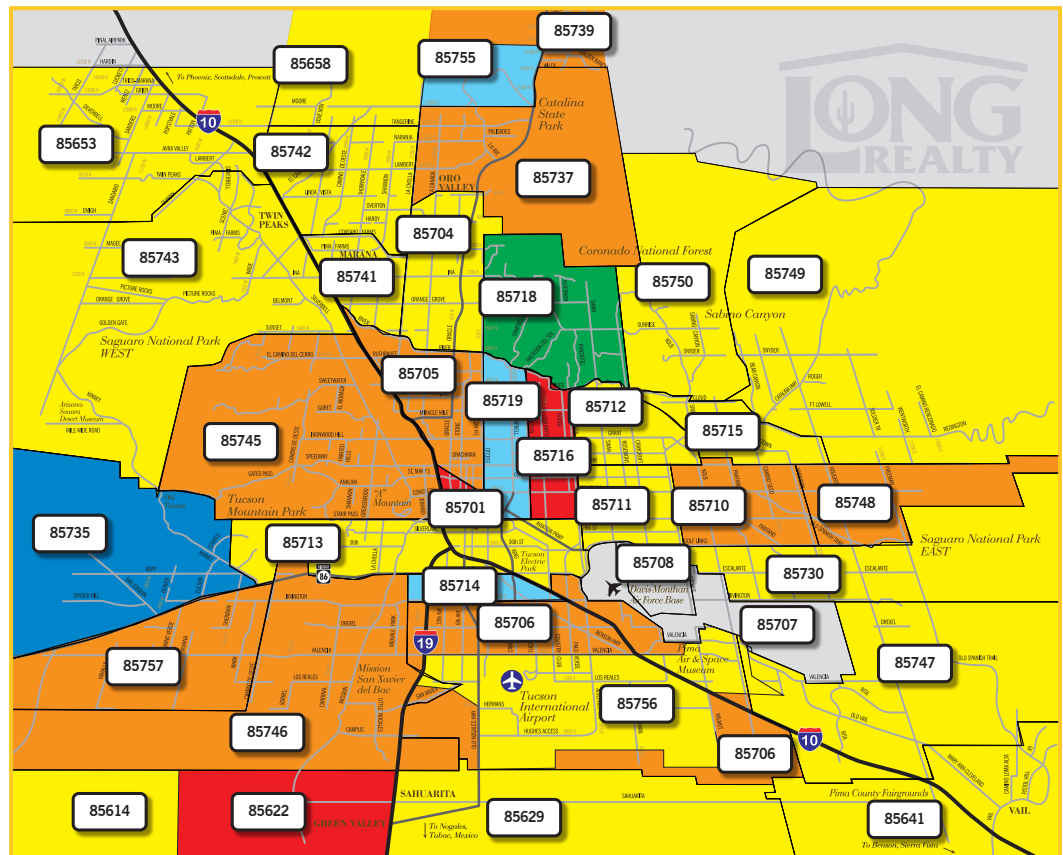
4.1%

## 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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**Long Realty Company**

*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.*