

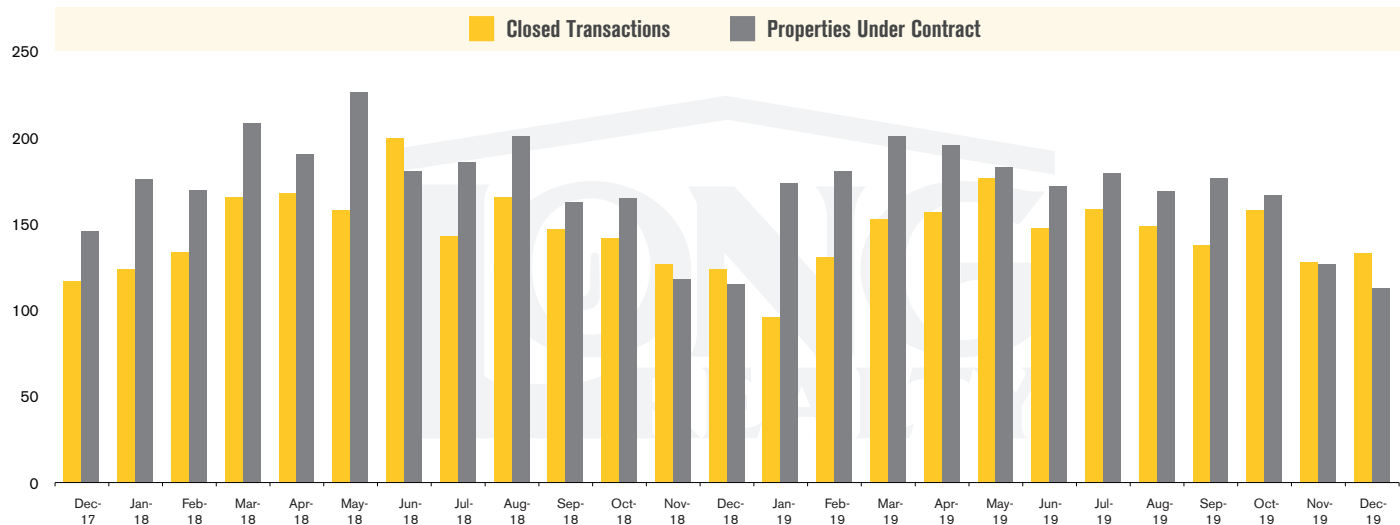
# THE HOUSING REPORT

TUCSON EAST | JANUARY 2020

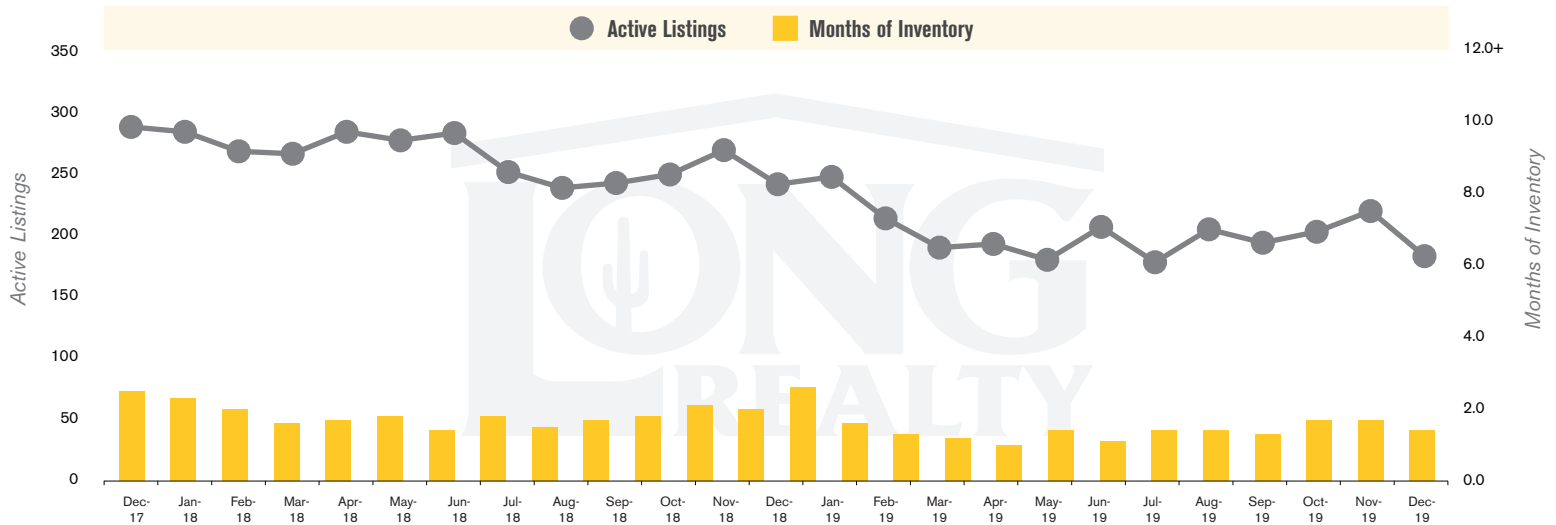


In the Tucson East area, December 2019 active inventory was 185, a 24% decrease from December 2018. There were 133 closings in December 2019, a 7% increase from December 2018. Year-to-date 2019 there were 1,826 closings, a 4% decrease from year-to-date 2018. Months of Inventory was 1.4, down from 2.0 in December 2018. Median price of sold homes was \$195,000 for the month of December 2019, up 8% from December 2018. The Tucson East area had 113 new properties under contract in December 2019, down 2% from December 2018.

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



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



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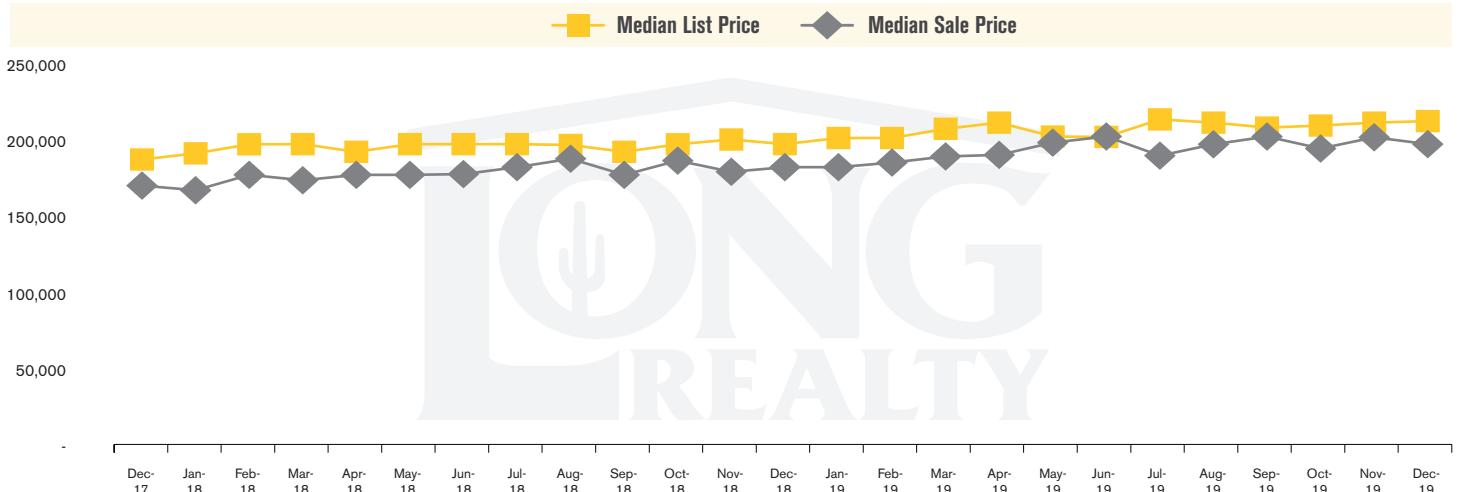
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | JANUARY 2020



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

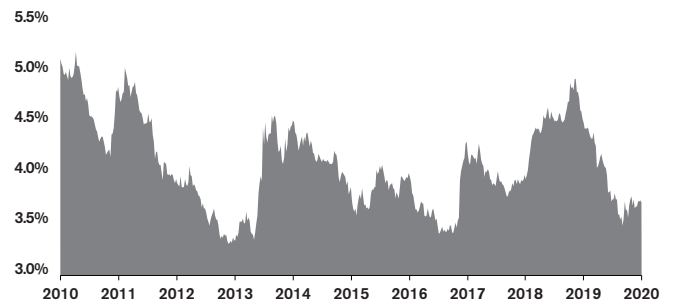


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2018	\$180,000	4.640%	\$880.71
2019	\$195,000	3.840%	\$867.41

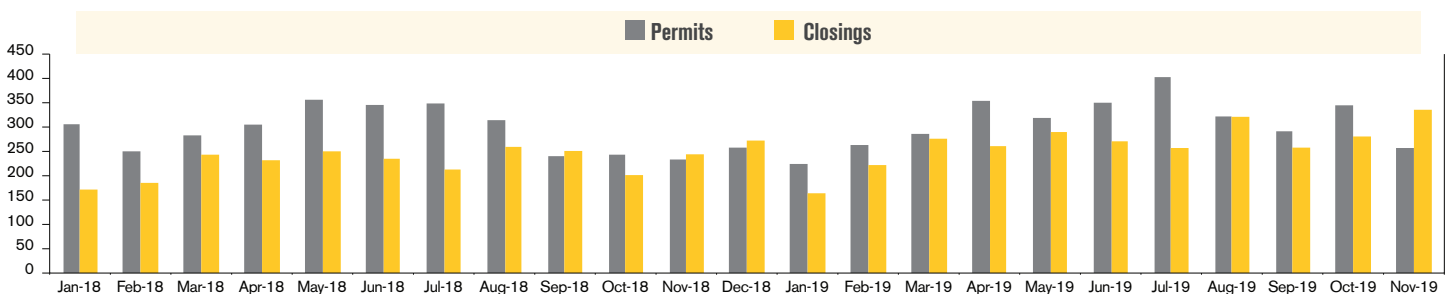
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For November 2019, new home permits were **up 6%** year-to-date from 2018 and new home closings were **up 18%** year-to-date from 2018.

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# THE HOUSING REPORT

TUCSON EAST | JANUARY 2020



## 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
		Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19			
\$1 - 49,999	8	0	2	2	1	0	0	n/a	21.0	Buyer
\$50,000 - 74,999	2	2	1	2	2	2	3	0.7	1.6	Seller
\$75,000 - 99,999	7	9	7	6	4	1	6	1.2	2.4	Seller
\$100,000 - 124,999	4	6	3	1	8	7	4	1.0	0.5	Seller
\$125,000 - 149,999	4	13	19	9	6	8	11	0.4	0.7	Seller
\$150,000 - 174,999	15	31	17	19	39	24	18	0.8	0.7	Seller
\$175,000 - 199,999	32	39	38	36	33	27	29	1.1	1.2	Seller
\$200,000 - 224,999	33	26	32	30	29	32	24	1.4	1.2	Seller
\$225,000 - 249,999	28	19	17	17	17	11	14	2.0	2.0	Seller
\$250,000 - 274,999	15	11	7	15	13	8	9	1.7	1.6	Seller
\$275,000 - 299,999	10	5	4	3	6	5	4	2.5	2.4	Seller
\$300,000 - 349,999	7	5	4	6	2	4	5	1.4	3.0	Seller
\$350,000 - 399,999	5	2	4	2	4	2	3	1.7	1.3	Seller
\$400,000 - 499,999	1	3	0	2	2	3	1	1.0	1.3	Seller
\$500,000 - 599,999	2	0	0	0	1	0	1	2.0	3.5	Seller
\$600,000 - 699,999	5	0	0	0	1	0	1	5.0	6.5	Balanced
\$700,000 - 799,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	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
<b>TOTAL</b>	<b>185</b>	<b>171</b>	<b>155</b>	<b>151</b>	<b>168</b>	<b>134</b>	<b>133</b>	<b>1.4</b>	<b>1.4</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 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | JANUARY 2020



## MARKET SHARE (TUCSON EAST)

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

*Data Obtained 01/06/2020 from  
MLSSAZ using BrokerMetrics  
software for all closed residential  
sales volume between  
01/01/2019 – 12/31/2019  
rounded to the nearest tenth of one  
percent and deemed to be correct.*

**LONG REALTY COMPANY**

**18.3%**

Tierra Antigua Realty

15.3%

Realty Executives Tucson Elite

13.1%

Keller Williams Southern Arizona

8.1%

Exp Realty

6.0%

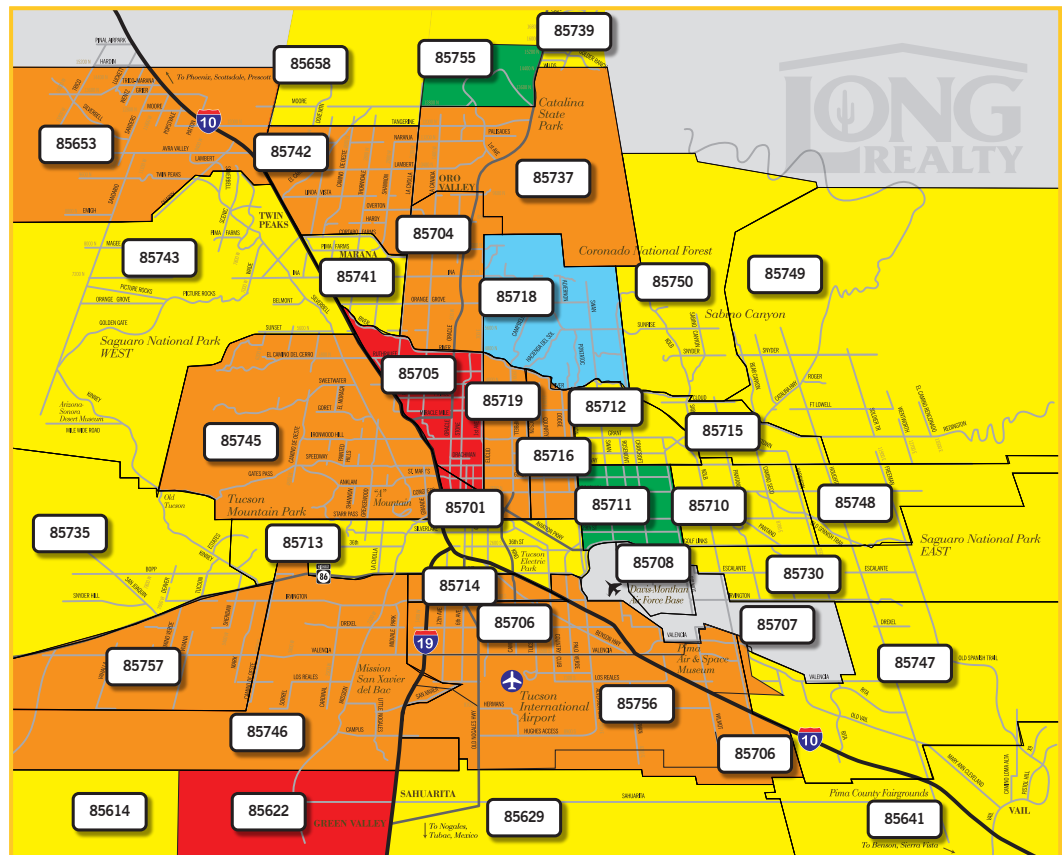
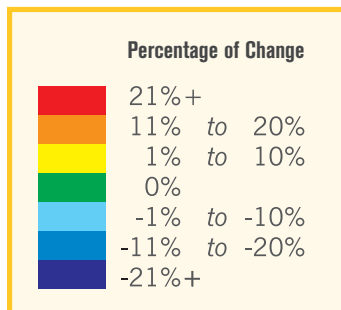
Coldwell Banker Residential Brokerage

5.3%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(OCT 2018-DEC 2018 TO  
OCT 2019-DEC 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 October 2018-December 2018 to October 2019-December 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2020. Information is believed to be reliable, but not guaranteed.*