

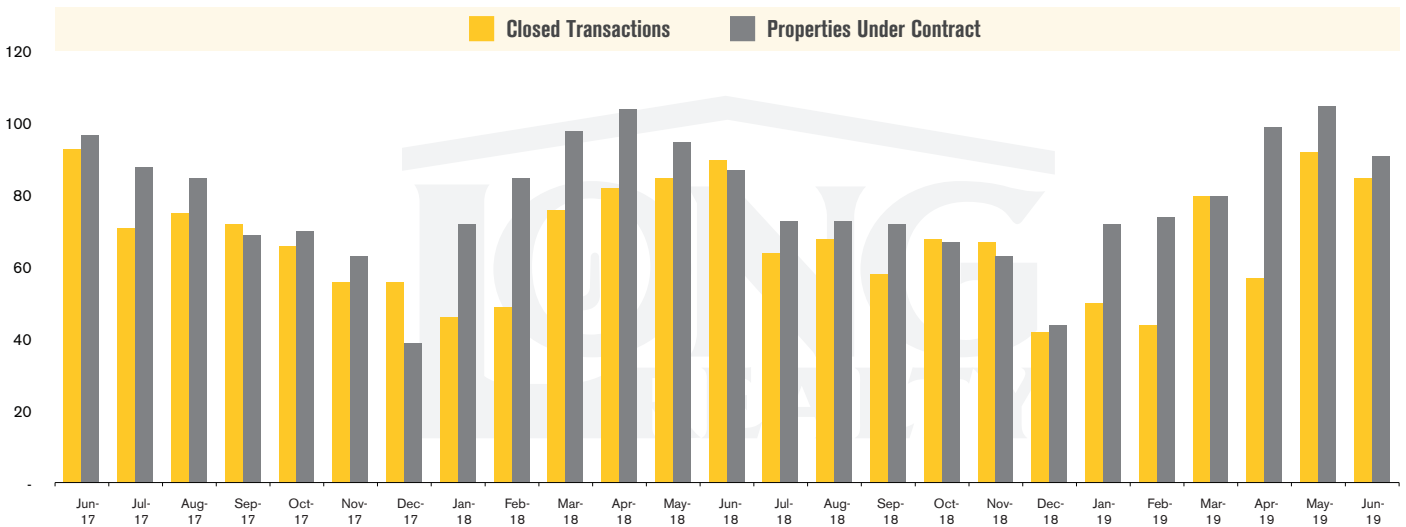
# THE HOUSING REPORT



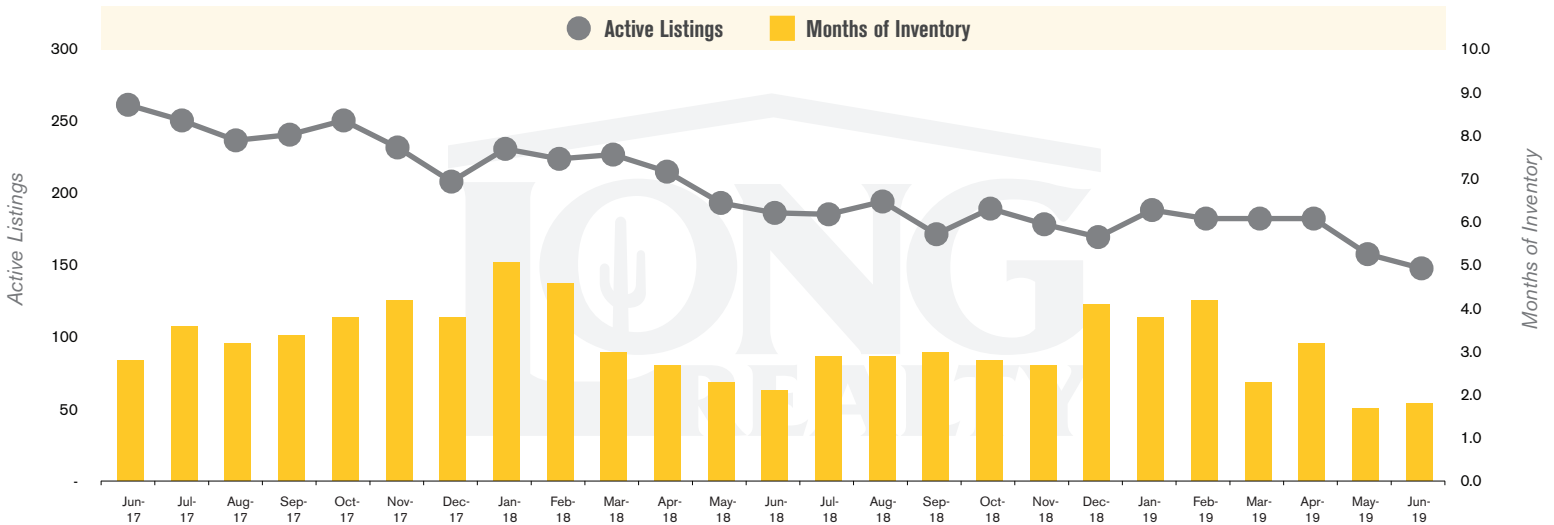
TUCSON NORTHEAST & EXTENDED NORTHEAST | JULY 2019

In the Tucson Northeast and Extended Northeast area, June 2019 active inventory was 150, a 21% decrease from June 2018. There were 85 closings in June 2019, a 6% decrease from June 2018. Year-to-date 2019 there were 408 closings, a 5% decrease from year-to-date 2018. Months of Inventory was 1.8, down from 2.1 in June 2018. Median price of sold homes was \$328,000 for the month of June 2019, up 8% from June 2018. The Tucson Northeast and Extended Northeast area had 91 new properties under contract in June 2019, up 5% from June 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NE & EXTENDED NE)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NE & EXTENDED NE)



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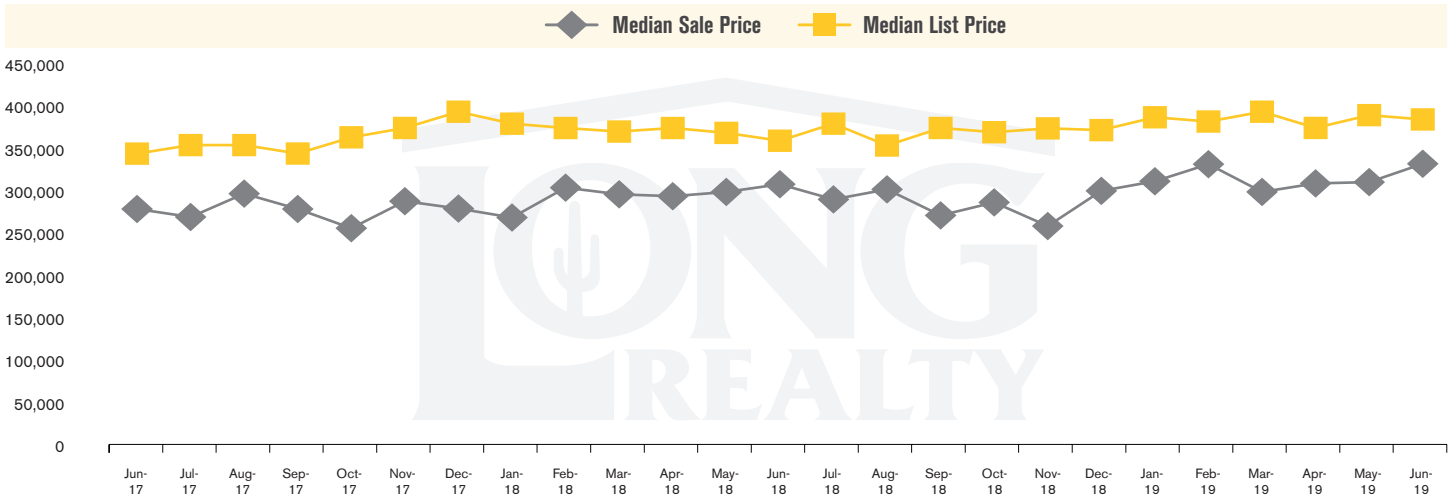
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON NORTHEAST & EXTENDED NORTHEAST | JULY 2019



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NE & EXTENDED NE)

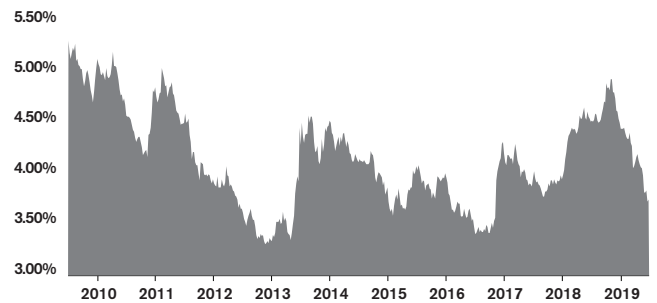


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NE & EXTENDED NE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$291,250	6.140%	\$1,683.87
2018	\$304,000	4.500%	\$1,463.31
2019	\$328,000	4.000%	\$1,487.63

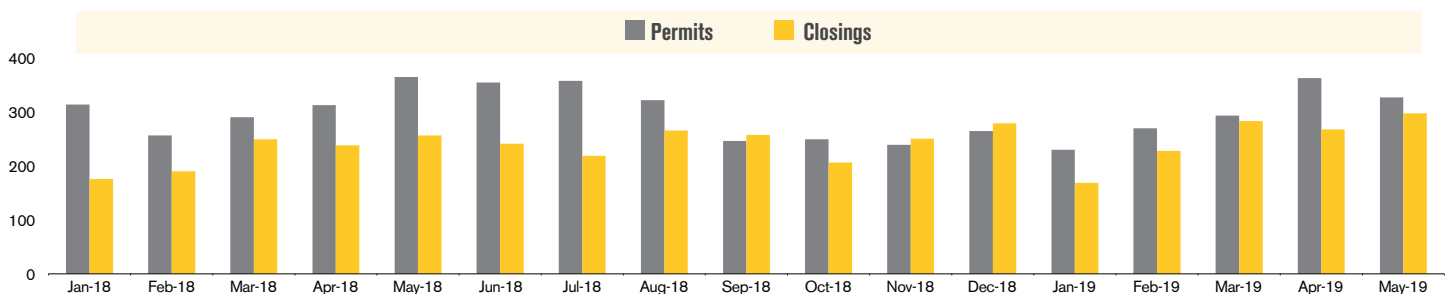
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.

For May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** year to date from 2018.

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These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. Information is believed to be reliable, but not guaranteed.

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TUCSON NORTHEAST & EXTENDED NORTHEAST | JULY 2019



## MARKET CONDITIONS BY PRICE BAND (TUCSON NORTHEAST & EXTENDED NORTHEAST)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$1 - 49,999	0	2	1	2	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	0	2	2	3	2	6	1	0.0	0.2	Seller
\$75,000 - 99,999	2	1	2	1	6	1	5	0.4	0.7	Seller
\$100,000 - 124,999	4	0	2	2	3	3	0	n/a	1.3	Seller
\$125,000 - 149,999	0	0	1	0	2	1	1	0.0	0.8	Seller
\$150,000 - 174,999	2	3	0	4	1	2	1	2.0	1.8	Seller
\$175,000 - 199,999	2	0	2	6	4	7	5	0.4	0.4	Seller
\$200,000 - 224,999	4	4	2	5	3	5	2	2.0	0.8	Seller
\$225,000 - 249,999	13	6	3	3	2	5	7	1.9	3.1	Seller
\$250,000 - 274,999	6	4	2	8	6	11	11	0.5	0.6	Seller
\$275,000 - 299,999	11	3	6	10	1	4	4	2.8	3.2	Seller
\$300,000 - 349,999	13	11	6	5	6	13	9	1.4	1.6	Seller
\$350,000 - 399,999	18	4	4	8	11	11	9	2.0	2.0	Seller
\$400,000 - 499,999	23	6	5	14	6	12	13	1.8	2.5	Seller
\$500,000 - 599,999	13	3	7	5	4	4	10	1.3	2.9	Seller
\$600,000 - 699,999	4	2	2	5	2	6	3	1.3	2.6	Seller
\$700,000 - 799,999	12	0	0	1	0	1	2	6.0	9.3	Buyer
\$800,000 - 899,999	10	1	1	2	3	3	2	5.0	3.9	Seller
\$900,000 - 999,999	3	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	10	1	3	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>150</b>	<b>53</b>	<b>51</b>	<b>85</b>	<b>63</b>	<b>95</b>	<b>85</b>	<b>1.8</b>	<b>2.0</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 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

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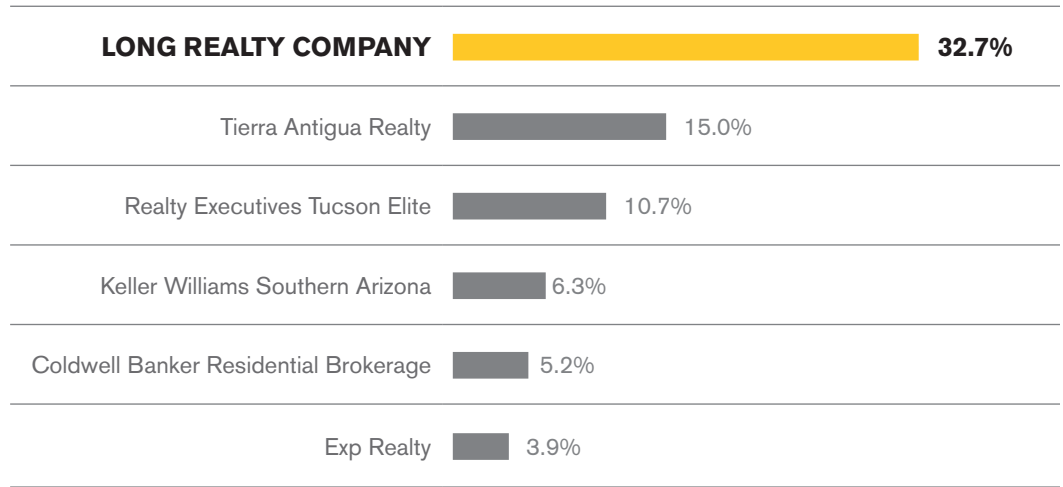
TUCSON NORTHEAST & EXTENDED NORTHEAST | JULY 2019



## MARKET SHARE (TUCSON NORTHEAST & EXTENDED NORTHEAST)

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

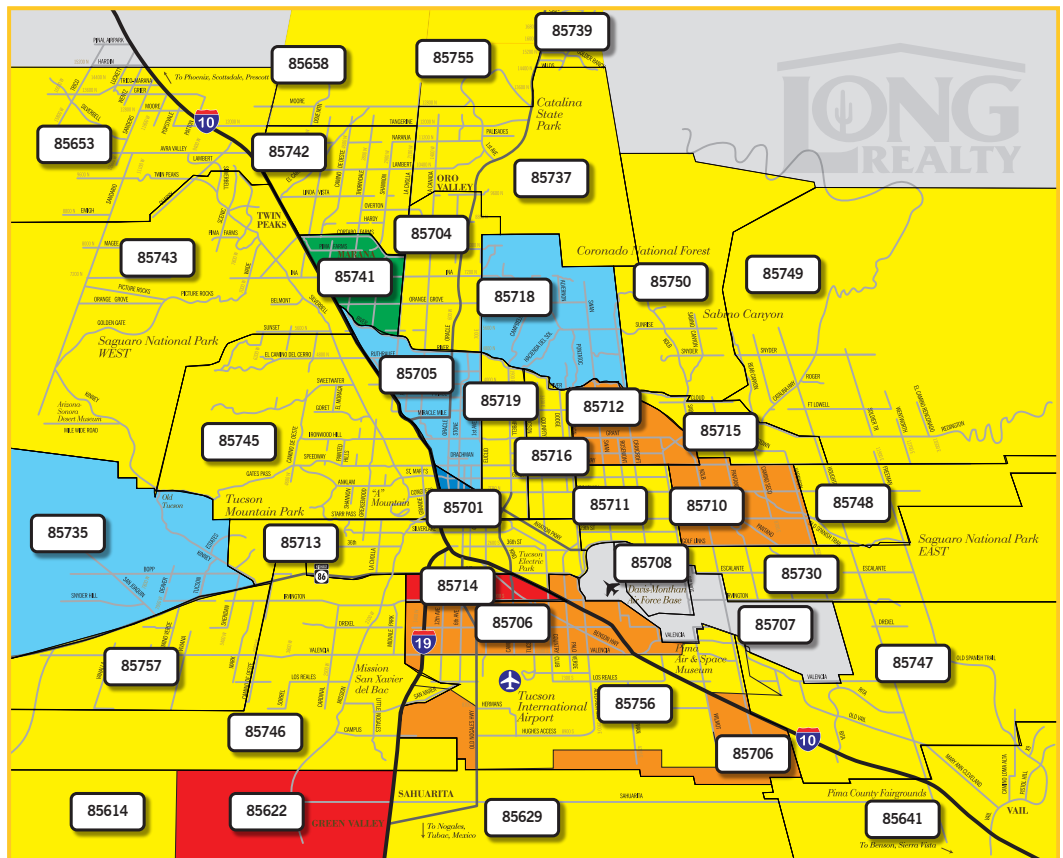
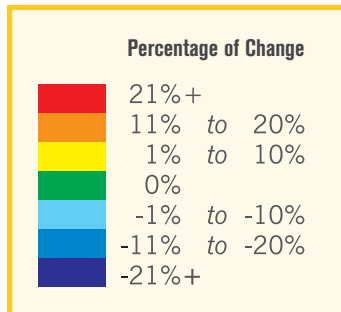
*Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.*



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2018-JUN 2018 TO APR 2019-JUN 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 April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.*