

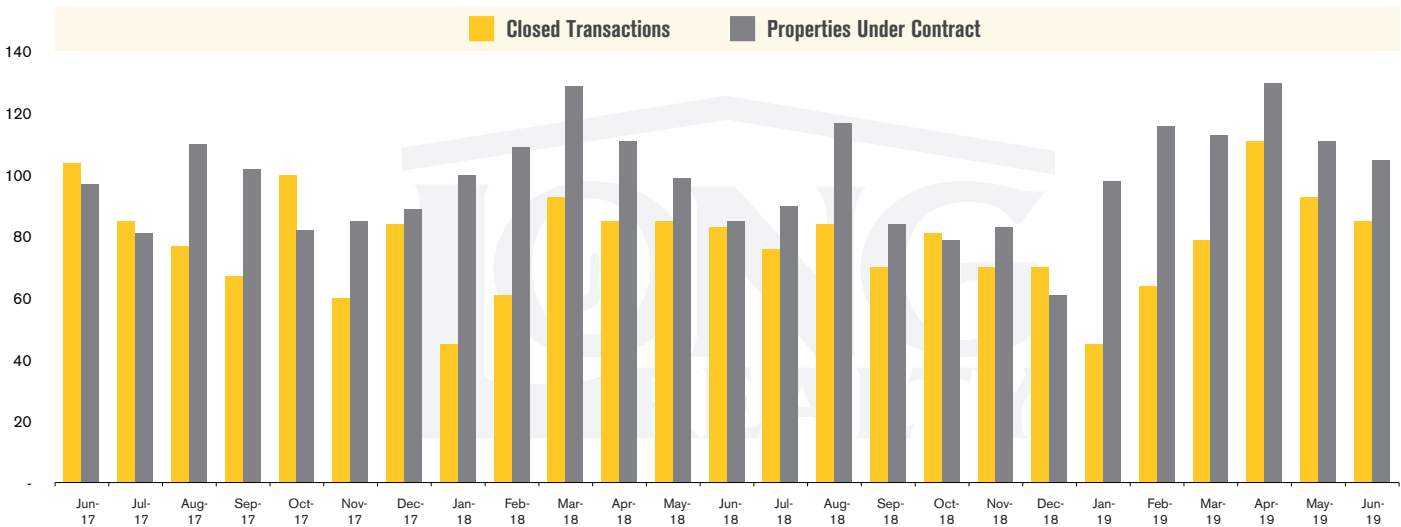
# THE HOUSING REPORT



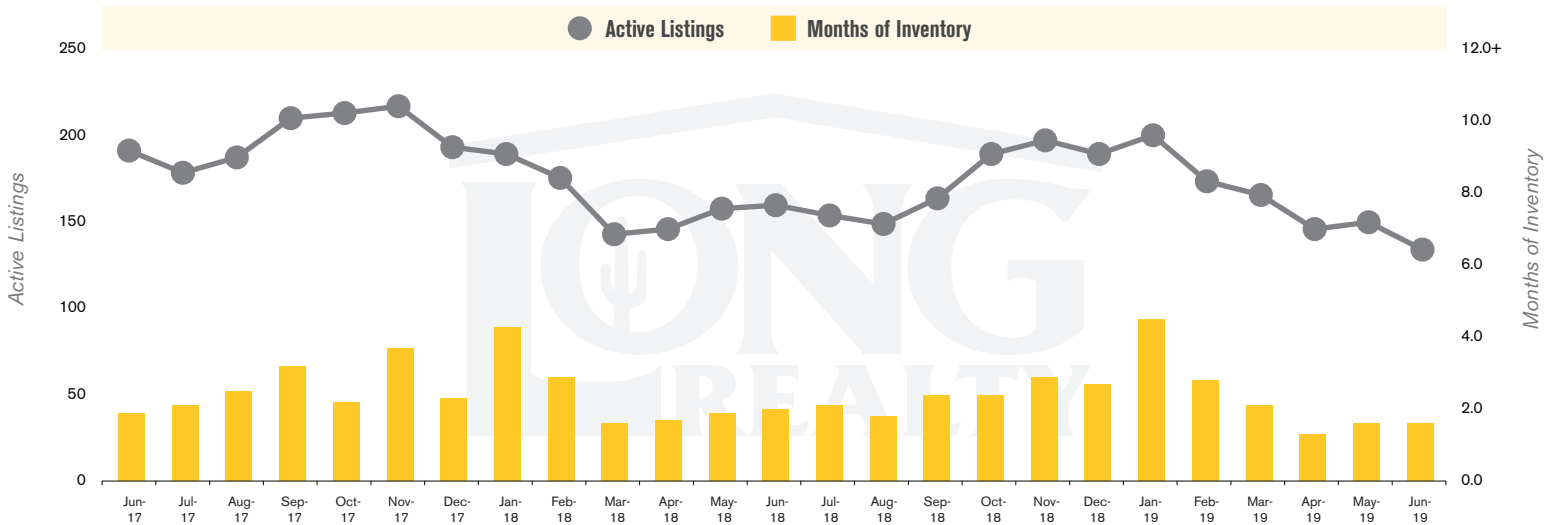
TUCSON SOUTHWEST | JULY 2019

In the Tucson Southwest area, June 2019 active inventory was 136, a 16% decrease from June 2018. There were 85 closings in June 2019, a 2% increase from June 2018. Year-to-date 2019 there were 477 closings, a 6% increase from year-to-date 2018. Months of Inventory was 1.6, down from 2.0 in June 2018. Median price of sold homes was \$180,000 for the month of June 2019, up 9% from June 2018. The Tucson Southwest area had 105 new properties under contract in June 2019, up 24% from June 2018.

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



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



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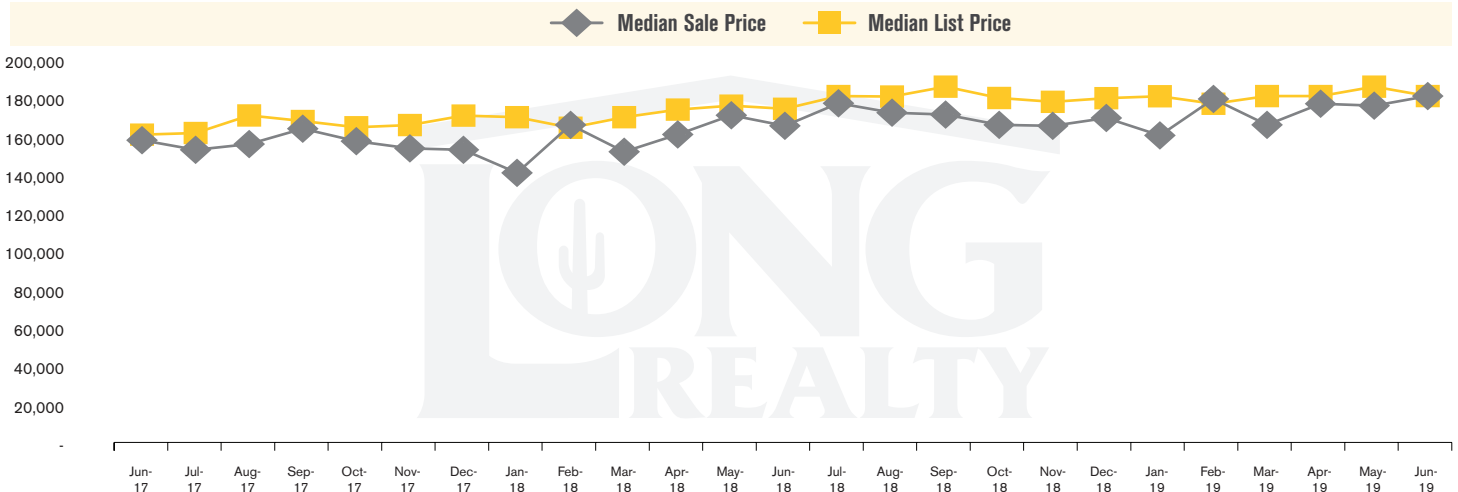
Properties under contract and Home Sales data is based on information obtained from the MLSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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TUCSON SOUTHWEST | JULY 2019



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

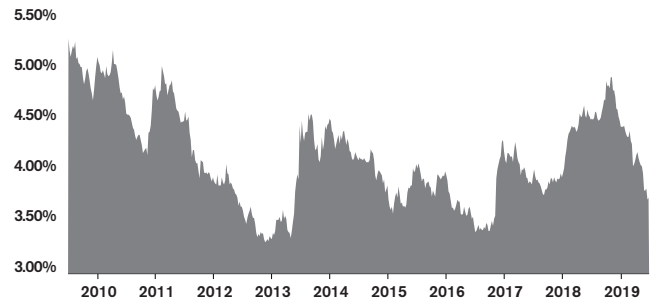


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON SOUTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$190,000	6.140%	\$1,098.49
2018	\$164,500	4.500%	\$791.82
2019	\$180,000	4.000%	\$816.38

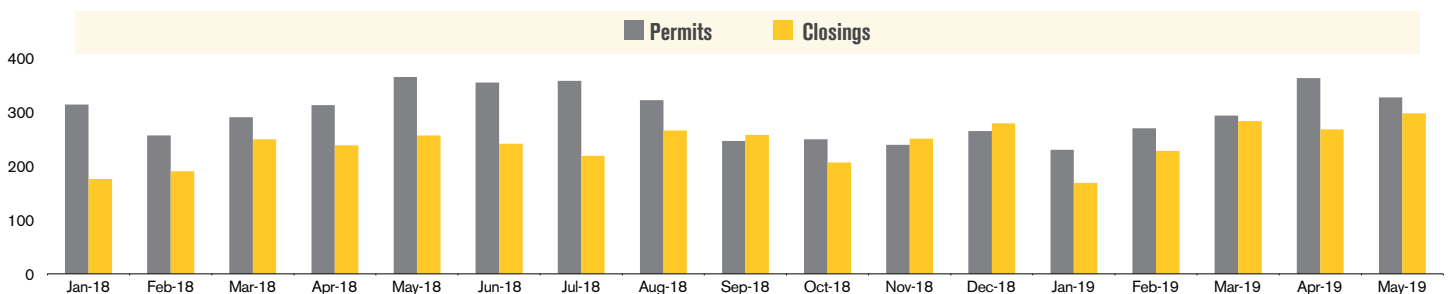
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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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## MARKET CONDITIONS BY PRICE BAND (TUCSON SOUTHWEST)

	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	1	3	0	3	2	0	1	1.0	1.0	<b>Seller</b>
\$50,000 - 74,999	9	3	4	4	10	4	2	4.5	1.8	<b>Seller</b>
\$75,000 - 99,999	12	2	4	4	4	8	3	4.0	2.3	<b>Seller</b>
\$100,000 - 124,999	12	10	3	11	9	7	7	1.7	1.5	<b>Seller</b>
\$125,000 - 149,999	11	5	7	12	10	9	8	1.4	1.2	<b>Seller</b>
\$150,000 - 174,999	16	14	14	13	20	21	13	1.2	0.9	<b>Seller</b>
\$175,000 - 199,999	19	7	12	18	29	22	24	0.8	0.9	<b>Seller</b>
\$200,000 - 224,999	17	3	9	8	14	15	13	1.3	1.4	<b>Seller</b>
\$225,000 - 249,999	17	1	11	6	11	3	8	2.1	2.2	<b>Seller</b>
\$250,000 - 274,999	7	2	2	3	6	8	3	2.3	1.5	<b>Seller</b>
\$275,000 - 299,999	5	2	2	1	2	1	0	n/a	6.7	<b>Slightly Buyer</b>
\$300,000 - 349,999	2	1	1	1	3	1	1	2.0	2.0	<b>Seller</b>
\$350,000 - 399,999	2	1	1	2	0	0	2	1.0	2.5	<b>Seller</b>
\$400,000 - 499,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	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	0	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>136</b>	<b>54</b>	<b>70</b>	<b>86</b>	<b>120</b>	<b>99</b>	<b>85</b>	<b>1.6</b>	<b>1.4</b>	<b>Seller</b>



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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.

# THE HOUSING REPORT

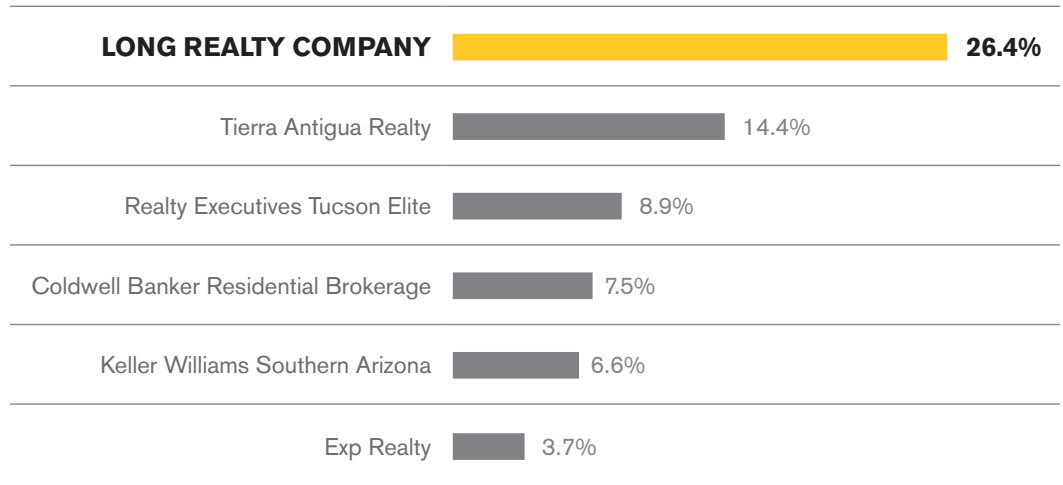
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## MARKET SHARE (TUCSON METRO)

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

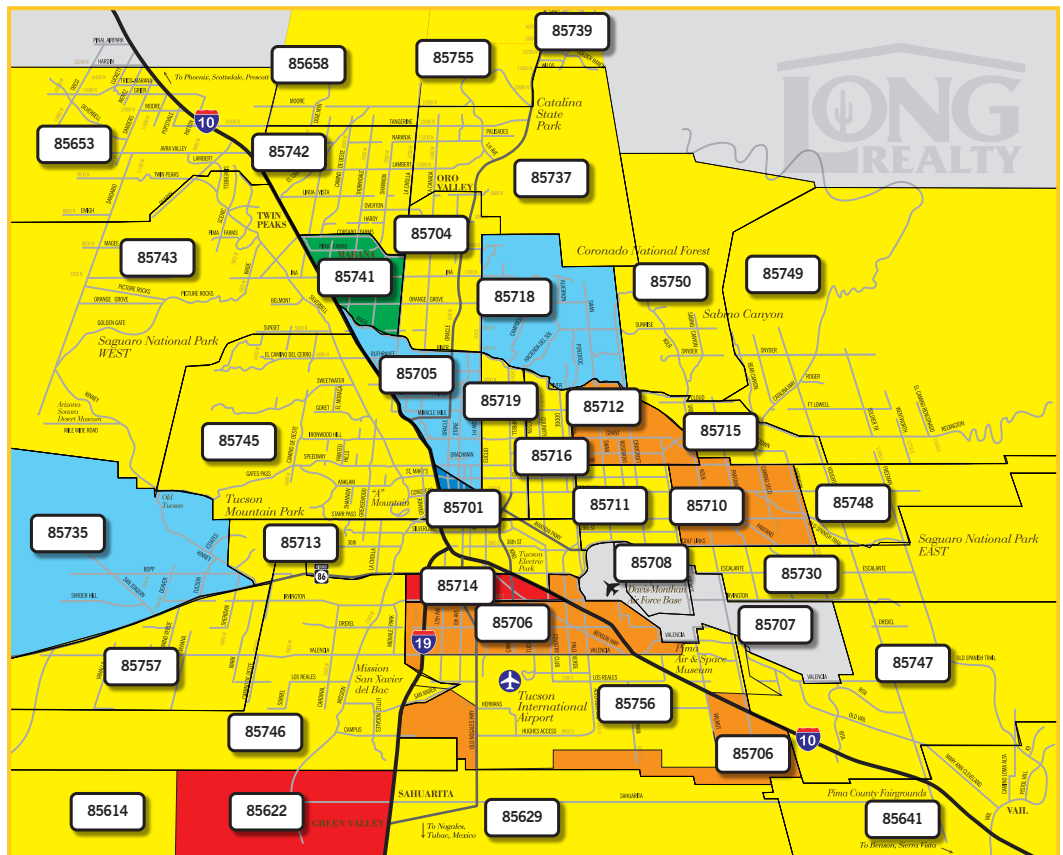
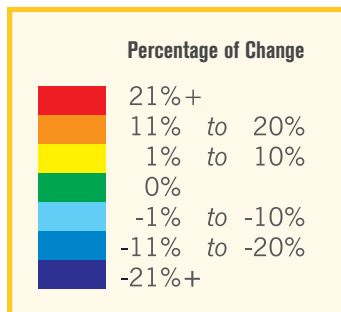
*Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.*



## 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.*