# ZIP 85719 HomeBuyer Leverage Report™

## ZIP 85719 (Tucson), AZ

Buyers have visible room to negotiate on at least some listings. Sellers may need to trade price or terms to keep deals moving. Price support is softening. Buyers can be more selective and should test whether sellers are anchored to older, stronger pricing. This ZIP is roughly in line with Tucson and Southeast Arizona. Prices are running above that benchmark. Listings are moving faster than the comparison market. This ZIP buyer leverage score is 60.7 out of 100. The benchmark buyer leverage score is 60.0 out of 100. This ZIP median sale price proxy is $417K. The benchmark median sale price proxy is $341K. This ZIP is at 72 days on market. The benchmark is 88 days on market.

| | |
|---|---|
| **Current Read** | Moderate Buyer Leverage |
| **Market Position** | Buyer-friendlier than average |
| **Current Price Proxy** | Median sale price: $416,950 |
| **12-Month Price Band** | Moderate Down · -6.0% to -2.0% |

## What This Market Feels Like

Buyers have visible room to negotiate on at least some listings. Sellers may need to trade price or terms to keep deals moving. Price support is softening. Buyers can be more selective and should test whether sellers are anchored to older, stronger pricing. This ZIP is roughly in line with Tucson and Southeast Arizona. Prices are running above that benchmark. Listings are moving faster than the comparison market. This ZIP buyer leverage score is 60.7 out of 100. The benchmark buyer leverage score is 60.0 out of 100. This ZIP median sale price proxy is $417K. The benchmark median sale price proxy is $341K. This ZIP is at 72 days on market. The benchmark is 88 days on market.

## What This Means For You

Buyers should use the extra room deliberately. This is a market where patience, comparison shopping, and disciplined terms can improve the total deal rather than just the sticker price.

## How Hard To Push

Push on both price and structure. It is reasonable to ask for credits, repairs, or timeline accommodations without assuming the deal will collapse immediately.

## Price Outlook

Price support is softening. Buyers can be more selective and should test whether sellers are anchored to older, stronger pricing.

## First Offer Strategy

Treat older or slower listings as reset opportunities: anchor from recent sold and pending comps, not from the seller's original list price, and widen the ask on price or credits. Because financing pressure is still meaningful, do not treat every negotiation dollar as a price dollar. If the seller resists a lower number, a credit or buydown may protect the monthly payment more effectively. Price support is softening. Buyers can be more selective and should test whether sellers are anchored to older, stronger pricing. This ZIP is roughly in line with Tucson and Southeast Arizona. Prices are running above that benchmark. Listings are moving faster than the comparison market. This ZIP buyer leverage score is 60.7 out of 100. The benchmark buyer leverage score is 60.0 out of 100. This ZIP median sale price proxy is $417K. The benchmark median sale price proxy is $341K. This ZIP is at 72 days on market. The benchmark is 88 days on market. Keep the first-time-buyer protections in place unless the specific property and your reserve position justify something narrower.

## Where To Push

1. Price anchor. Lead from recent sold and pending evidence, not the seller's ask. Where recent closes are landing below list, use that realized pricing power to justify a disciplined opening instead of negotiating off the sticker price alone.

2. Seller-paid costs or buydown help. If the seller resists headline price movement, ask whether part of the concession can be delivered through closing-cost help or a temporary buydown. For a payment-sensitive first-time buyer, that can matter more than a small nominal price cut.

3. Inspection and repair leverage. Keep inspection leverage focused on material defects, deferred maintenance, or systems risk. On slower listings, ask for a repair credit rather than trying to make the seller manage the work before closing.

4. Patience and comparison shopping. This market is giving you at least some option value. Use the nearby alternatives, future supply pipeline, or softer ZIP context to stay disciplined instead of overcommitting to the first merely acceptable listing.

## Guardrails

1. Keep core protections by default. For a first-time buyer, financing and satisfactory-inspection protections should remain the default posture. Narrow them only if the specific property, your reserves, and your lender readiness clearly justify that risk.

2. Do not negotiate past the monthly-payment ceiling. Your real ceiling is not just the purchase price. It is the payment, cash to close, and reserve cushion after the transaction. If the structure no longer works at that level, the answer is to change the terms or walk away.

3. Do not give appraisal protection away casually. Where bidding pressure is not extreme, the appraisal should remain part of your pricing discipline rather than something you trade away automatically.

4. Avoid turning leverage into overreach. Even in a softer market, keep the ask tied to objective criteria. A strong package is still better than a dramatic offer that does not look plausible enough to keep the negotiation alive.

## What Would Change This Advice

1. If the listing is much fresher than the ZIP pace. This ZIP is already moving faster than its benchmark context. A specific listing that is even fresher than that should be treated as a certainty-first case rather than a broad negotiating opportunity.

2. If the listing ages past the local absorption window. If the home lingers beyond the local pace or takes a price cut, widen the ask on price, credits, or repairs. A stale listing should not be treated like a fresh one.

3. If inspection or appraisal evidence turns up real defects. Material inspection findings or a soft appraisal change the negotiation immediately. Those are objective reasons to ask for a lower price or a repair credit instead of relying only on macro market arguments.

4. If your lender quotes change materially. If rates or cash-to-close requirements move, the preferred lever may shift from headline price to seller credits or buydown help. Reframe the negotiation around payment sustainability, not pride of offer.

## First-Time Buyer Note

This is where patient first-time buyers can often trade a little speed for a better deal structure.

## Negotiating Angles To Consider

Use these as practical offer levers, not as automatic rules. The point is to connect the market read to a concrete negotiating move.

1. Demand versus fresh supply. Fresh supply is keeping up with demand, so sellers may have less leverage than the headline market label suggests. If a home is not attracting quick competition, ask for a cleaner price, seller-paid closing costs, or both instead of assuming you must chase it.

2. How close homes are closing to asking price. Closed deals are clearing below ask, which is one of the clearest signs that sellers are conceding. Use recent below-ask outcomes to justify a disciplined offer. If the seller resists a price cut, pivot to seller-paid closing costs or repair credits instead of paying list price by default.

3. The gap between list price and sale price. Sales are still closing close to list, so sellers are not broadly giving back much ground. If you need to negotiate, tie your ask to property-specific issues such as repairs, condition, or appraisal support rather than to a general claim that the whole market is soft.

4. How quickly listings disappear. Fewer listings are disappearing immediately, which gives buyers more time to compare options. Use that extra time to inspect the listing history, compare nearby alternatives, and avoid overbidding out of urgency. Slower velocity also makes it more realistic to ask for credits or inspection remedies.

## ZIP Profile

Basic local context from ACS, included to show that the report is grounded in place-level data rather than market activity alone.

| | |
|---|---|
| **Population** | 51,833 residents |
| **Median Income** | $42,241 |
| **Owner Occupied** | 27.94% |
| **Vacancy Rate** | 8.25% |
| **Typical Owner Tenure** | 12.0 years |

## How This ZIP Compares

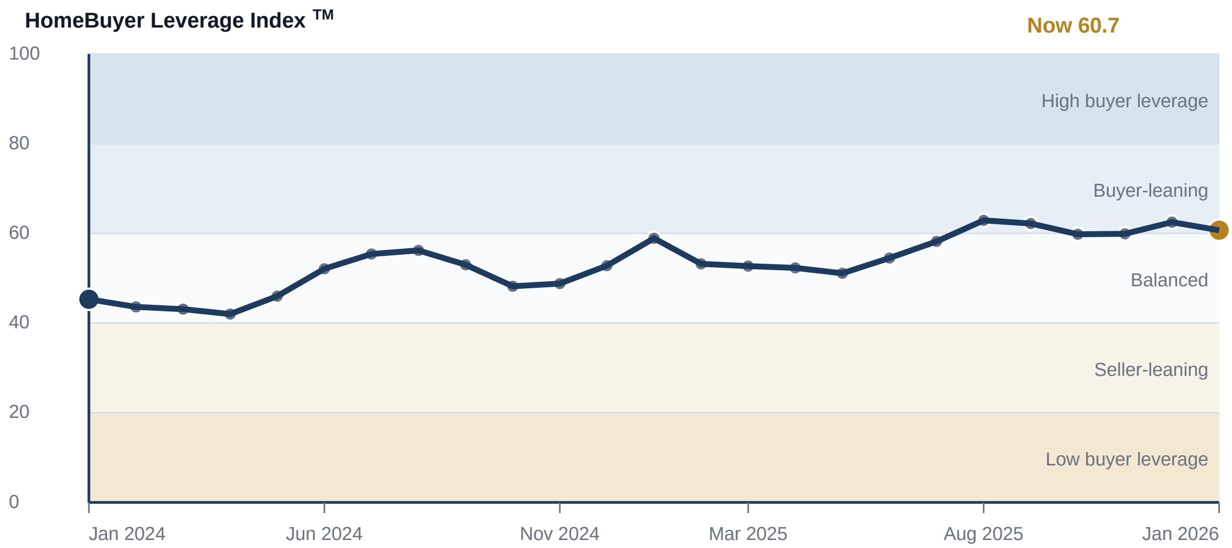
Each comparison below states the ZIP value first and the benchmark second so the pairings are explicit.

Tucson and Southeast Arizona: This ZIP is roughly in line with Tucson and Southeast Arizona. Prices are running above that benchmark. Listings are moving faster than the comparison market. This ZIP buyer leverage score is 60.7 out of 100. The benchmark buyer leverage score is 60.0 out of 100. This ZIP median sale price proxy is $417K. The benchmark median sale price proxy is $341K. This ZIP is at 72 days on market. The benchmark is 88 days on market.

Arizona statewide: This ZIP is roughly in line with Arizona statewide. Prices are close to that benchmark. Listings are moving at about the same pace as the comparison market. This ZIP buyer leverage score is 60.7 out of 100. The benchmark buyer leverage score is 58.8 out of 100. This ZIP median sale price proxy is $417K. The benchmark median sale price proxy is $415K. This ZIP is at 72 days on market. The benchmark is 76 days on market.

# HomeBuyer Leverage Index™ History

Higher means more buyer room on price or terms. Lower means sellers still hold more control.




## Why The Report Says This

These are the key market observations behind the read. This section is evidence, not another set of negotiating instructions.

Demand versus fresh supply: Supply is keeping up with demand.

How close homes are closing to asking price: Buyers are often clearing below ask.

The gap between list price and sale price: Median sales are still landing relatively close to list pricing.

How quickly listings disappear: Fewer listings are disappearing almost immediately.

## Market Snapshot In Numbers

These visuals are supporting evidence for the interpretation above. They are included to anchor the narrative in the underlying market numbers.

**HomeBuyer Leverage Index TM**

**60.7 / 100**

Moderate buyer leverage

**Days on Market**

**72 days**

Shown on a 0 to 90 day scale

**Median sale price**

**$416,950**

Shown on a 0 to $1.0M reference scale

**12-Month Price Band**

**-6.0% to -2.0%**

Shown on a -10% to +10% scale

## How Much To Trust This Read

This report is grounded strongly in current local listing and sales activity. Some supporting context, like demographics or broader affordability inputs, updates less often and should be treated as background rather than a live market signal. Use this report to shape your offer posture, not as a substitute for comparable sales, inspection findings, lender guidance, or property-specific diligence.

## Data Notes

ZIP-level market metrics are served from stored Redfin ZIP features when available and fall back to live fetches during migration.

FHFA HPI repeat-sales data is used when available to stabilize ZIP-level price momentum versus raw median sale price.

When the public ZIP feed omits price-cut activity, the model derives a conservative seller-concession proxy from sale-to-list ratio, bidding intensity, and days on market.

Median list versus median sale pricing is now used as an additional public-data concession signal when available, so seller softening is not inferred only from price-drop counts.

Listing quality is still public-data-first: direct market fields and explicit proxies are available today, while withdrawals, expireds, relists, and explicit concessions remain roadmap items for MLS or vendor feeds.

Unemployment remains county-level context because ZIP-level labor-market data is not generally available from the same public sources.

Freddie Mac PMMS mortgage rates are national averages applied as financing context rather than ZIP-specific pricing.

County building permits and ZIP vacancy context add future-supply signals that can loosen buyer conditions before that inventory fully hits the resale market.

Seller lock-in is modeled as a proxy that blends the current mortgage-rate gap with local owner-occupancy and owner-tenure context from ACS, not observed loan-level seller data.

Affordability blends a current-rate financed payment with ACS local owner-cost and property-tax context, falls back to state-level property-tax and home-insurance benchmarks when needed, and also reflects whether that burden has improved or worsened versus last year.

This ZIP report closes the biggest granularity gap with the competitor sample while preserving the improved leverage signals.

## General Disclaimer

This report is an informational market-read tool, not financial, legal, tax, insurance, or appraisal advice. Use it alongside property-specific diligence, recent comparable sales, inspection findings, financing terms, and advice from licensed professionals. Housing markets can change quickly, and any projection or leverage read may become outdated as new listings, contracts, rates, and local conditions change.

## Glossary

Short definitions for the core terms used in this report, written for first-time buyers who want clarity without losing the substance.

HomeBuyer Leverage Index™: A 0 to 100 market posture score. Lower values mean sellers still control more of the deal; higher values mean buyers have more room on price, credits, repairs, or timing.

Pending to New Listings: A ratio of homes going under contract relative to fresh listings coming to market. Above 1 usually means demand is outrunning new supply; below 1 means supply is keeping up better.

Sale to List Ratio: The average sale price divided by the asking price. Ratios near or above 1.00 suggest sellers are holding firmer; lower ratios mean buyers are more often closing below ask.

List to Sale Spread: The gap between typical list pricing and typical closed pricing. A wider spread usually means sellers are starting high and conceding later.

Off Market in Two Weeks: The share of listings leaving the market within roughly 14 days. Higher values usually mean buyers have less time and less negotiating room.

Share Sold Above List: The share of homes closing above asking price. It is a direct signal of how often buyers are competing past the seller’s number.

Days on Market: How long listings are taking to sell. Longer selling times usually give buyers more room to negotiate, especially on stale listings.

Inventory: The amount of active for-sale supply. Higher inventory usually gives buyers more choice and more leverage; lower inventory tends to protect sellers.

Price Cuts: The share of listings that have reduced asking price. More cuts usually mean sellers are resetting to market reality instead of holding firm.

Seller Lock-In Pressure: A proxy for how strongly current owners are discouraged from selling because today’s mortgage rates are much higher than their existing loans. Higher lock-in can keep resale supply tight.

Vacancy Buffer: A measure of slack in the local housing stock. More vacant stock can soften urgency; very low vacancy usually means tight conditions.

Residential Permits: A forward-looking supply signal based on homebuilding permits. Rising permit activity can loosen conditions over time even before that new supply is completed.

Seller-Paid Closing Costs: Money the seller agrees to contribute toward the buyer’s transaction costs. For first-time buyers, that can improve cash-to-close more than a small price cut.

Rate Buydown: A seller-funded or buyer-funded structure that temporarily or permanently reduces the mortgage interest rate. In payment-sensitive deals, this can matter more than a nominal price change.

Appraisal Gap: A promise by the buyer to cover some difference if the home appraises below contract price. It should be capped and backed by real reserves, not left open-ended.