

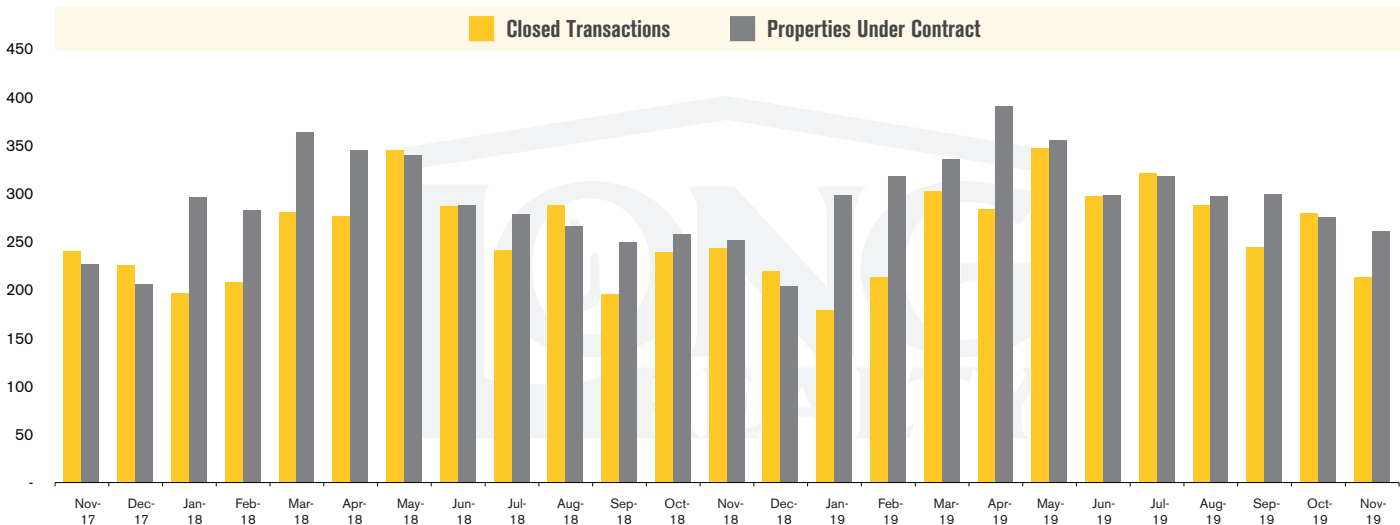
# THE HOUSING REPORT

TUCSON NORTHWEST | DECEMBER 2019

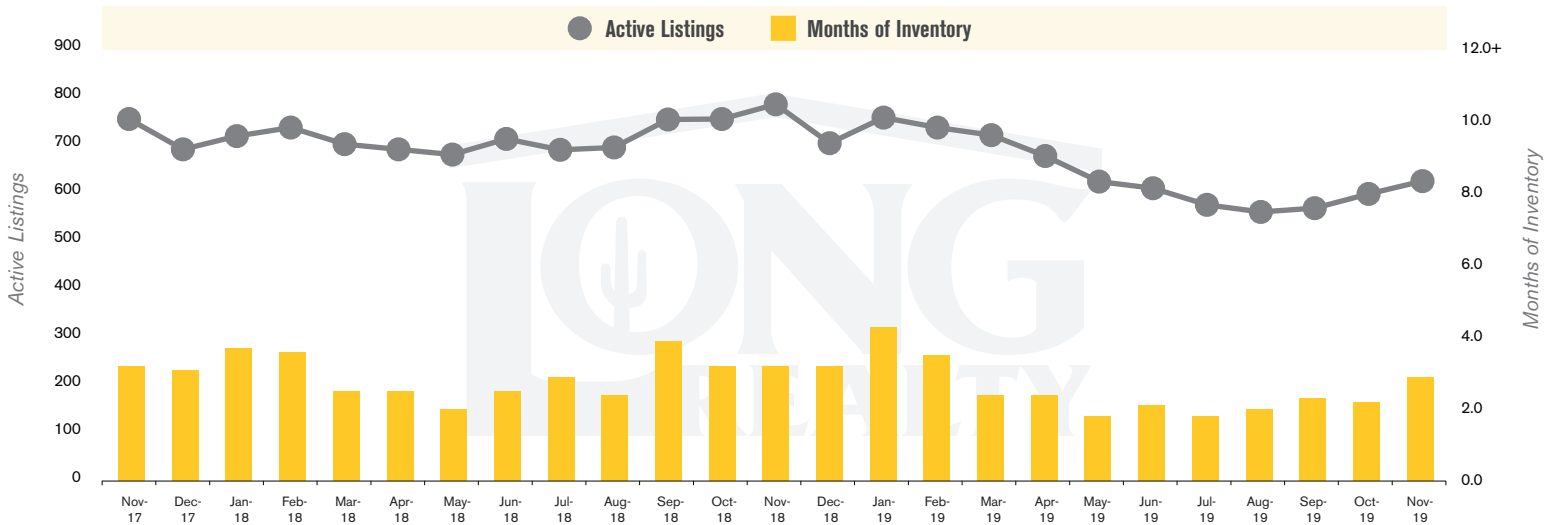


In the Tucson Northwest area, November 2019 active inventory was 634, a 20% decrease from November 2018. There were 215 closings in November 2019, a 12% decrease from November 2018. Year-to-date 2019 there were 3,096 closings, a 6% increase from year-to-date 2018. Months of Inventory was 2.9, down from 3.2 in November 2018. Median price of sold homes was \$290,000 for the month of November 2019, up 19% from November 2018. The Tucson Northwest area had 263 new properties under contract in November 2019, up 4% from November 2018.

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



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



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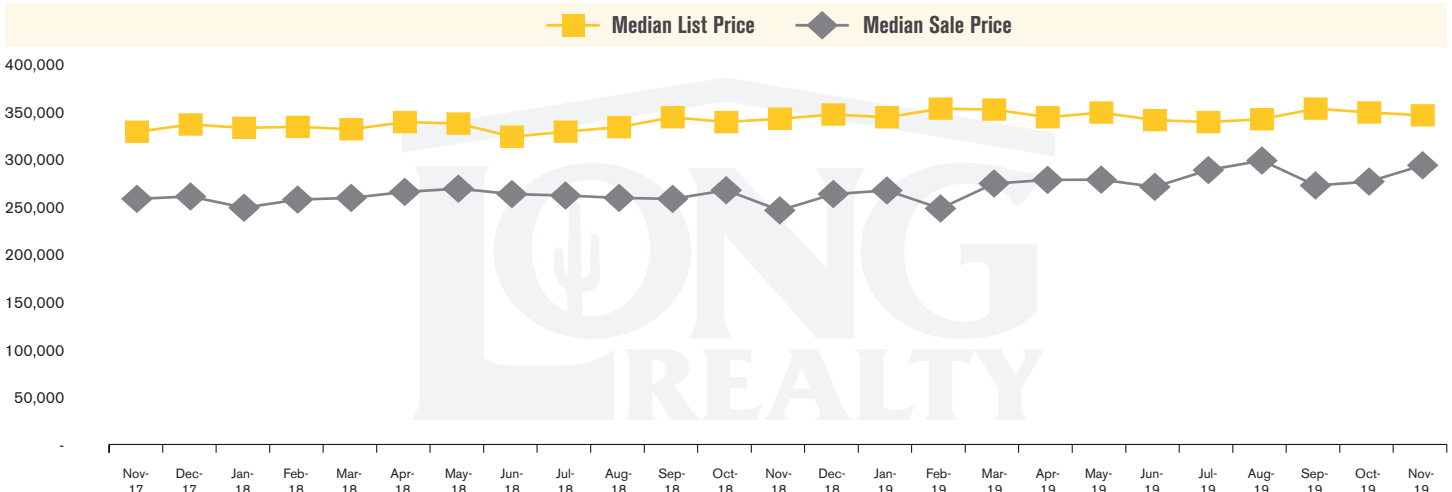
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

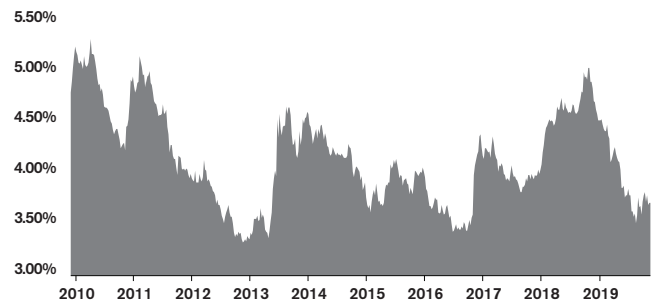


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$243,000	4.870%	\$1,220.98
2019	\$290,000	3.700%	\$1,268.08

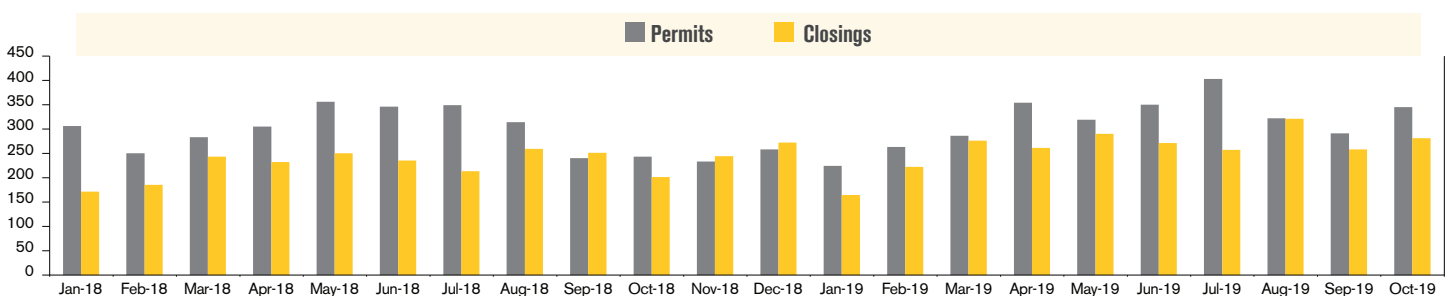
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For 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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## MARKET CONDITIONS BY PRICE BAND (TUCSON NORTHWEST)

	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	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	1	0	1	0.0	0.5	Seller
\$75,000 - 99,999	2	2	2	1	0	2	1	2.0	0.7	Seller
\$100,000 - 124,999	4	3	3	2	0	1	1	4.0	5.0	Balanced
\$125,000 - 149,999	5	5	3	4	4	5	2	2.5	1.6	Seller
\$150,000 - 174,999	6	10	11	9	11	6	5	1.2	0.8	Seller
\$175,000 - 199,999	23	36	29	20	26	24	19	1.2	0.8	Seller
\$200,000 - 224,999	30	37	37	36	35	40	29	1.0	1.0	Seller
\$225,000 - 249,999	57	37	42	39	32	42	21	2.7	1.5	Seller
\$250,000 - 274,999	48	35	27	31	26	25	26	1.8	1.6	Seller
\$275,000 - 299,999	44	16	30	21	17	24	7	6.3	2.2	Seller
\$300,000 - 349,999	78	42	46	46	37	48	38	2.1	1.9	Seller
\$350,000 - 399,999	75	37	31	24	18	28	23	3.3	3.4	Seller
\$400,000 - 499,999	76	27	38	35	24	19	19	4.0	3.6	Seller
\$500,000 - 599,999	31	10	11	12	11	7	11	2.8	3.7	Seller
\$600,000 - 699,999	37	8	6	8	3	9	5	7.4	6.6	Slightly Buyer
\$700,000 - 799,999	26	3	5	6	2	3	2	13.0	11.7	Buyer
\$800,000 - 899,999	23	1	3	6	5	4	3	7.7	5.5	Balanced
\$900,000 - 999,999	13	0	6	1	0	2	0	n/a	19.5	Buyer
\$1,000,000 - and over	56	4	3	3	3	1	2	28.0	25.3	Buyer
<b>TOTAL</b>	<b>634</b>	<b>313</b>	<b>333</b>	<b>304</b>	<b>255</b>	<b>290</b>	<b>215</b>	<b>2.9</b>	<b>2.4</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 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.

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TUCSON NORTHWEST | DECEMBER 2019



## MARKET SHARE (TUCSON NORTHWEST)

**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

27.6%

Tierra Antigua Realty

12.4%

Coldwell Banker Residential Brokerage

8.7%

Realty Executives Tucson Elite

7.3%

Keller Williams Southern Arizona

5.8%

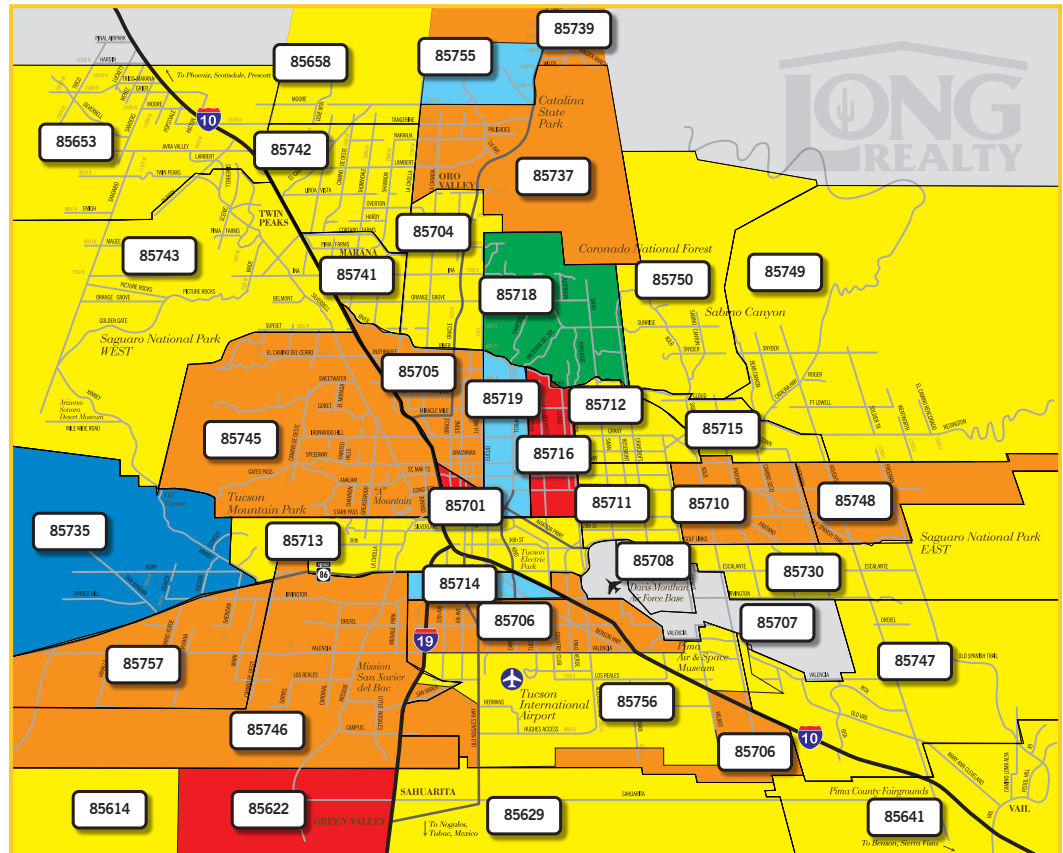
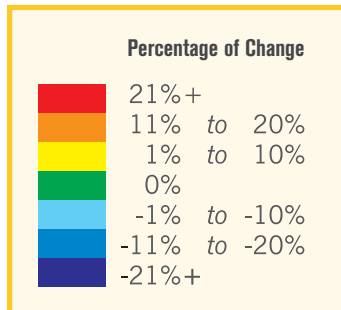
Exp Realty

3.7%

## 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.



**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 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.*