

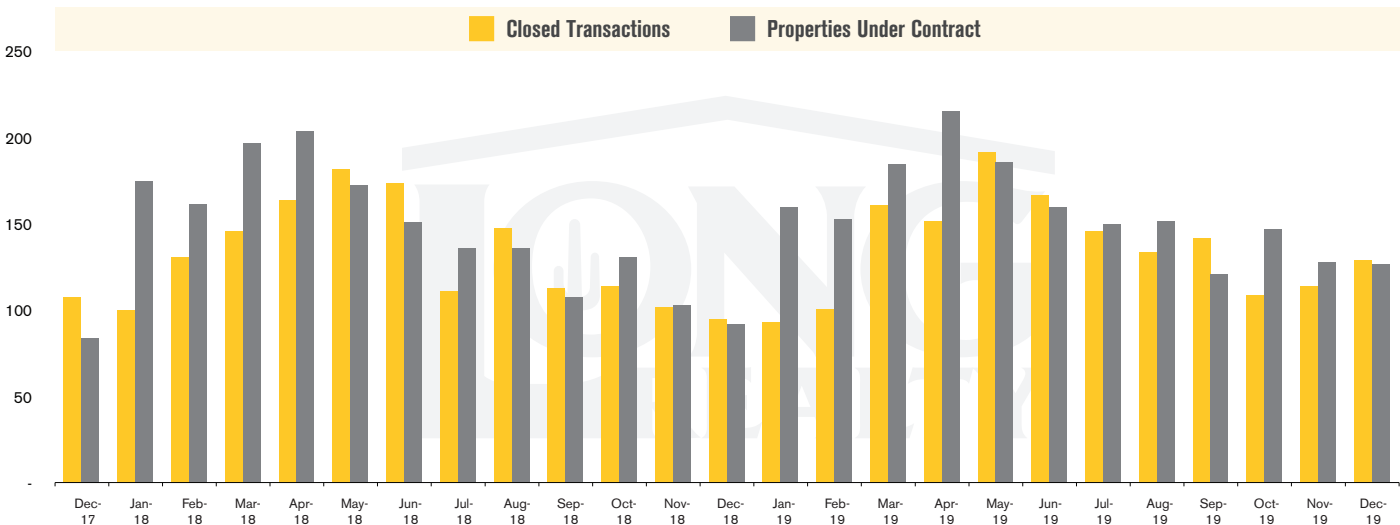
# THE HOUSING REPORT

TUCSON NORTH | JANUARY 2020

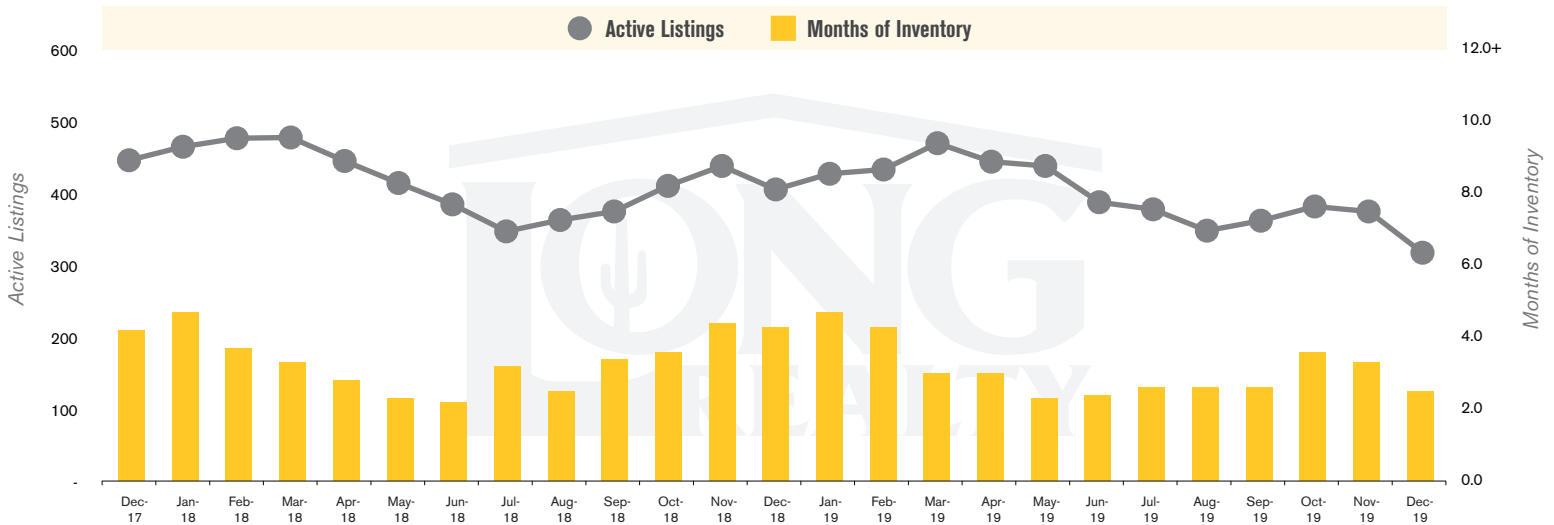


In the Tucson North area, December 2019 active inventory was 322, a 22% decrease from December 2018. There were 129 closings in December 2019, a 36% increase from December 2018. Year-to-date 2019 there were 1,688 closings, a 4% increase from year-to-date 2018. Months of Inventory was 2.5, down from 4.3 in December 2018. Median price of sold homes was \$364,750 for the month of December 2019, up 16% from December 2018. The Tucson North area had 127 new properties under contract in December 2019, up 38% from December 2018.

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



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



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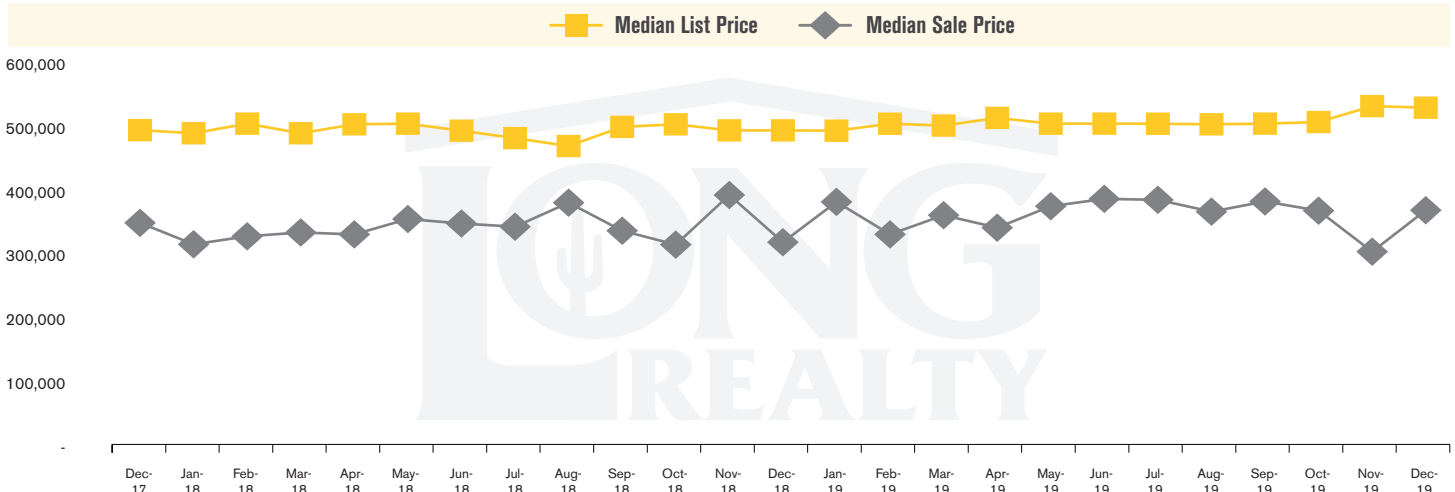
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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

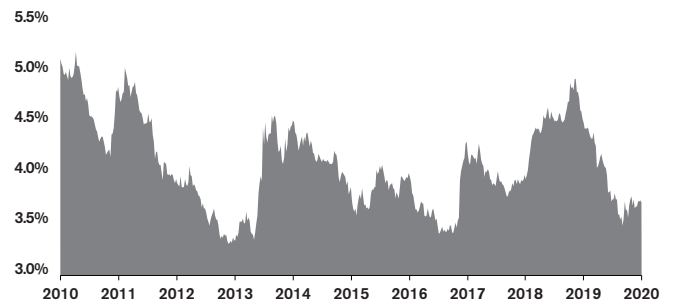


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2018	\$314,750	4.640%	\$1,540.03
2019	\$364,750	3.840%	\$1,622.50

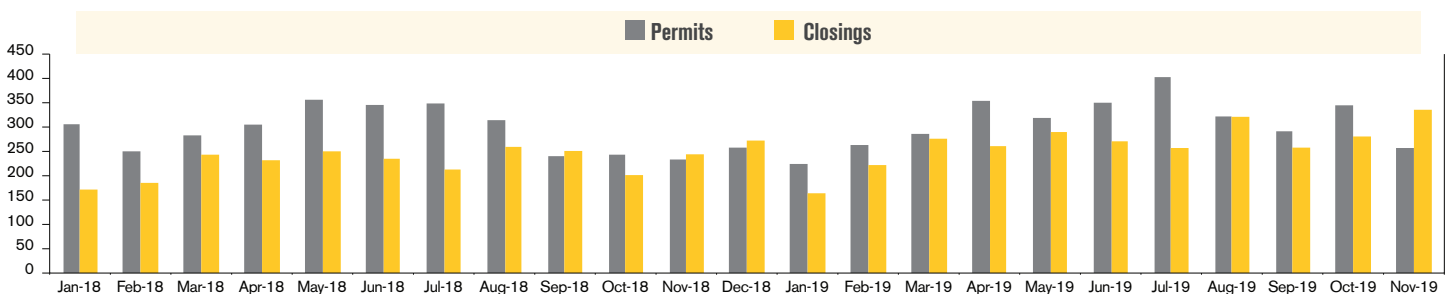
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	1	1	2	3	1	1.0	0.8	Seller
\$75,000 - 99,999	1	2	2	2	1	1	0	n/a	0.5	Seller
\$100,000 - 124,999	3	2	0	2	1	4	4	0.8	0.8	Seller
\$125,000 - 149,999	8	5	12	10	6	7	3	2.7	1.5	Seller
\$150,000 - 174,999	11	14	8	9	8	2	11	1.0	1.5	Seller
\$175,000 - 199,999	11	11	10	14	7	15	8	1.4	1.3	Seller
\$200,000 - 224,999	6	4	3	4	7	5	6	1.0	1.3	Seller
\$225,000 - 249,999	9	8	7	3	3	3	7	1.3	2.0	Seller
\$250,000 - 274,999	3	5	3	6	2	11	2	1.5	0.6	Seller
\$275,000 - 299,999	4	1	10	3	6	6	5	0.8	1.4	Seller
\$300,000 - 349,999	16	15	11	12	9	13	12	1.3	1.5	Seller
\$350,000 - 399,999	20	20	9	18	12	7	16	1.3	2.1	Seller
\$400,000 - 499,999	42	22	27	21	15	18	16	2.6	2.5	Seller
\$500,000 - 599,999	34	13	11	16	15	7	11	3.1	4.0	Seller
\$600,000 - 699,999	34	11	12	7	4	9	13	2.6	4.4	Slightly Seller
\$700,000 - 799,999	27	4	4	6	3	1	2	13.5	15.0	Buyer
\$800,000 - 899,999	23	4	5	4	3	0	4	5.8	10.3	Buyer
\$900,000 - 999,999	14	8	0	2	5	2	1	14.0	6.6	Slightly Buyer
\$1,000,000 - and over	55	4	4	9	4	2	7	7.9	14.5	Buyer
<b>TOTAL</b>	<b>322</b>	<b>153</b>	<b>139</b>	<b>149</b>	<b>113</b>	<b>116</b>	<b>129</b>	<b>2.5</b>	<b>3.0</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 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.

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## MARKET SHARE (TUCSON NORTH)

**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

42.5%

Tierra Antigua Realty

13.8%

Realty Executives Tucson Elite

6.3%

Coldwell Banker Residential Brokerage

5.9%

Russ Lyon Sotheby's International Realty

5.0%

Keller Williams Southern Arizona

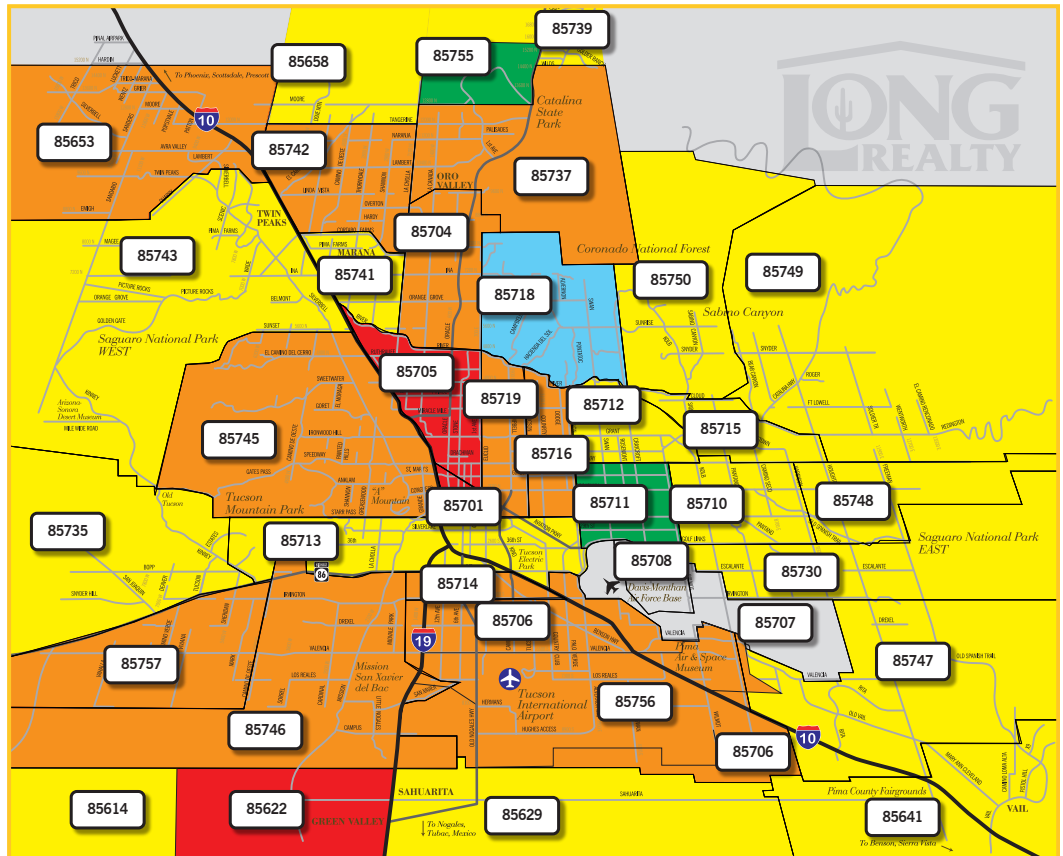
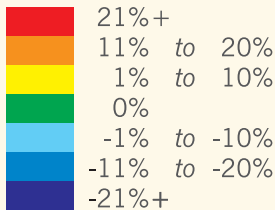
4.7%

## 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.

### Percentage of Change



**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.