

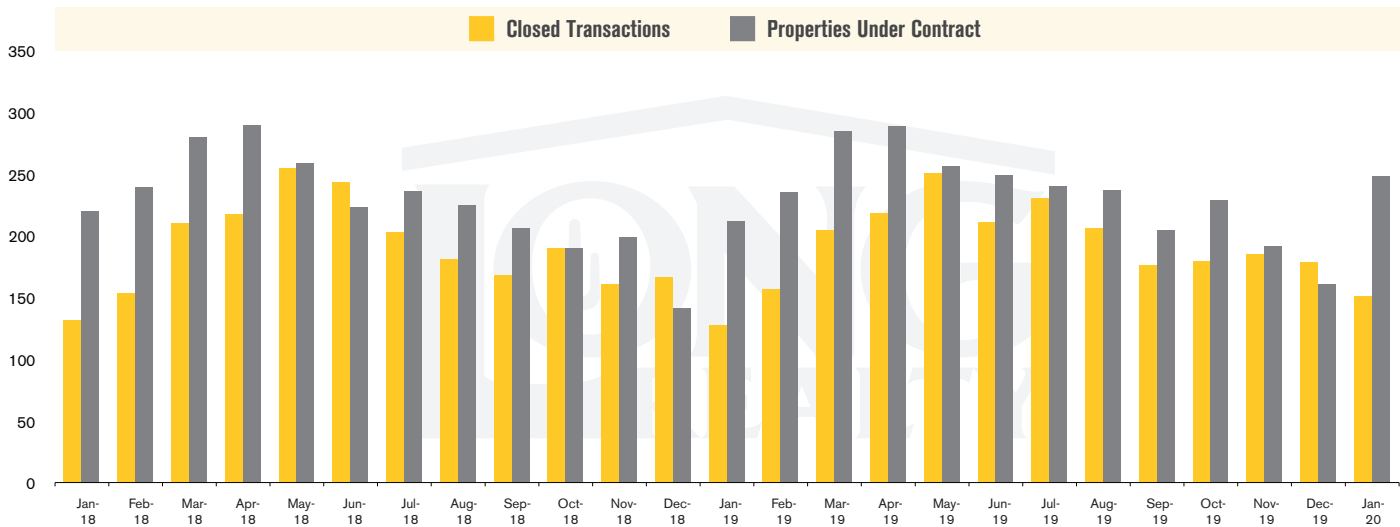
# THE HOUSING REPORT

TUCSON CENTRAL | FEBRUARY 2020

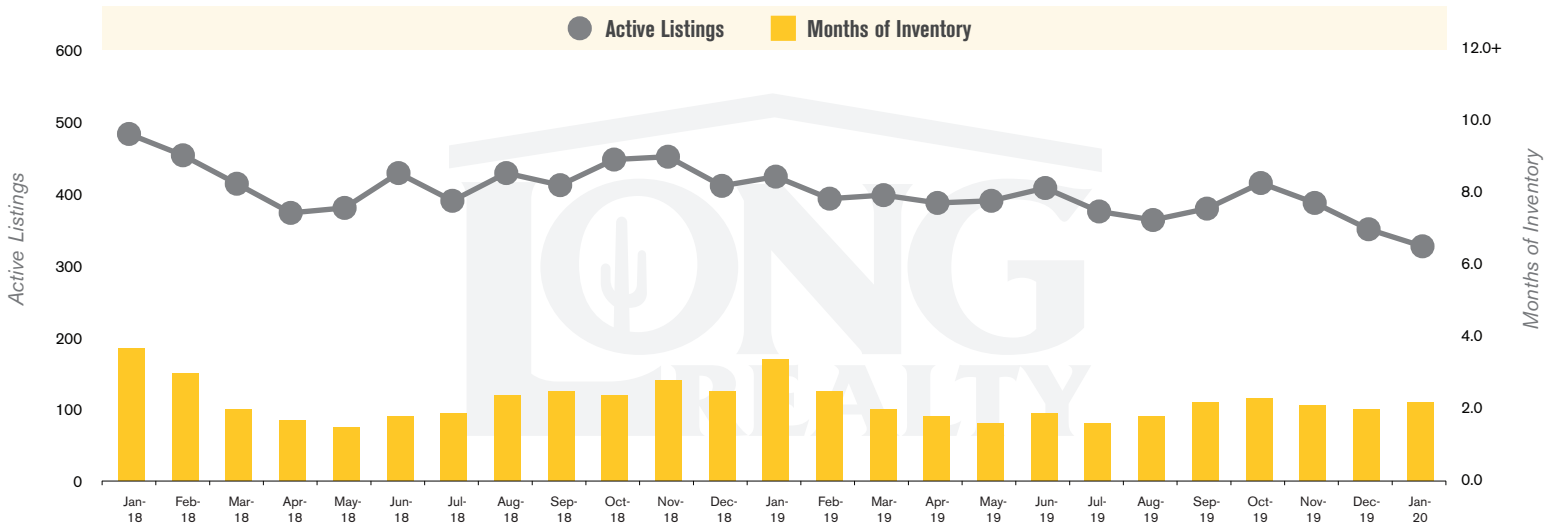


In the Tucson Central area, January 2020 active inventory was 331, a 23% decrease from January 2019. There were 152 closings in January 2020, a 19% increase from January 2019. Year-to-date 2020 there were 152 closings, a 13% increase from year-to-date 2018. Months of Inventory was 2.2, down from 3.4 in January 2019. Median price of sold homes was \$205,000 for the month of January 2020, up 17% from January 2019. The Tucson Central area had 249 new properties under contract in January 2020, up 17% from January 2019.

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



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



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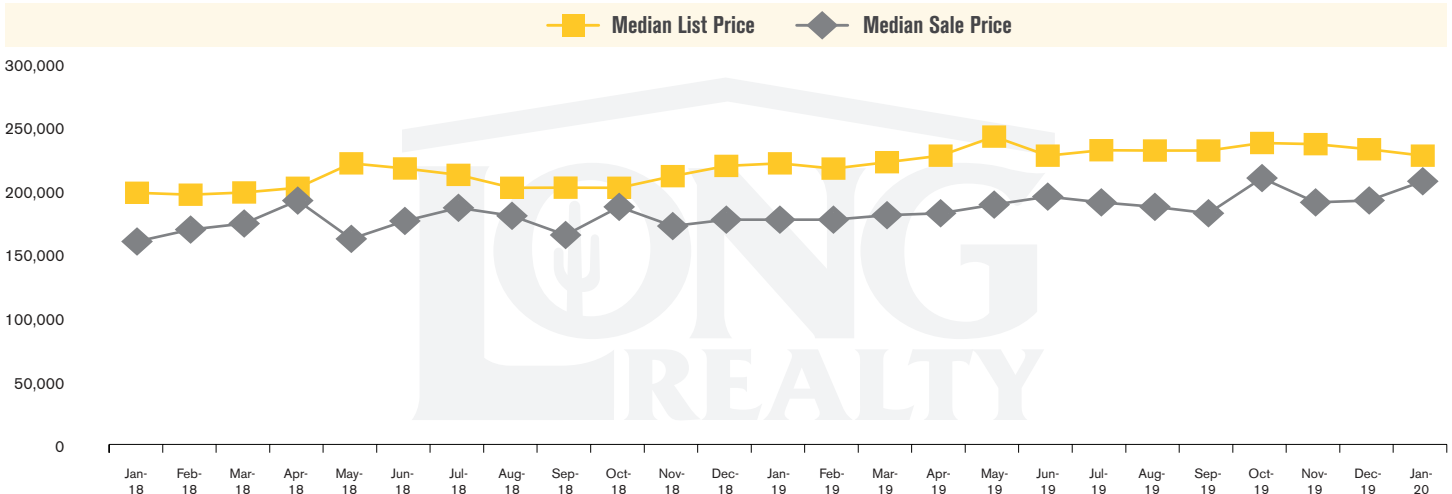
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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

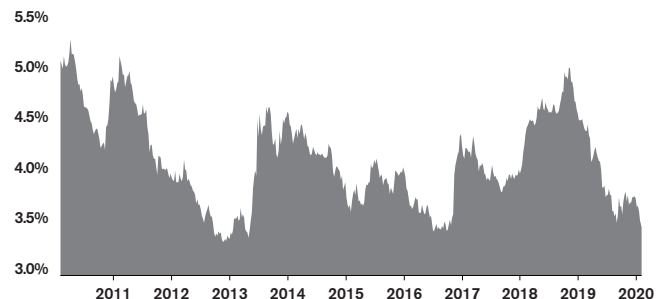


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2019	\$175,000	4.460%	\$838.42
2020	\$205,000	3.680%	\$894.20

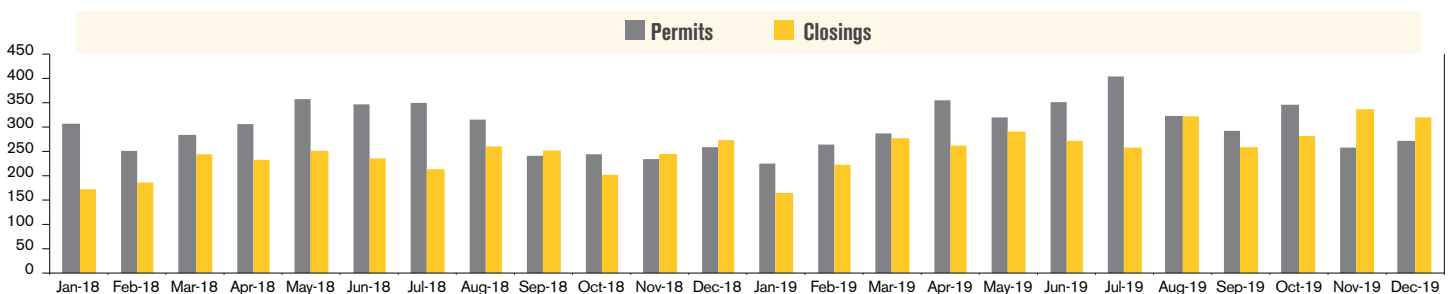
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For December 2019, new home permits were **down 1%** and new home closings were **up 18%** from December 2018.

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## MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$1 - 49,999	5	0	1	2	1	2	1	5.0	4.0	Seller
\$50,000 - 74,999	2	6	6	3	0	3	3	0.7	1.0	Seller
\$75,000 - 99,999	15	9	6	6	10	2	1	15.0	3.2	Seller
\$100,000 - 124,999	7	19	14	8	19	15	8	0.9	0.6	Seller
\$125,000 - 149,999	22	20	32	24	29	22	23	1.0	0.9	Seller
\$150,000 - 174,999	28	31	32	23	26	27	16	1.8	1.4	Seller
\$175,000 - 199,999	46	42	21	24	23	29	20	2.3	1.9	Seller
\$200,000 - 224,999	26	19	14	17	14	12	16	1.6	1.9	Seller
\$225,000 - 249,999	33	14	14	19	15	13	13	2.5	2.6	Seller
\$250,000 - 274,999	29	8	16	18	14	14	18	1.6	1.5	Seller
\$275,000 - 299,999	27	15	11	8	12	7	9	3.0	3.0	Seller
\$300,000 - 349,999	20	16	7	17	10	10	10	2.0	3.1	Seller
\$350,000 - 399,999	25	9	4	6	14	12	8	3.1	2.6	Seller
\$400,000 - 499,999	17	3	11	6	5	11	1	17.0	3.7	Seller
\$500,000 - 599,999	12	1	2	3	1	1	2	6.0	10.3	Buyer
\$600,000 - 699,999	6	1	0	2	2	0	2	3.0	5.5	Balanced
\$700,000 - 799,999	5	0	0	1	0	2	1	5.0	4.7	Slightly Seller
\$800,000 - 899,999	3	1	0	0	1	0	0	n/a	10.0	Buyer
\$900,000 - 999,999	2	1	1	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	1	1	1	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>331</b>	<b>216</b>	<b>193</b>	<b>188</b>	<b>196</b>	<b>182</b>	<b>152</b>	<b>2.2</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 02/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2019-01/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON CENTRAL | FEBRUARY 2020



## MARKET SHARE (TUCSON CENTRAL)

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

*Data Obtained 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

26.8%

Tierra Antigua Realty

17.2%

Realty Executives Tucson Elite

9.6%

Keller Williams Southern Arizona

6.9%

Coldwell Banker Residential Brokerage

3.9%

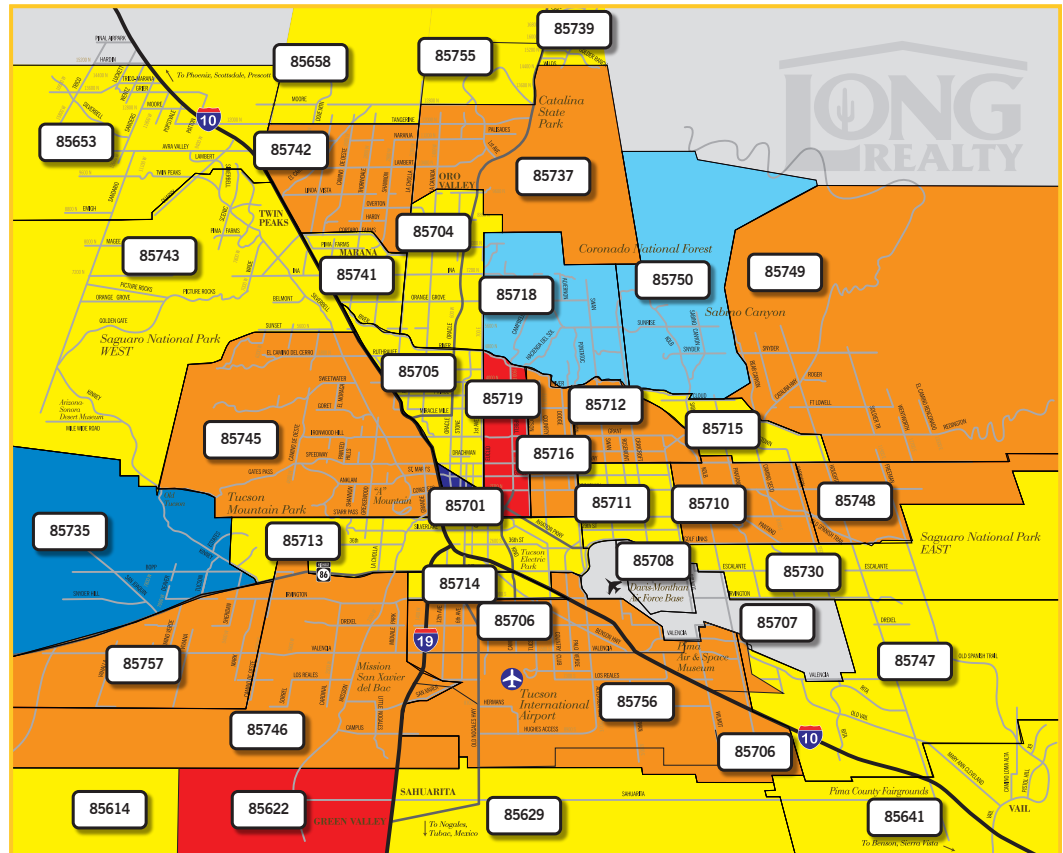
Omni Homes International

3.3%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2018-JAN 2019 TO NOV 2019-JAN 2020)

*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 November 2018-January 2019 to November 2019-January 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2020. Information is believed to be reliable, but not guaranteed.*