

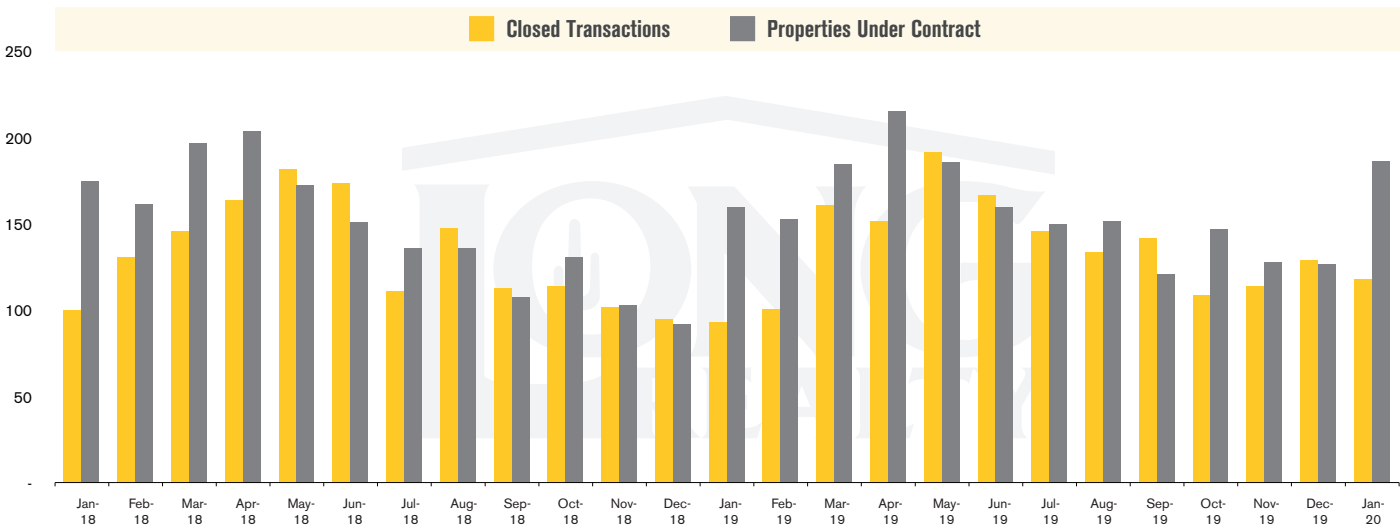
# THE HOUSING REPORT

TUCSON NORTH | FEBRUARY 2020

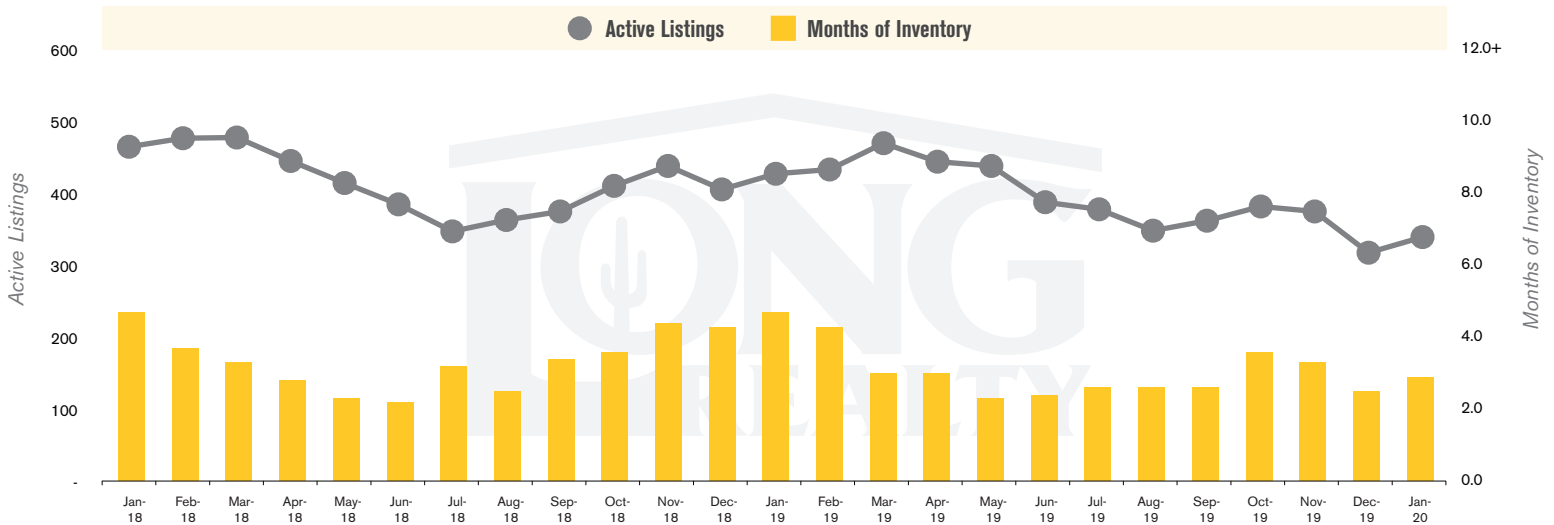


In the Tucson North area, January 2020 active inventory was 344, a 21% decrease from January 2019. There were 118 closings in January 2020, a 27% increase from January 2019. Year-to-date 2020 there were 118 closings, a 23% increase from year-to-date 2018. Months of Inventory was 2.9, down from 4.7 in January 2019. Median price of sold homes was \$356,250 for the month of January 2020, down 6% from January 2019. The Tucson North area had 187 new properties under contract in January 2020, up 17% from January 2019.

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



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



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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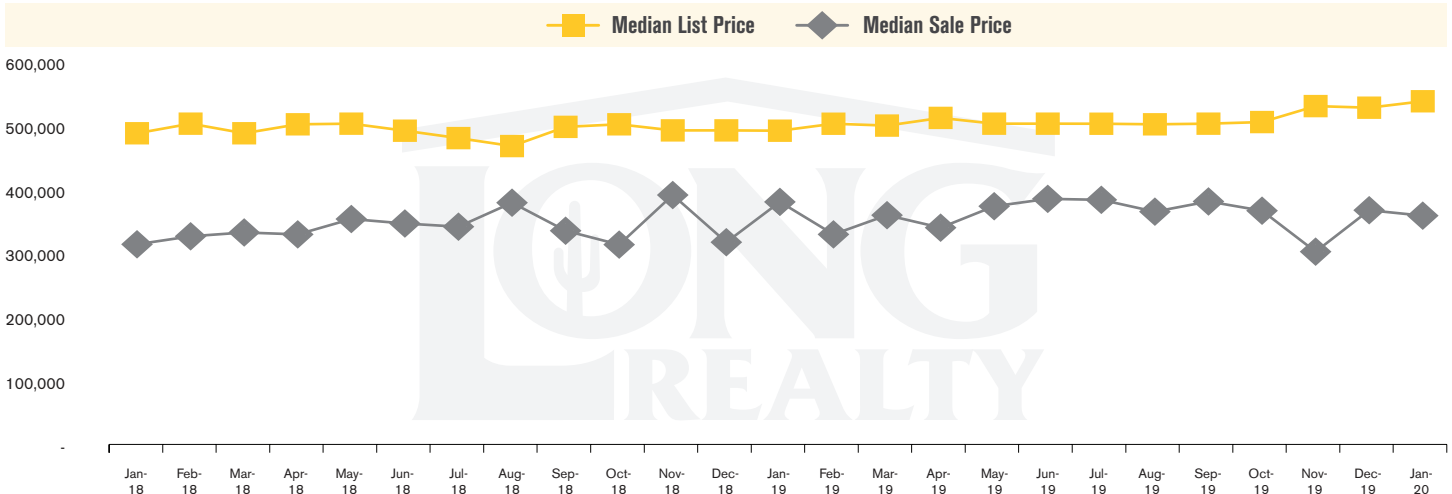
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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

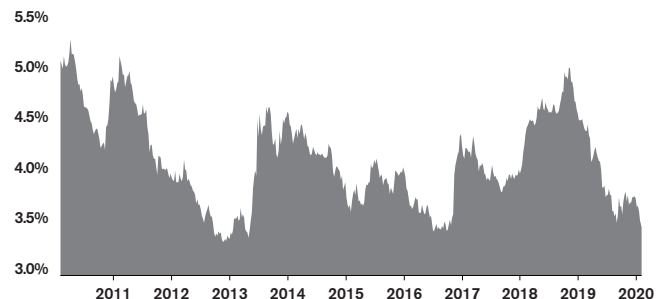


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

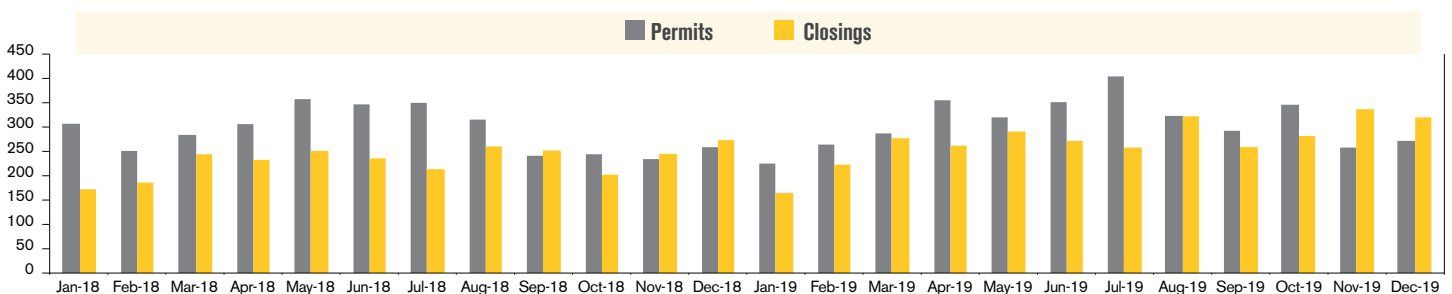
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$377,750	4.460%	\$1,809.78
2020	\$356,250	3.680%	\$1,553.94

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

## 30 YEAR FIXED MORTGAGE RATE



## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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.

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

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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
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	1	1	2	3	1	3	1.0	0.9	Seller
\$75,000 - 99,999	1	2	2	1	1	0	2	0.5	0.7	Seller
\$100,000 - 124,999	2	0	2	1	4	4	2	1.0	0.7	Seller
\$125,000 - 149,999	7	12	10	6	7	2	5	1.4	1.8	Seller
\$150,000 - 174,999	12	8	9	8	2	11	5	2.4	1.9	Seller
\$175,000 - 199,999	10	10	14	7	15	8	12	0.8	1.0	Seller
\$200,000 - 224,999	5	3	4	7	5	6	4	1.3	1.3	Seller
\$225,000 - 249,999	7	7	3	3	3	7	3	2.3	1.9	Seller
\$250,000 - 274,999	7	3	6	2	11	3	3	2.3	0.8	Seller
\$275,000 - 299,999	7	10	3	6	6	5	5	1.4	1.4	Seller
\$300,000 - 349,999	15	11	12	9	13	12	10	1.5	1.3	Seller
\$350,000 - 399,999	15	9	18	12	7	16	11	1.4	1.8	Seller
\$400,000 - 499,999	39	27	21	15	18	17	16	2.4	2.4	Seller
\$500,000 - 599,999	32	11	16	15	7	11	12	2.7	3.9	Seller
\$600,000 - 699,999	43	12	7	4	9	13	3	14.3	4.5	Slightly Seller
\$700,000 - 799,999	38	4	6	3	1	2	4	9.5	14.0	Buyer
\$800,000 - 899,999	26	5	4	3	0	4	3	8.7	10.3	Buyer
\$900,000 - 999,999	15	0	2	5	2	1	6	2.5	5.2	Balanced
\$1,000,000 - and over	60	4	9	4	2	7	9	6.7	10.2	Buyer
<b>TOTAL</b>	<b>344</b>	<b>139</b>	<b>149</b>	<b>113</b>	<b>116</b>	<b>130</b>	<b>118</b>	<b>2.9</b>	<b>2.9</b>	<b>Seller</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

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.

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## MARKET SHARE (TUCSON NORTH)

**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

42.1%

Tierra Antigua Realty

14.2%

Realty Executives Tucson Elite

6.2%

Coldwell Banker Residential Brokerage

5.9%

Russ Lyon Sotheby's International Realty

5.5%

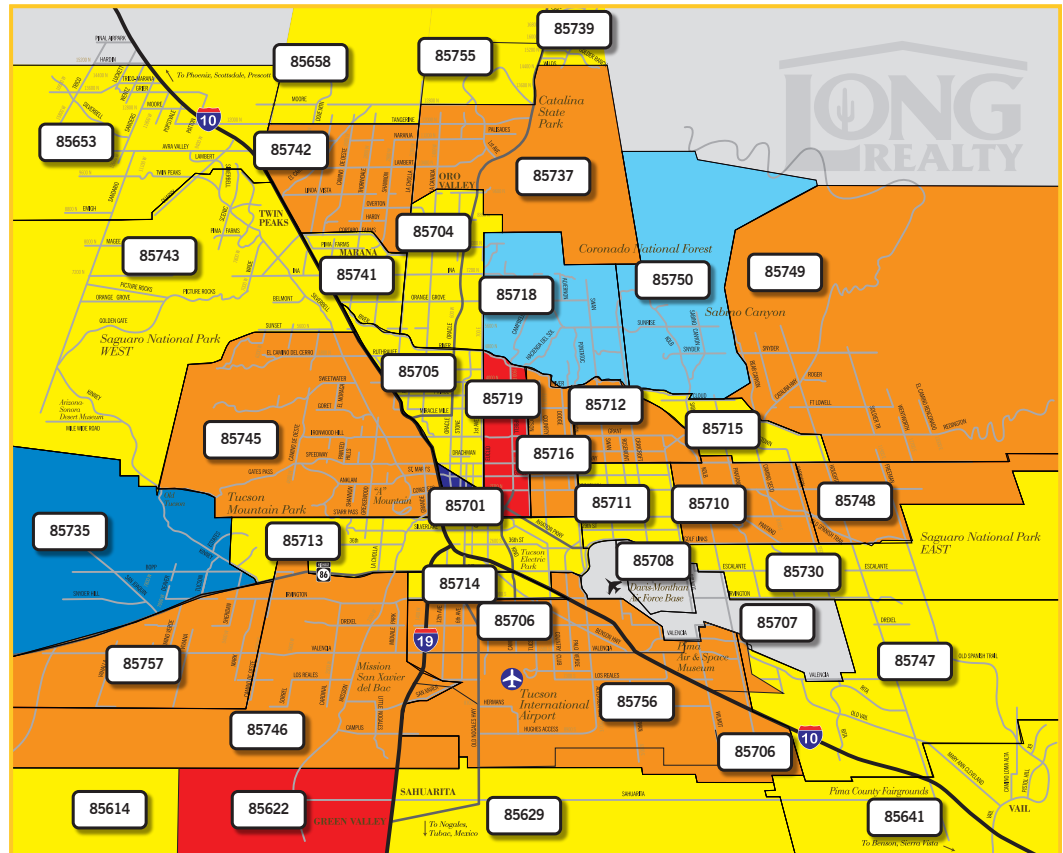
Keller Williams Southern Arizona

4.7%

## 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.**



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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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.*