

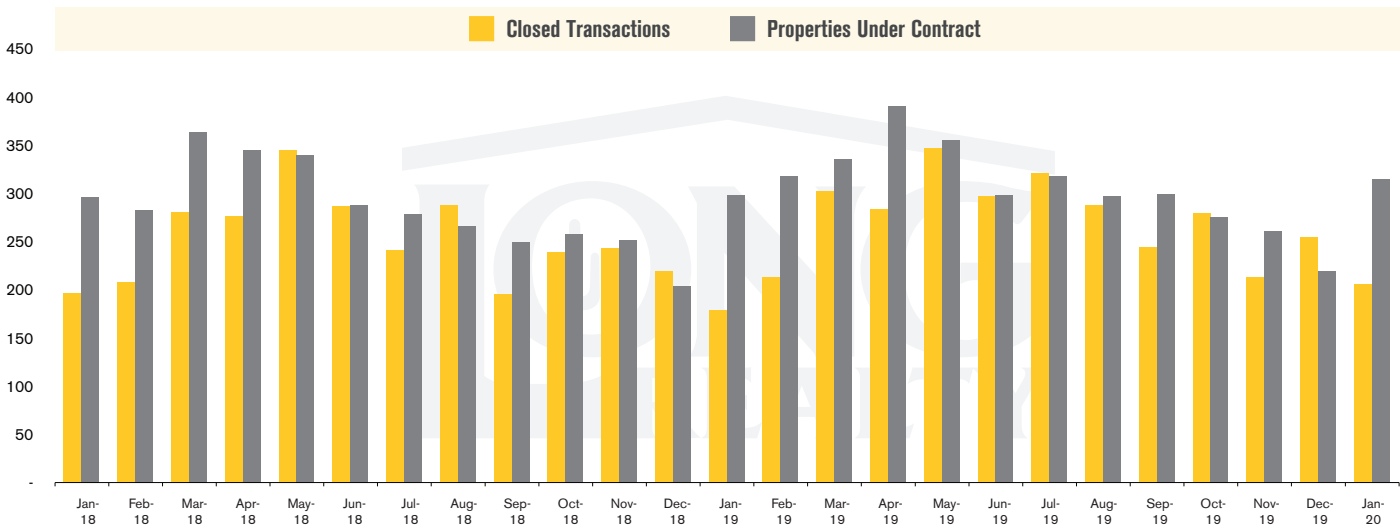
# THE HOUSING REPORT

TUCSON NORTHWEST | FEBRUARY 2020

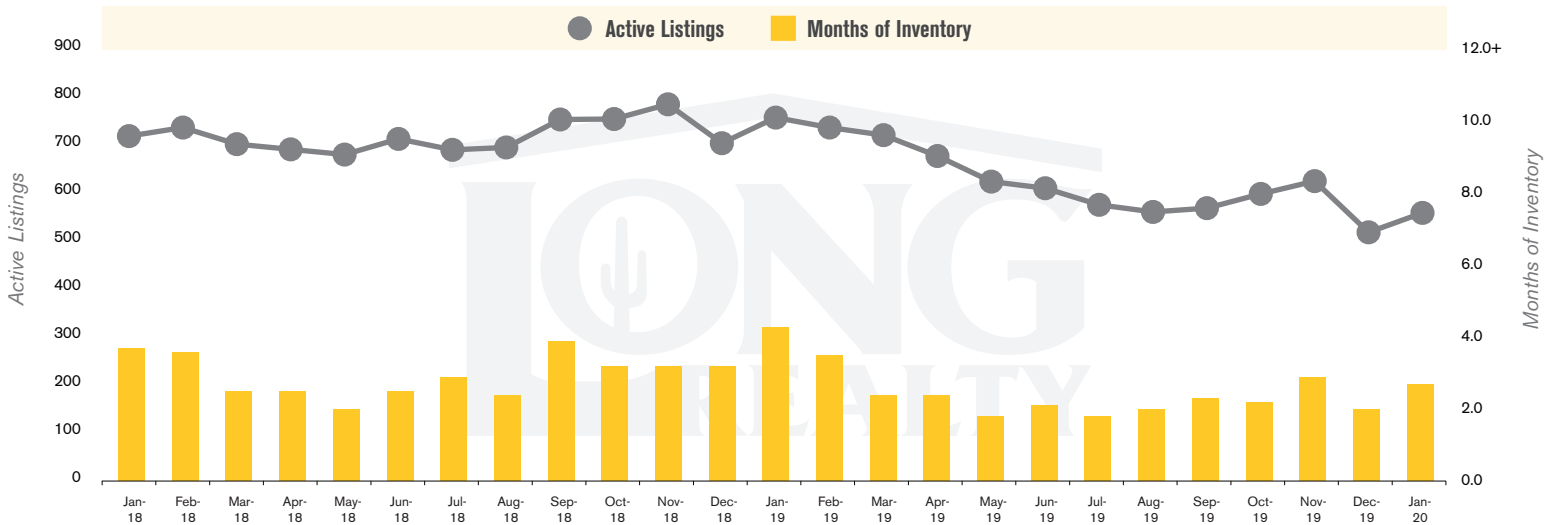


In the Tucson Northwest area, January 2020 active inventory was 567, a 26% decrease from January 2019. There were 208 closings in January 2020, a 16% increase from January 2019. Year-to-date 2020 there were 208 closings, a 12% increase from year-to-date 2018. Months of Inventory was 2.7, down from 4.3 in January 2019. Median price of sold homes was \$272,500 for the month of January 2020, up 3% from January 2019. The Tucson Northwest area had 317 new properties under contract in January 2020, up 5% from January 2019.

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



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



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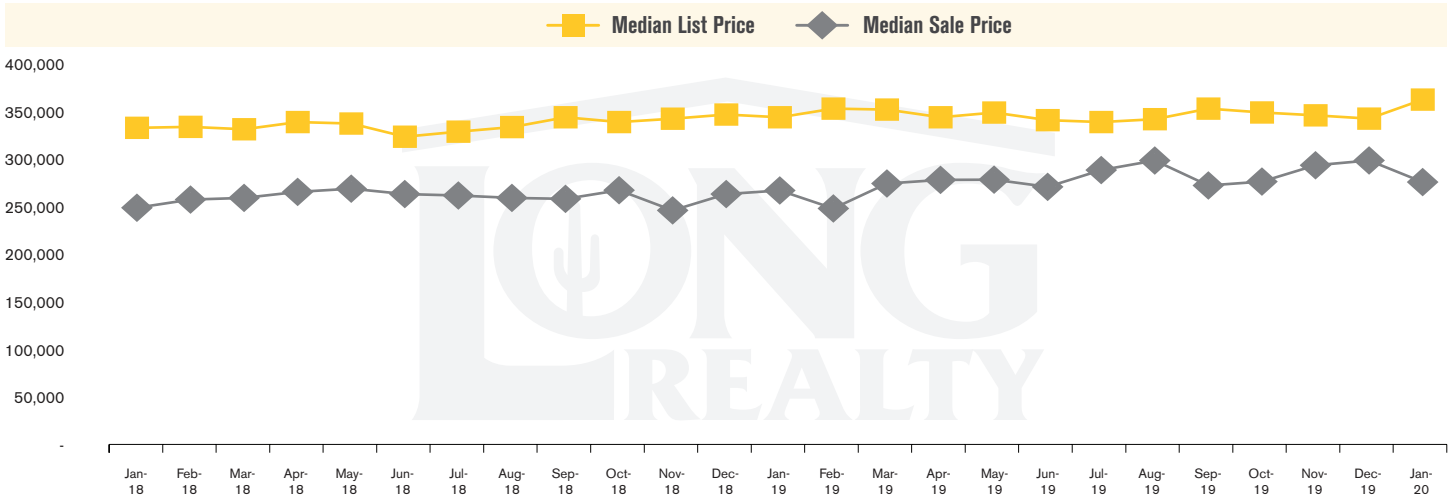
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

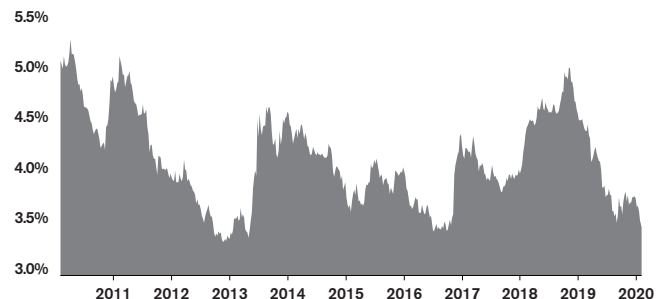


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$263,750	4.460%	\$1,263.62
2020	\$272,500	3.680%	\$1,188.63

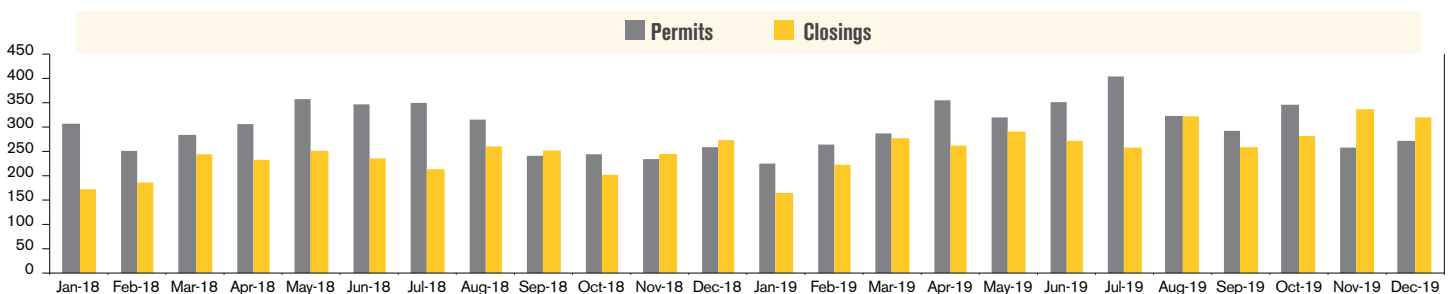
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For 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 NORTHWEST)

	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	2	0.0	0.0	Seller
\$50,000 - 74,999	1	0	1	0	1	1	0	n/a	2.0	Seller
\$75,000 - 99,999	1	1	0	2	1	1	0	n/a	1.5	Seller
\$100,000 - 124,999	4	3	0	1	1	3	1	4.0	2.4	Seller
\$125,000 - 149,999	1	4	4	5	2	2	3	0.3	1.4	Seller
\$150,000 - 174,999	3	9	11	7	6	6	8	0.4	0.7	Seller
\$175,000 - 199,999	14	20	26	25	19	22	15	0.9	1.0	Seller
\$200,000 - 224,999	31	36	35	40	30	25	24	1.3	1.1	Seller
\$225,000 - 249,999	40	39	32	42	21	29	29	1.4	1.8	Seller
\$250,000 - 274,999	35	31	26	25	26	20	22	1.6	1.7	Seller
\$275,000 - 299,999	31	21	17	24	7	28	17	1.8	2.2	Seller
\$300,000 - 349,999	63	46	37	48	39	43	27	2.3	1.9	Seller
\$350,000 - 399,999	71	24	18	28	24	27	25	2.8	2.7	Seller
\$400,000 - 499,999	71	35	24	21	20	30	17	4.2	3.1	Seller
\$500,000 - 599,999	38	12	11	8	11	8	6	6.3	3.8	Seller
\$600,000 - 699,999	34	8	3	9	5	7	7	4.9	5.4	Balanced
\$700,000 - 799,999	28	6	2	3	3	4	3	9.3	7.8	Slightly Buyer
\$800,000 - 899,999	30	6	5	4	3	2	0	n/a	15.4	Buyer
\$900,000 - 999,999	13	1	0	2	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	58	3	3	1	2	5	2	29.0	18.3	Buyer
<b>TOTAL</b>	<b>567</b>	<b>305</b>	<b>255</b>	<b>295</b>	<b>221</b>	<b>263</b>	<b>208</b>	<b>2.7</b>	<b>2.5</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.

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TUCSON NORTHWEST | FEBRUARY 2020



## MARKET SHARE (TUCSON NORTHWEST)

**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

28.0%

Tierra Antigua Realty

12.3%

Coldwell Banker Residential Brokerage

9.0%

Realty Executives Tucson Elite

7.1%

Keller Williams Southern Arizona

6.1%

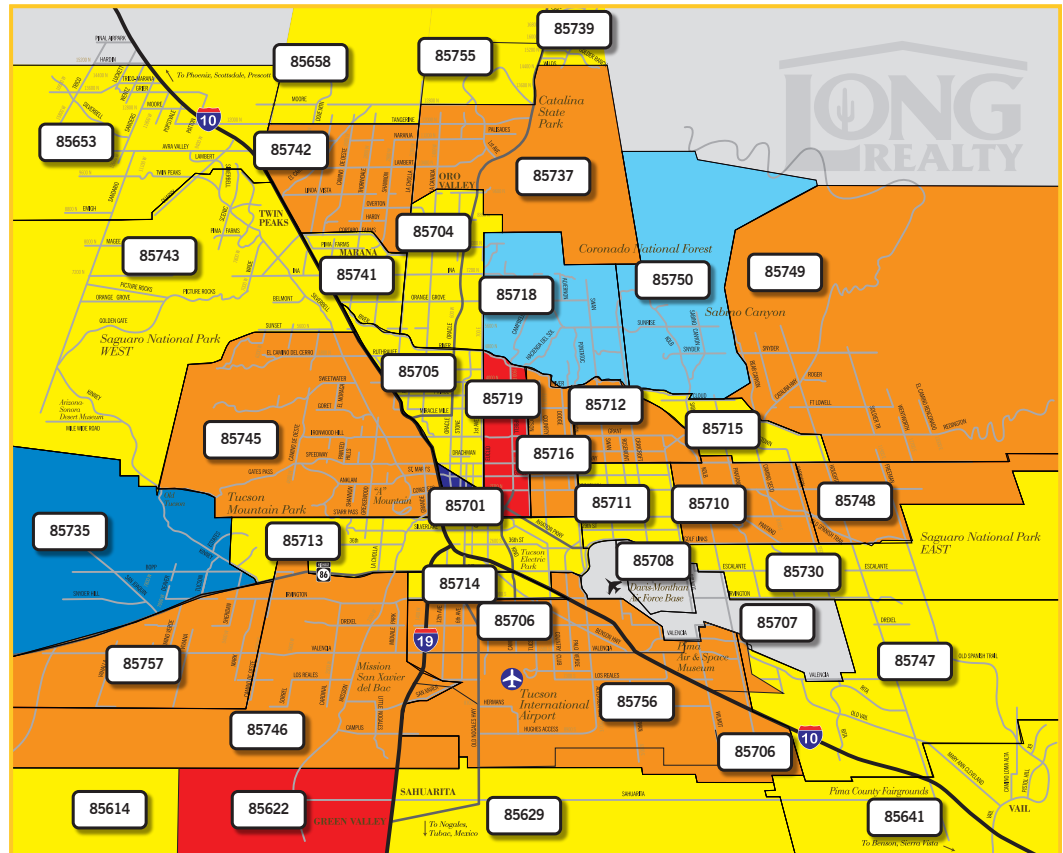
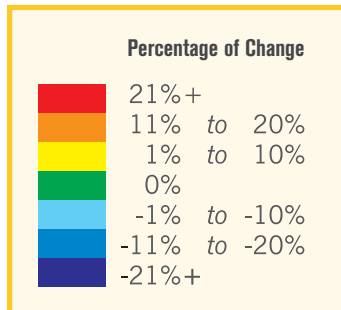
Exp Realty

3.5%

## 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.