

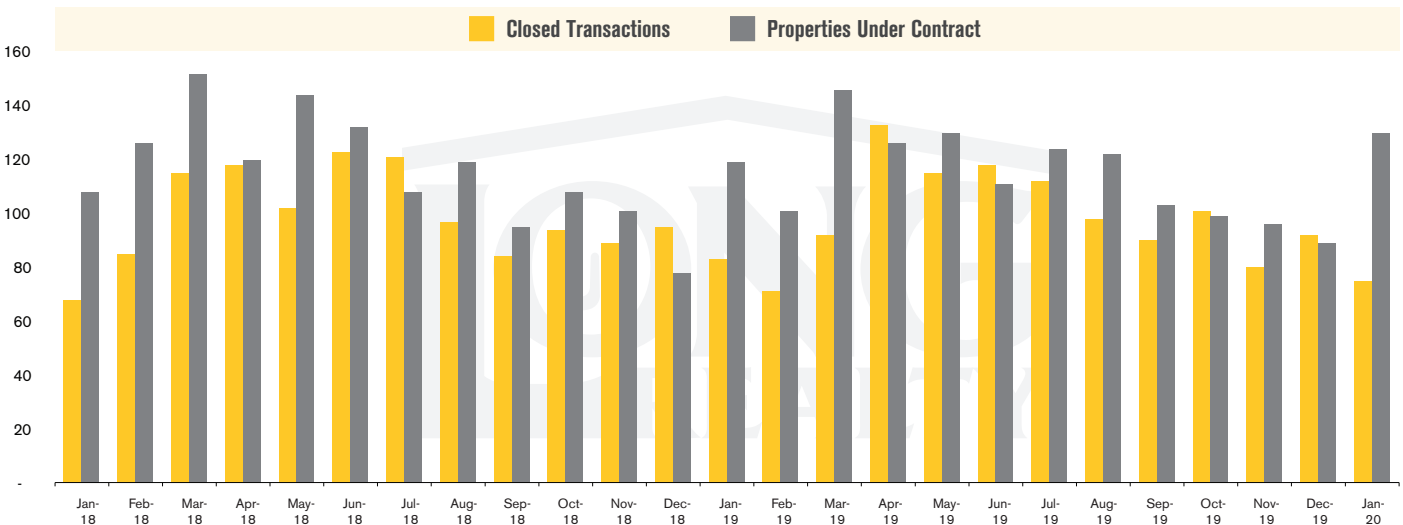
# THE HOUSING REPORT

TUCSON WEST | FEBRUARY 2020

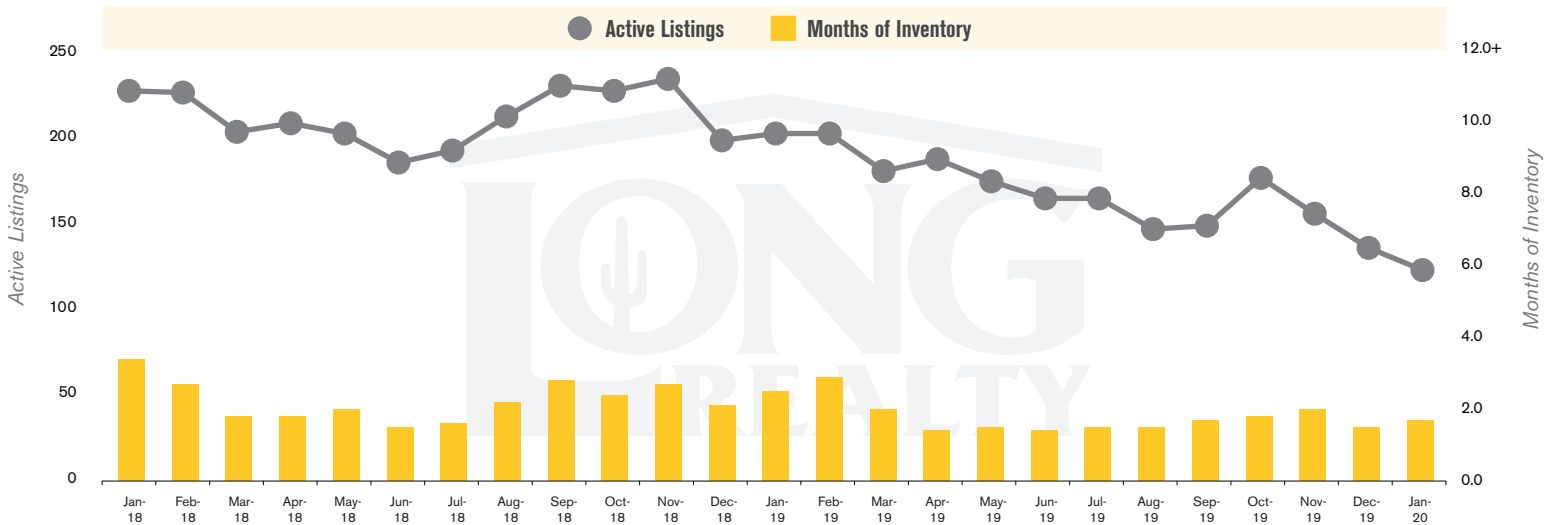


In the Tucson West area, January 2020 active inventory was 124, a 39% decrease from January 2019. There were 75 closings in January 2020, a 10% decrease from January 2019. Year-to-date 2020 there were 75 closings, a 13% decrease from year-to-date 2018. Months of Inventory was 1.7, down from 2.5 in January 2019. Median price of sold homes was \$250,000 for the month of January 2020, up 14% from January 2019. The Tucson West area had 130 new properties under contract in January 2020, up 9% from January 2019.

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



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



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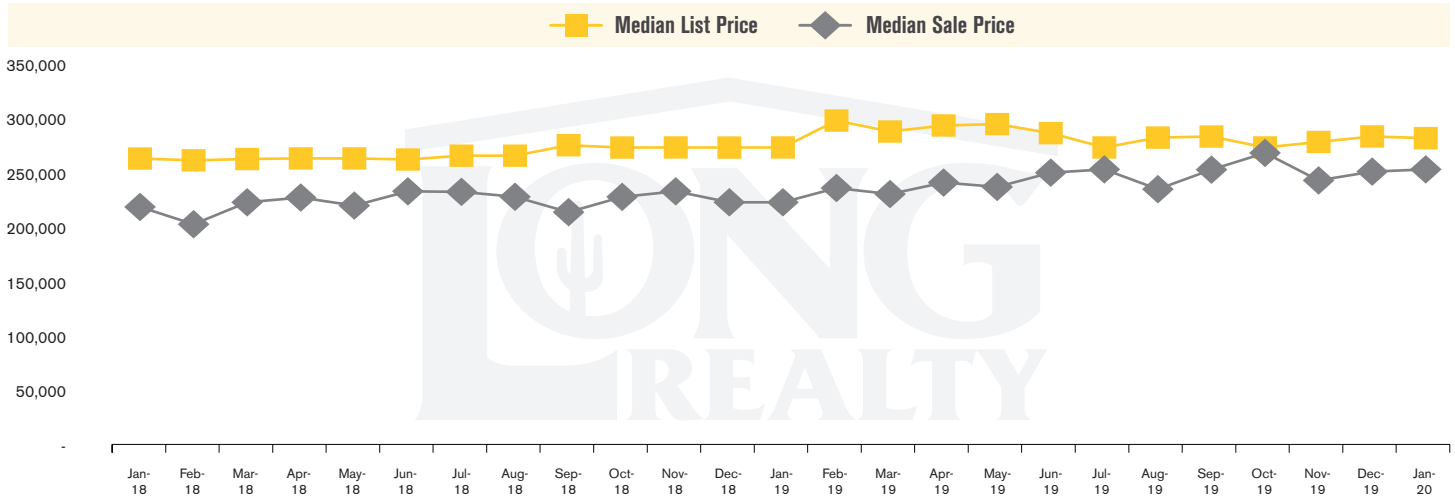
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

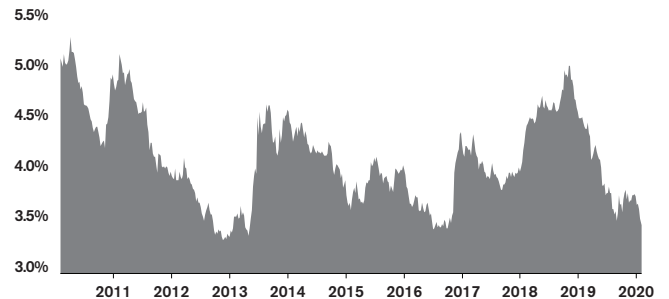


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

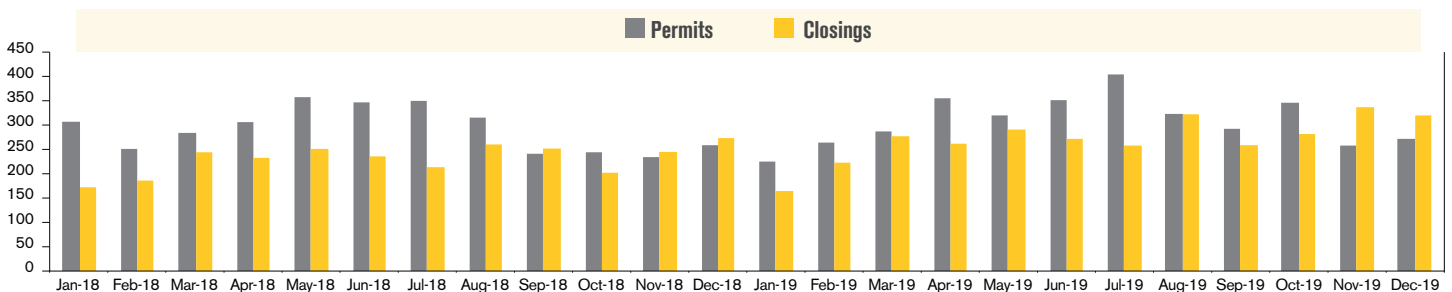
Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$220,000	4.460%	\$1,054.01
2020	\$250,000	3.680%	\$1,090.49

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.

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## MARKET CONDITIONS BY PRICE BAND (TUCSON WEST)

	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	2	2	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	4	2	1	0	0	2	0	n/a	2.5	Seller
\$100,000 - 124,999	0	3	2	1	1	1	1	0.0	1.7	Seller
\$125,000 - 149,999	2	12	10	8	6	6	7	0.3	0.6	Seller
\$150,000 - 174,999	4	7	2	5	4	2	7	0.6	0.8	Seller
\$175,000 - 199,999	1	8	9	10	7	10	8	0.1	0.5	Seller
\$200,000 - 224,999	8	13	7	13	15	9	7	1.1	1.1	Seller
\$225,000 - 249,999	12	17	17	13	14	18	7	1.7	1.3	Seller
\$250,000 - 274,999	13	9	11	9	9	9	7	1.9	1.6	Seller
\$275,000 - 299,999	12	8	5	5	4	11	5	2.4	2.8	Seller
\$300,000 - 349,999	13	12	11	17	10	13	14	0.9	1.0	Seller
\$350,000 - 399,999	12	4	6	8	9	7	5	2.4	1.7	Seller
\$400,000 - 499,999	10	3	8	6	0	4	4	2.5	3.5	Seller
\$500,000 - 599,999	7	1	4	6	1	3	2	3.5	3.0	Seller
\$600,000 - 699,999	7	0	1	5	2	0	0	n/a	11.5	Buyer
\$700,000 - 799,999	4	2	0	2	0	0	1	4.0	12.0	Buyer
\$800,000 - 899,999	3	0	0	2	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	9	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>124</b>	<b>103</b>	<b>96</b>	<b>110</b>	<b>82</b>	<b>95</b>	<b>75</b>	<b>1.7</b>	<b>1.7</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 WEST | FEBRUARY 2020



## MARKET SHARE (TUCSON WEST)

**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**

**21.0%**

Tierra Antigua Realty

16.7%

Realty Executives Tucson Elite

10.6%

Coldwell Banker Residential Brokerage

8.4%

Keller Williams Southern Arizona

6.5%

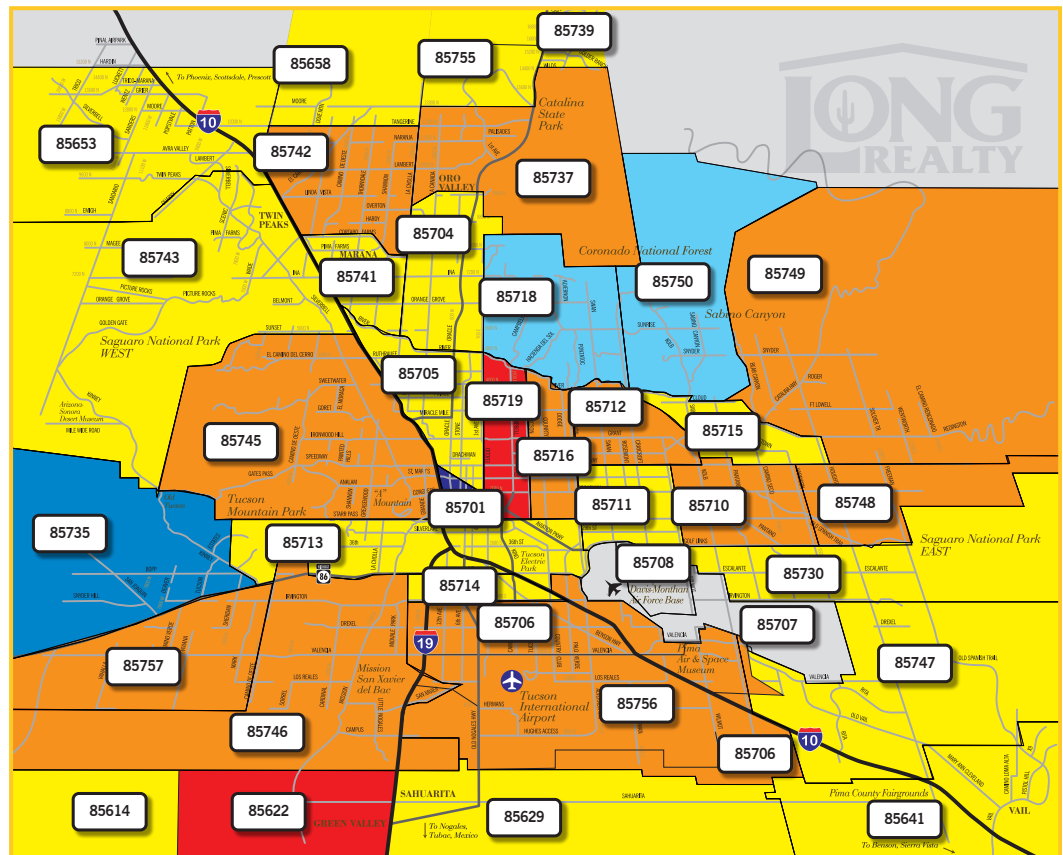
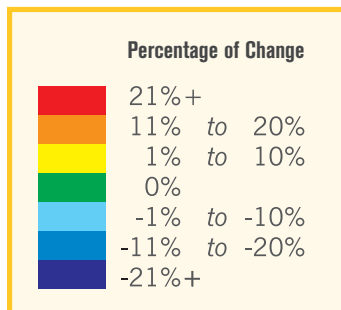
Homesmart Advantage Group

3.8%

## 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.*