

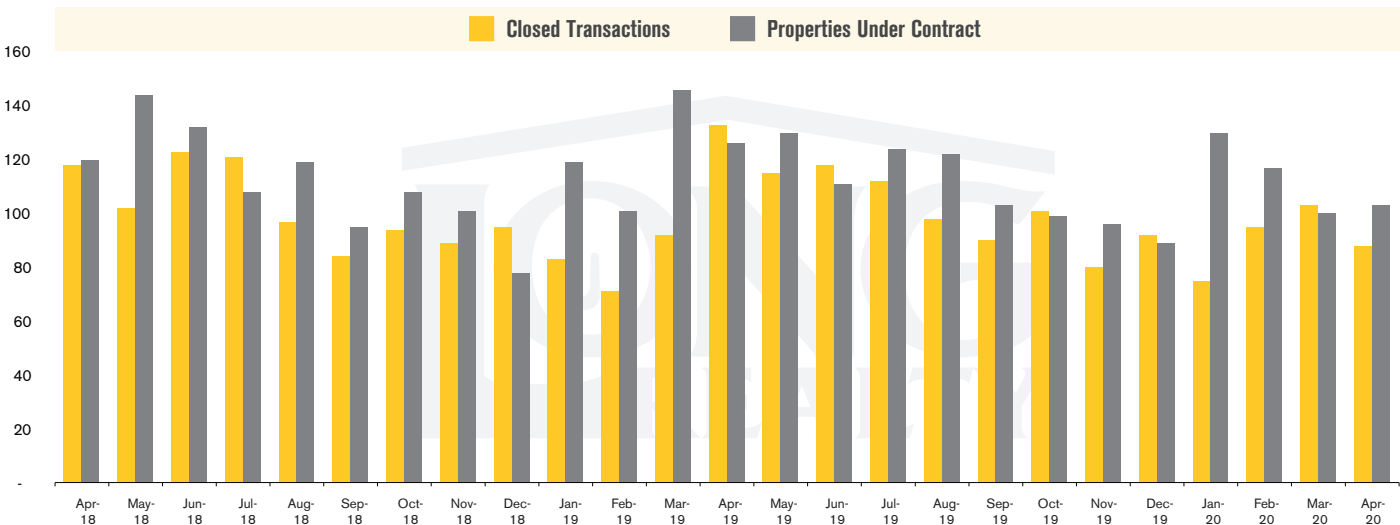
# THE HOUSING REPORT

TUCSON WEST | MAY 2020

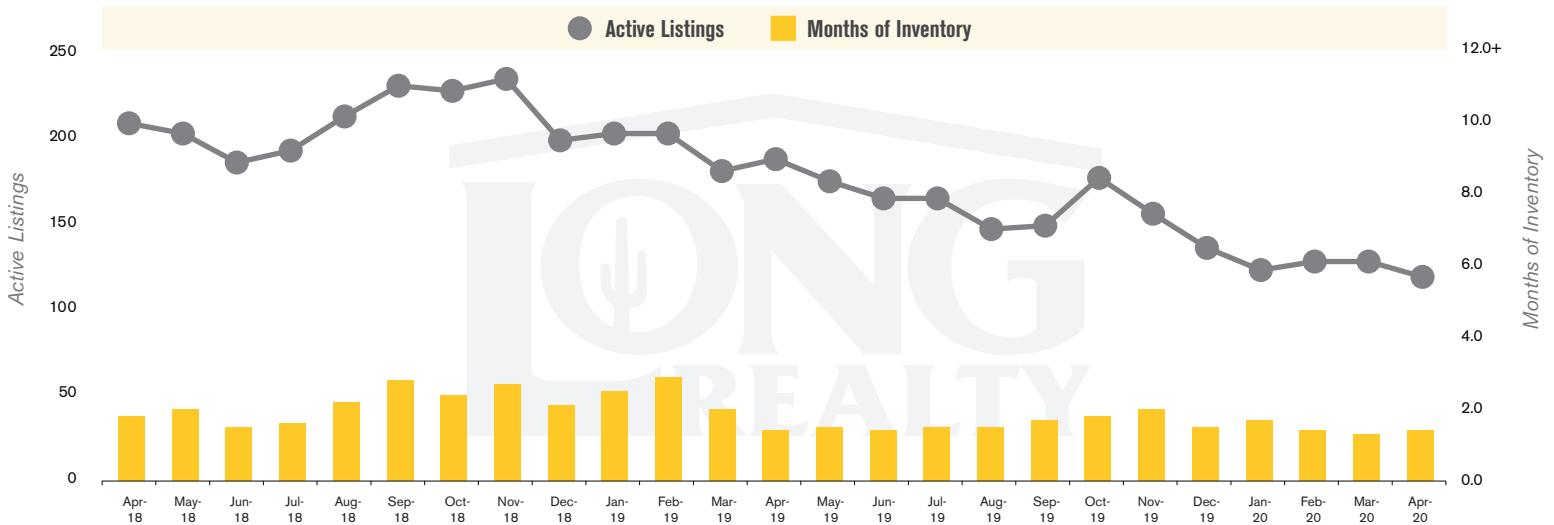


In the Tucson West area, April 2020 active inventory was 120, a 37% decrease from April 2019. There were 88 closings in April 2020, a 34% decrease from April 2019. Year-to-date 2020 there were 372 closings, a 7% decrease from year-to-date 2019. Months of Inventory was 1.4, unchanged from 1.4 in April 2019. Median price of sold homes was \$250,000 for the month of April 2020, up 5% from April 2019. The Tucson West area had 103 new properties under contract in April 2020, down 18% from April 2019.

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



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



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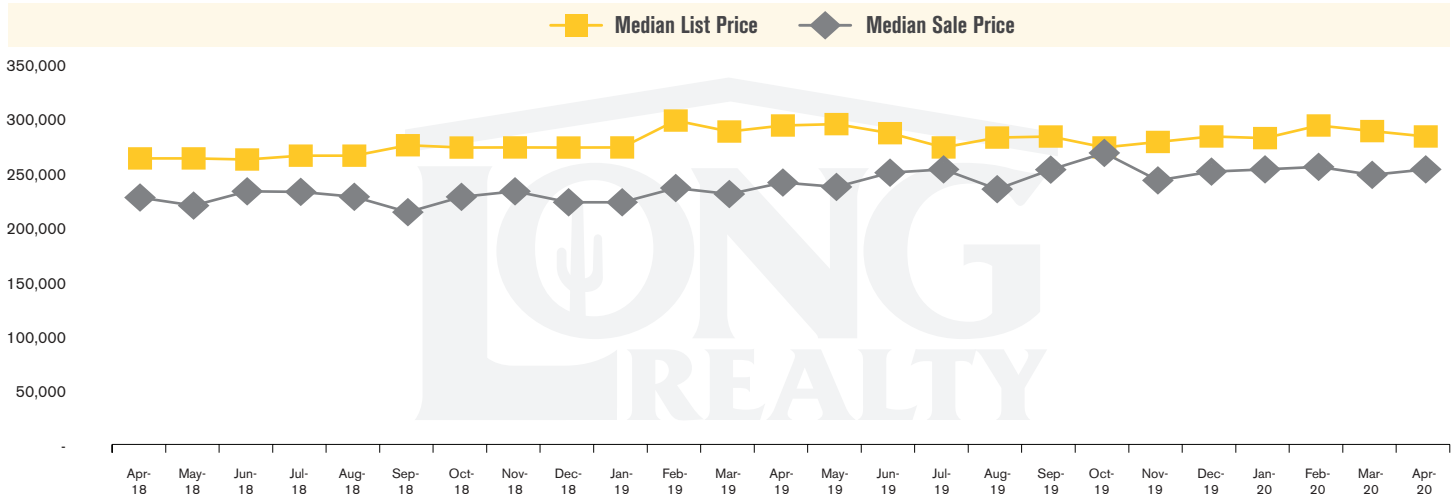
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON WEST | MAY 2020



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

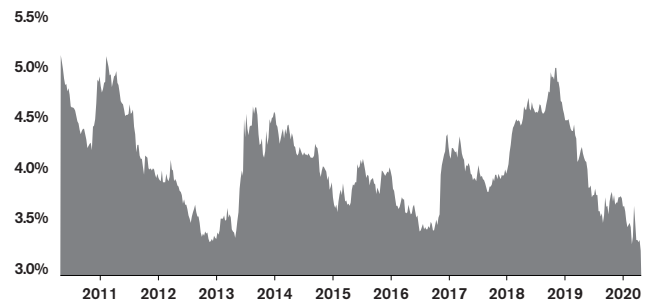


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$238,000	4.140%	\$1,097.76
2020	\$250,000	3.310%	\$1,041.45

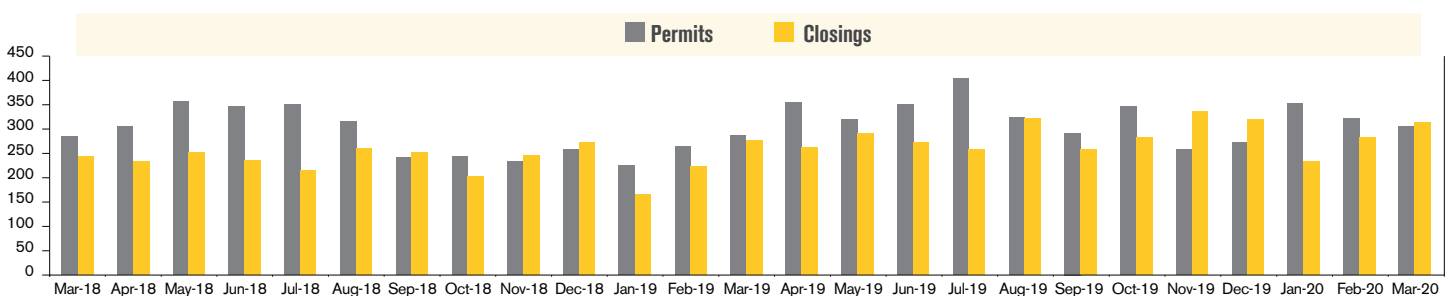
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For March 2020, new home permits were **up 7%** and new home closings were **up 13%** from March 2019.

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# THE HOUSING REPORT

TUCSON WEST | MAY 2020



## 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
		Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20			
\$1 - 49,999	0	0	0	0	0	0	1	0.0	0.0	Seller
\$50,000 - 74,999	1	0	0	0	1	1	3	0.3	0.8	Seller
\$75,000 - 99,999	3	0	2	1	1	1	2	1.5	2.0	Seller
\$100,000 - 124,999	2	1	1	1	3	0	1	2.0	1.5	Seller
\$125,000 - 149,999	2	6	6	7	8	6	0	n/a	0.4	Seller
\$150,000 - 174,999	4	4	2	9	4	2	5	0.8	1.0	Seller
\$175,000 - 199,999	3	7	10	8	6	17	3	1.0	0.4	Seller
\$200,000 - 224,999	2	15	9	7	7	10	14	0.1	0.3	Seller
\$225,000 - 249,999	11	14	18	8	15	23	12	0.9	0.7	Seller
\$250,000 - 274,999	17	9	9	7	13	14	14	1.2	1.0	Seller
\$275,000 - 299,999	14	4	11	6	11	7	7	2.0	1.9	Seller
\$300,000 - 349,999	18	10	13	14	10	5	11	1.6	2.2	Seller
\$350,000 - 399,999	5	9	7	5	8	6	6	0.8	1.3	Seller
\$400,000 - 499,999	8	0	4	4	2	4	4	2.0	2.3	Seller
\$500,000 - 599,999	11	1	3	2	3	4	2	5.5	3.0	Seller
\$600,000 - 699,999	6	2	0	0	2	2	1	6.0	5.0	Balanced
\$700,000 - 799,999	1	0	0	1	1	3	1	1.0	1.8	Seller
\$800,000 - 899,999	3	0	0	0	2	0	1	3.0	2.3	Seller
\$900,000 - 999,999	1	0	0	0	0	1	0	n/a	4.0	Seller
\$1,000,000 - and over	8	0	0	0	0	1	0	n/a	24.0	Buyer
<b>TOTAL</b>	<b>120</b>	<b>82</b>	<b>95</b>	<b>80</b>	<b>97</b>	<b>107</b>	<b>88</b>	<b>1.4</b>	<b>1.3</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 05/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2020-04/30/2020. Information is believed to be reliable, but not guaranteed.

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## MARKET SHARE (TUCSON WEST)

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

*Data Obtained 05/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2019 – 04/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY**

**20.6%**

Tierra Antigua Realty

17.3%

Realty Executives Tucson Elite

10.0%

Keller Williams Southern Arizona

7.7%

Coldwell Banker Residential Brokerage

7.5%

Homesmart Advantage Group

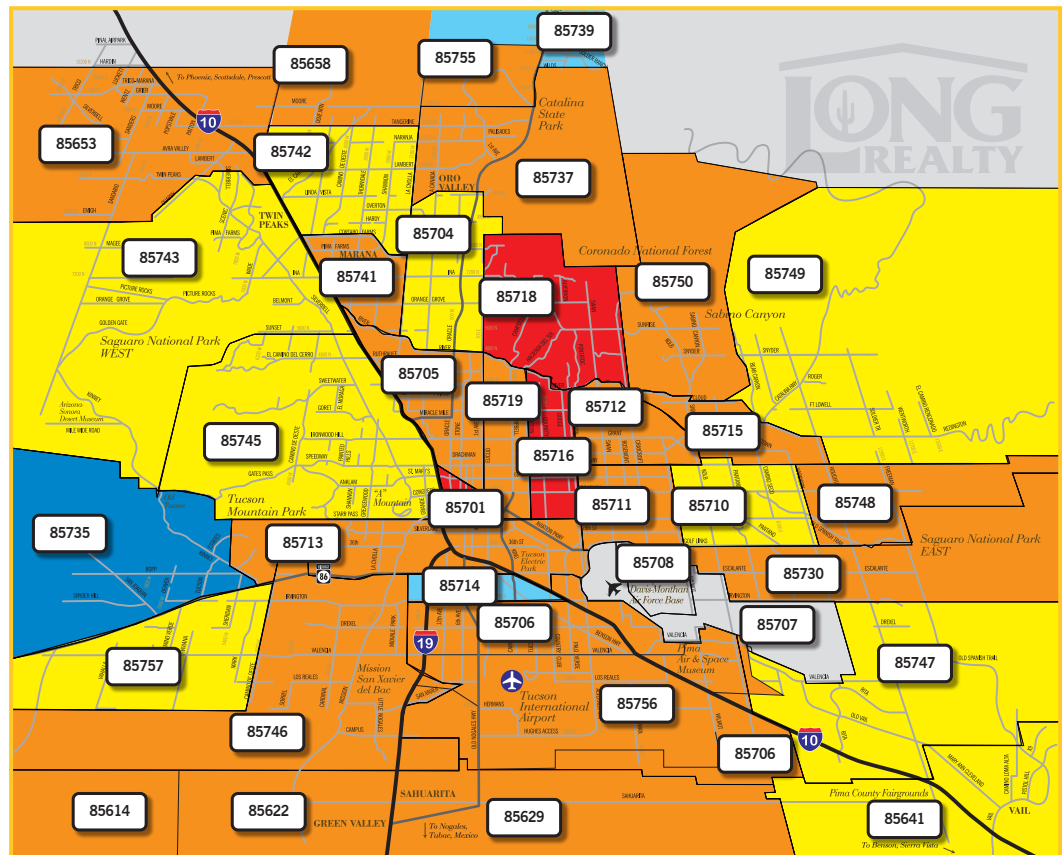
3.0%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2019-APR 2019 TO FEB 2020-APR 2020)

*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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**Long Realty Company**

*This heat map represents the percentage of change in Tucson metro median sales prices from February 2019-April 2019 to February 2020-April 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2020. Information is believed to be reliable, but not guaranteed.*