

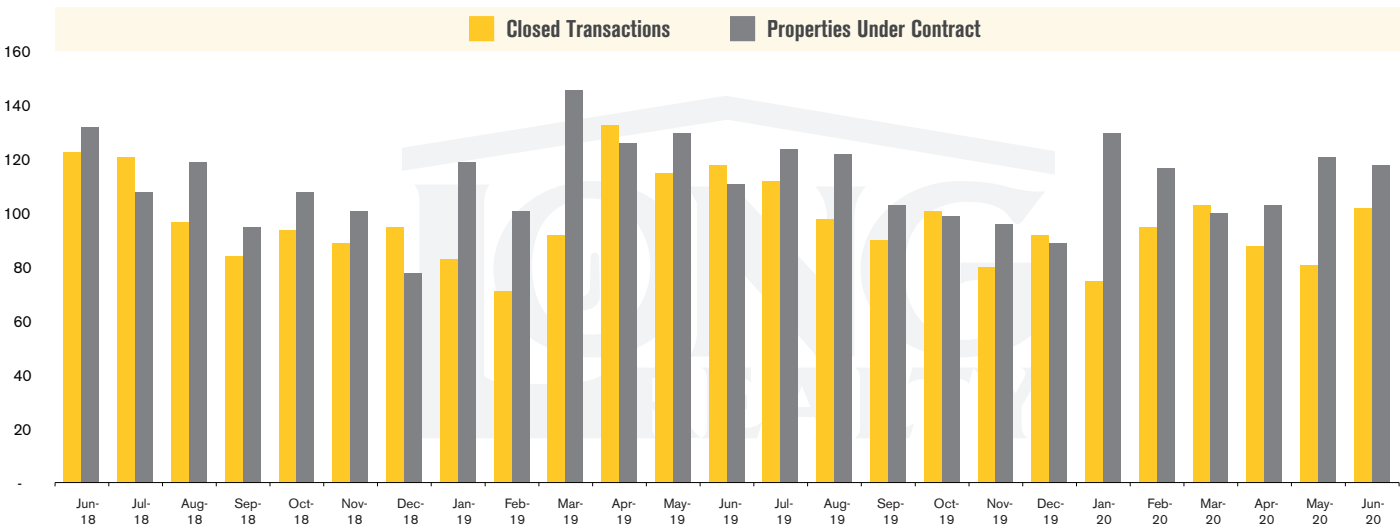
# THE HOUSING REPORT

TUCSON WEST | JULY 2020

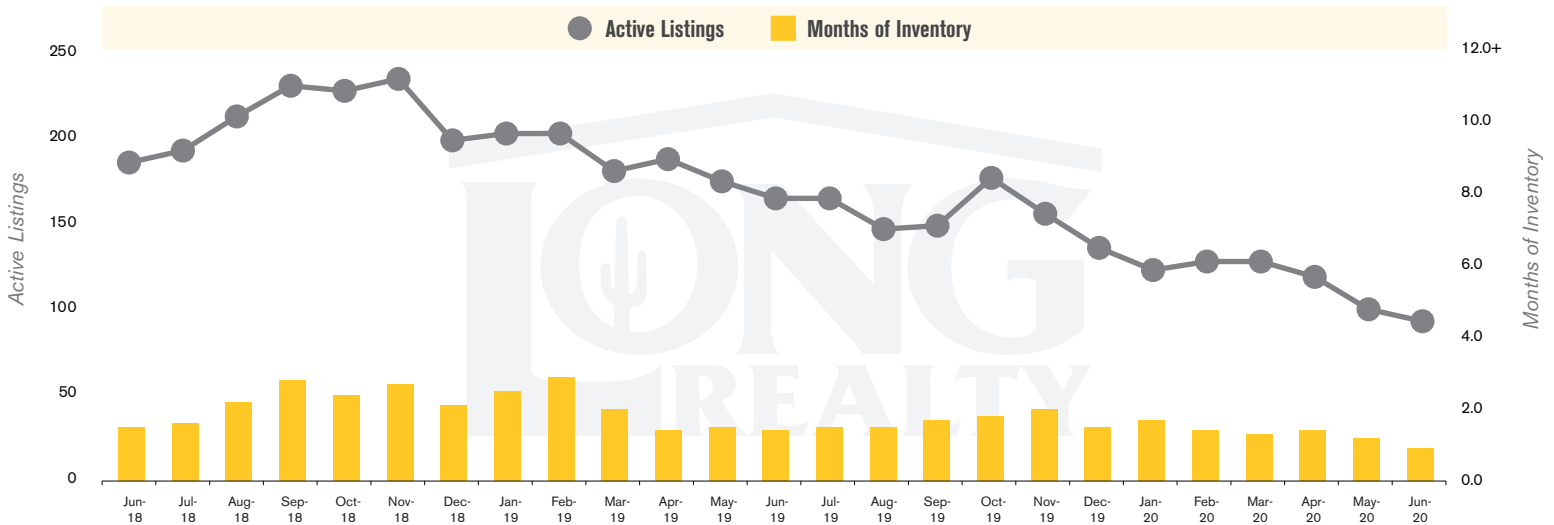


In the Tucson West area, June 2020 active inventory was 94, a 43% decrease from June 2019. There were 102 closings in June 2020, a 14% decrease from June 2019. Year-to-date 2020 there were 571 closings, an 11% decrease from year-to-date 2019. Months of Inventory was .9, down from 1.4 in June 2019. Median price of sold homes was \$250,000 for the month of June 2020, up 1% from June 2019. The Tucson West area had 118 new properties under contract in June 2020, up 6% from June 2019.

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



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



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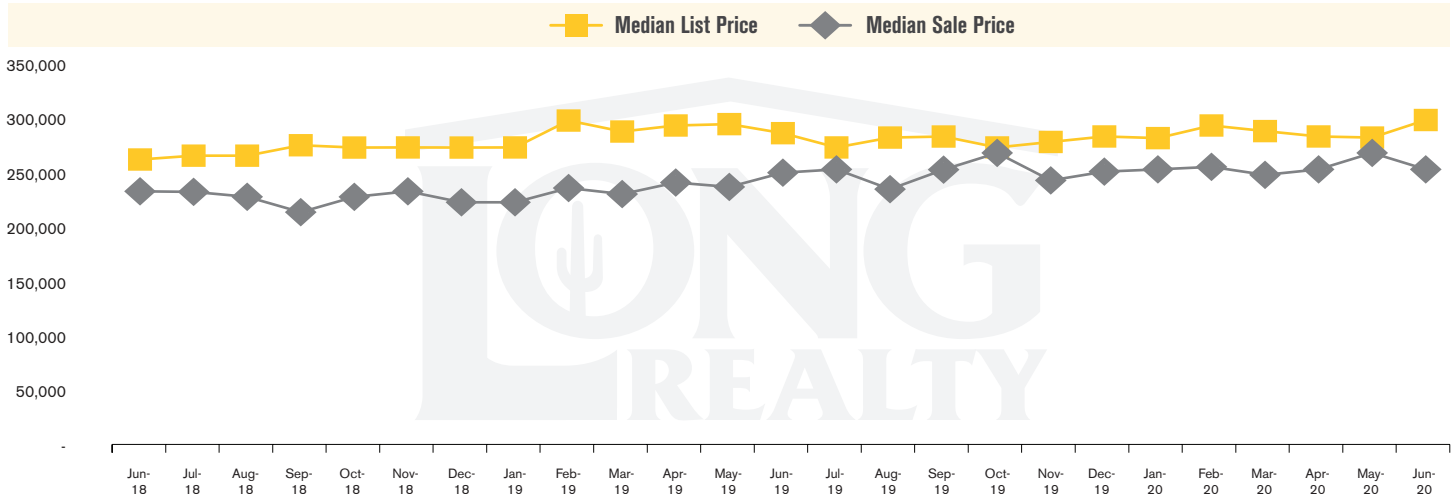
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON WEST | JULY 2020



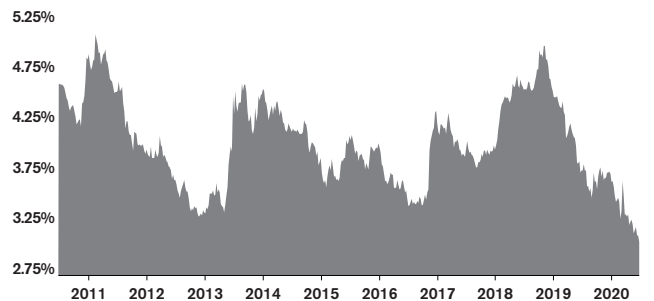
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)



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

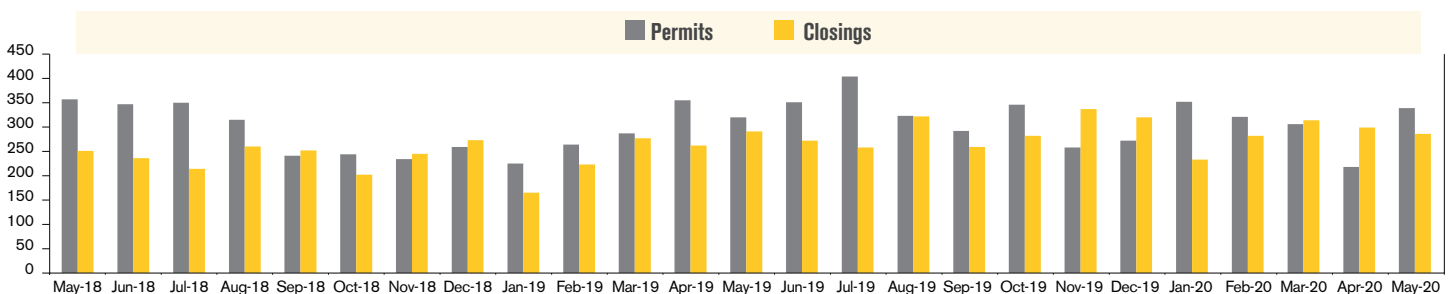
Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$247,000	3.800%	\$1,093.37
2020	\$250,000	3.160%	\$1,021.92

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For May 2020, new home permits were **up 6%** and new home closings were **down 2%** from May 2019.

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# THE HOUSING REPORT

TUCSON WEST | JULY 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
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20			
\$1 - 49,999	1	0	0	0	1	0	0	n/a	1.0	Seller
\$50,000 - 74,999	0	0	1	1	3	0	1	0.0	0.3	Seller
\$75,000 - 99,999	0	1	1	1	2	0	3	0.0	0.6	Seller
\$100,000 - 124,999	1	1	3	0	1	1	1	1.0	1.7	Seller
\$125,000 - 149,999	1	7	8	6	0	4	2	0.5	0.5	Seller
\$150,000 - 174,999	0	9	4	2	6	6	10	0.0	0.3	Seller
\$175,000 - 199,999	2	8	6	17	3	7	5	0.4	0.6	Seller
\$200,000 - 224,999	3	7	7	10	15	12	10	0.3	0.2	Seller
\$225,000 - 249,999	7	8	15	23	14	11	17	0.4	0.6	Seller
\$250,000 - 274,999	8	7	13	14	15	9	15	0.5	0.9	Seller
\$275,000 - 299,999	13	6	11	7	8	11	13	1.0	1.3	Seller
\$300,000 - 349,999	9	14	10	5	12	10	8	1.1	1.3	Seller
\$350,000 - 399,999	5	5	8	6	7	6	7	0.7	0.7	Seller
\$400,000 - 499,999	12	4	2	4	4	4	5	2.4	2.2	Seller
\$500,000 - 599,999	9	2	3	4	2	4	1	9.0	4.6	Slightly Seller
\$600,000 - 699,999	4	0	2	2	1	1	3	1.3	3.6	Seller
\$700,000 - 799,999	9	1	1	3	1	1	0	n/a	7.0	Slightly Buyer
\$800,000 - 899,999	3	0	2	0	1	0	0	n/a	10.0	Buyer
\$900,000 - 999,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	0	0	1	0	0	1	5.0	19.0	Buyer
<b>TOTAL</b>	<b>94</b>	<b>80</b>	<b>97</b>	<b>107</b>	<b>96</b>	<b>87</b>	<b>102</b>	<b>0.9</b>	<b>1.1</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 07/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2020-06/30/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON WEST | JULY 2020



## MARKET SHARE (TUCSON WEST)

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

Data Obtained 07/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2019 – 06/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY**

**20.6%**

Tierra Antigua Realty

17.6%

Realty Executives Tucson Elite

9.7%

Keller Williams Southern Arizona

8.1%

Coldwell Banker Residential Brokerage

6.1%

Omni Homes International

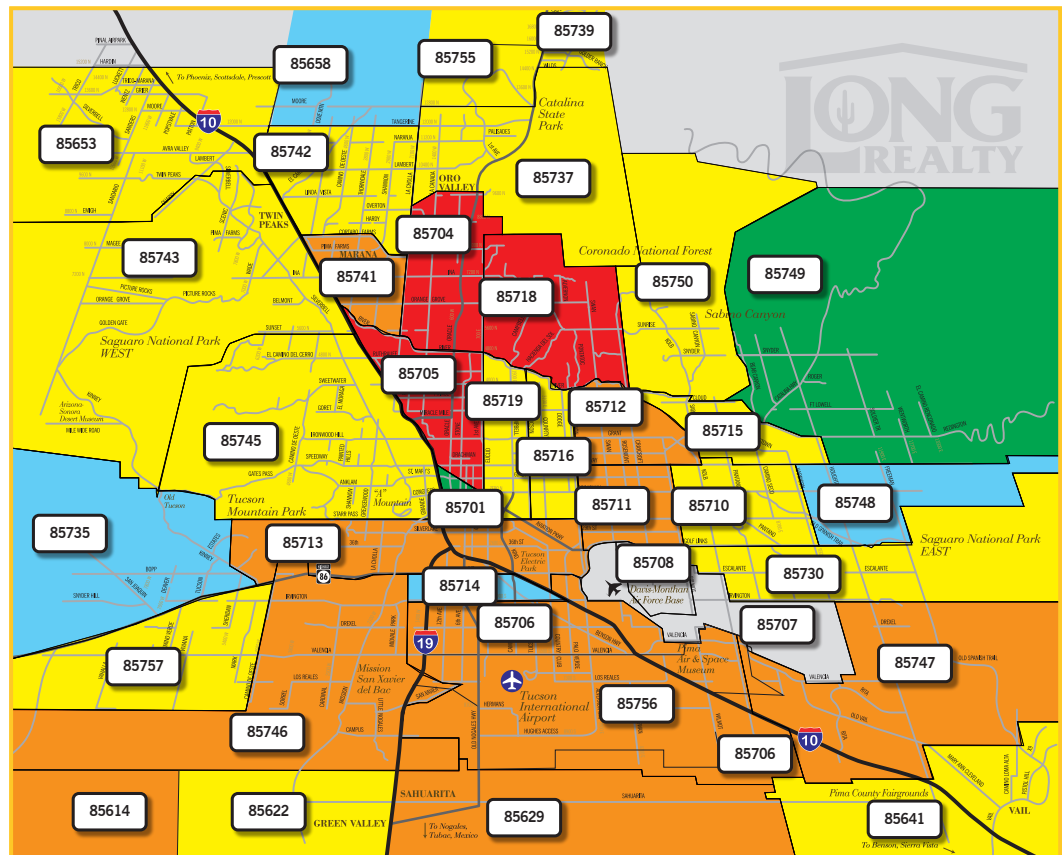
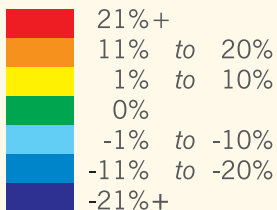
3.3%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2019-JUN 2019 TO  
APR 2020-JUN 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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*This heat map represents the percentage of change in Tucson metro median sales prices from April 2019-June 2019 to April 2020-June 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/06/2020. Information is believed to be reliable, but not guaranteed.*