

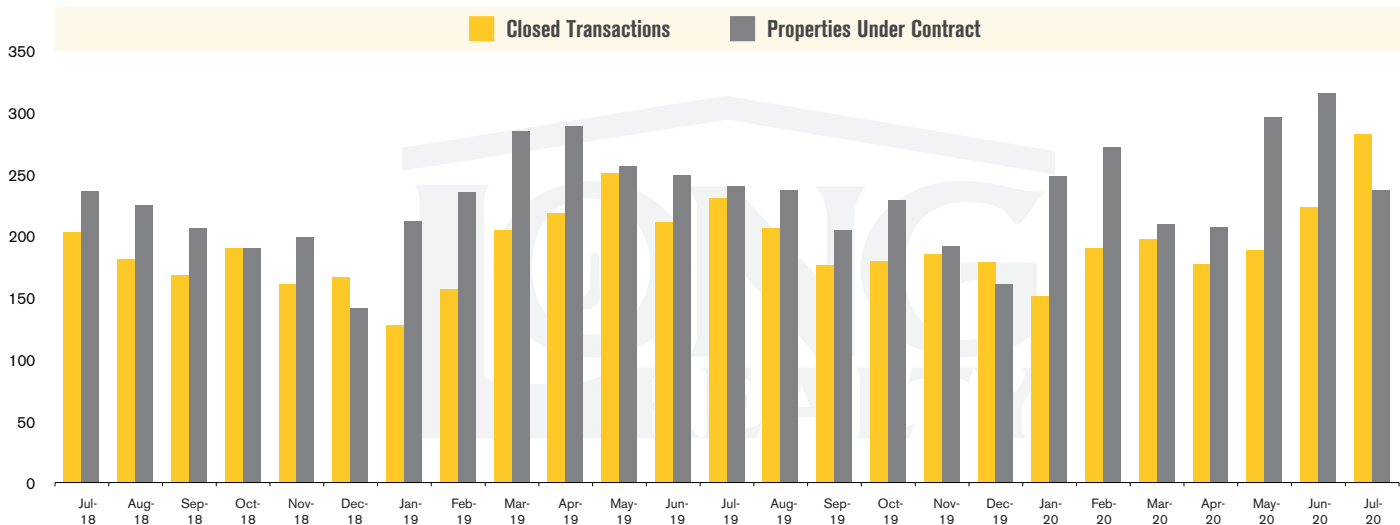
# THE HOUSING REPORT

TUCSON CENTRAL | AUGUST 2020

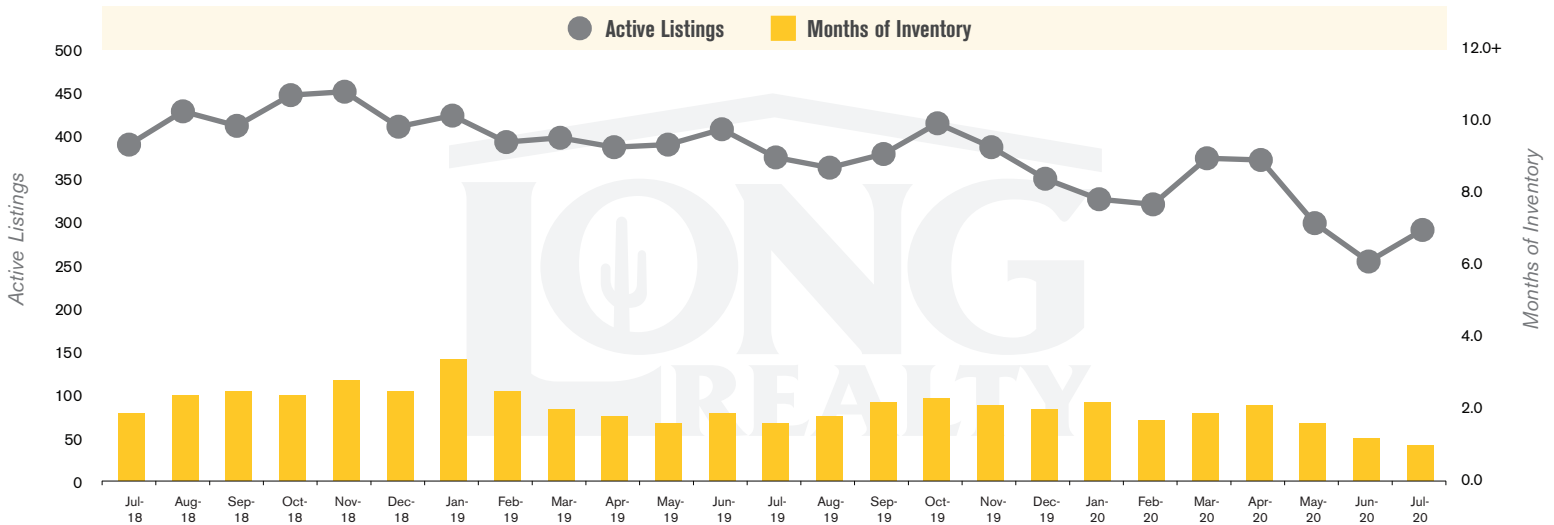


In the Tucson Central area, July 2020 active inventory was 295, a 22% decrease from July 2019. There were 283 closings in July 2020, a 23% increase from July 2019. Year-to-date 2020 there were 1,474 closings, a 1% decrease from year-to-date 2019. Months of Inventory was 1.0, down from 1.6 in July 2019. Median price of sold homes was \$214,000 for the month of July 2020, up 14% from July 2019. The Tucson Central area had 238 new properties under contract in July 2020, down 1% from July 2019.

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



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



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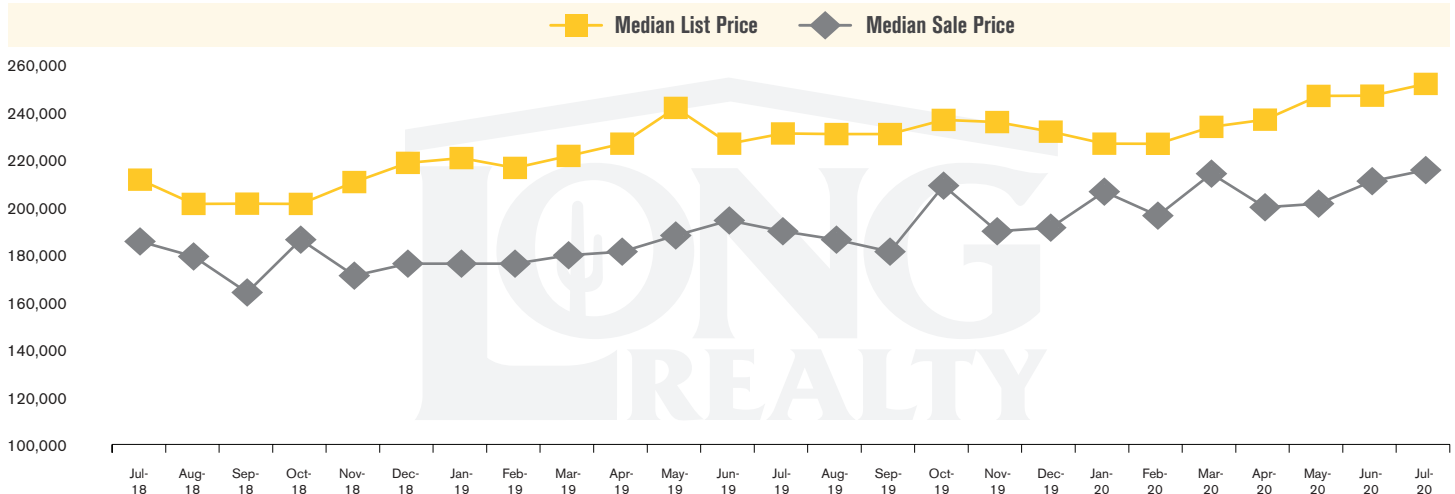
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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

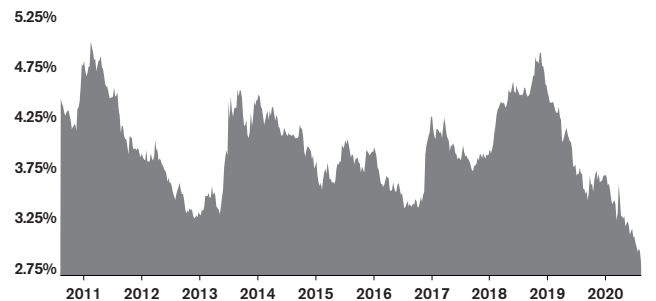


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$182,750    | 6.140%    | \$1,056.57  |
| 2019 | \$188,500    | 3.770%    | \$831.36    |
| 2020 | \$214,000    | 3.020%    | \$859.32    |

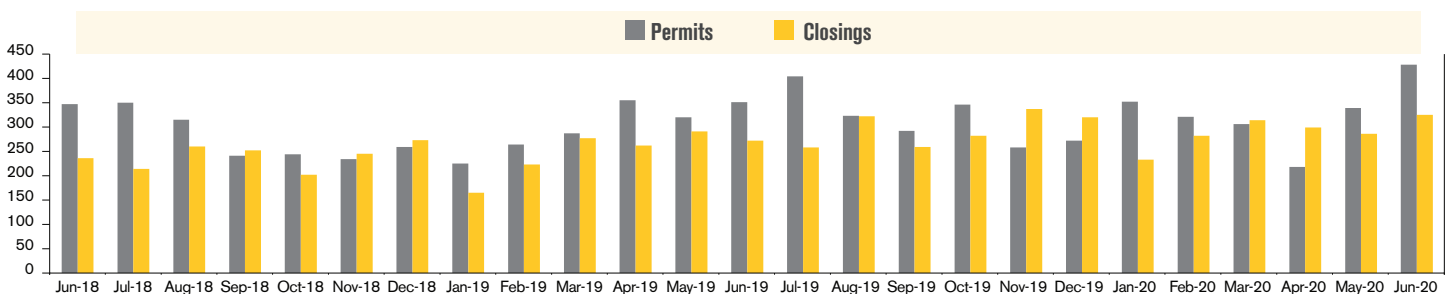
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For June 2020, new home permits were **up 22%** and new home closings were **up 19%** from June 2019.

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## MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

|                        | Active Listings | Last 6 Months Closed Sales |            |            |            |            |            | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
|                        |                 | Feb-20                     | Mar-20     | Apr-20     | May-20     | Jun-20     | Jul-20     |                             |  |                   |
| \$1 - 49,999           | 3               | 5                          | 3          | 1          | 3          | 2          | 4          | 0.8                         | 0.9                                    | Seller            |
| \$50,000 - 74,999      | 6               | 3                          | 6          | 3          | 5          | 1          | 8          | 0.8                         | 1.1                                    | Seller            |
| \$75,000 - 99,999      | 7               | 7                          | 7          | 12         | 9          | 6          | 12         | 0.6                         | 0.8                                    | Seller            |
| \$100,000 - 124,999    | 5               | 9                          | 8          | 6          | 3          | 6          | 8          | 0.6                         | 1.0                                    | Seller            |
| \$125,000 - 149,999    | 11              | 18                         | 22         | 14         | 13         | 22         | 17         | 0.6                         | 0.8                                    | Seller            |
| \$150,000 - 174,999    | 18              | 35                         | 22         | 25         | 32         | 32         | 33         | 0.5                         | 0.5                                    | Seller            |
| \$175,000 - 199,999    | 24              | 28                         | 33         | 35         | 33         | 37         | 39         | 0.6                         | 0.8                                    | Seller            |
| \$200,000 - 224,999    | 14              | 14                         | 25         | 16         | 27         | 23         | 33         | 0.4                         | 0.4                                    | Seller            |
| \$225,000 - 249,999    | 27              | 13                         | 21         | 19         | 16         | 21         | 24         | 1.1                         | 1.3                                    | Seller            |
| \$250,000 - 274,999    | 24              | 11                         | 11         | 15         | 15         | 22         | 19         | 1.3                         | 1.3                                    | Seller            |
| \$275,000 - 299,999    | 26              | 6                          | 13         | 10         | 11         | 15         | 15         | 1.7                         | 2.0                                    | Seller            |
| \$300,000 - 349,999    | 30              | 23                         | 15         | 11         | 15         | 20         | 26         | 1.2                         | 1.2                                    | Seller            |
| \$350,000 - 399,999    | 26              | 11                         | 14         | 7          | 5          | 12         | 18         | 1.4                         | 2.3                                    | Seller            |
| \$400,000 - 499,999    | 27              | 6                          | 8          | 7          | 5          | 9          | 13         | 2.1                         | 2.8                                    | Seller            |
| \$500,000 - 599,999    | 16              | 4                          | 3          | 3          | 1          | 3          | 8          | 2.0                         | 4.0                                    | Seller            |
| \$600,000 - 699,999    | 12              | 2                          | 3          | 1          | 2          | 1          | 5          | 2.4                         | 4.0                                    | Seller            |
| \$700,000 - 799,999    | 9               | 0                          | 2          | 1          | 0          | 1          | 0          | n/a                         | 22.0                                   | Buyer             |
| \$800,000 - 899,999    | 5               | 1                          | 0          | 0          | 1          | 0          | 1          | 5.0                         | 6.0                                    | Balanced          |
| \$900,000 - 999,999    | 3               | 1                          | 1          | 0          | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| \$1,000,000 - and over | 2               | 2                          | 0          | 0          | 1          | 0          | 0          | n/a                         | 3.0                                    | Seller            |
| <b>TOTAL</b>           | <b>295</b>      | <b>199</b>                 | <b>217</b> | <b>186</b> | <b>197</b> | <b>233</b> | <b>283</b> | <b>1.0</b>                  | <b>1.2</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 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. Information is believed to be reliable, but not guaranteed.

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## MARKET SHARE (TUCSON CENTRAL)

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

*Data Obtained 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

25.9%

Tierra Antigua Realty

16.4%

Realty Executives Tucson Elite

10.0%

Keller Williams Southern Arizona

7.8%

Exp Realty

3.9%

Coldwell Banker Residential Brokerage

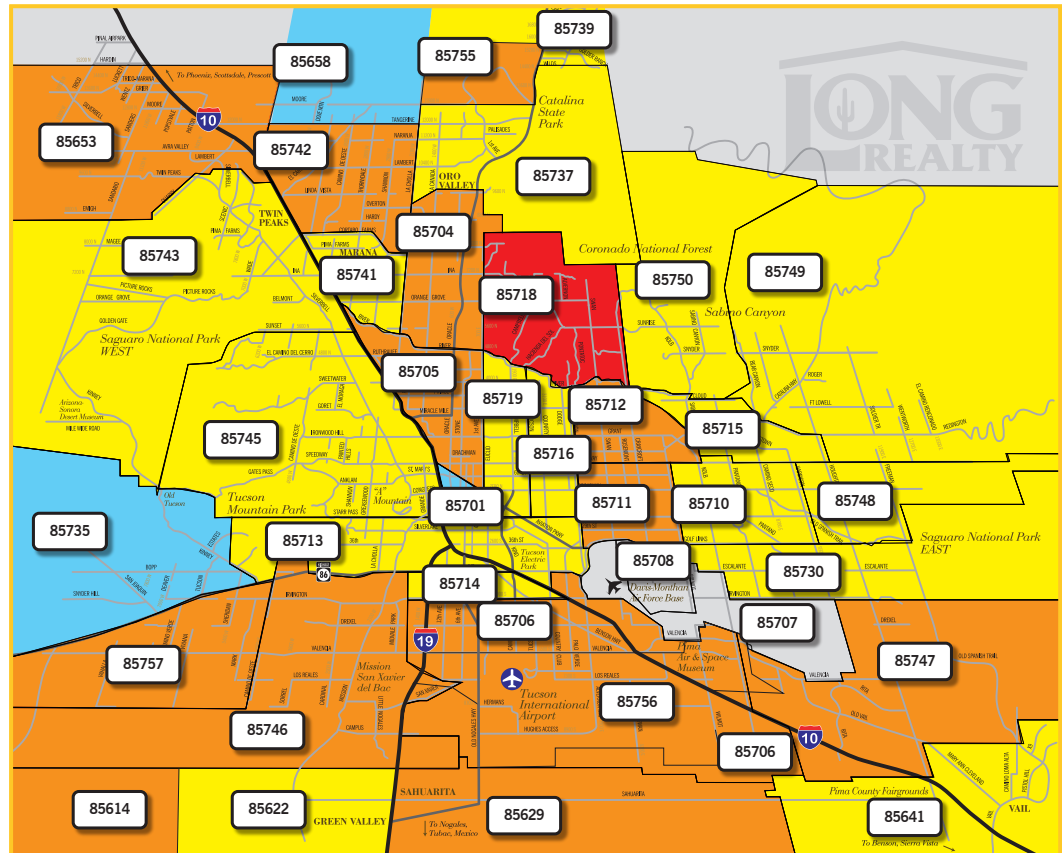
3.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2019-JUL 2019 TO MAY 2020-JUL 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 May 2019-July 2019 to May 2020-July 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2020. Information is believed to be reliable, but not guaranteed.*