

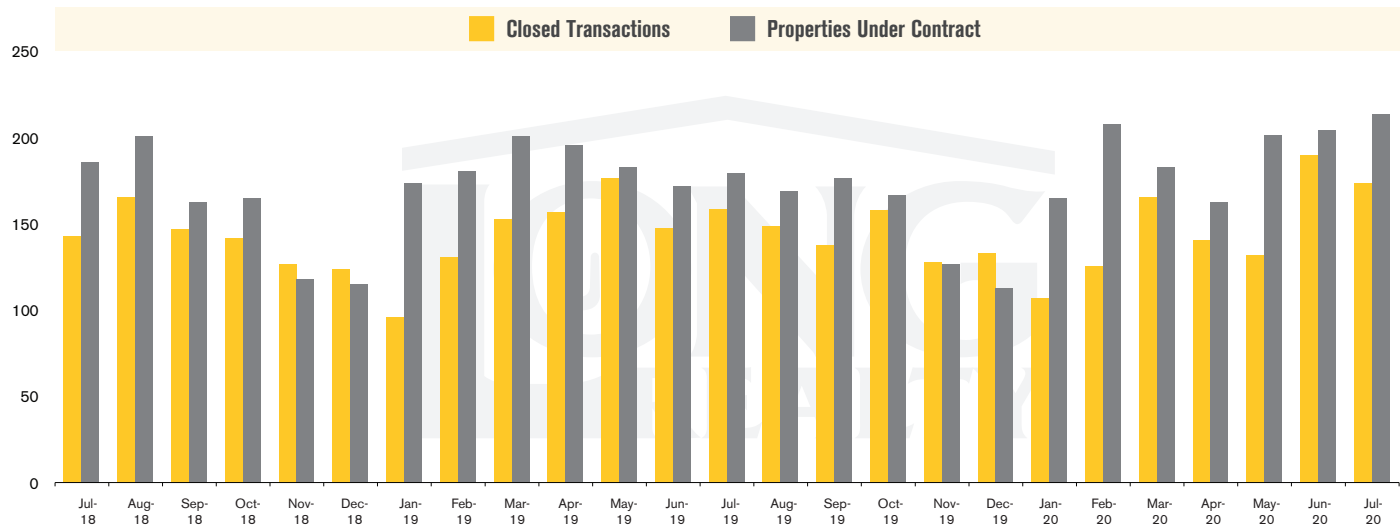
# THE HOUSING REPORT

TUCSON EAST | AUGUST 2020

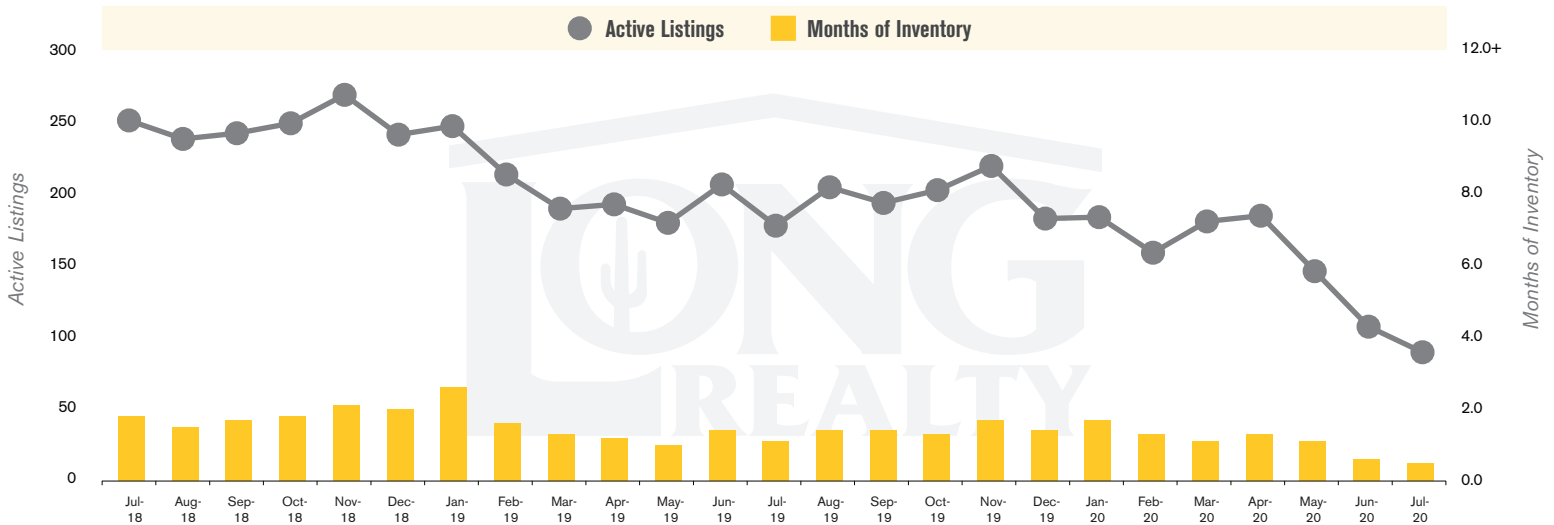


In the Tucson East area, July 2020 active inventory was 91, a 49% decrease from July 2019. There were 174 closings in July 2020, a 9% increase from July 2019. Year-to-date 2020 there were 1,081 closings, a 1% decrease from year-to-date 2019. Months of Inventory was .5, down from 1.1 in July 2019. Median price of sold homes was \$210,000 for the month of July 2020, up 12% from July 2019. The Tucson East area had 214 new properties under contract in July 2020, up 19% from July 2019.

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



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



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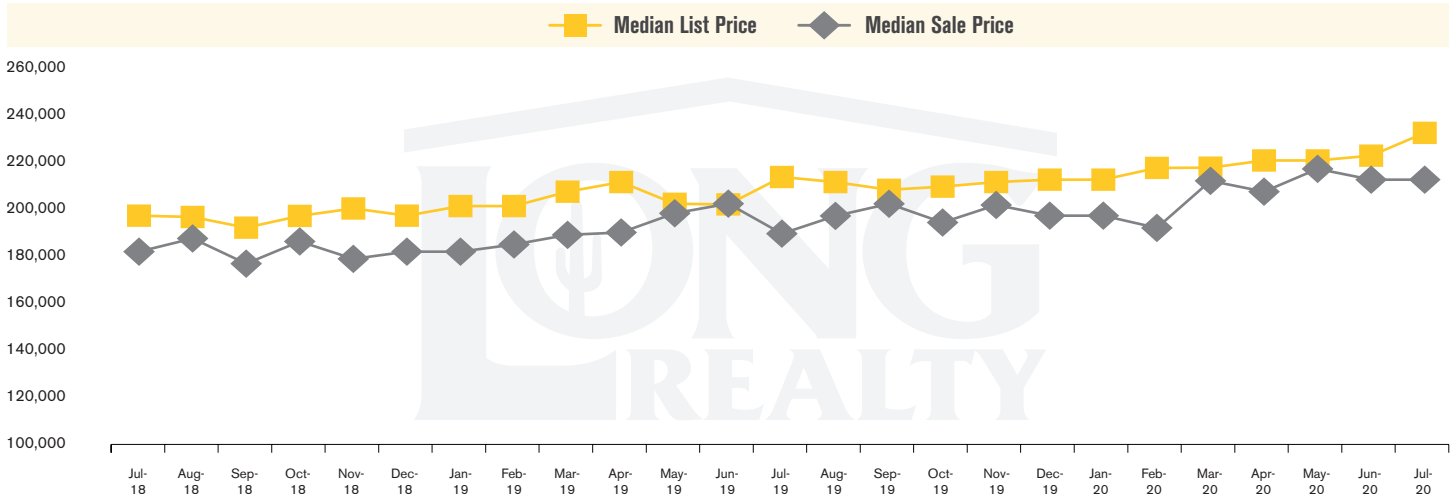
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | AUGUST 2020



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

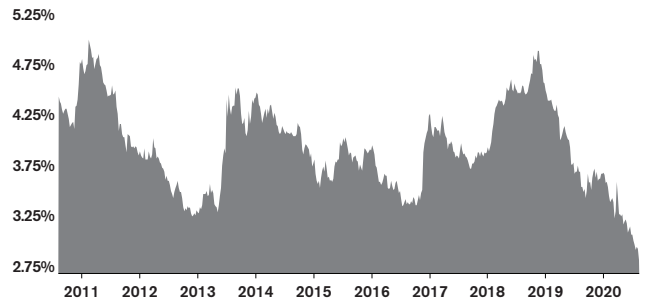


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$187,500	3.770%	\$826.95
2020	\$210,000	3.020%	\$843.25

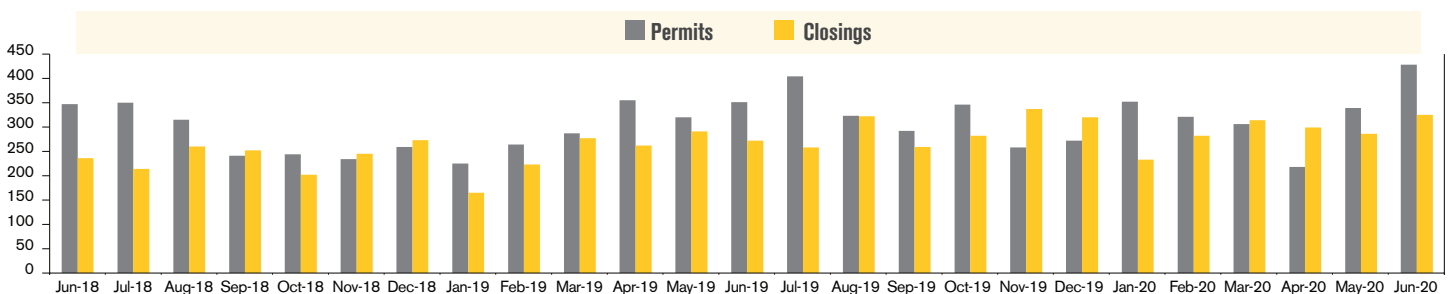
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



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

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TUCSON EAST | AUGUST 2020



## MARKET CONDITIONS BY PRICE BAND (TUCSON EAST)

	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	4	5	1	1	1	1	2	2.0	2.5	Seller
\$50,000 - 74,999	1	0	0	1	0	2	1	1.0	1.7	Seller
\$75,000 - 99,999	0	6	6	0	6	3	4	0.0	0.8	Seller
\$100,000 - 124,999	4	7	9	4	3	7	7	0.6	0.5	Seller
\$125,000 - 149,999	3	10	8	9	8	8	10	0.3	0.6	Seller
\$150,000 - 174,999	4	22	17	24	17	15	18	0.2	0.4	Seller
\$175,000 - 199,999	7	26	35	32	22	45	32	0.2	0.3	Seller
\$200,000 - 224,999	7	19	32	28	24	48	27	0.3	0.4	Seller
\$225,000 - 249,999	19	12	29	22	25	27	33	0.6	0.8	Seller
\$250,000 - 274,999	9	8	14	10	13	15	10	0.9	0.7	Seller
\$275,000 - 299,999	6	9	13	6	7	12	11	0.5	0.7	Seller
\$300,000 - 349,999	8	4	4	5	8	4	8	1.0	1.2	Seller
\$350,000 - 399,999	4	3	4	1	4	4	4	1.0	1.6	Seller
\$400,000 - 499,999	4	0	2	1	3	2	3	1.3	1.5	Seller
\$500,000 - 599,999	4	0	2	1	1	2	2	2.0	2.0	Seller
\$600,000 - 699,999	3	0	3	2	1	0	1	3.0	5.0	Balanced
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	0	0	0	1	2.0	10.0	Buyer
<b>TOTAL</b>	<b>91</b>	<b>131</b>	<b>179</b>	<b>147</b>	<b>143</b>	<b>195</b>	<b>174</b>	<b>0.5</b>	<b>0.7</b>	<b>Seller</b>



Seller's Market



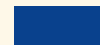
Slight Seller's Market



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 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.

# THE HOUSING REPORT

TUCSON EAST | AUGUST 2020



## MARKET SHARE (TUCSON EAST)

**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

16.9%

Tierra Antigua Realty

15.1%

Realty Executives Tucson Elite

13.6%

Keller Williams Southern Arizona

9.0%

Exp Realty

6.6%

Coldwell Banker Residential Brokerage

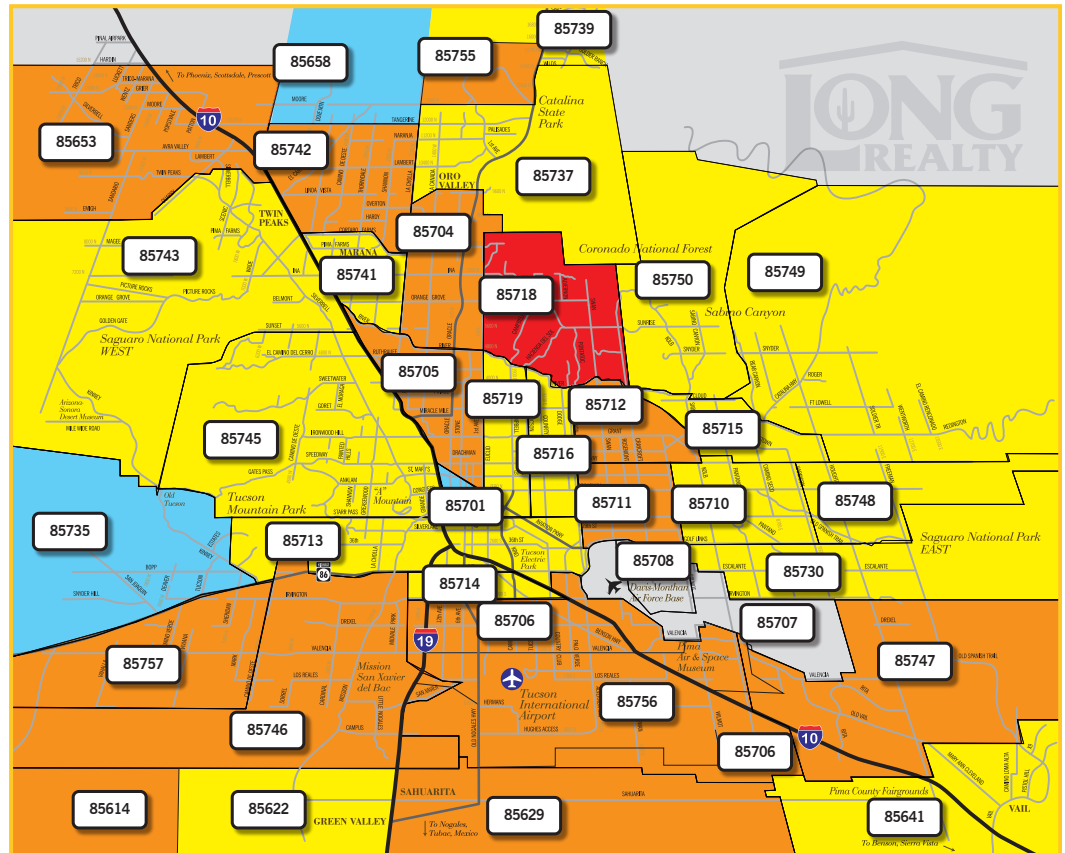
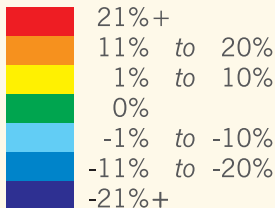
4.2%

## 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.*