

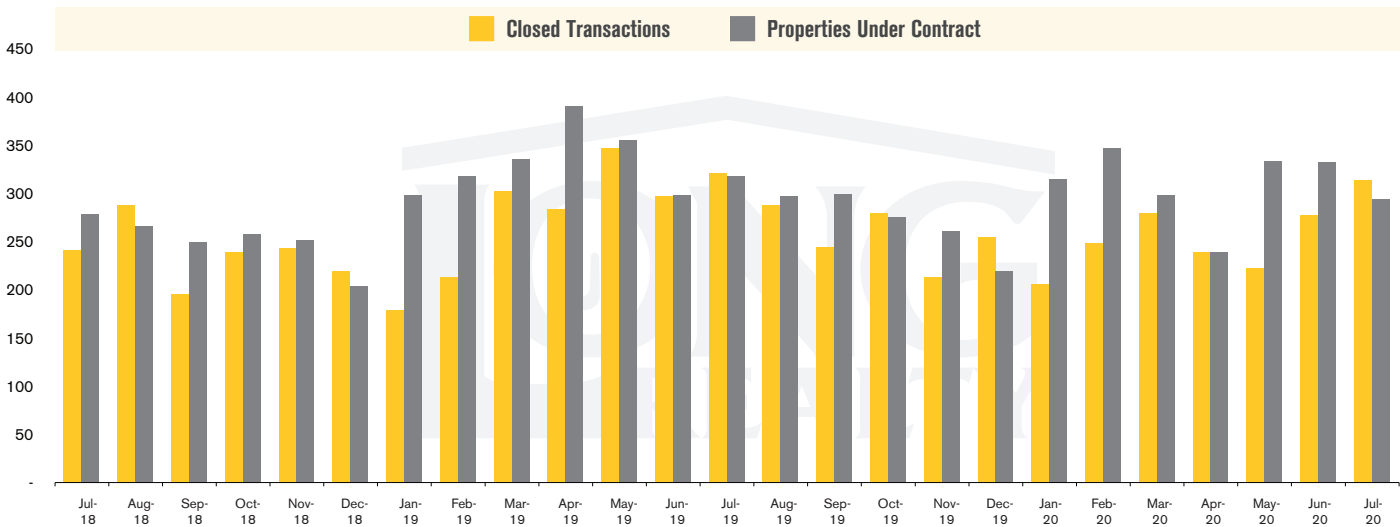
# THE HOUSING REPORT

TUCSON NORTHWEST | AUGUST 2020

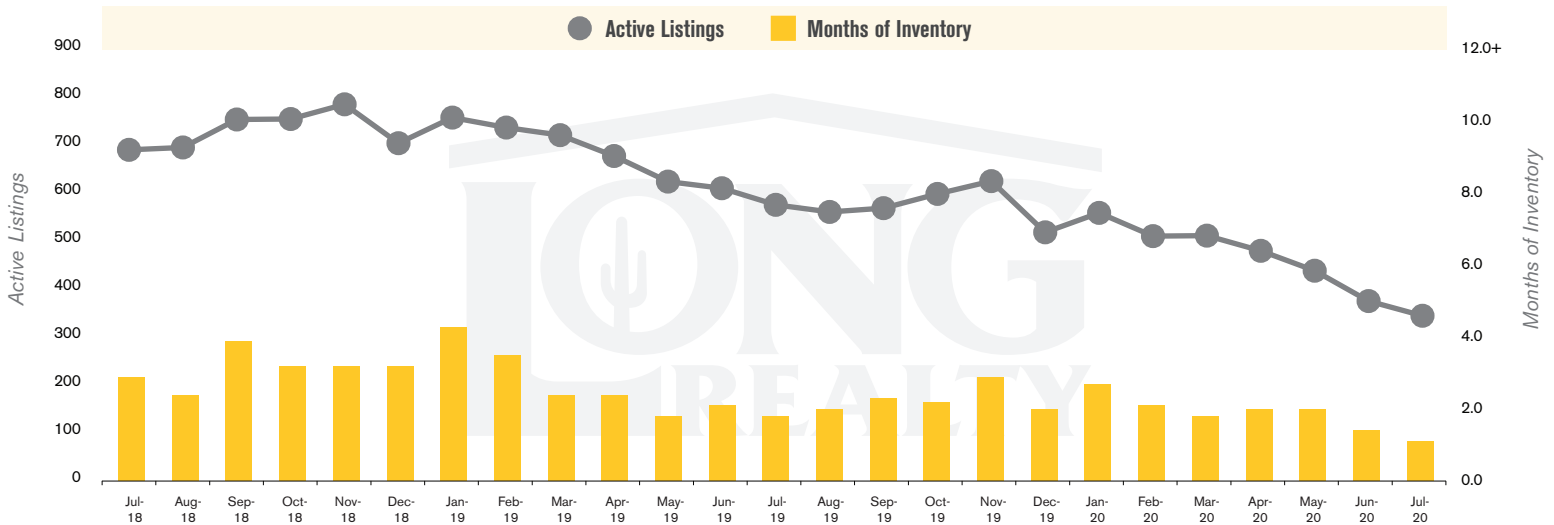


In the Tucson Northwest area, July 2020 active inventory was 350, a 40% decrease from July 2019. There were 316 closings in July 2020, a 2% decrease from July 2019. Year-to-date 2020 there were 1,871 closings, an 8% decrease from year-to-date 2019. Months of Inventory was 1.1, down from 1.8 in July 2019. Median price of sold homes was \$291,000 for the month of July 2020, up 2% from July 2019. The Tucson Northwest area had 296 new properties under contract in July 2020, down 8% from July 2019.

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



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



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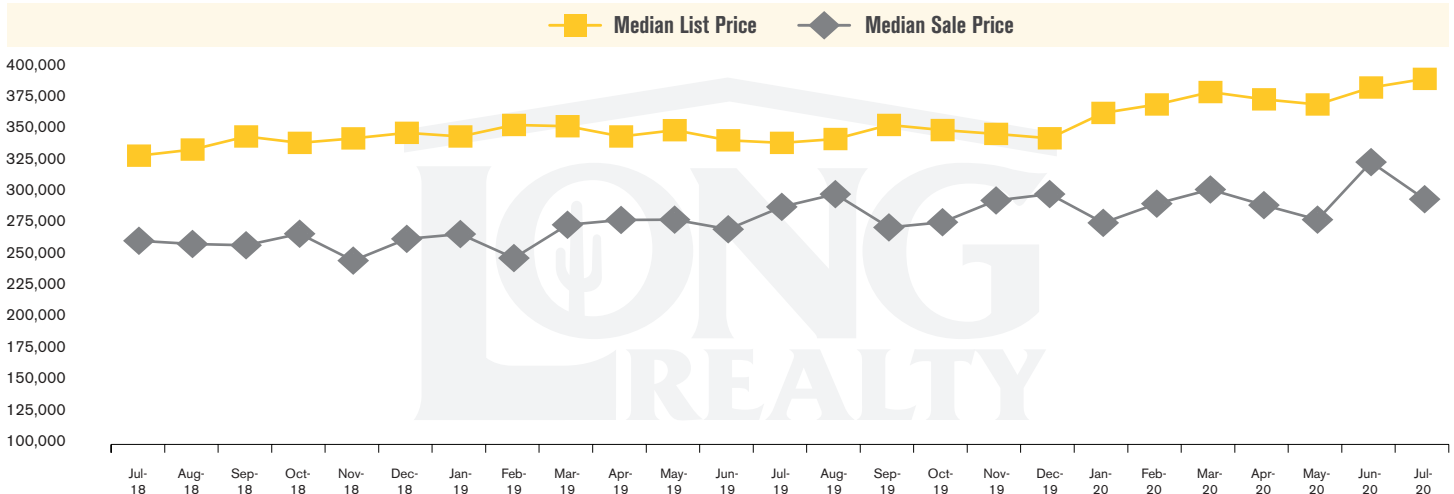
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

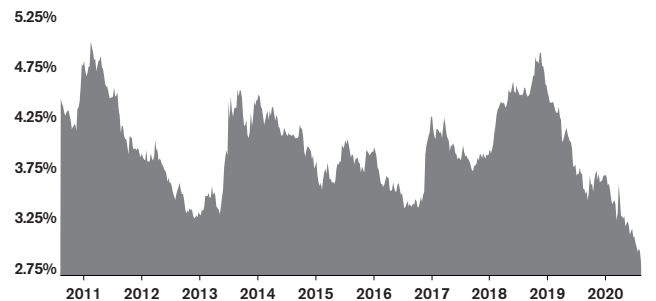


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$285,000	3.770%	\$1,256.96
2020	\$291,000	3.020%	\$1,168.51

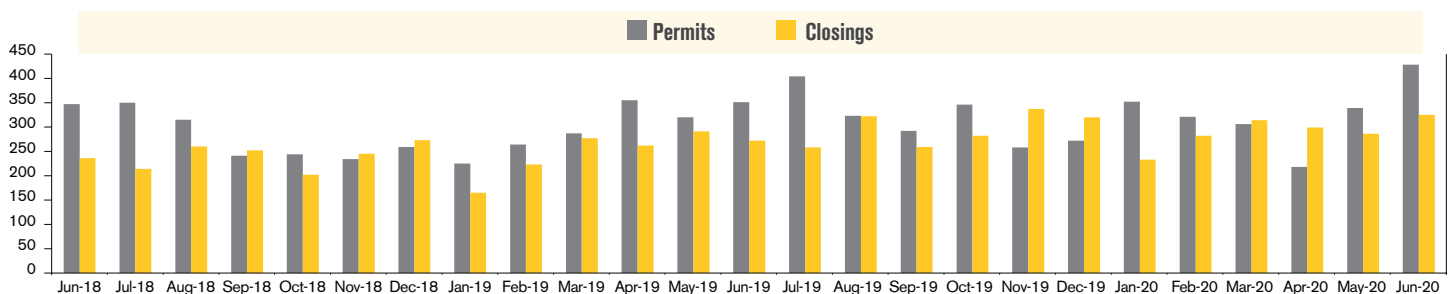
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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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## MARKET CONDITIONS BY PRICE BAND (TUCSON NORTHWEST)

	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	1	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	0	1	0	1	1	2.0	2.5	Seller
\$75,000 - 99,999	1	2	0	0	0	0	4	0.3	1.8	Seller
\$100,000 - 124,999	2	2	3	1	3	2	4	0.5	1.3	Seller
\$125,000 - 149,999	2	6	1	2	0	0	6	0.3	1.0	Seller
\$150,000 - 174,999	1	6	5	7	3	3	5	0.2	0.3	Seller
\$175,000 - 199,999	9	20	25	9	15	14	12	0.8	0.7	Seller
\$200,000 - 224,999	17	30	31	35	34	36	30	0.6	0.5	Seller
\$225,000 - 249,999	16	32	32	32	33	29	45	0.4	0.6	Seller
\$250,000 - 274,999	21	24	23	33	27	29	34	0.6	0.7	Seller
\$275,000 - 299,999	10	20	35	14	18	20	27	0.4	0.8	Seller
\$300,000 - 349,999	32	36	31	26	33	39	30	1.1	0.9	Seller
\$350,000 - 399,999	39	28	37	41	21	38	33	1.2	1.6	Seller
\$400,000 - 499,999	75	29	28	25	20	38	43	1.7	2.4	Seller
\$500,000 - 599,999	27	7	17	10	9	13	11	2.5	2.4	Seller
\$600,000 - 699,999	21	7	12	4	9	9	11	1.9	2.6	Seller
\$700,000 - 799,999	16	3	8	6	3	8	6	2.7	3.8	Seller
\$800,000 - 899,999	20	3	4	1	3	5	3	6.7	5.1	Balanced
\$900,000 - 999,999	5	1	4	1	1	3	2	2.5	4.2	Slightly Seller
\$1,000,000 - and over	33	4	6	3	1	4	9	3.7	7.7	Slightly Buyer
<b>TOTAL</b>	<b>350</b>	<b>261</b>	<b>302</b>	<b>251</b>	<b>233</b>	<b>291</b>	<b>316</b>	<b>1.1</b>	<b>1.4</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 NORTHWEST)

**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

28.4%

Tierra Antigua Realty

11.9%

Coldwell Banker Residential Brokerage

7.9%

Keller Williams Southern Arizona

6.9%

Realty Executives Tucson Elite

6.3%

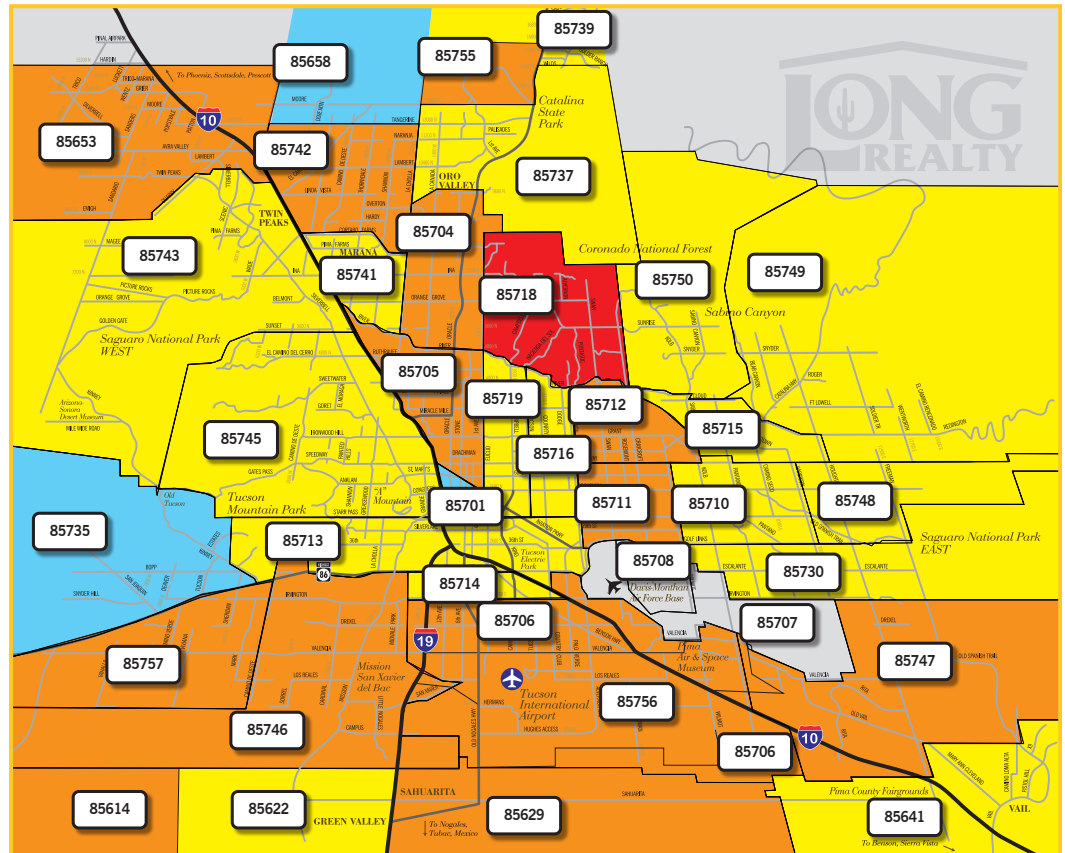
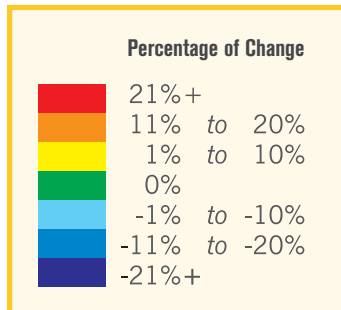
Exp Realty

3.9%

## 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.



**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.