

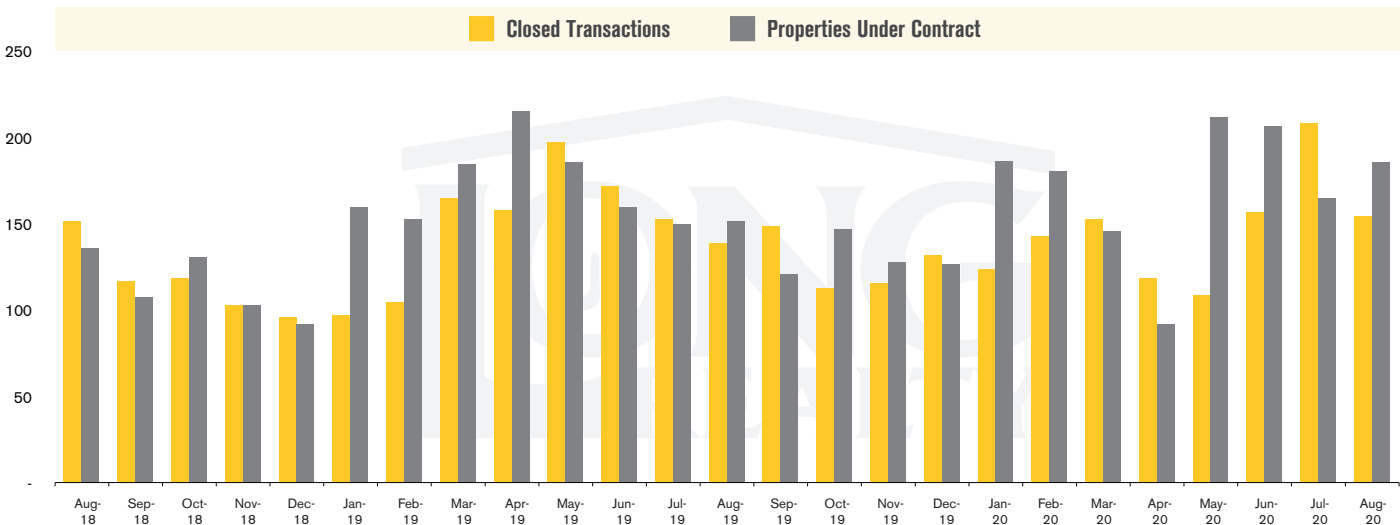
# THE HOUSING REPORT

TUCSON NORTH | SEPTEMBER 2020

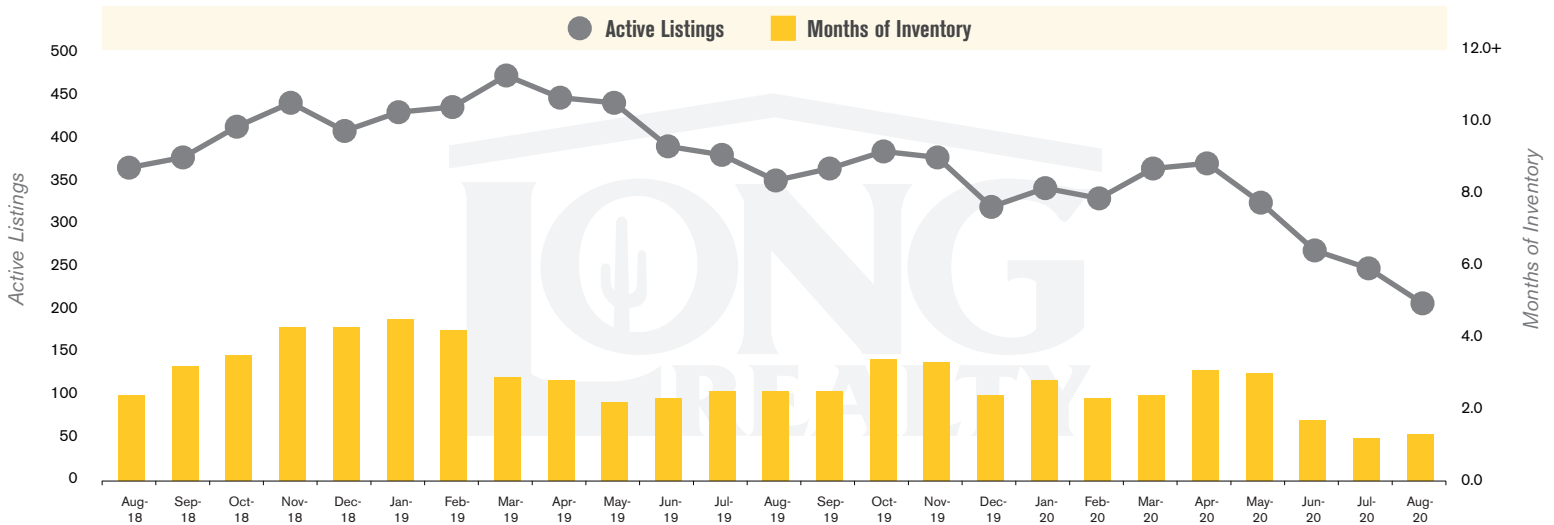


In the Tucson North area, August 2020 active inventory was 209, a 41% decrease from August 2019. There were 155 closings in August 2020, a 12% increase from August 2019. Year-to-date 2020 there were 1,169 closings, a 2% decrease from year-to-date 2019. Months of Inventory was 1.3, down from 2.5 in August 2019. Median price of sold homes was \$429,500 for the month of August 2020, up 18% from August 2019. The Tucson North area had 186 new properties under contract in August 2020, up 22% from August 2019.

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



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



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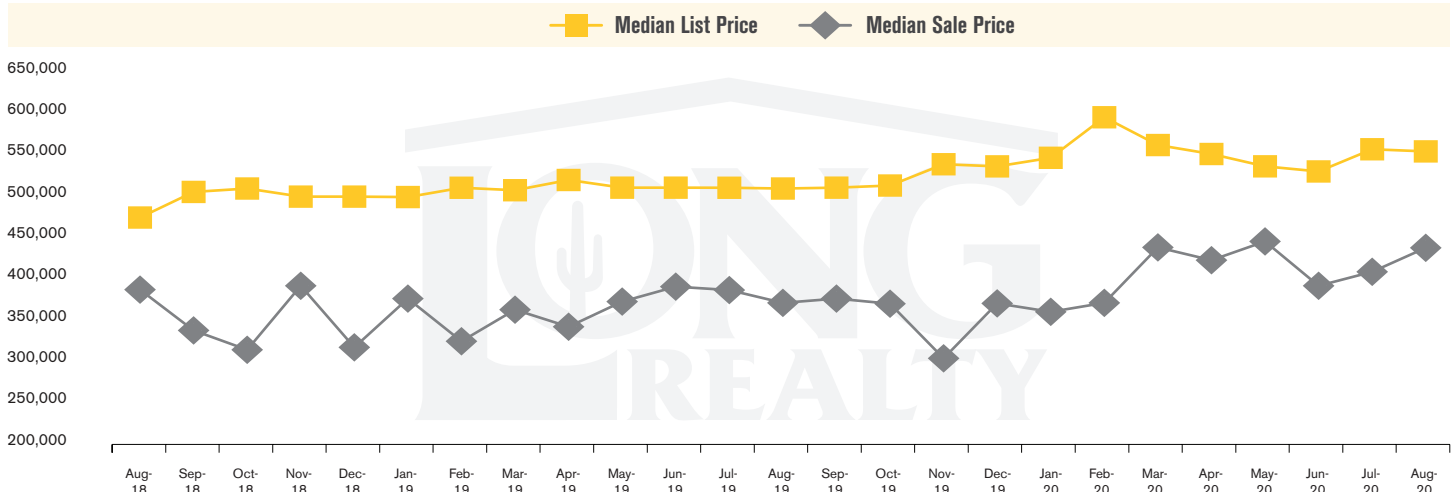
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON NORTH | SEPTEMBER 2020



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

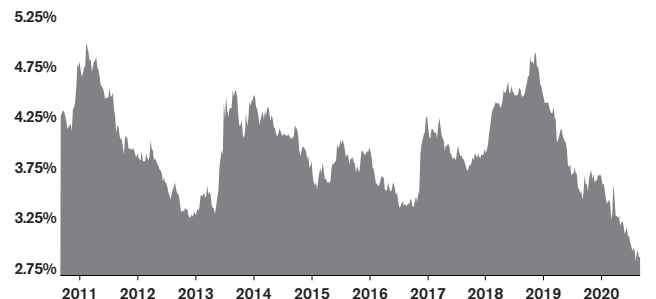


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$365,000	3.620%	\$1,580.38
2020	\$429,500	2.940%	\$1,707.07

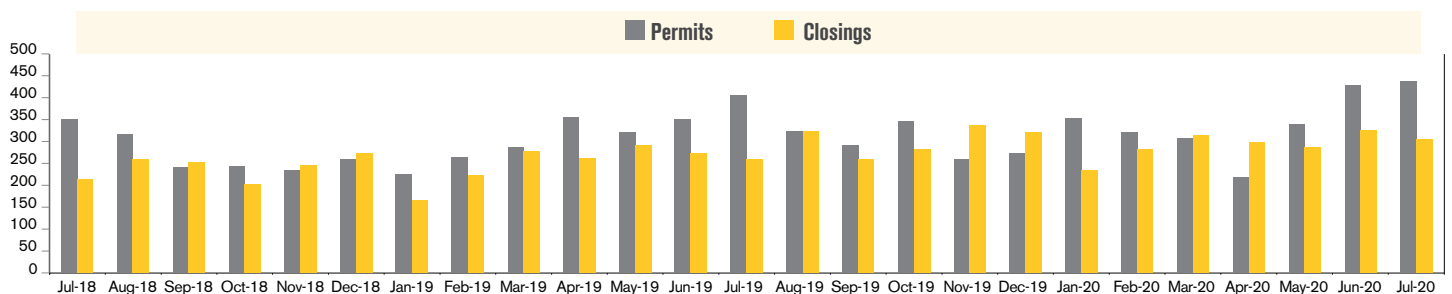
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 2019.

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# THE HOUSING REPORT

TUCSON NORTH | SEPTEMBER 2020



## MARKET CONDITIONS BY PRICE BAND (TUCSON NORTH)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$1 - 49,999	0	0	0	0	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	0	2	1	1	2	6	1	0.0	0.2	Seller
\$75,000 - 99,999	1	1	1	0	4	3	1	1.0	0.3	Seller
\$100,000 - 124,999	1	2	0	2	1	0	0	n/a	1.0	Seller
\$125,000 - 149,999	2	4	9	6	8	12	3	0.7	0.1	Seller
\$150,000 - 174,999	3	8	5	3	4	4	7	0.4	1.4	Seller
\$175,000 - 199,999	8	9	5	5	13	12	6	1.3	1.0	Seller
\$200,000 - 224,999	6	7	2	2	10	9	15	0.4	0.5	Seller
\$225,000 - 249,999	4	11	6	3	9	9	5	0.8	0.7	Seller
\$250,000 - 274,999	5	1	6	2	2	8	4	1.3	0.9	Seller
\$275,000 - 299,999	6	4	4	6	4	7	5	1.2	0.8	Seller
\$300,000 - 349,999	9	10	8	12	11	21	7	1.3	0.9	Seller
\$350,000 - 399,999	7	9	12	6	10	12	14	0.5	0.9	Seller
\$400,000 - 499,999	24	32	18	20	24	31	28	0.9	1.0	Seller
\$500,000 - 599,999	24	16	17	9	18	26	20	1.2	1.3	Seller
\$600,000 - 699,999	19	9	9	12	14	16	9	2.1	2.2	Seller
\$700,000 - 799,999	14	9	7	8	8	12	12	1.2	1.7	Seller
\$800,000 - 899,999	14	8	5	4	4	10	4	3.5	2.6	Seller
\$900,000 - 999,999	13	5	2	3	5	6	0	n/a	3.5	Seller
\$1,000,000 - and over	49	6	2	5	5	5	14	3.5	6.2	Balanced
<b>TOTAL</b>	<b>209</b>	<b>153</b>	<b>119</b>	<b>109</b>	<b>157</b>	<b>209</b>	<b>155</b>	<b>1.3</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 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON NORTH | SEPTEMBER 2020



## MARKET SHARE (TUCSON NORTH)

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

*Data Obtained 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

40.8%

Tierra Antigua Realty

12.1%

Realty Executives Tucson Elite

6.7%

Coldwell Banker Residential Brokerage

5.6%

Russ Lyon Sotheby's International Realty

5.5%

Keller Williams Southern Arizona

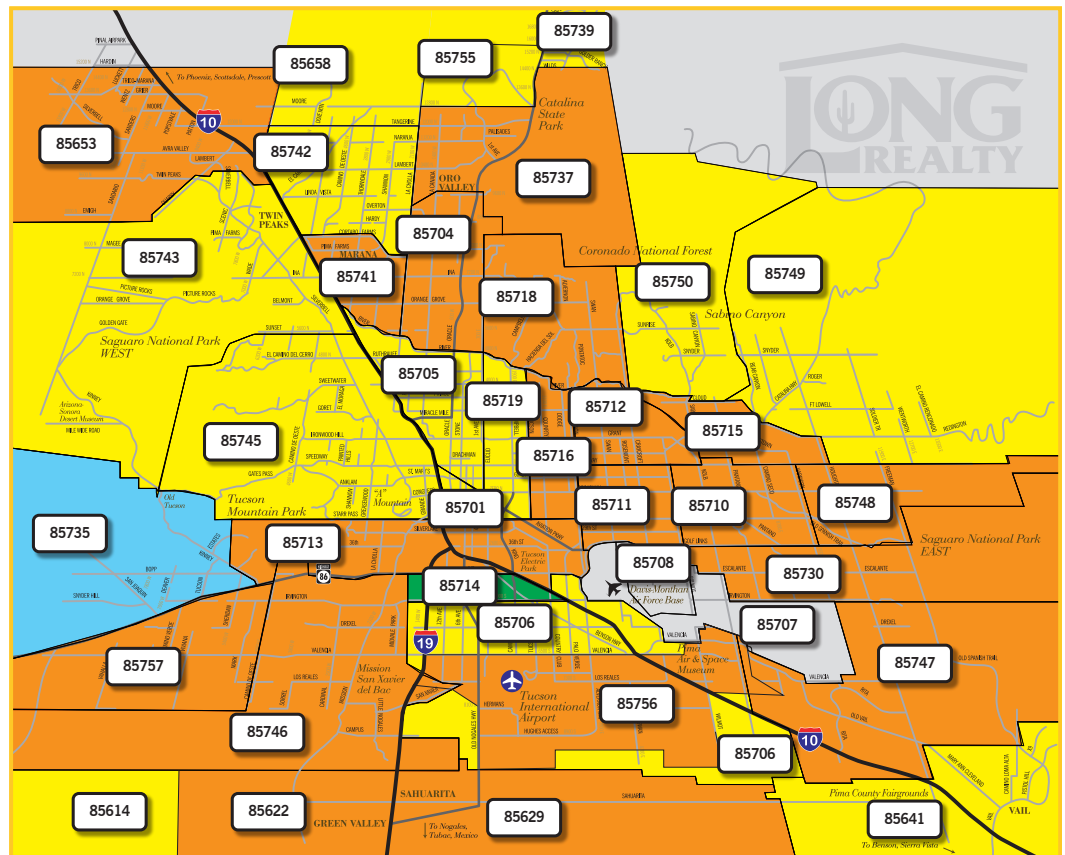
5.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN 2019-AUG 2019 TO JUN 2020-AUG 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 June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.*