

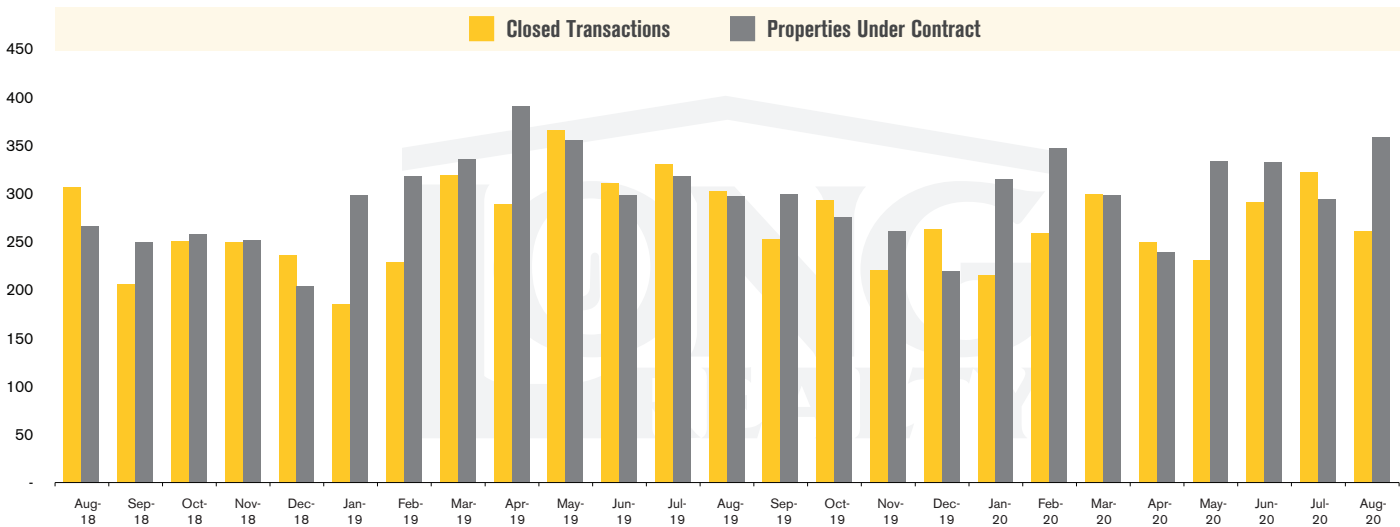
# THE HOUSING REPORT

TUCSON NORTHWEST | SEPTEMBER 2020

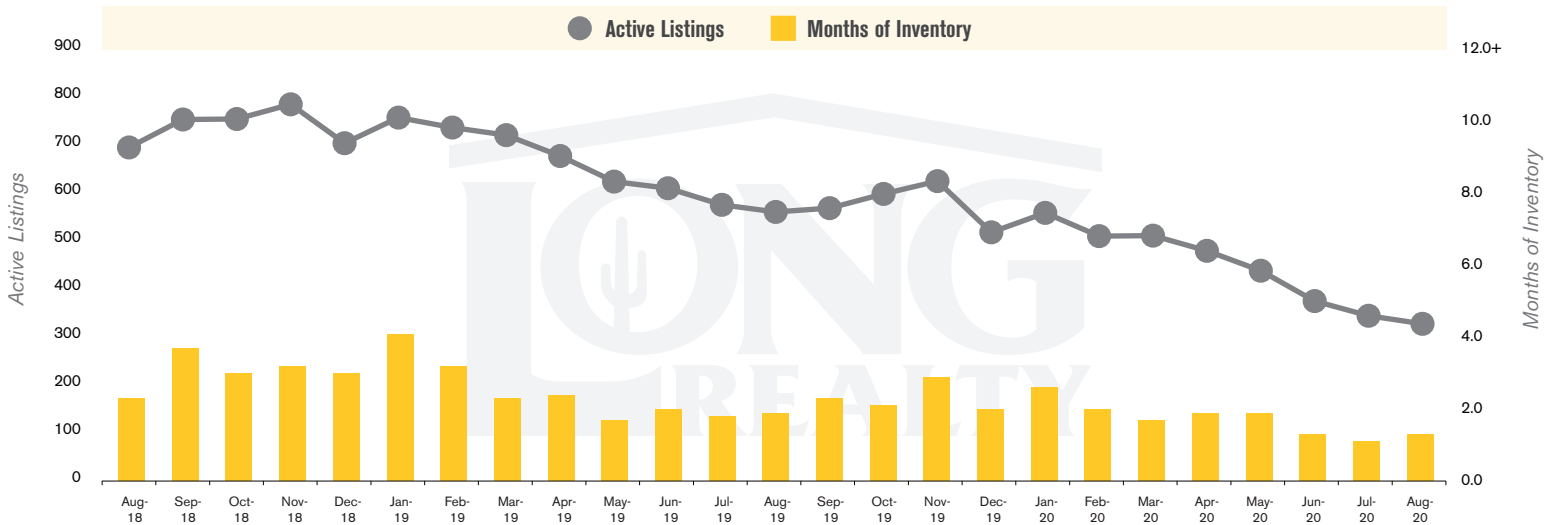


In the Tucson Northwest area, August 2020 active inventory was 333, a 41% decrease from August 2019. There were 263 closings in August 2020, a 14% decrease from August 2019. Year-to-date 2020 there were 2,145 closings, a 9% decrease from year-to-date 2019. Months of Inventory was 1.3, down from 1.9 in August 2019. Median price of sold homes was \$317,500 for the month of August 2020, up 10% from August 2019. The Tucson Northwest area had 361 new properties under contract in August 2020, up 21% from August 2019.

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



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



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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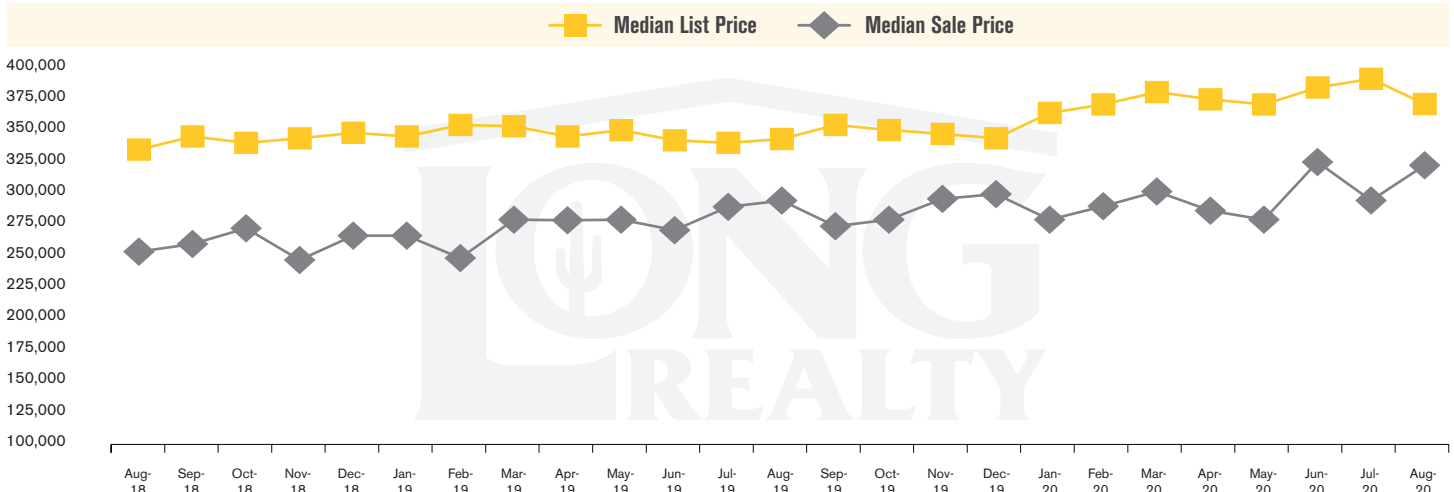
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

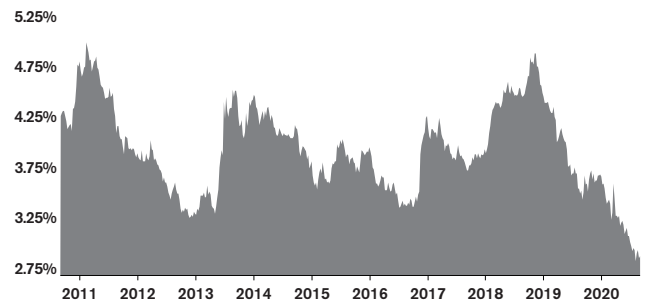


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

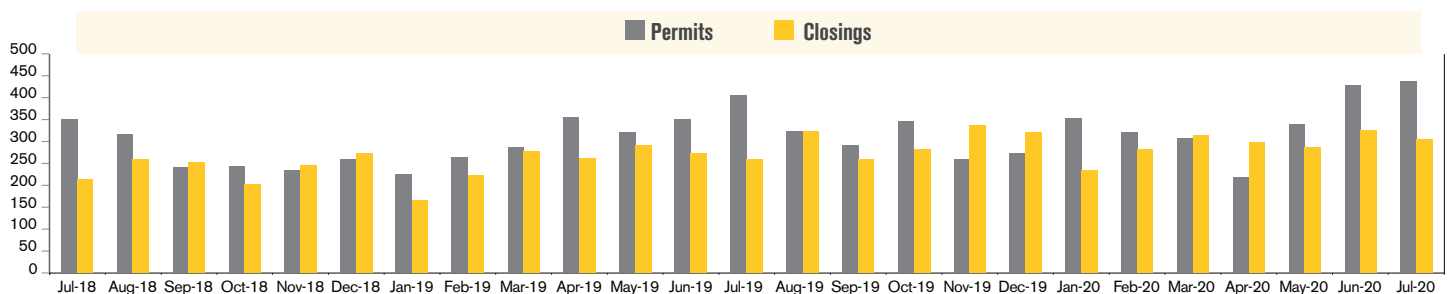
Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$289,900	3.620%	\$1,255.21
2020	\$317,500	2.940%	\$1,261.92

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

## 30 YEAR FIXED MORTGAGE RATE



## 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.

Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	1	0	1	1	1	2.0	1.7	Seller
\$75,000 - 99,999	1	0	0	0	0	4	0	n/a	1.0	Seller
\$100,000 - 124,999	0	3	1	3	2	4	1	0.0	0.9	Seller
\$125,000 - 149,999	0	1	2	0	0	6	0	n/a	0.5	Seller
\$150,000 - 174,999	2	5	7	3	3	5	5	0.4	0.3	Seller
\$175,000 - 199,999	10	25	9	15	14	13	7	1.4	0.8	Seller
\$200,000 - 224,999	12	31	35	34	37	31	23	0.5	0.5	Seller
\$225,000 - 249,999	14	32	32	33	29	49	39	0.4	0.4	Seller
\$250,000 - 274,999	14	23	33	27	29	35	25	0.6	0.6	Seller
\$275,000 - 299,999	17	35	14	18	21	27	15	1.1	0.7	Seller
\$300,000 - 349,999	27	31	26	33	39	31	38	0.7	0.8	Seller
\$350,000 - 399,999	37	37	41	21	38	33	28	1.3	1.3	Seller
\$400,000 - 499,999	70	28	25	20	38	43	36	1.9	1.9	Seller
\$500,000 - 599,999	25	17	10	9	13	11	16	1.6	2.0	Seller
\$600,000 - 699,999	26	12	4	9	9	11	7	3.7	2.7	Seller
\$700,000 - 799,999	16	9	6	3	8	6	10	1.6	2.2	Seller
\$800,000 - 899,999	18	4	1	3	5	4	3	6.0	4.8	Slightly Seller
\$900,000 - 999,999	7	4	1	1	3	2	1	7.0	3.5	Seller
\$1,000,000 - and over	35	6	3	1	4	9	8	4.4	5.0	Balanced
<b>TOTAL</b>	<b>333</b>	<b>303</b>	<b>251</b>	<b>233</b>	<b>293</b>	<b>325</b>	<b>263</b>	<b>1.3</b>	<b>1.2</b>	<b>Seller</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall  
(520) 818-4504 | Stephen@TeamWoodall.com

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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 NORTHWEST | SEPTEMBER 2020



## MARKET SHARE (TUCSON NORTHWEST)

**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

28.6%

Tierra Antigua Realty

12.1%

Coldwell Banker Residential Brokerage

7.9%

Keller Williams Southern Arizona

6.9%

Realty Executives Tucson Elite

6.1%

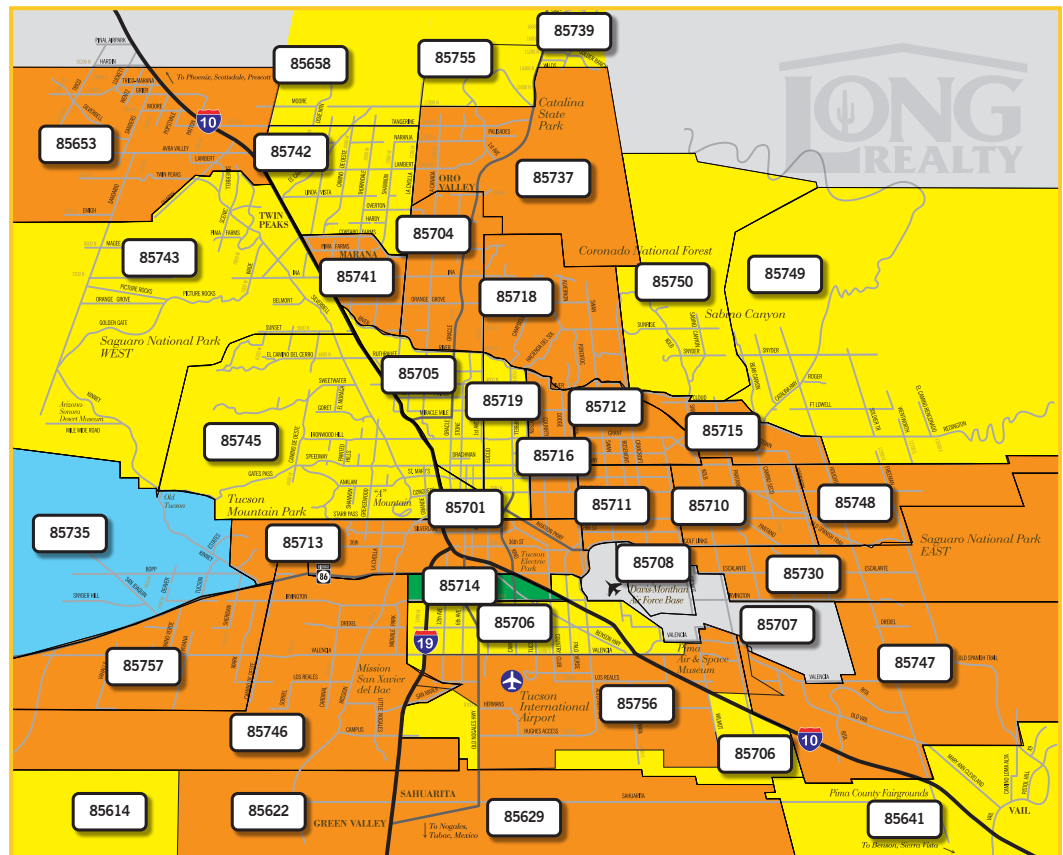
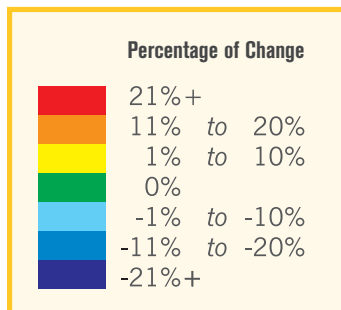
Exp Realty

4.0%

## 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.



**PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.**



Stephen Woodall - Team Woodall  
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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.*