

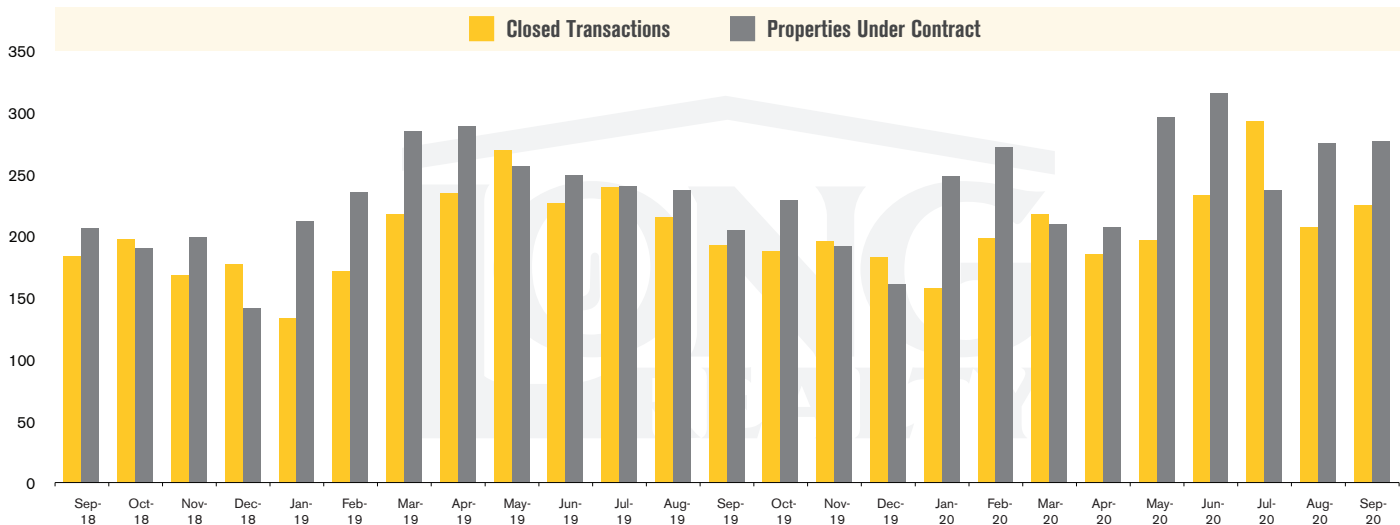
THE HOUSING REPORT

TUCSON CENTRAL | OCTOBER 2020

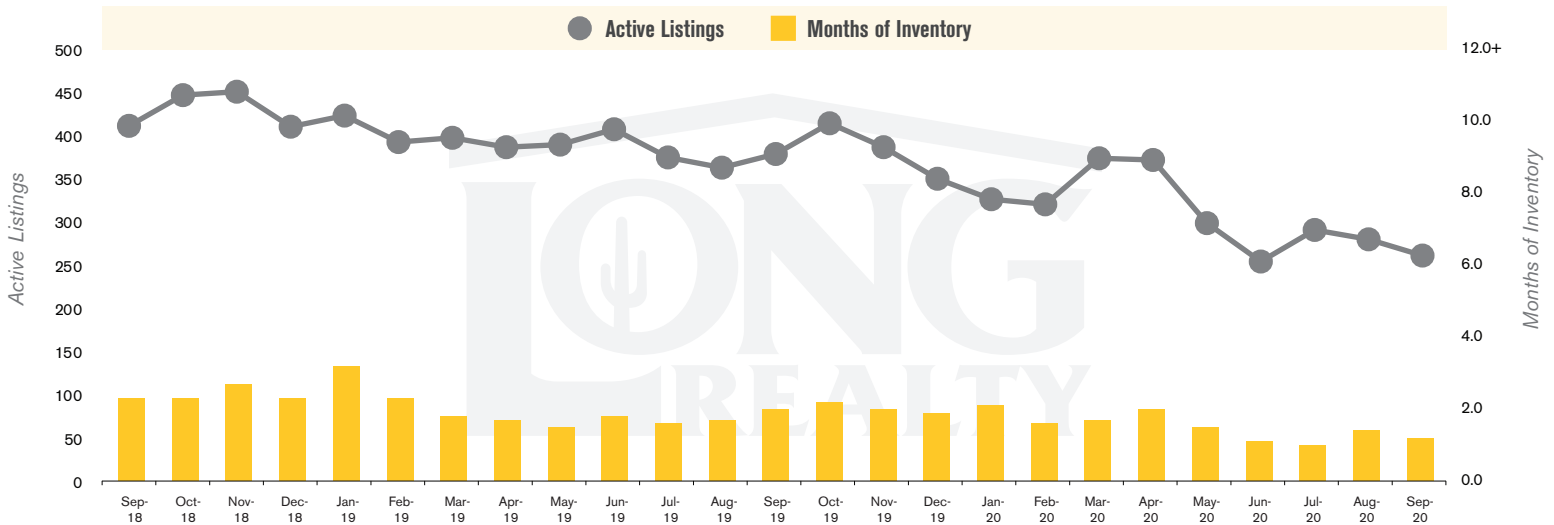


In the Tucson Central area, September 2020 active inventory was 265, a 31% decrease from September 2019. There were 226 closings in September 2020, a 17% increase from September 2019. Year-to-date 2020 there were 1,920 closings, a 1% increase from year-to-date 2019. Months of Inventory was 1.2, down from 2.0 in September 2019. Median price of sold homes was \$212,000 for the month of September 2020, up 18% from September 2019. The Tucson Central area had 278 new properties under contract in September 2020, up 36% from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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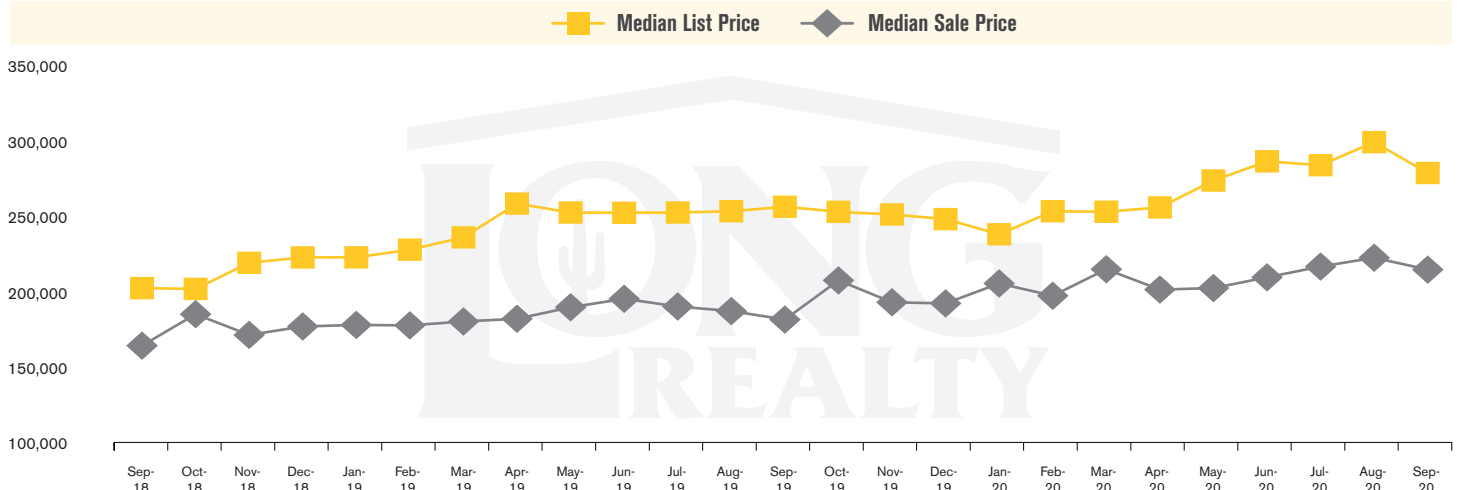
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

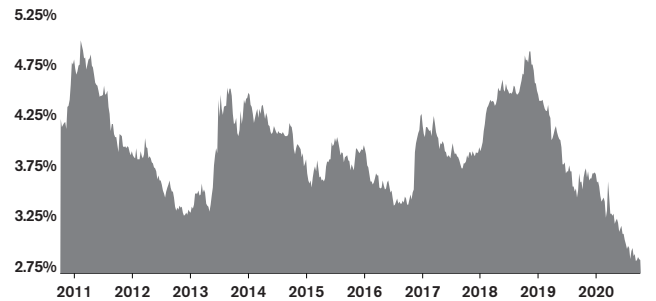


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2019	\$179,500	3.600%	\$775.28
2020	\$212,000	2.890%	\$837.21

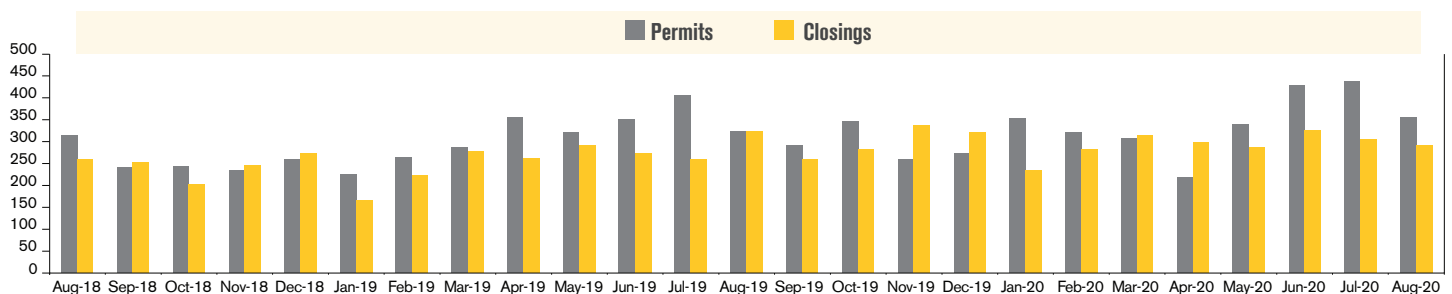
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For August 2020, new home permits were **up 10%** and new home closings were **down 10%** from August 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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20			
\$1 - 49,999	2	1	3	2	5	2	0	n/a	1.0	Seller
\$50,000 - 74,999	10	3	5	1	9	4	2	5.0	1.5	Seller
\$75,000 - 99,999	18	12	9	6	13	7	2	9.0	1.5	Seller
\$100,000 - 124,999	3	6	3	6	8	9	6	0.5	0.5	Seller
\$125,000 - 149,999	11	15	13	22	17	24	21	0.5	0.5	Seller
\$150,000 - 174,999	12	25	32	33	34	23	32	0.4	0.5	Seller
\$175,000 - 199,999	16	36	33	37	40	23	36	0.4	0.7	Seller
\$200,000 - 224,999	18	16	27	23	34	14	24	0.8	0.6	Seller
\$225,000 - 249,999	18	19	16	21	25	32	19	0.9	0.9	Seller
\$250,000 - 274,999	25	15	15	22	22	14	18	1.4	1.3	Seller
\$275,000 - 299,999	18	10	11	15	15	19	17	1.1	1.2	Seller
\$300,000 - 349,999	21	11	15	20	27	16	19	1.1	1.2	Seller
\$350,000 - 399,999	20	7	5	12	18	6	13	1.5	2.0	Seller
\$400,000 - 499,999	21	7	5	9	13	11	9	2.3	2.3	Seller
\$500,000 - 599,999	13	3	1	3	8	1	4	3.3	3.1	Seller
\$600,000 - 699,999	17	1	2	1	5	1	0	n/a	7.8	Slightly Buyer
\$700,000 - 799,999	8	1	0	1	0	2	2	4.0	7.0	Slightly Buyer
\$800,000 - 899,999	3	0	1	0	1	0	2	1.5	4.0	Seller
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	7	0	1	0	0	0	0	n/a	n/a	n/a
TOTAL	265	188	197	234	294	208	226	1.2	1.2	Seller



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 TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. 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 10/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2019 – 09/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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25.4%

Tierra Antigua Realty

17.1%

Realty Executives Arizona Territory

9.9%

Keller Williams Southern Arizona

8.0%

Exp Realty

4.3%

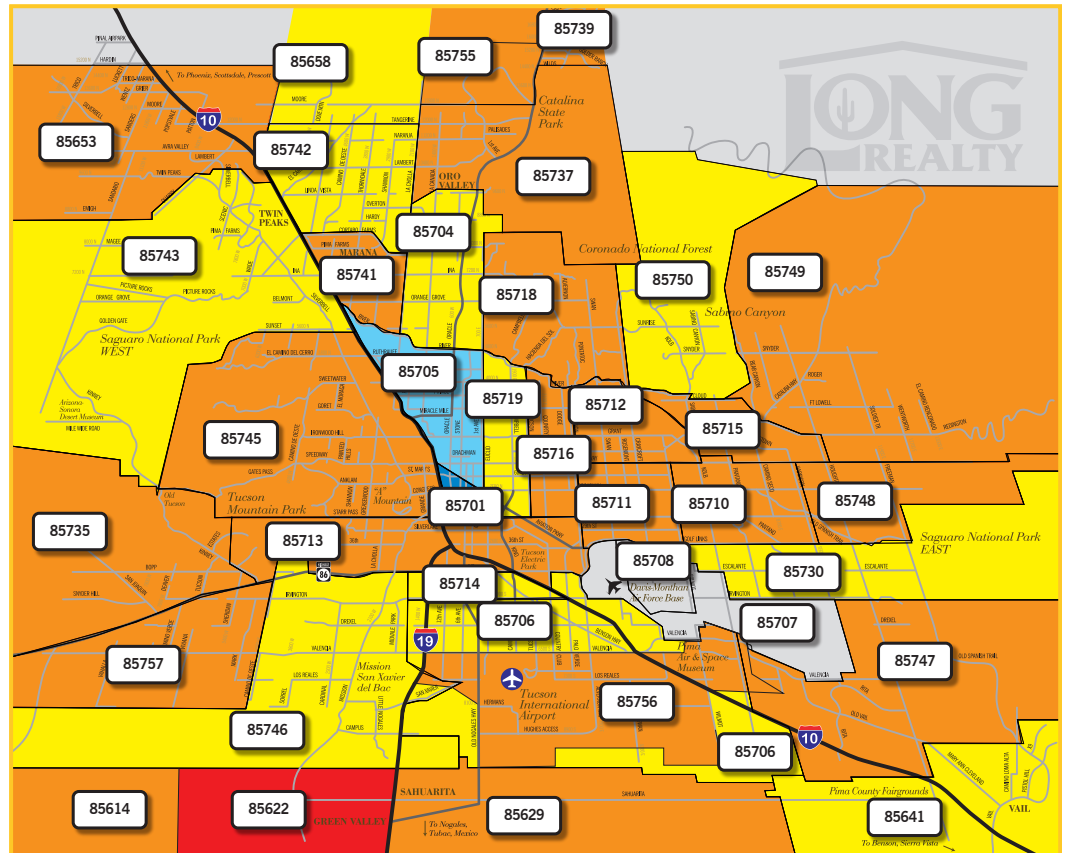
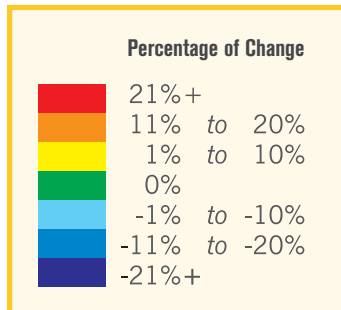
Coldwell Banker

3.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2019-SEP 2019 TO JUL 2020-SEP 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 July 2019-September 2019 to July 2020-September 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2020. Information is believed to be reliable, but not guaranteed.