

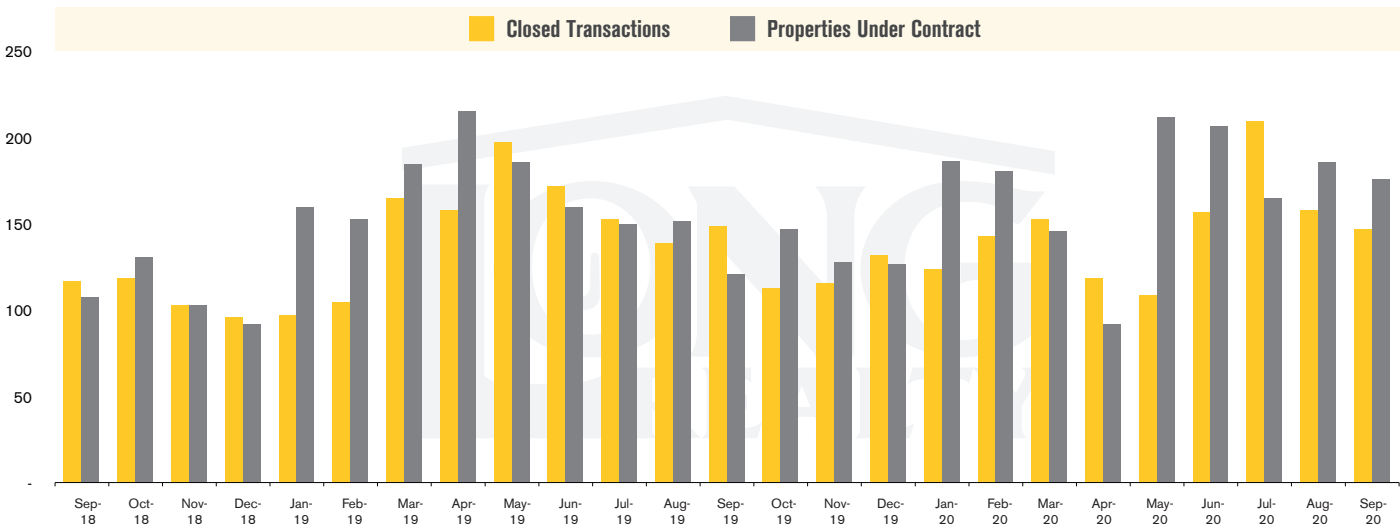
# THE HOUSING REPORT

TUCSON NORTH | OCTOBER 2020

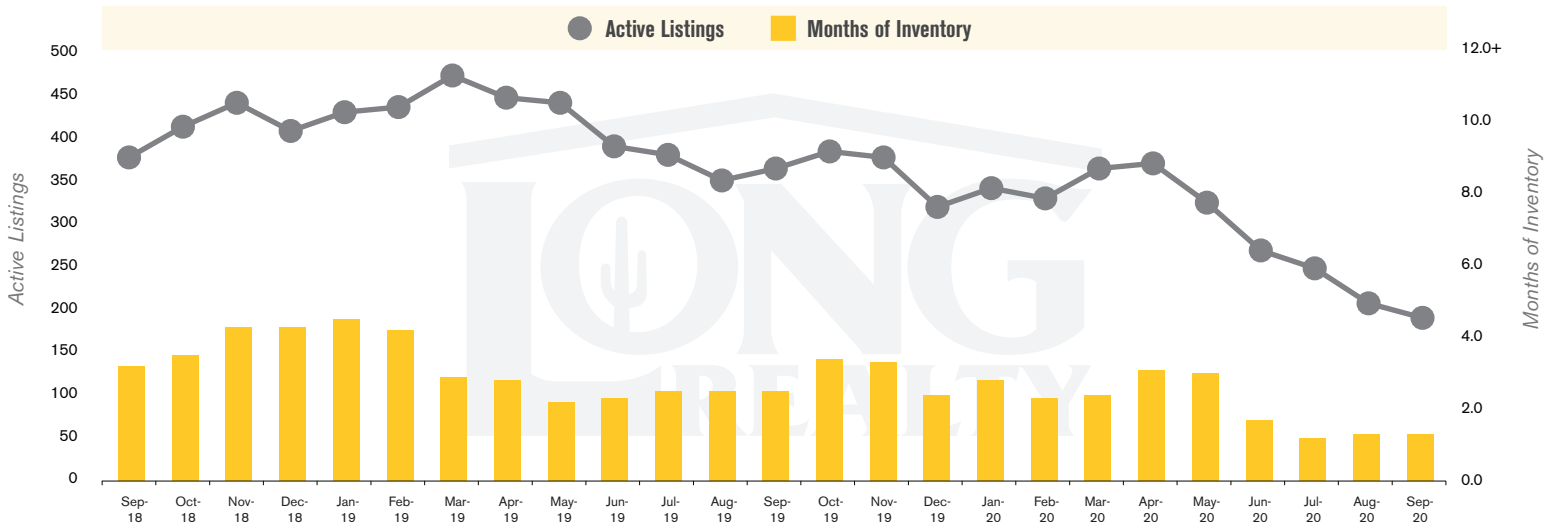


In the Tucson North area, September 2020 active inventory was 192, a 48% decrease from September 2019. There were 147 closings in September 2020, a 1% decrease from September 2019. Year-to-date 2020 there were 1,320 closings, a 1% decrease from year-to-date 2019. Months of Inventory was 1.3, down from 2.5 in September 2019. Median price of sold homes was \$433,000 for the month of September 2020, up 17% from September 2019. The Tucson North area had 176 new properties under contract in September 2020, up 45% from September 2019.

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



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



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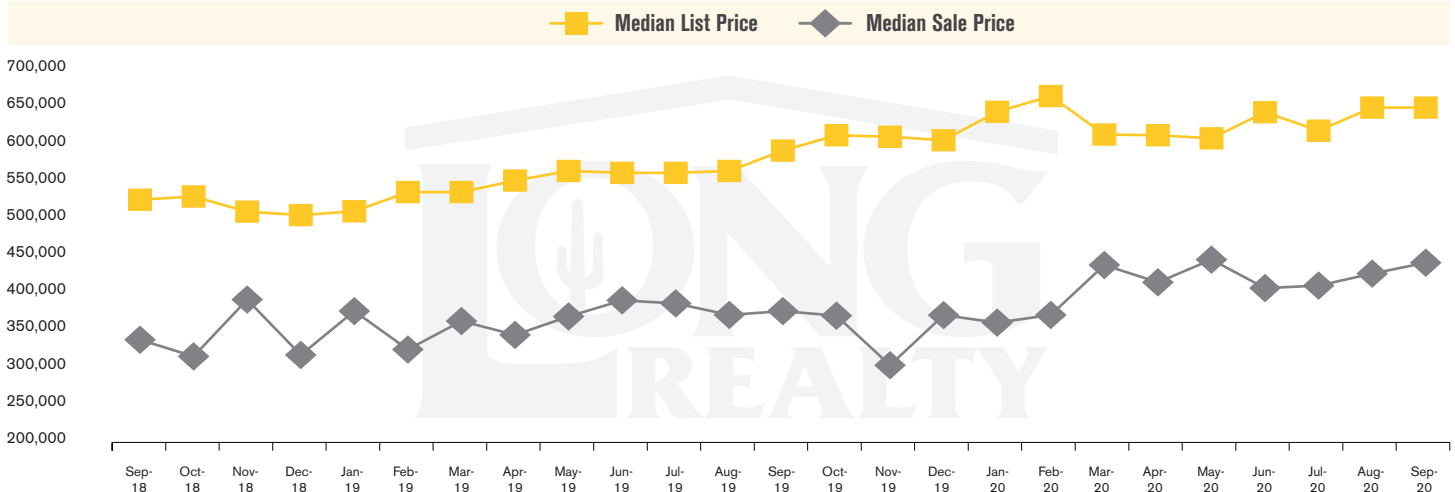
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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

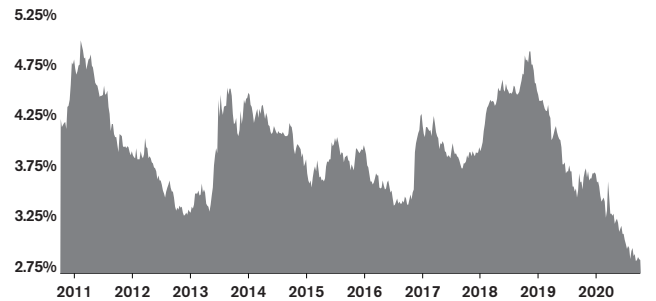


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$370,000	3.600%	\$1,598.08
2020	\$433,000	2.890%	\$1,709.96

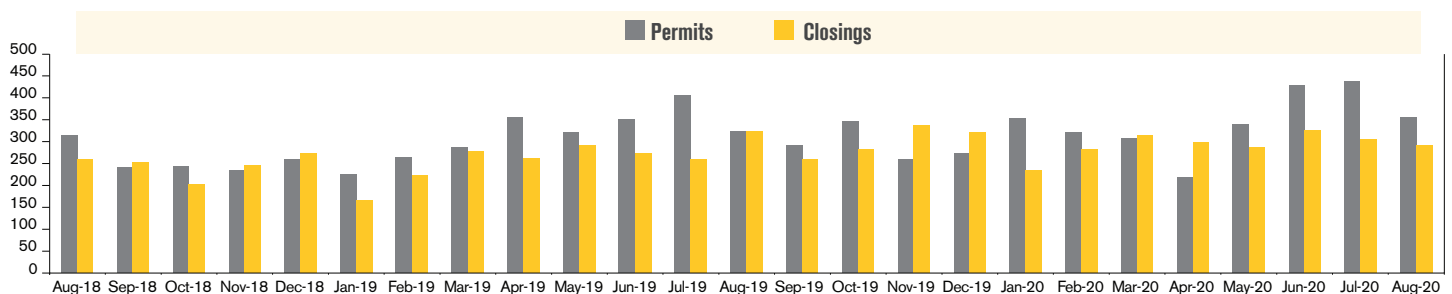
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For 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 NORTH)

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	1	2	6	1	0	n/a	0.0	<b>Seller</b>
\$75,000 - 99,999	1	1	0	4	3	1	4	0.3	0.4	<b>Seller</b>
\$100,000 - 124,999	1	0	2	1	0	0	1	1.0	2.0	<b>Seller</b>
\$125,000 - 149,999	2	9	6	8	12	3	7	0.3	0.2	<b>Seller</b>
\$150,000 - 174,999	4	5	3	4	4	8	7	0.6	0.8	<b>Seller</b>
\$175,000 - 199,999	10	5	5	13	12	6	5	2.0	1.2	<b>Seller</b>
\$200,000 - 224,999	5	2	2	10	9	15	8	0.6	0.5	<b>Seller</b>
\$225,000 - 249,999	5	6	3	9	9	5	4	1.3	0.8	<b>Seller</b>
\$250,000 - 274,999	5	6	2	2	8	5	3	1.7	1.0	<b>Seller</b>
\$275,000 - 299,999	5	5	6	4	7	5	4	1.3	0.9	<b>Seller</b>
\$300,000 - 349,999	3	8	12	11	21	7	11	0.3	0.7	<b>Seller</b>
\$350,000 - 399,999	4	12	6	10	12	14	10	0.4	0.6	<b>Seller</b>
\$400,000 - 499,999	24	18	20	24	32	29	26	0.9	0.9	<b>Seller</b>
\$500,000 - 599,999	19	17	9	19	26	20	16	1.2	1.1	<b>Seller</b>
\$600,000 - 699,999	19	9	12	14	16	9	14	1.4	1.7	<b>Seller</b>
\$700,000 - 799,999	11	7	8	8	12	12	8	1.4	1.2	<b>Seller</b>
\$800,000 - 899,999	14	5	4	4	10	4	7	2.0	2.2	<b>Seller</b>
\$900,000 - 999,999	13	2	3	5	6	0	1	13.0	5.6	<b>Balanced</b>
\$1,000,000 - and over	47	2	5	5	5	14	11	4.3	4.9	<b>Slightly Seller</b>
<b>TOTAL</b>	<b>192</b>	<b>120</b>	<b>109</b>	<b>157</b>	<b>210</b>	<b>158</b>	<b>147</b>	<b>1.3</b>	<b>1.3</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 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 NORTH)

**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.

### LONG REALTY COMPANY

42.0%

Tierra Antigua Realty

12.5%

Realty Executives Arizona Territory

6.4%

Coldwell Banker Residential Brokerage

5.6%

Keller Williams Southern Arizona

5.4%

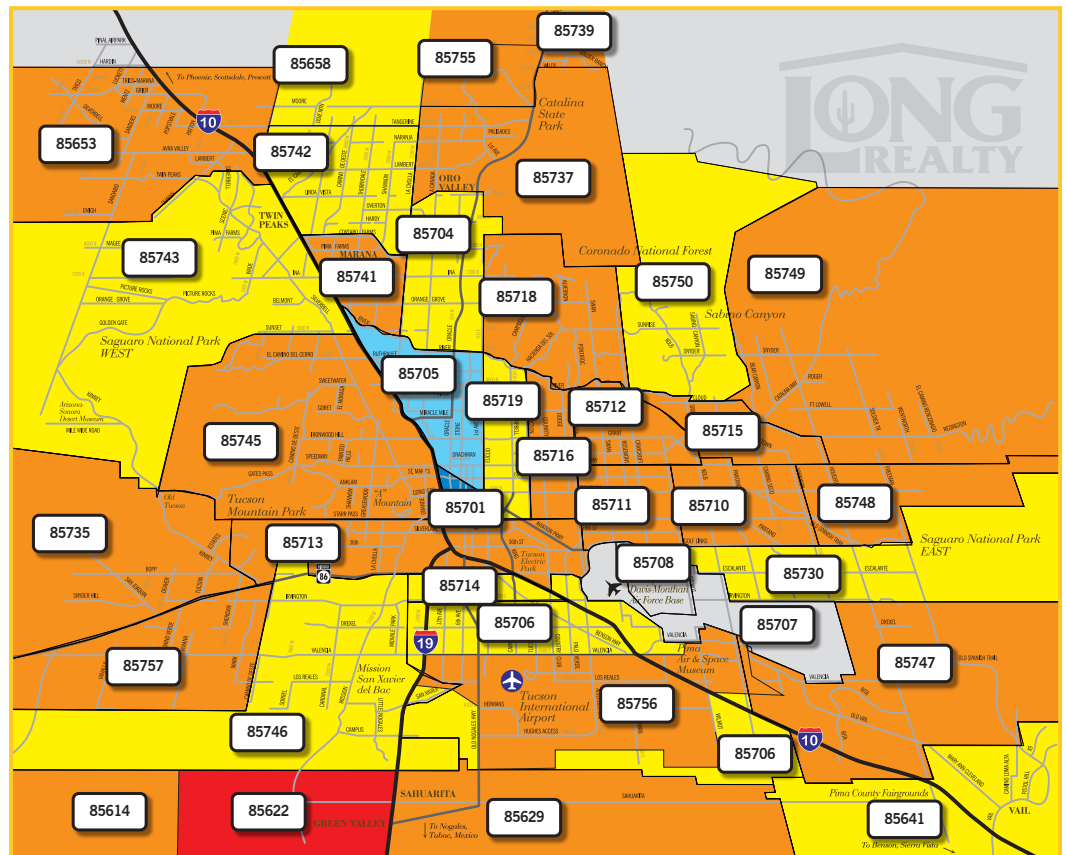
Russ Lyon Sotheby's International Realty

5.0%

## 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.