

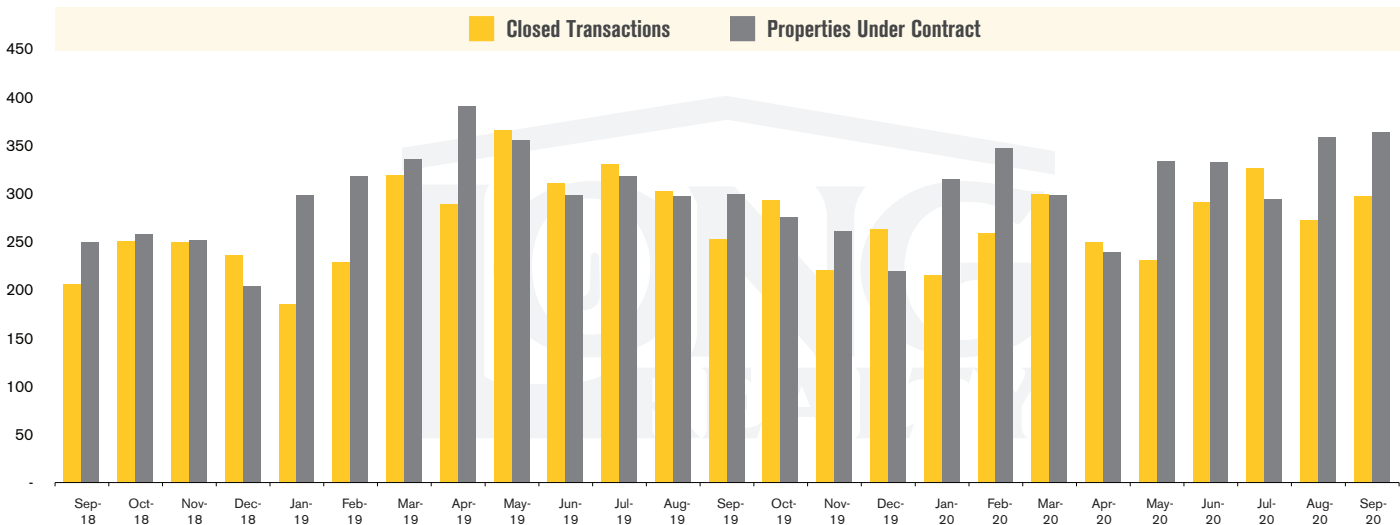
THE HOUSING REPORT

TUCSON NORTHWEST | OCTOBER 2020

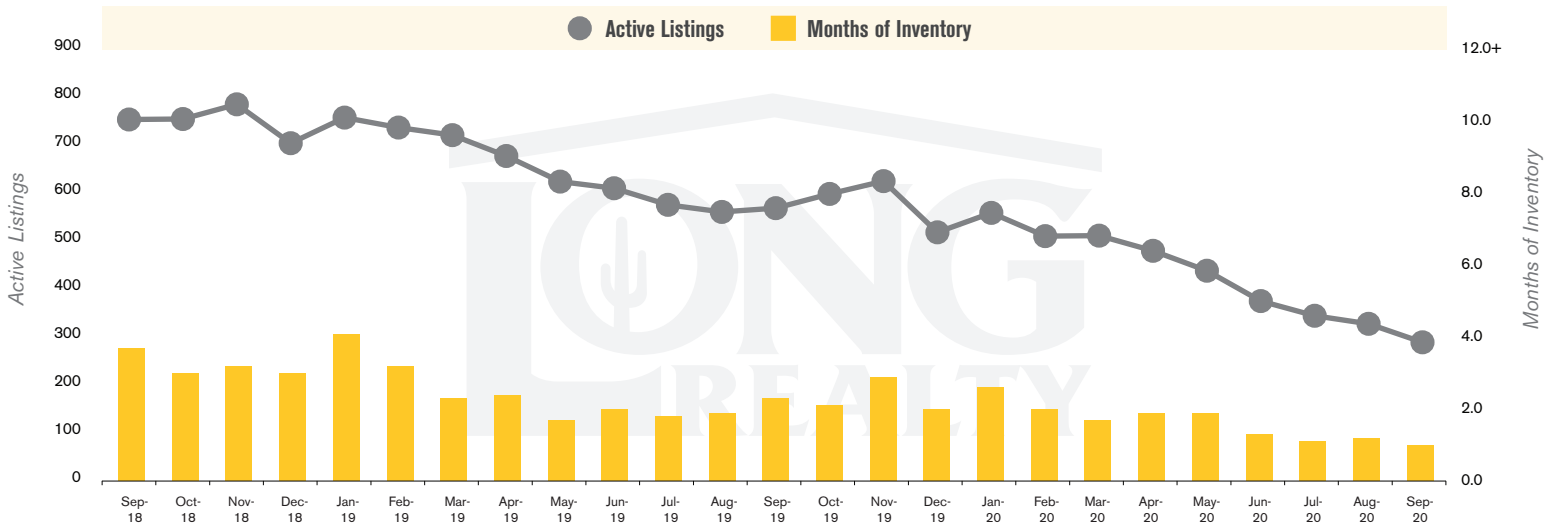


In the Tucson Northwest area, September 2020 active inventory was 294, a 49% decrease from September 2019. There were 299 closings in September 2020, a 17% increase from September 2019. Year-to-date 2020 there were 2,459 closings, a 6% decrease from year-to-date 2019. Months of Inventory was 1.0, down from 2.3 in September 2019. Median price of sold homes was \$330,000 for the month of September 2020, up 22% from September 2019. The Tucson Northwest area had 366 new properties under contract in September 2020, up 21% from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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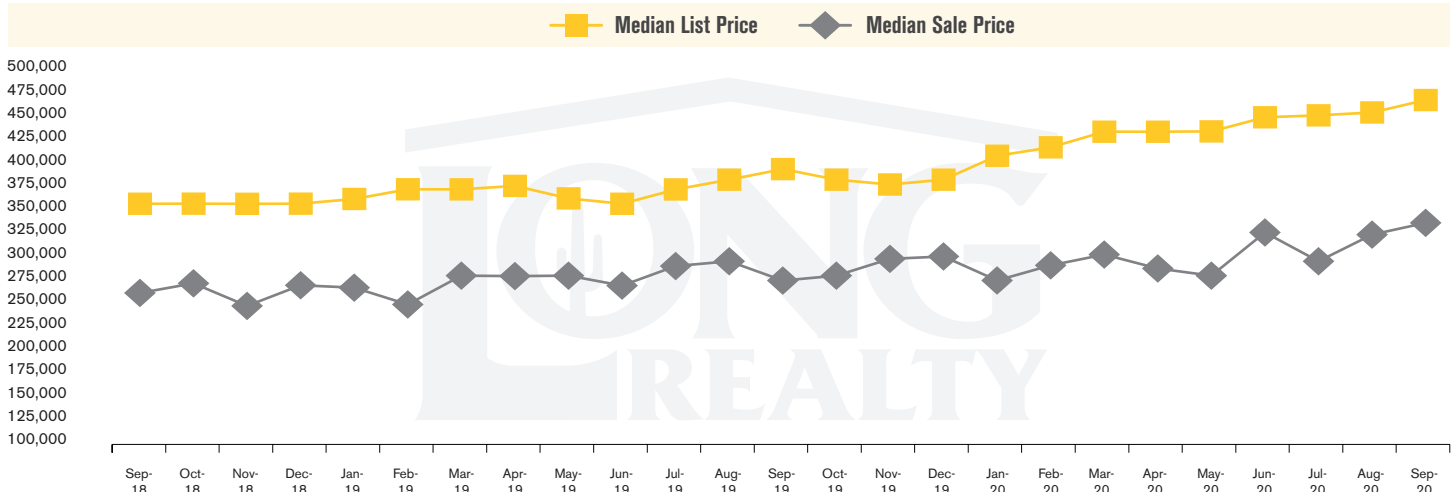
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

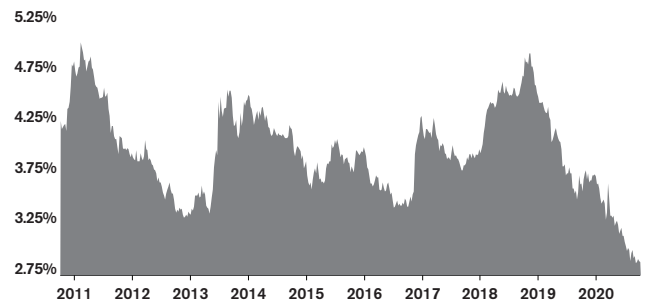


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

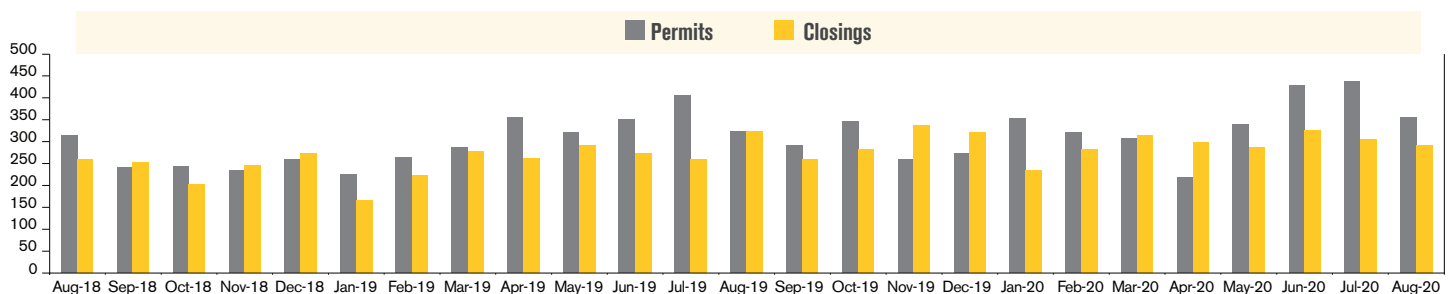
Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$269,894	3.600%	\$1,165.71
2020	\$330,000	2.890%	\$1,303.20

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 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 NORTHWEST)

	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	1	0.0	1.0	Seller
\$50,000 - 74,999	1	1	0	1	1	1	1	1.0	1.7	Seller
\$75,000 - 99,999	0	0	0	0	4	0	0	n/a	0.5	Seller
\$100,000 - 124,999	3	1	3	2	4	1	2	1.5	0.7	Seller
\$125,000 - 149,999	0	2	0	0	6	0	8	0.0	0.1	Seller
\$150,000 - 174,999	0	7	3	3	5	5	1	0.0	0.3	Seller
\$175,000 - 199,999	7	9	15	14	13	8	5	1.4	1.0	Seller
\$200,000 - 224,999	5	35	34	37	31	23	20	0.3	0.5	Seller
\$225,000 - 249,999	9	31	33	29	50	40	32	0.3	0.3	Seller
\$250,000 - 274,999	15	33	28	29	35	28	41	0.4	0.5	Seller
\$275,000 - 299,999	12	15	18	21	27	15	16	0.8	0.7	Seller
\$300,000 - 349,999	24	27	33	39	31	38	46	0.5	0.7	Seller
\$350,000 - 399,999	30	41	21	38	33	30	40	0.8	1.0	Seller
\$400,000 - 499,999	65	25	20	38	45	37	35	1.9	1.8	Seller
\$500,000 - 599,999	28	10	9	13	11	17	18	1.6	1.7	Seller
\$600,000 - 699,999	25	4	9	9	11	8	13	1.9	2.3	Seller
\$700,000 - 799,999	14	6	3	8	6	10	6	2.3	2.1	Seller
\$800,000 - 899,999	17	1	3	5	4	4	7	2.4	3.7	Seller
\$900,000 - 999,999	8	1	1	3	2	1	2	4.0	4.0	Seller
\$1,000,000 - and over	31	3	1	4	10	8	5	6.2	4.3	Slightly Seller
TOTAL	294	252	234	293	329	274	299	1.0	1.1	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 NORTHWEST)

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

29.0%

Tierra Antigua Realty

12.0%

Coldwell Banker Residential Brokerage

7.9%

Keller Williams Southern Arizona

6.8%

Realty Executives Tucson Elite

6.2%

Exp Realty

4.1%

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.

