

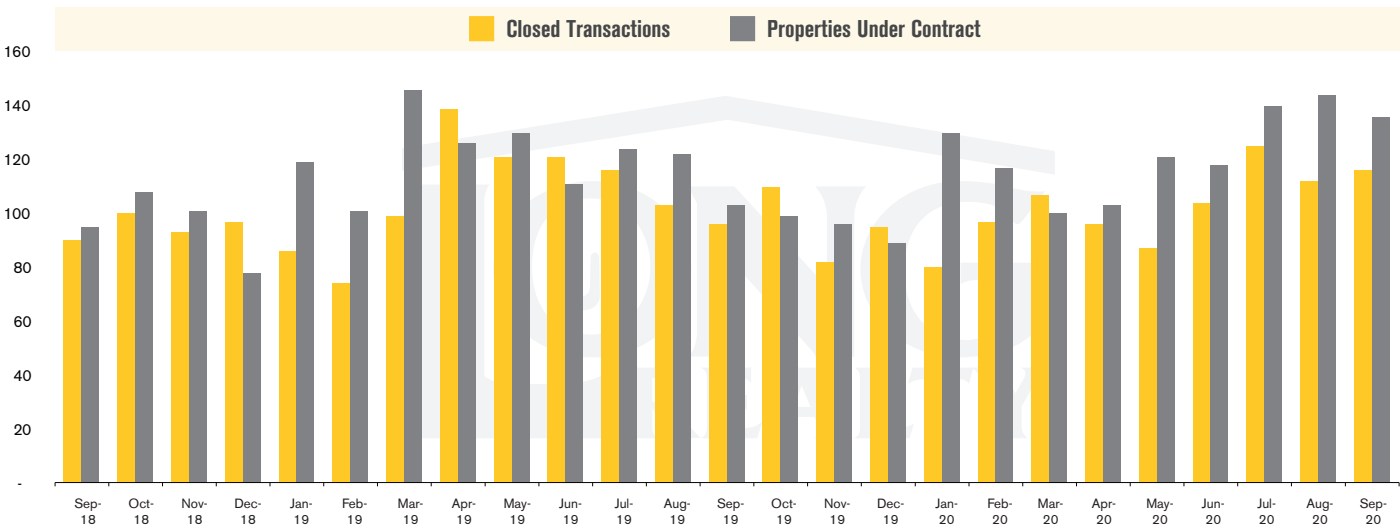
# THE HOUSING REPORT

TUCSON WEST | OCTOBER 2020

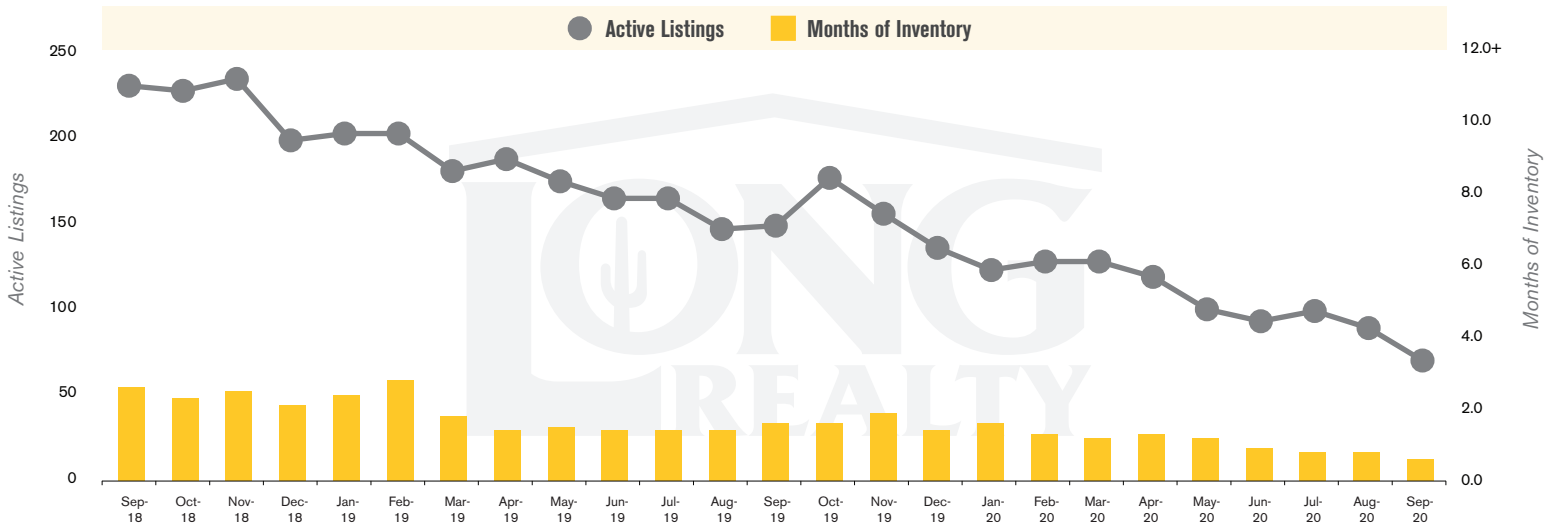


In the Tucson West area, September 2020 active inventory was 71, a 53% decrease from September 2019. There were 116 closings in September 2020, a 21% increase from September 2019. Year-to-date 2020 there were 924 closings, a 3% decrease from year-to-date 2019. Months of Inventory was .6, down from 1.6 in September 2019. Median price of sold homes was \$271,500 for the month of September 2020, up 9% from September 2019. The Tucson West area had 136 new properties under contract in September 2020, up 32% from September 2019.

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



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



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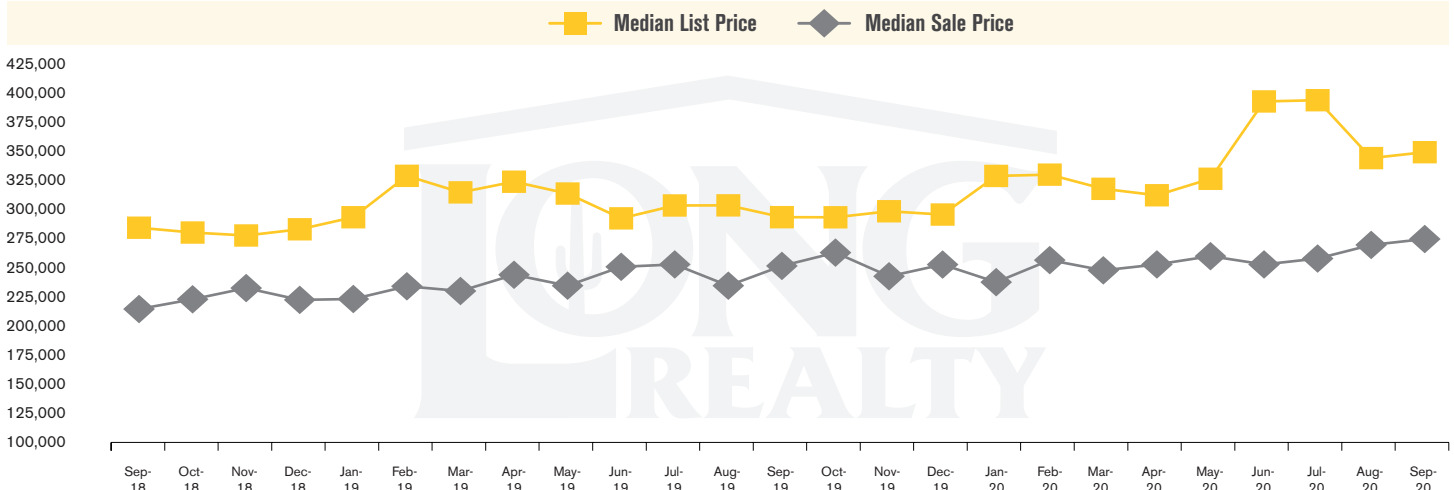
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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

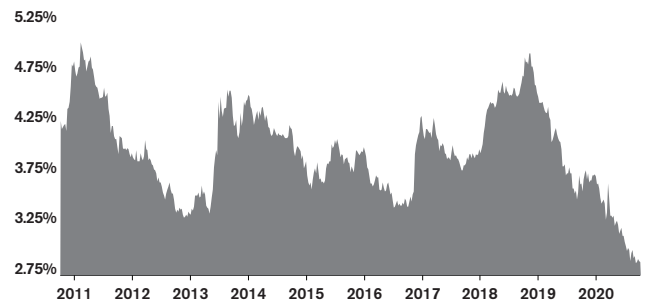


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

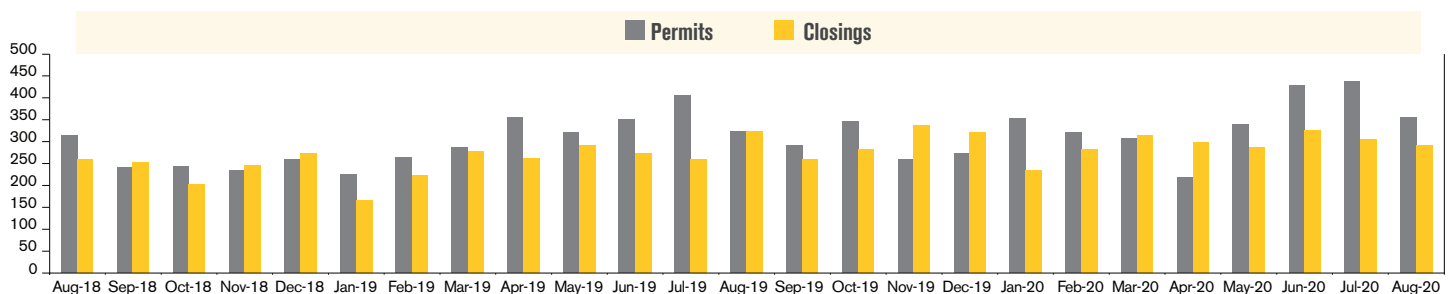
| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$225,000    | 6.140%    | \$1,300.84  |
| 2019 | \$248,750    | 3.600%    | \$1,074.38  |
| 2020 | \$271,500    | 2.890%    | \$1,072.18  |

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 WEST)

|                        | 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               | 1                          | 0         | 0          | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| \$50,000 - 74,999      | 0               | 3                          | 0         | 1          | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| \$75,000 - 99,999      | 2               | 2                          | 0         | 3          | 2          | 3          | 3          | 0.7                         | 0.5                                    | Seller            |
| \$100,000 - 124,999    | 1               | 1                          | 1         | 1          | 0          | 0          | 1          | 1.0                         | 4.0                                    | Seller            |
| \$125,000 - 149,999    | 1               | 0                          | 4         | 3          | 2          | 7          | 3          | 0.3                         | 0.3                                    | Seller            |
| \$150,000 - 174,999    | 1               | 6                          | 6         | 10         | 7          | 6          | 13         | 0.1                         | 0.2                                    | Seller            |
| \$175,000 - 199,999    | 0               | 3                          | 7         | 5          | 4          | 5          | 5          | 0.0                         | 0.4                                    | Seller            |
| \$200,000 - 224,999    | 0               | 15                         | 12        | 11         | 13         | 7          | 7          | 0.0                         | 0.1                                    | Seller            |
| \$225,000 - 249,999    | 1               | 15                         | 11        | 17         | 23         | 17         | 13         | 0.1                         | 0.2                                    | Seller            |
| \$250,000 - 274,999    | 10              | 15                         | 9         | 15         | 21         | 16         | 14         | 0.7                         | 0.5                                    | Seller            |
| \$275,000 - 299,999    | 9               | 8                          | 11        | 13         | 13         | 12         | 11         | 0.8                         | 0.9                                    | Seller            |
| \$300,000 - 349,999    | 11              | 12                         | 10        | 8          | 16         | 10         | 13         | 0.8                         | 1.0                                    | Seller            |
| \$350,000 - 399,999    | 8               | 7                          | 6         | 7          | 9          | 11         | 13         | 0.6                         | 0.7                                    | Seller            |
| \$400,000 - 499,999    | 6               | 4                          | 4         | 5          | 8          | 5          | 10         | 0.6                         | 1.4                                    | Seller            |
| \$500,000 - 599,999    | 3               | 2                          | 4         | 1          | 5          | 6          | 4          | 0.8                         | 0.9                                    | Seller            |
| \$600,000 - 699,999    | 5               | 1                          | 1         | 3          | 1          | 2          | 3          | 1.7                         | 2.5                                    | Seller            |
| \$700,000 - 799,999    | 1               | 1                          | 1         | 0          | 0          | 3          | 1          | 1.0                         | 3.8                                    | Seller            |
| \$800,000 - 899,999    | 4               | 1                          | 0         | 0          | 0          | 1          | 0          | n/a                         | 9.0                                    | Buyer             |
| \$900,000 - 999,999    | 2               | 0                          | 0         | 0          | 1          | 0          | 1          | 2.0                         | 1.5                                    | Seller            |
| \$1,000,000 - and over | 6               | 0                          | 0         | 1          | 0          | 1          | 1          | 6.0                         | 8.5                                    | Buyer             |
| <b>TOTAL</b>           | <b>71</b>       | <b>97</b>                  | <b>87</b> | <b>104</b> | <b>125</b> | <b>112</b> | <b>116</b> | <b>0.6</b>                  | <b>0.7</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 WEST)

**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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**21.1%**

Tierra Antigua Realty

17.5%

Realty Executives Arizona Territory

9.9%

Keller Williams Southern Arizona

8.5%

Coldwell Banker Residential Brokerage

5.5%

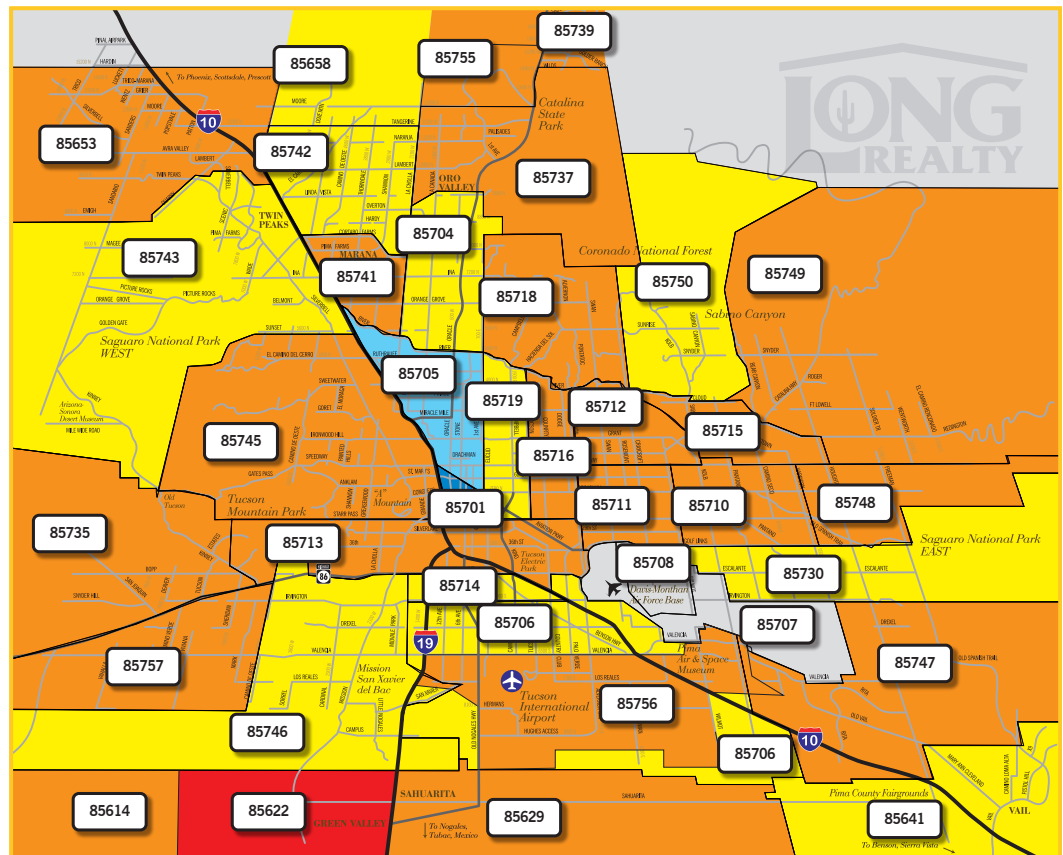
Exp Realty

3.1%

## 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.



**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.*