

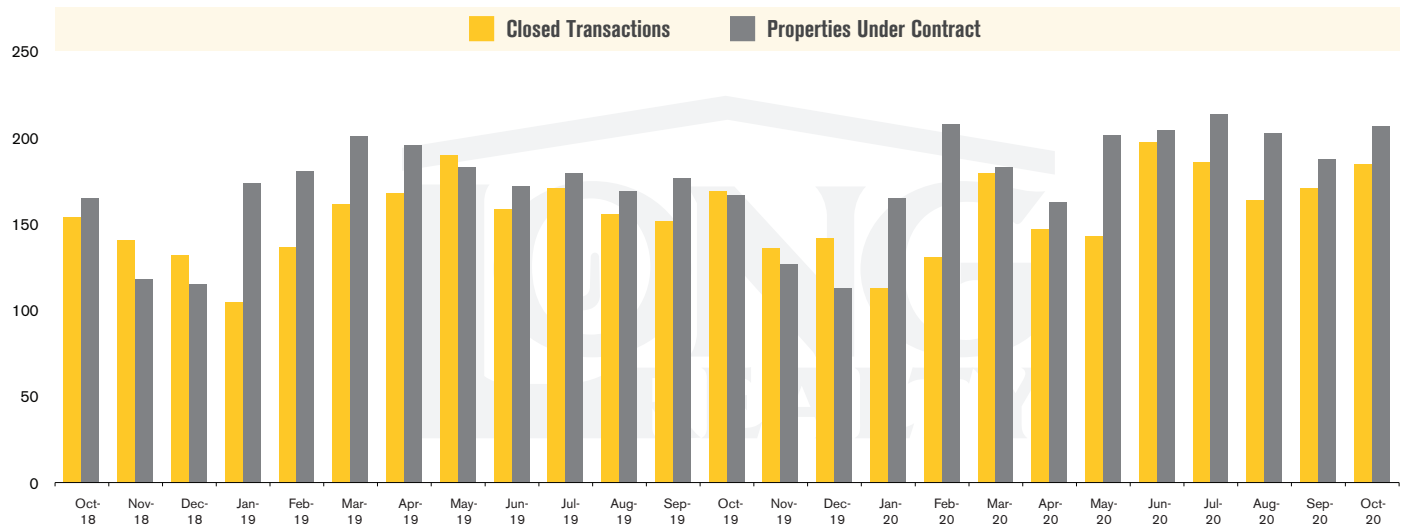
# THE HOUSING REPORT

TUCSON EAST | NOVEMBER 2020

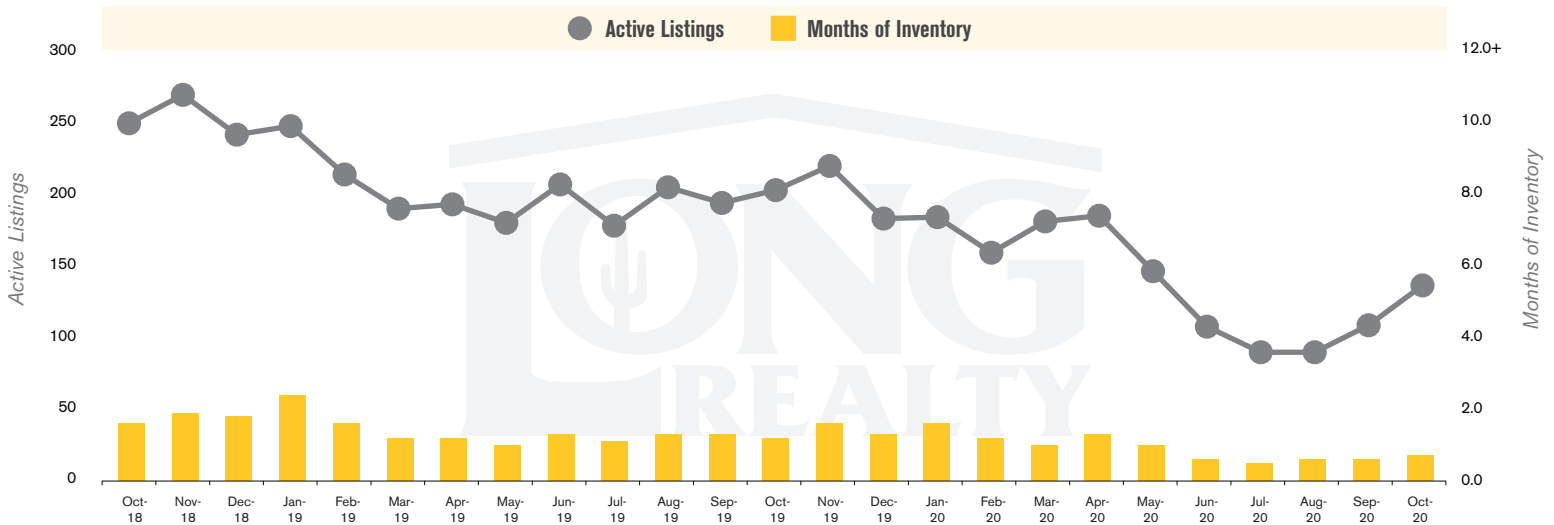


In the Tucson East area, October 2020 active inventory was 138, a 33% decrease from October 2019. There were 185 closings in October 2020, a 9% increase from October 2019. Year-to-date 2020 there were 1,608 closings, a 2% increase from year-to-date 2019. Months of Inventory was .7, down from 1.2 in October 2019. Median price of sold homes was \$229,000 for the month of October 2020, up 21% from October 2019. The Tucson East area had 207 new properties under contract in October 2020, up 24% from October 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON EAST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON EAST



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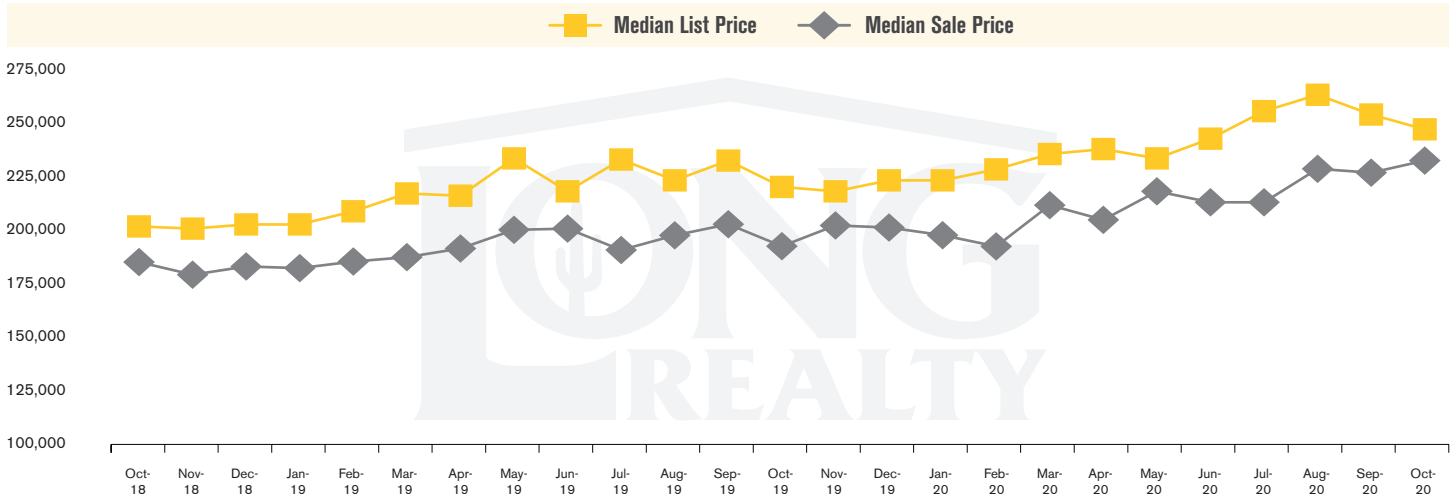
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON EAST

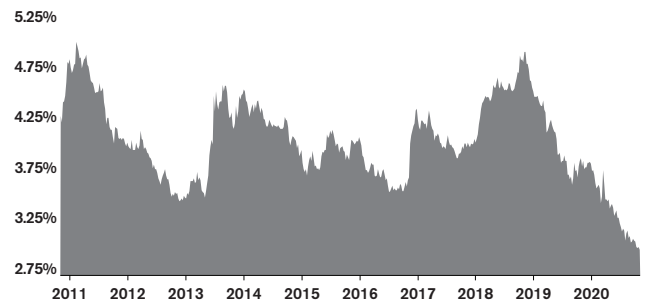


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON EAST

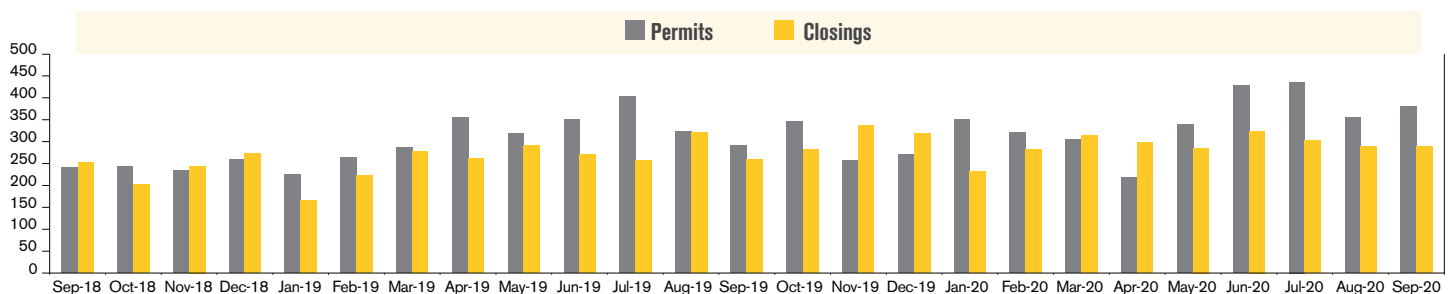
Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$190,000	3.690%	\$829.79
2020	\$229,000	2.830%	\$897.37

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 September 2020, new home permits were **up 30%** and new home closings were **up 12%** from September 2019.

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TUCSON EAST | NOVEMBER 2020



## MARKET CONDITIONS BY PRICE BAND TUCSON EAST

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20			
\$1 - 49,999	3	1	1	4	0	1	0	n/a	7.0	Slightly Buyer
\$50,000 - 74,999	0	0	2	1	1	0	0	n/a	0.0	Seller
\$75,000 - 99,999	6	6	3	4	5	2	2	3.0	1.3	Seller
\$100,000 - 124,999	3	3	7	7	0	9	13	0.2	0.4	Seller
\$125,000 - 149,999	5	8	8	10	8	6	5	1.0	0.4	Seller
\$150,000 - 174,999	6	17	15	20	15	18	14	0.4	0.3	Seller
\$175,000 - 199,999	11	23	46	34	26	27	18	0.6	0.5	Seller
\$200,000 - 224,999	14	24	49	28	24	23	34	0.4	0.4	Seller
\$225,000 - 249,999	28	25	27	37	34	39	36	0.8	0.6	Seller
\$250,000 - 274,999	24	13	15	10	22	22	21	1.1	0.9	Seller
\$275,000 - 299,999	18	7	13	12	14	11	16	1.1	1.0	Seller
\$300,000 - 349,999	7	8	4	8	7	7	15	0.5	0.6	Seller
\$350,000 - 399,999	5	4	4	4	3	2	4	1.3	1.6	Seller
\$400,000 - 499,999	1	3	2	3	2	1	3	0.3	1.5	Seller
\$500,000 - 599,999	1	1	2	2	1	2	3	0.3	1.2	Seller
\$600,000 - 699,999	1	1	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	0	0	1	2.0	7.0	Slightly Buyer
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	1	2	1	0	n/a	2.0	Seller
<b>TOTAL</b>	<b>138</b>	<b>144</b>	<b>198</b>	<b>186</b>	<b>164</b>	<b>171</b>	<b>185</b>	<b>0.7</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 11/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2020-10/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON EAST | NOVEMBER 2020



## MARKET SHARE TUCSON EAST

**Long Realty leads the market in successful real estate sales.**

Data Obtained 11/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2019 – 10/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

16.8%

Tierra Antigua Realty

15.1%

Realty Executives Arizona Properties

13.9%

Keller Williams Southern Arizona

9.5%

Exp Realty

6.5%

Coldwell Banker Residential Brokerage

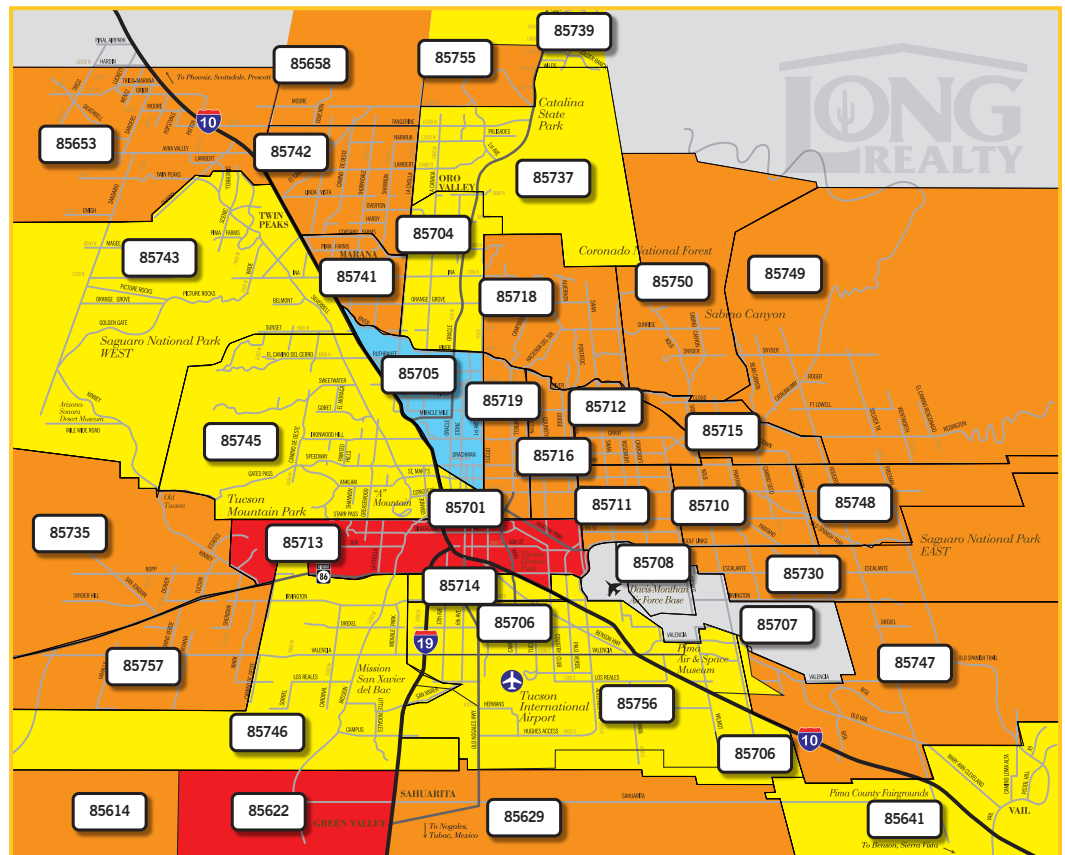
4.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2019-OCT 2019 TO  
AUG 2020-OCT 2020

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

### Percentage of Change



**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 August 2019-October 2019 to August 2020-October 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/06/2020. Information is believed to be reliable, but not guaranteed.*