

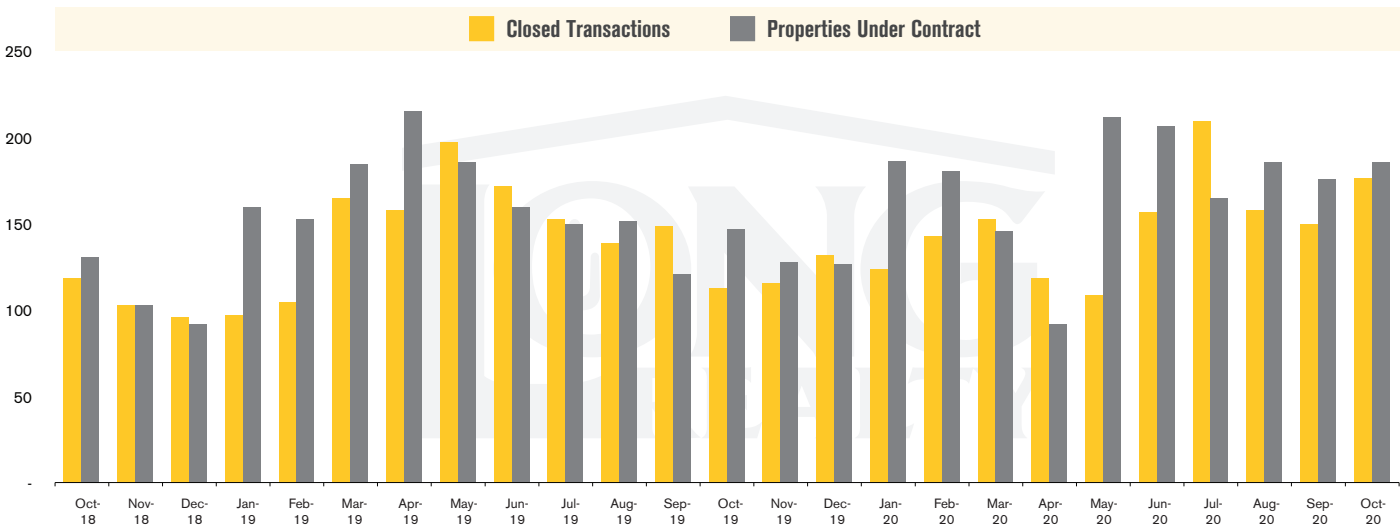
THE HOUSING REPORT

TUCSON NORTH | NOVEMBER 2020

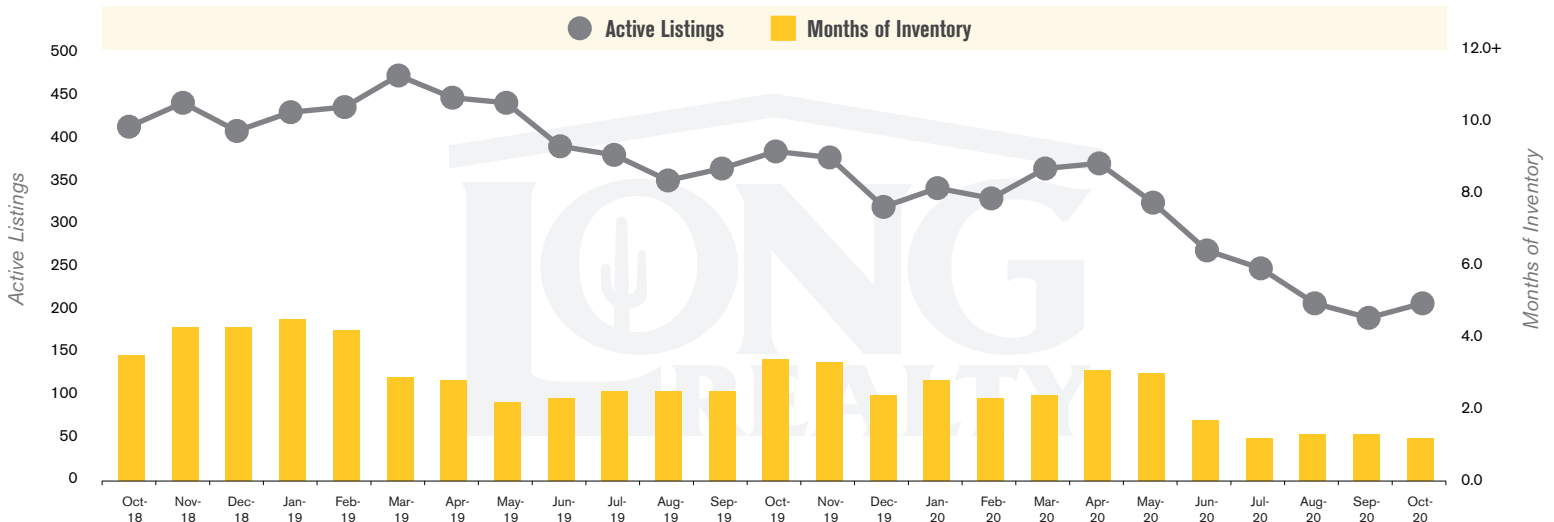


In the Tucson North area, October 2020 active inventory was 209, a 46% decrease from October 2019. There were 177 closings in October 2020, a 57% increase from October 2019. Year-to-date 2020 there were 1,497 closings, a 3% increase from year-to-date 2019. Months of Inventory was 1.2, down from 3.4 in October 2019. Median price of sold homes was \$430,000 for the month of October 2020, up 18% from October 2019. The Tucson North area had 186 new properties under contract in October 2020, up 27% from October 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

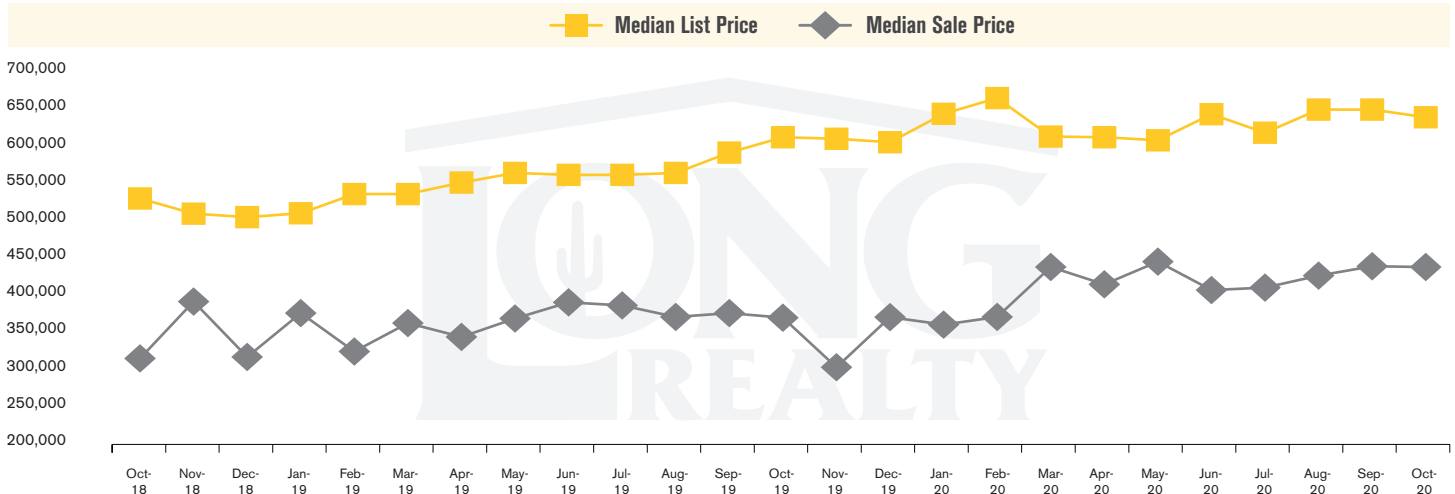
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | NOVEMBER 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON NORTH

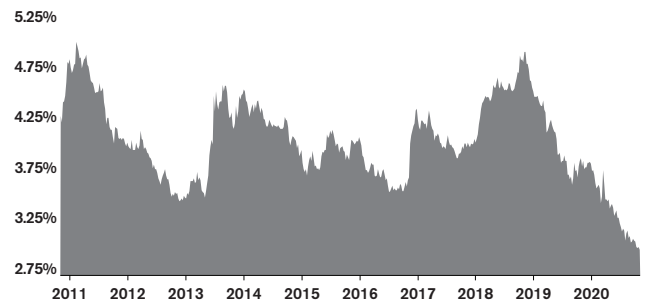


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

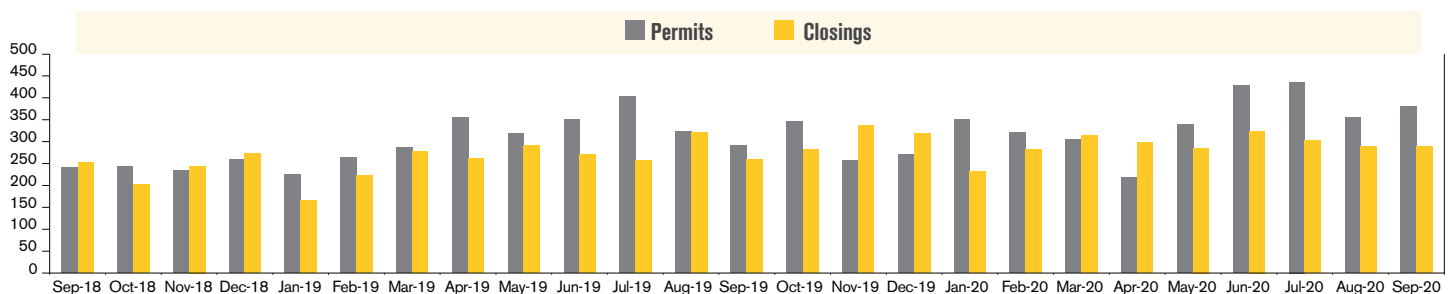
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$364,000	3.690%	\$1,589.70
2020	\$430,000	2.830%	\$1,685.03

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.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | NOVEMBER 2020



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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	2	6	1	0	1	0.0	0.0	Seller
\$75,000 - 99,999	1	0	4	3	1	4	0	n/a	0.6	Seller
\$100,000 - 124,999	0	2	1	0	0	1	1	0.0	1.0	Seller
\$125,000 - 149,999	1	6	8	12	3	7	2	0.5	0.4	Seller
\$150,000 - 174,999	9	3	4	4	8	7	11	0.8	0.6	Seller
\$175,000 - 199,999	4	5	13	12	6	5	10	0.4	1.0	Seller
\$200,000 - 224,999	5	2	10	9	15	8	8	0.6	0.5	Seller
\$225,000 - 249,999	5	3	9	9	5	4	6	0.8	0.9	Seller
\$250,000 - 274,999	4	2	2	8	5	3	4	1.0	1.2	Seller
\$275,000 - 299,999	3	6	4	7	5	4	9	0.3	0.8	Seller
\$300,000 - 349,999	7	12	11	21	7	11	17	0.4	0.5	Seller
\$350,000 - 399,999	4	6	10	12	14	12	14	0.3	0.4	Seller
\$400,000 - 499,999	31	20	24	32	29	27	27	1.1	1.0	Seller
\$500,000 - 599,999	27	9	19	26	20	16	30	0.9	1.1	Seller
\$600,000 - 699,999	12	12	14	16	9	14	11	1.1	1.5	Seller
\$700,000 - 799,999	13	8	8	12	12	8	10	1.3	1.3	Seller
\$800,000 - 899,999	16	4	4	10	4	7	6	2.7	2.6	Seller
\$900,000 - 999,999	12	3	5	6	0	1	3	4.0	9.5	Buyer
\$1,000,000 - and over	55	5	5	5	14	11	7	7.9	4.7	Slightly Seller
TOTAL	209	109	157	210	158	150	177	1.2	1.3	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

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 NORTH | NOVEMBER 2020



MARKET SHARE TUCSON NORTH

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

41.1%

Tierra Antigua Realty

13.0%

Realty Executives Arizona Territory

6.3%

Keller Williams Southern Arizona

5.6%

Coldwell Banker Residential Brokerage

5.6%

Russ Lyon Sotheby's International Realty

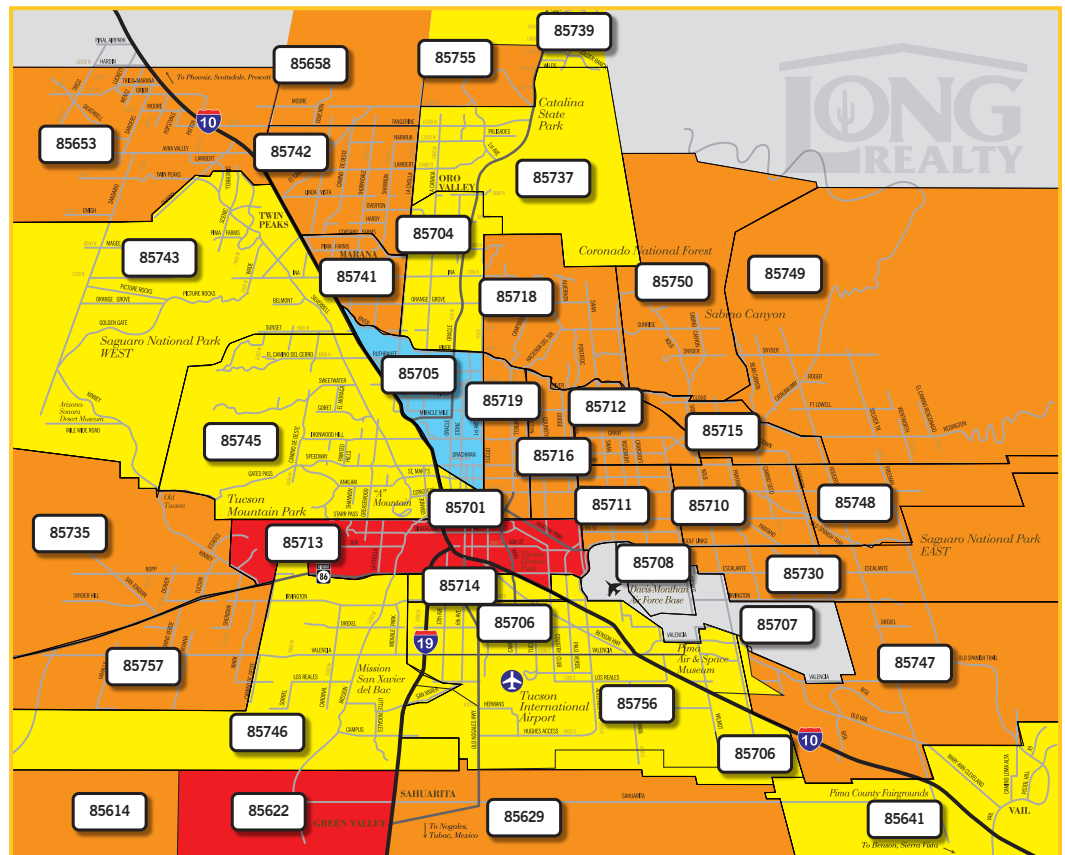
4.8%

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.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

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.