

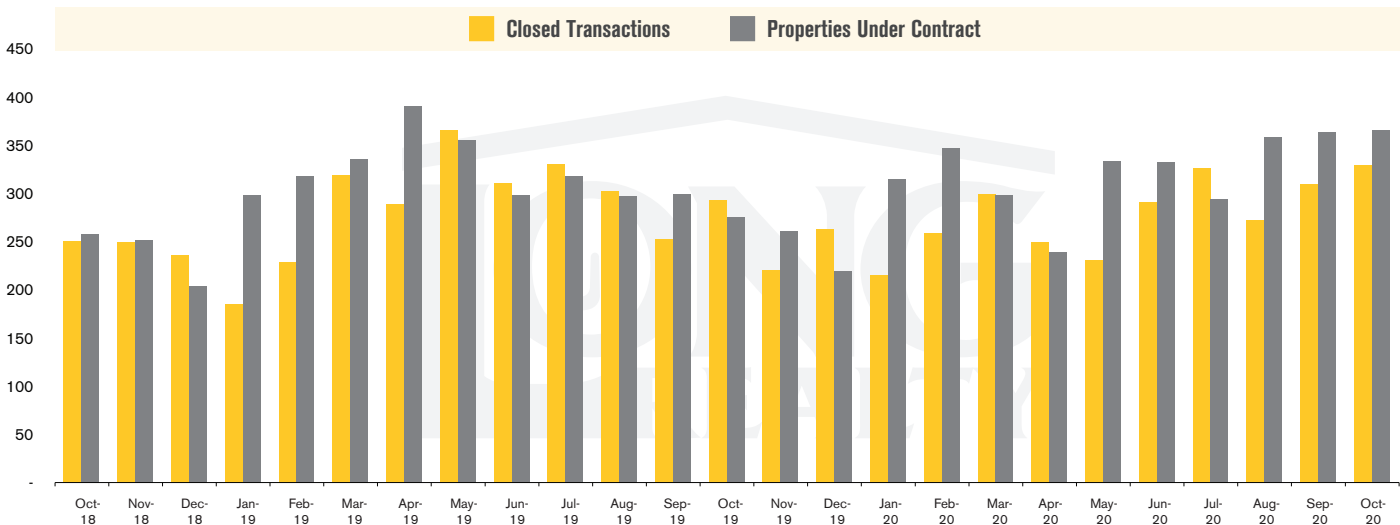
THE HOUSING REPORT

TUCSON NORTHWEST | NOVEMBER 2020

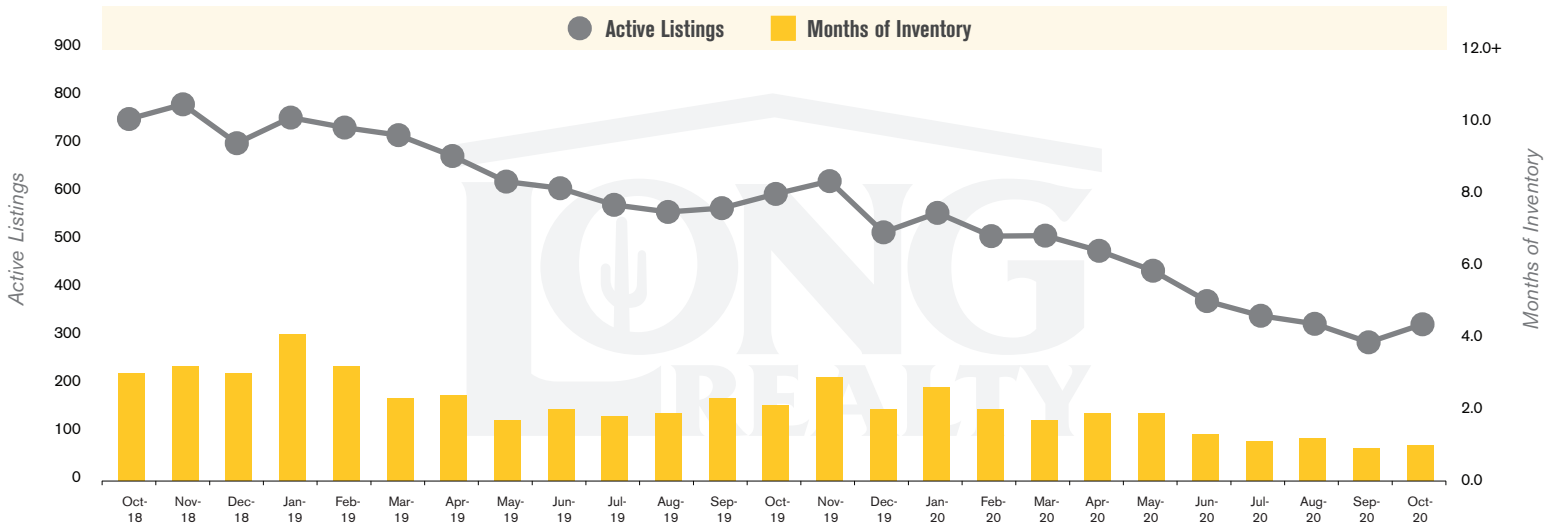


In the Tucson Northwest area, October 2020 active inventory was 332, a 45% decrease from October 2019. There were 332 closings in October 2020, a 13% increase from October 2019. Year-to-date 2020 there were 2,791 closings, a 4% decrease from year-to-date 2019. Months of Inventory was 1.0, down from 2.1 in October 2019. Median price of sold homes was \$310,000 for the month of October 2020, up 13% from October 2019. The Tucson Northwest area had 369 new properties under contract in October 2020, up 33% from October 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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

Long Realty Company

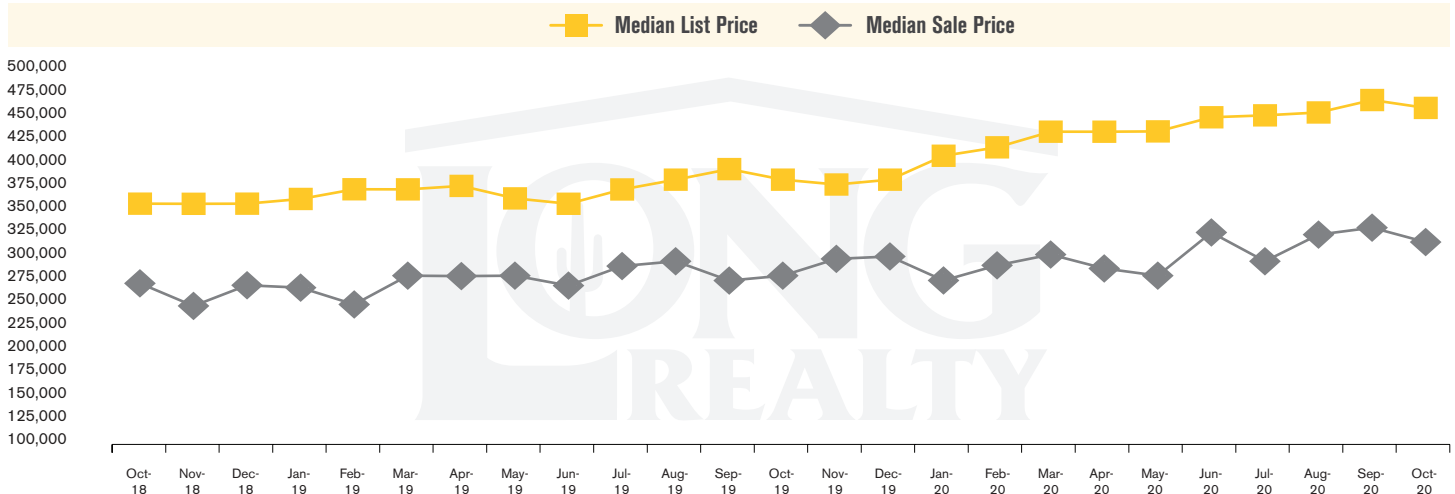
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTHWEST | NOVEMBER 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON NORTHWEST

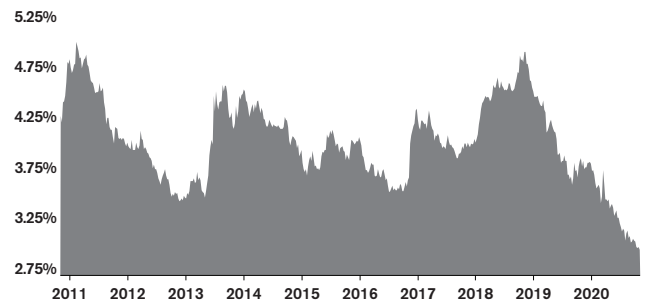


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

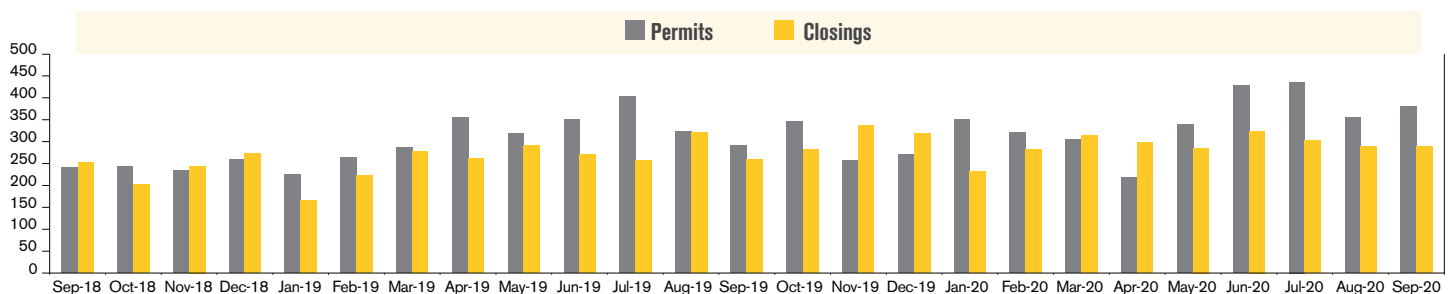
Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$275,000	3.690%	\$1,201.01
2020	\$310,000	2.830%	\$1,214.79

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 NORTHWEST | NOVEMBER 2020



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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20			
\$1 - 49,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	1	0	1	1	1	1	1	1.0	1.3	Seller
\$75,000 - 99,999	0	0	0	4	0	0	1	0.0	1.0	Seller
\$100,000 - 124,999	2	3	2	4	1	2	0	n/a	1.7	Seller
\$125,000 - 149,999	2	0	0	6	0	8	2	1.0	0.2	Seller
\$150,000 - 174,999	1	3	3	5	5	1	8	0.1	0.2	Seller
\$175,000 - 199,999	5	15	14	13	8	6	8	0.6	1.0	Seller
\$200,000 - 224,999	8	34	37	31	23	21	22	0.4	0.4	Seller
\$225,000 - 249,999	14	33	29	50	40	33	48	0.3	0.3	Seller
\$250,000 - 274,999	24	28	29	35	28	44	37	0.6	0.5	Seller
\$275,000 - 299,999	24	18	21	27	15	18	27	0.9	0.9	Seller
\$300,000 - 349,999	20	33	39	31	38	48	47	0.4	0.5	Seller
\$350,000 - 399,999	31	21	38	33	30	41	33	0.9	0.9	Seller
\$400,000 - 499,999	68	20	38	45	37	36	48	1.4	1.7	Seller
\$500,000 - 599,999	32	9	13	11	17	18	15	2.1	1.7	Seller
\$600,000 - 699,999	24	9	9	11	8	13	12	2.0	2.3	Seller
\$700,000 - 799,999	15	3	8	6	10	7	6	2.5	2.0	Seller
\$800,000 - 899,999	13	3	5	4	4	7	7	1.9	2.7	Seller
\$900,000 - 999,999	6	1	3	2	1	2	3	2.0	3.5	Seller
\$1,000,000 - and over	42	1	4	10	8	5	7	6.0	5.4	Balanced
TOTAL	332	234	293	329	274	312	332	1.0	1.0	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 NORTHWEST | NOVEMBER 2020



MARKET SHARE TUCSON NORTHWEST

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

29.2%

Tierra Antigua Realty

11.9%

Coldwell Banker Residential Brokerage

7.8%

Keller Williams Southern Arizona

6.8%

Realty Executives Arizona Territory

5.9%

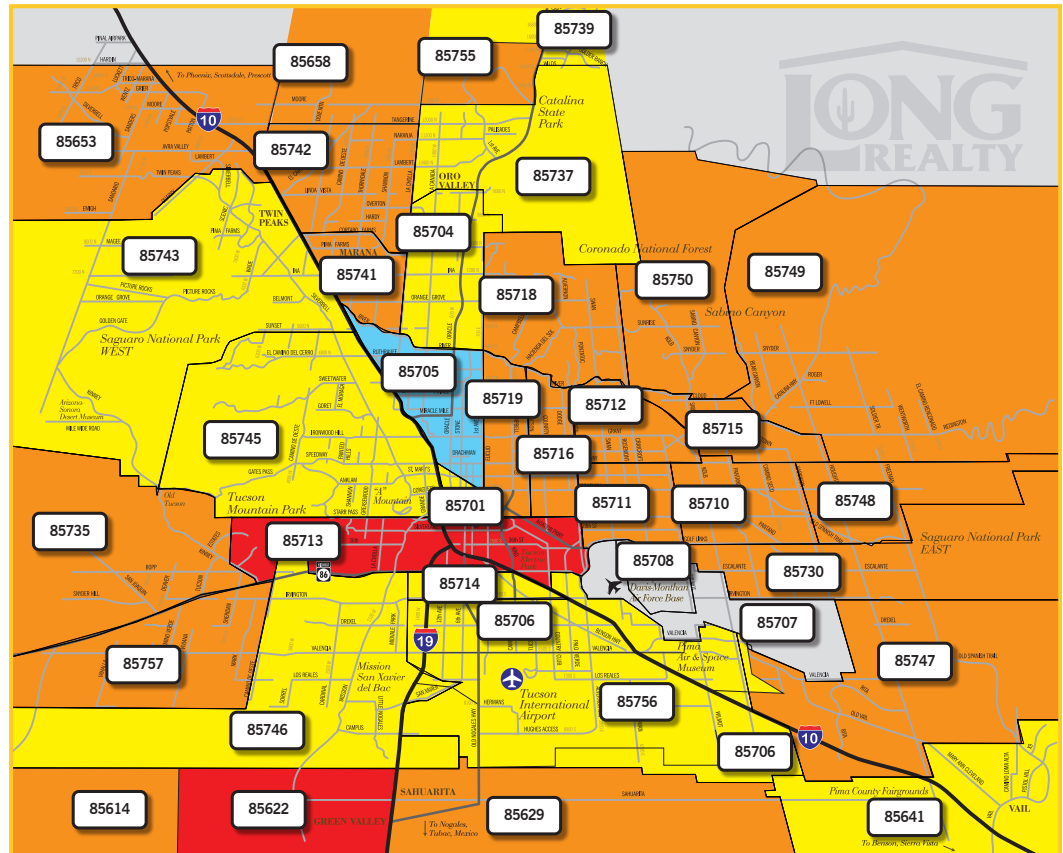
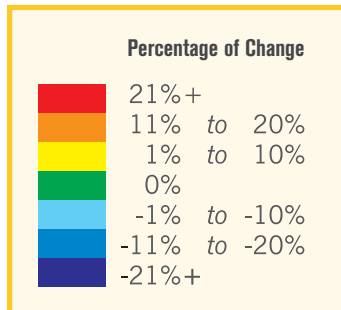
Exp Realty

4.0%

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.



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.