

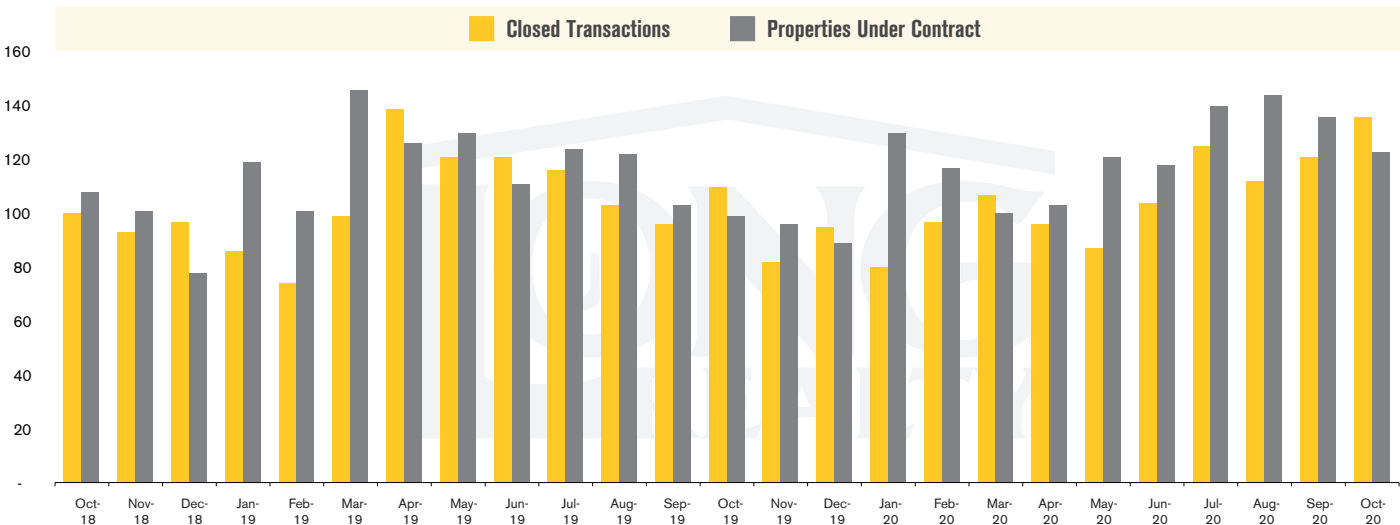
THE HOUSING REPORT

TUCSON WEST | NOVEMBER 2020

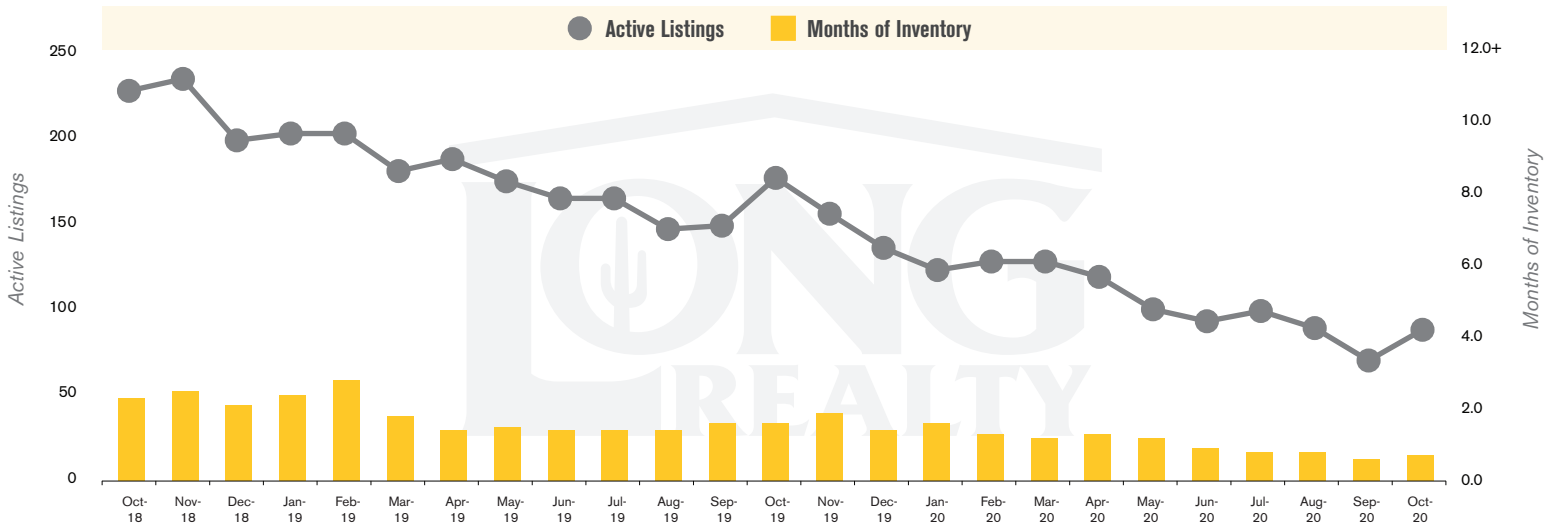


In the Tucson West area, October 2020 active inventory was 89, a 50% decrease from October 2019. There were 136 closings in October 2020, a 24% increase from October 2019. Year-to-date 2020 there were 1,060 closings, virtually unchanged from year-to-date 2019. Months of Inventory was .7, down from 1.6 in October 2019. Median price of sold homes was \$270,000 for the month of October 2020, up 4% from October 2019. The Tucson West area had 123 new properties under contract in October 2020, up 24% from October 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON WEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON WEST



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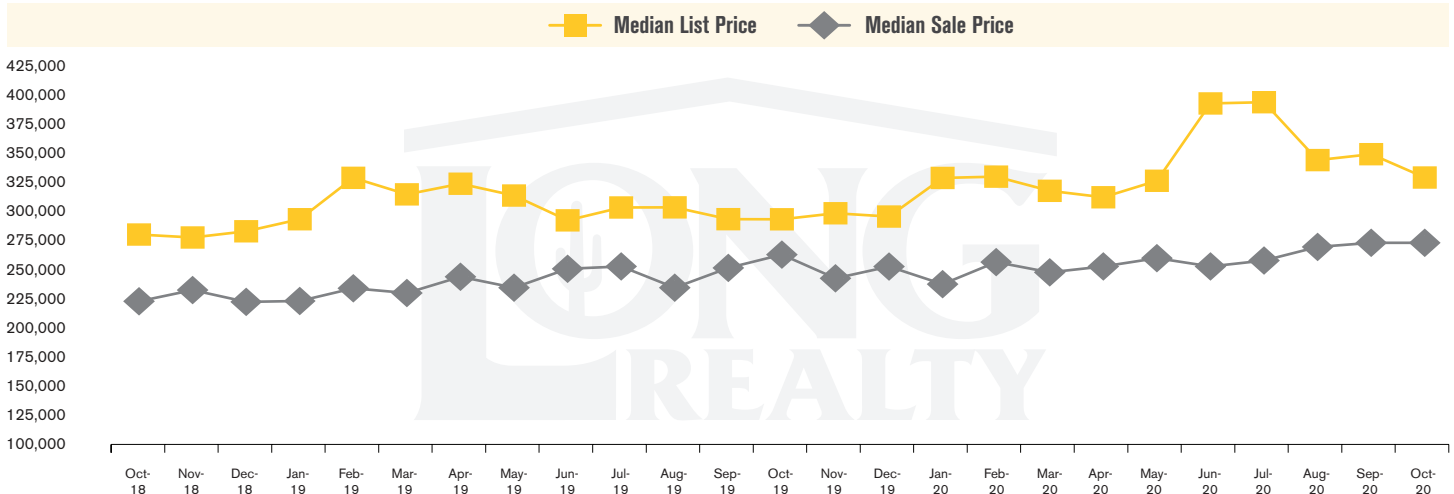
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON WEST

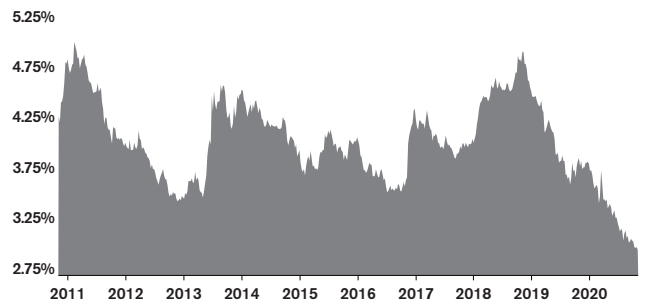


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON WEST

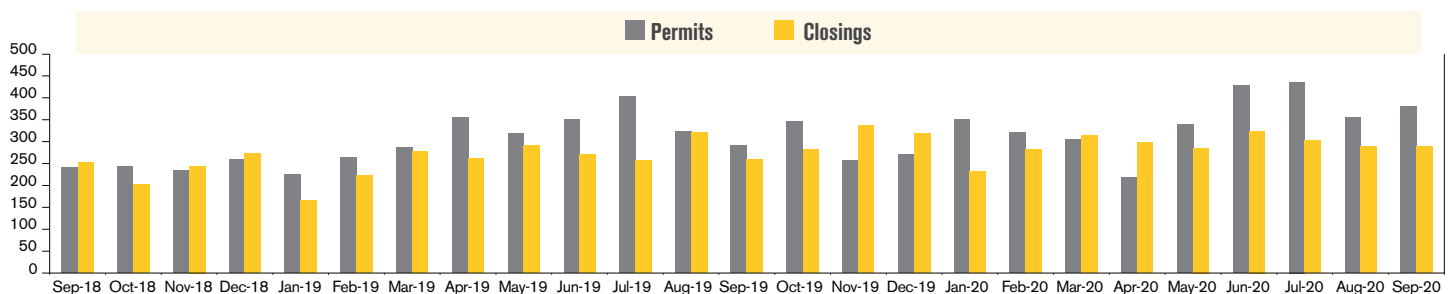
Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$260,000	3.690%	\$1,135.50
2020	\$270,000	2.830%	\$1,058.04

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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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
		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	0	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	2	0	3	2	3	4	3	0.7	0.5	Seller
\$100,000 - 124,999	2	1	1	0	0	1	0	n/a	4.0	Seller
\$125,000 - 149,999	2	4	3	2	7	3	2	1.0	0.3	Seller
\$150,000 - 174,999	3	6	10	7	6	13	8	0.4	0.2	Seller
\$175,000 - 199,999	2	7	5	4	5	6	5	0.4	0.3	Seller
\$200,000 - 224,999	1	12	11	13	7	7	13	0.1	0.1	Seller
\$225,000 - 249,999	7	11	17	23	17	13	19	0.4	0.2	Seller
\$250,000 - 274,999	10	9	15	21	16	15	19	0.5	0.6	Seller
\$275,000 - 299,999	10	11	13	13	12	12	17	0.6	0.8	Seller
\$300,000 - 349,999	10	10	8	16	10	14	12	0.8	0.9	Seller
\$350,000 - 399,999	6	6	7	9	11	13	10	0.6	0.6	Seller
\$400,000 - 499,999	14	4	5	8	5	10	9	1.6	1.4	Seller
\$500,000 - 599,999	1	4	1	5	6	4	8	0.1	0.5	Seller
\$600,000 - 699,999	6	1	3	1	2	3	2	3.0	2.3	Seller
\$700,000 - 799,999	3	1	0	0	3	1	8	0.4	0.8	Seller
\$800,000 - 899,999	4	0	0	0	1	0	1	4.0	5.0	Balanced
\$900,000 - 999,999	1	0	0	1	0	1	0	n/a	3.0	Seller
\$1,000,000 - and over	5	0	1	0	1	1	0	n/a	8.5	Buyer
TOTAL	89	87	104	125	112	121	136	0.7	0.7	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 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.

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MARKET SHARE TUCSON WEST

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.

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20.6%

Tierra Antigua Realty

18.0%

Realty Executives Arizona Territory

9.7%

Keller Williams Southern Arizona

8.8%

Coldwell Banker Residential Brokerage

5.1%

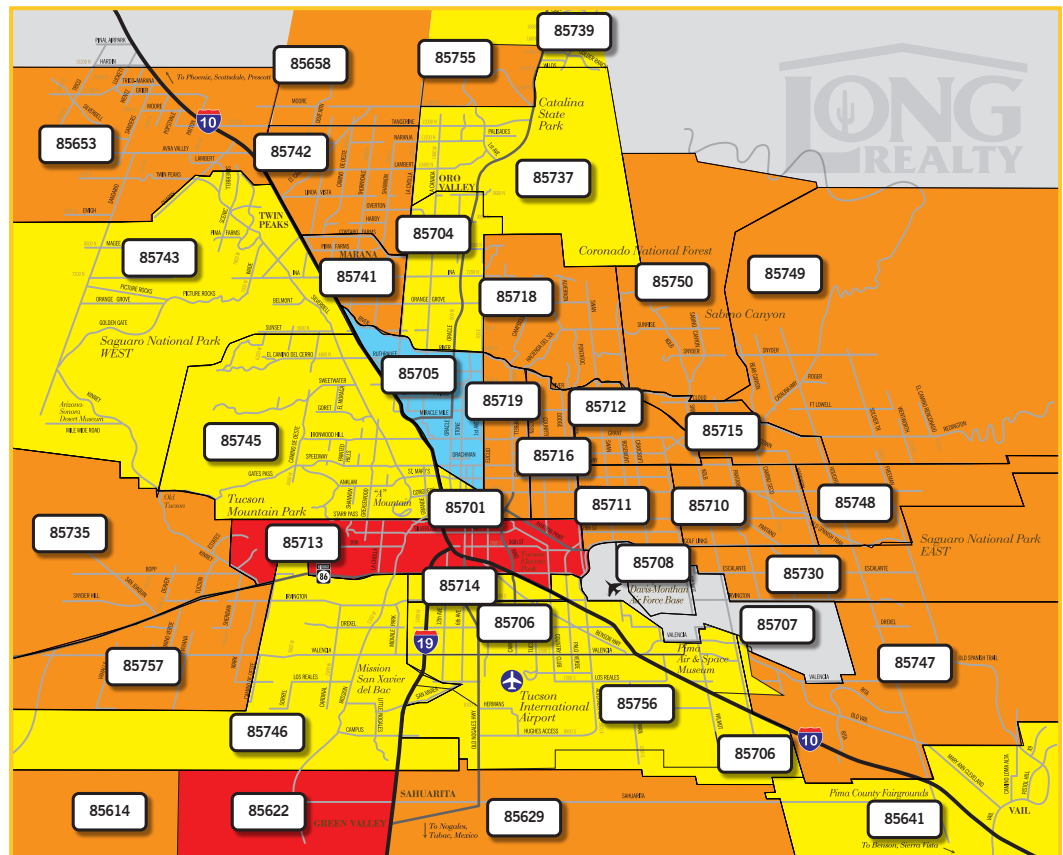
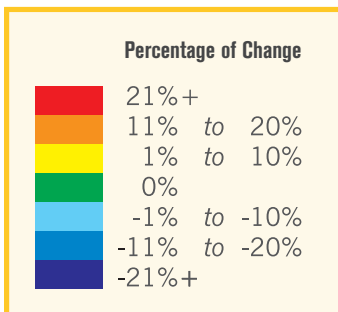
Exp Realty

3.4%

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.

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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.