

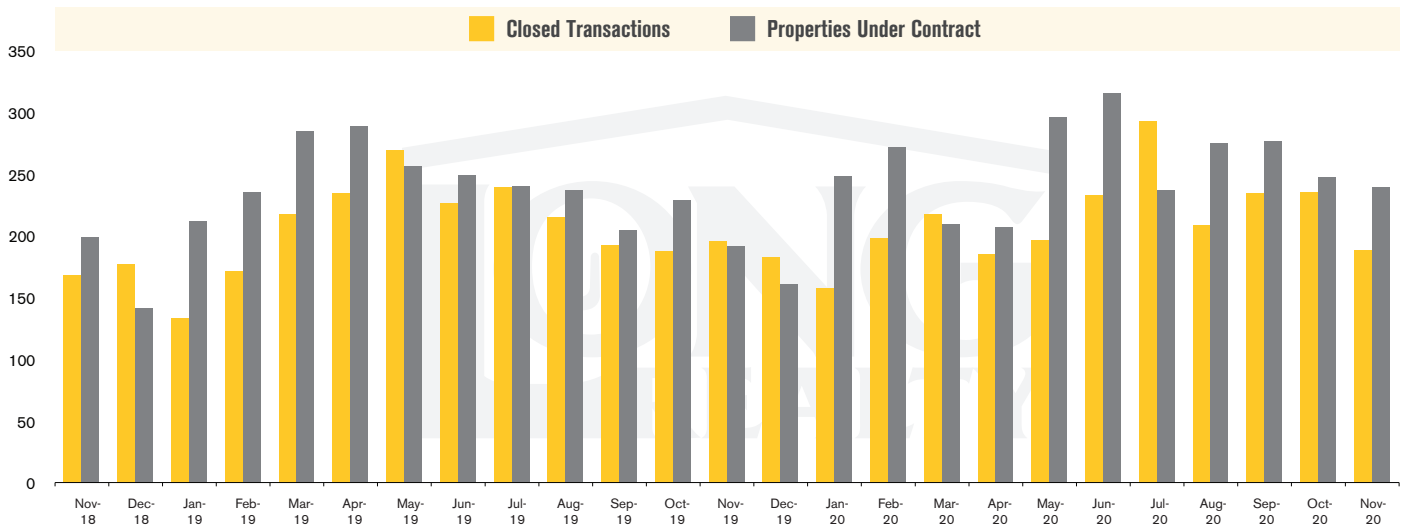
# THE HOUSING REPORT

TUCSON CENTRAL | DECEMBER 2020

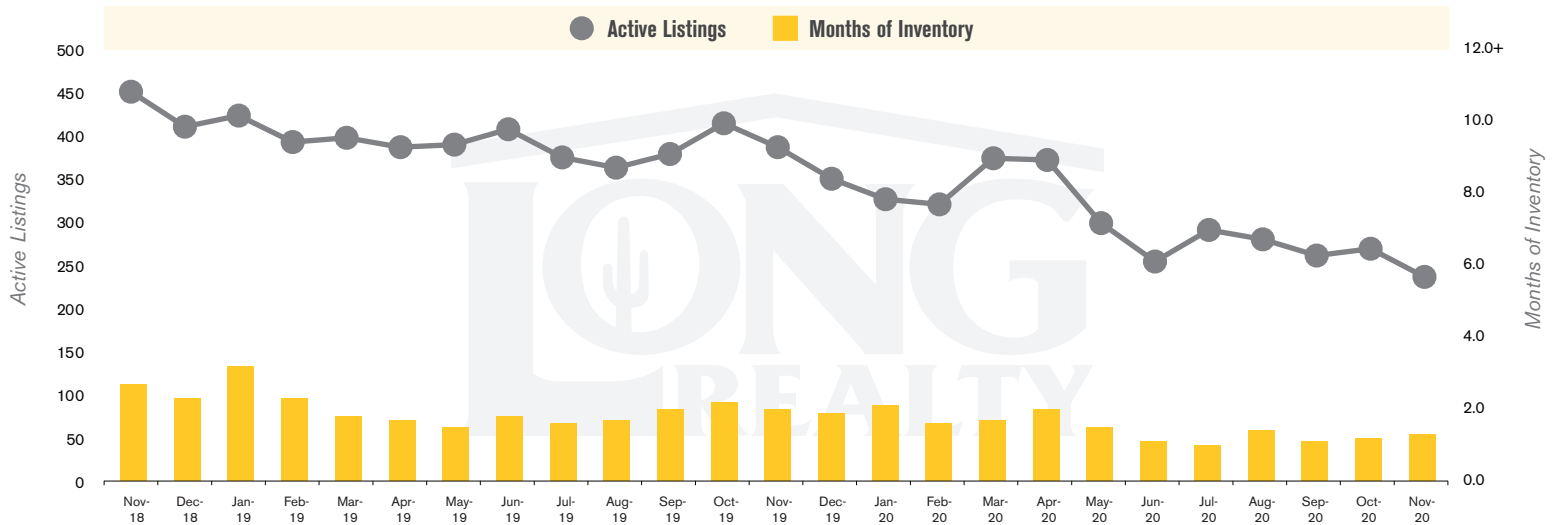


In the Tucson Central area, November 2020 active inventory was 240, a 39% decrease from November 2019. There were 189 closings in November 2020, a 4% decrease from November 2019. Year-to-date 2020 there were 2,355 closings, a 3% increase from year-to-date 2019. Months of Inventory was 1.3, down from 2.0 in November 2019. Median price of sold homes was \$225,000 for the month of November 2020, up 18% from November 2019. The Tucson Central area had 240 new properties under contract in November 2020, up 25% from November 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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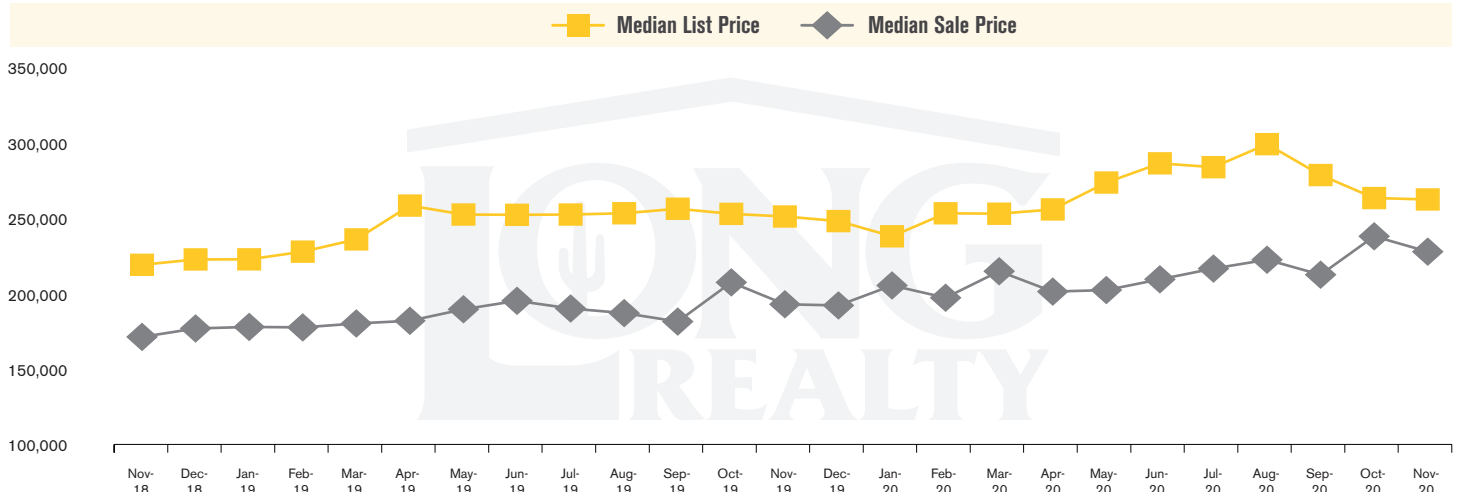
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON CENTRAL

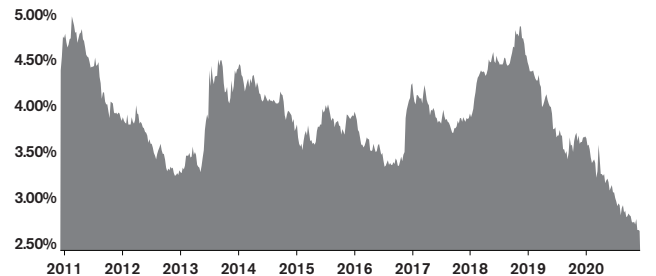


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

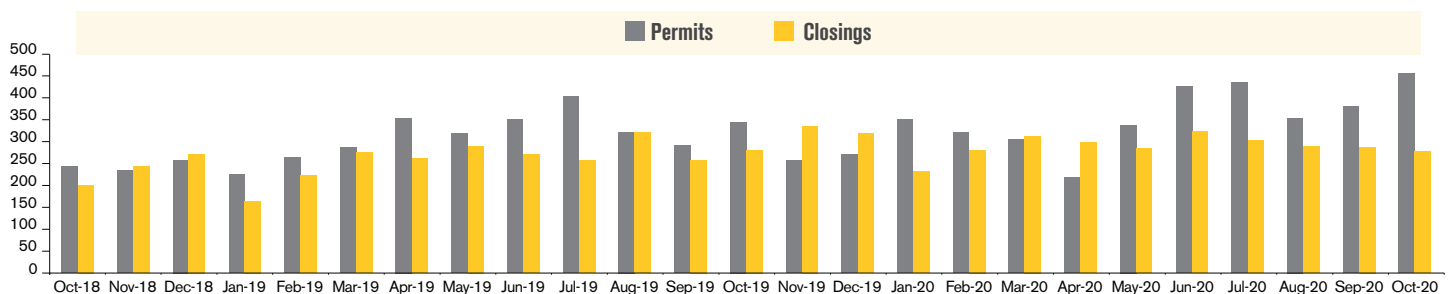
Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2019	\$190,750	3.700%	\$834.09
2020	\$225,000	2.770%	\$874.88

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 CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research



For October 2020, new home permits were **up 32%** and new home closings were **down 1%** from October 2019.

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## MARKET CONDITIONS BY PRICE BAND TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20			
\$1 - 49,999	3	2	5	2	0	2	2	1.5	1.8	Seller
\$50,000 - 74,999	10	1	9	4	2	3	4	2.5	3.4	Seller
\$75,000 - 99,999	8	6	13	7	2	4	8	1.0	2.9	Seller
\$100,000 - 124,999	3	6	8	9	7	5	5	0.6	0.7	Seller
\$125,000 - 149,999	15	22	17	24	21	14	11	1.4	0.9	Seller
\$150,000 - 174,999	3	33	34	23	32	29	13	0.2	0.3	Seller
\$175,000 - 199,999	22	37	40	24	40	31	32	0.7	0.5	Seller
\$200,000 - 224,999	24	23	34	14	26	24	19	1.3	0.9	Seller
\$225,000 - 249,999	27	21	25	32	19	21	21	1.3	1.1	Seller
\$250,000 - 274,999	17	22	22	14	18	24	17	1.0	1.1	Seller
\$275,000 - 299,999	11	15	15	19	18	13	9	1.2	1.1	Seller
\$300,000 - 349,999	20	20	27	16	19	19	15	1.3	1.1	Seller
\$350,000 - 399,999	11	12	18	6	14	20	10	1.1	1.1	Seller
\$400,000 - 499,999	20	9	13	11	9	14	7	2.9	2.1	Seller
\$500,000 - 599,999	9	3	8	1	4	4	7	1.3	2.4	Seller
\$600,000 - 699,999	14	1	5	1	0	5	4	3.5	5.1	Balanced
\$700,000 - 799,999	8	1	0	2	2	3	3	2.7	3.3	Seller
\$800,000 - 899,999	3	0	1	0	2	0	0	n/a	4.0	Seller
\$900,000 - 999,999	3	0	0	0	0	0	1	3.0	10.0	Buyer
\$1,000,000 - and over	9	0	0	0	0	1	1	9.0	13.0	Buyer
<b>TOTAL</b>	<b>240</b>	<b>234</b>	<b>294</b>	<b>209</b>	<b>235</b>	<b>236</b>	<b>189</b>	<b>1.3</b>	<b>1.2</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 12/07/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2020-11/30/2020. Information is believed to be reliable, but not guaranteed.

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## MARKET SHARE TUCSON CENTRAL

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

Data Obtained 12/07/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2019 – 11/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

24.8%

Tierra Antigua Realty

17.5%

Realty Executives Arizona Territory

9.8%

Keller Williams Southern Arizona

7.7%

Exp Realty

4.4%

Coldwell Banker

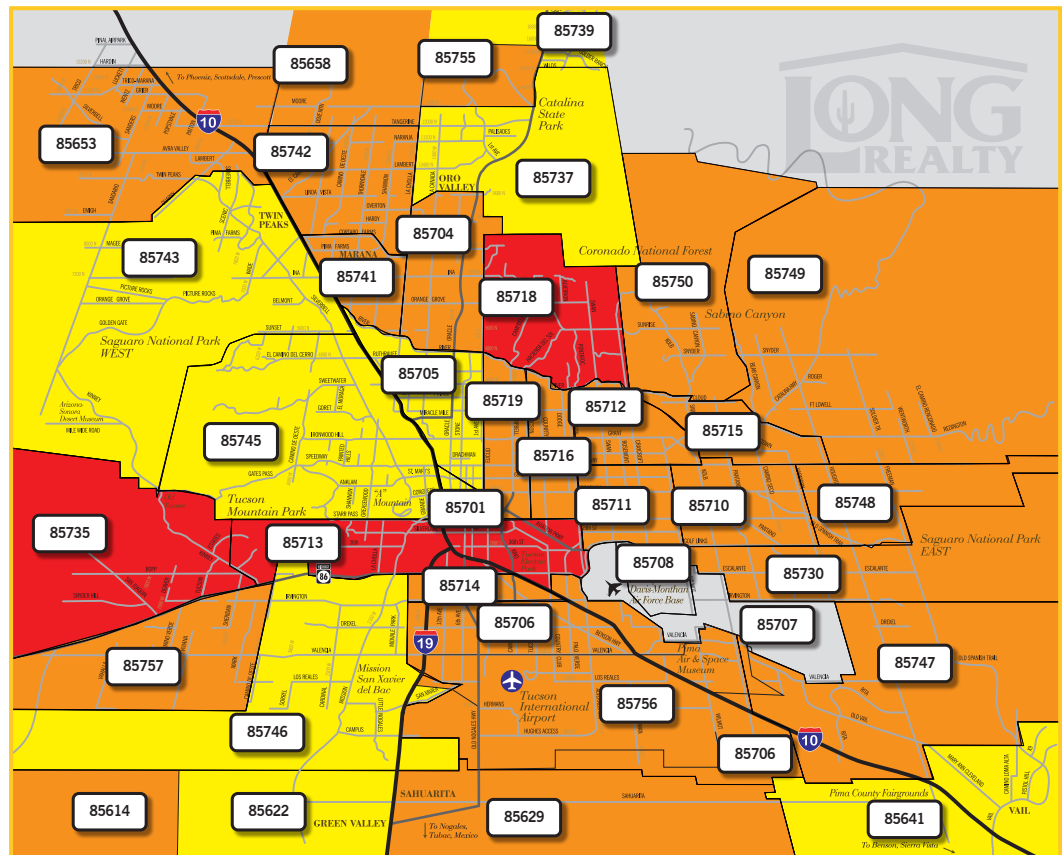
3.9%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2019-NOV 2019 TO  
SEP 2020-NOV 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 September 2019-November 2019 to September 2020-November 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2020. Information is believed to be reliable, but not guaranteed.