

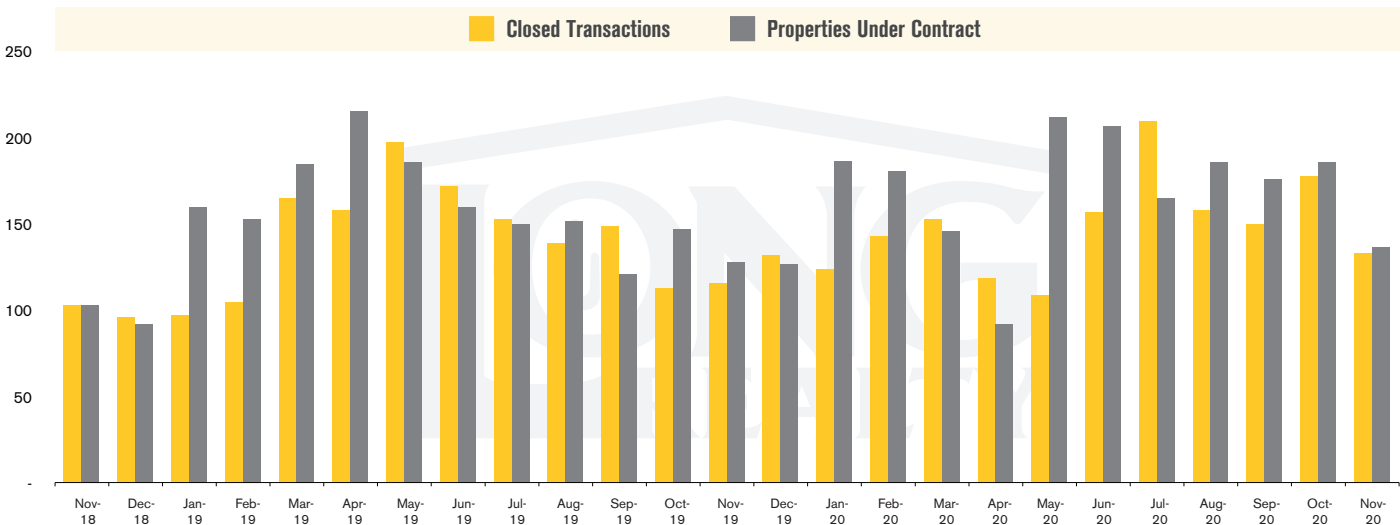
# THE HOUSING REPORT

TUCSON NORTH | DECEMBER 2020

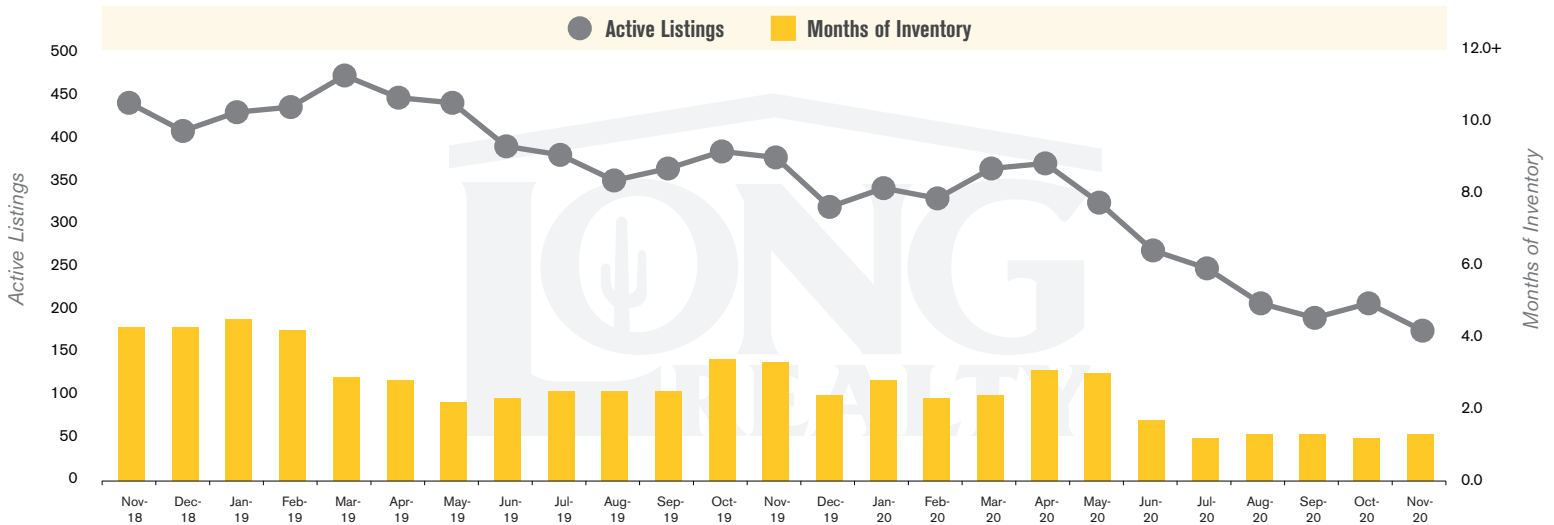


In the Tucson North area, November 2020 active inventory was 177, a 53% decrease from November 2019. There were 133 closings in November 2020, a 15% increase from November 2019. Year-to-date 2020 there were 1,634 closings, a 4% increase from year-to-date 2019. Months of Inventory was 1.3, down from 3.3 in November 2019. Median price of sold homes was \$405,000 for the month of November 2020, up 35% from November 2019. The Tucson North area had 137 new properties under contract in November 2020, up 7% from November 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

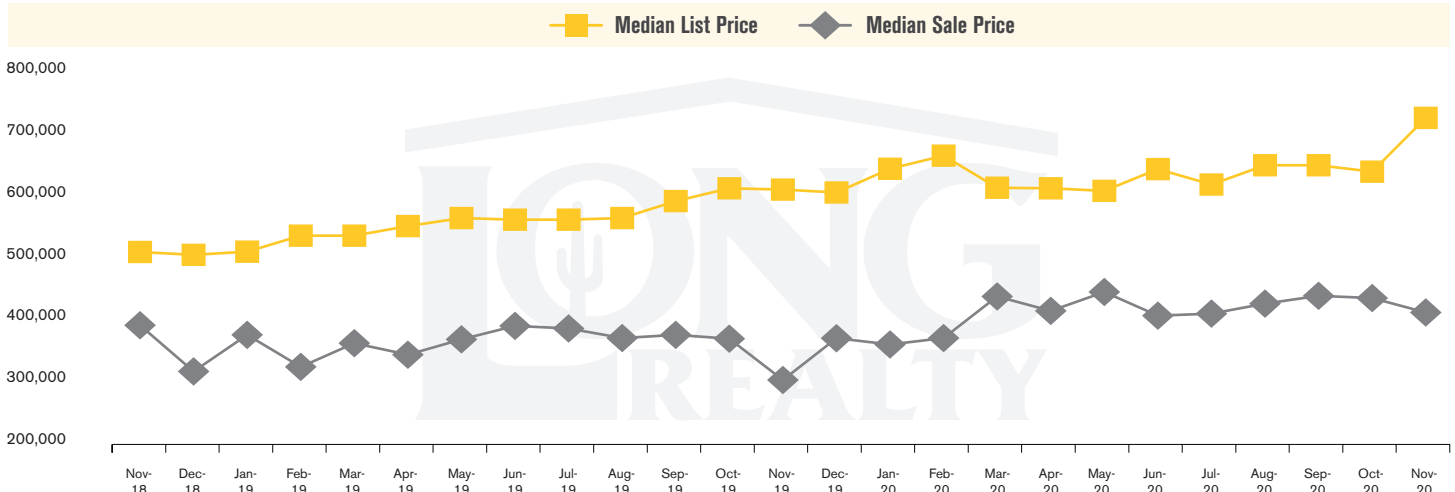
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON NORTH | DECEMBER 2020



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON NORTH

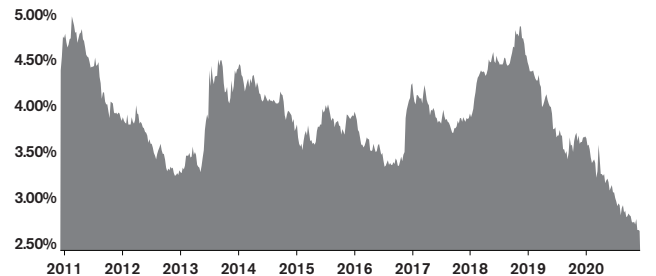


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

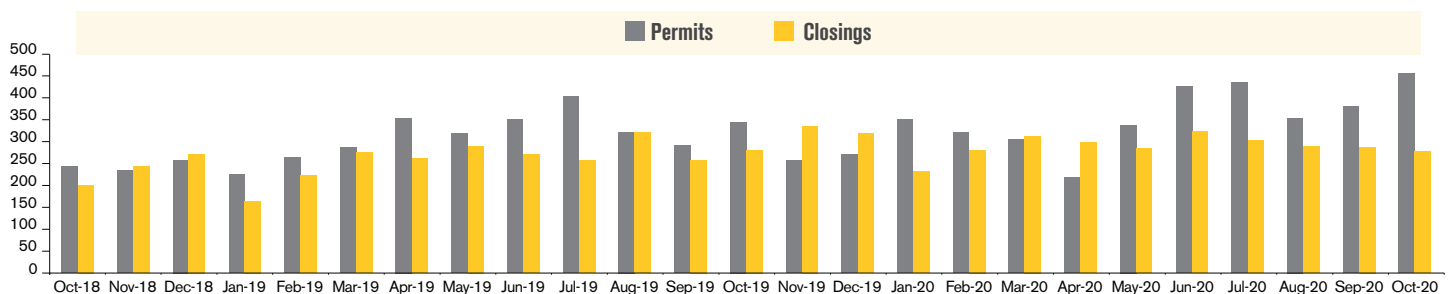
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$299,500	3.700%	\$1,309.62
2020	\$405,000	2.770%	\$1,574.79

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 October 2020, new home permits were **up 32%** and new home closings were **down 1%** from October 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 12/07/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

TUCSON NORTH | DECEMBER 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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	2	6	1	0	1	0	n/a	1.0	Seller
\$75,000 - 99,999	1	4	3	1	4	0	2	0.5	0.5	Seller
\$100,000 - 124,999	0	1	0	0	1	1	2	0.0	0.3	Seller
\$125,000 - 149,999	4	8	12	3	7	2	3	1.3	0.6	Seller
\$150,000 - 174,999	2	4	4	8	7	12	4	0.5	0.7	Seller
\$175,000 - 199,999	2	13	12	6	5	10	4	0.5	0.8	Seller
\$200,000 - 224,999	4	10	9	15	8	8	14	0.3	0.5	Seller
\$225,000 - 249,999	6	9	9	5	4	6	7	0.9	0.9	Seller
\$250,000 - 274,999	4	2	8	5	3	4	7	0.6	0.9	Seller
\$275,000 - 299,999	3	4	7	5	4	9	8	0.4	0.5	Seller
\$300,000 - 349,999	4	11	21	7	11	17	6	0.7	0.4	Seller
\$350,000 - 399,999	3	10	12	14	12	14	9	0.3	0.3	Seller
\$400,000 - 499,999	18	24	32	29	27	27	19	0.9	1.0	Seller
\$500,000 - 599,999	23	19	26	20	16	30	16	1.4	1.1	Seller
\$600,000 - 699,999	12	14	16	9	14	11	8	1.5	1.3	Seller
\$700,000 - 799,999	12	8	12	12	8	10	9	1.3	1.3	Seller
\$800,000 - 899,999	12	4	10	4	7	6	6	2.0	2.2	Seller
\$900,000 - 999,999	15	5	6	0	1	3	1	15.0	8.0	Slightly Buyer
\$1,000,000 - and over	51	5	5	14	11	7	8	6.4	5.9	Balanced
<b>TOTAL</b>	<b>177</b>	<b>157</b>	<b>210</b>	<b>158</b>	<b>150</b>	<b>178</b>	<b>133</b>	<b>1.3</b>	<b>1.3</b>	<b>Seller</b>



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 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.

# THE HOUSING REPORT

TUCSON NORTH | DECEMBER 2020



## MARKET SHARE TUCSON NORTH

**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

41.4%

Tierra Antigua Realty

12.7%

Realty Executives Arizona Territory

6.1%

Keller Williams Southern Arizona

5.6%

Coldwell Banker Residential Brokerage

5.5%

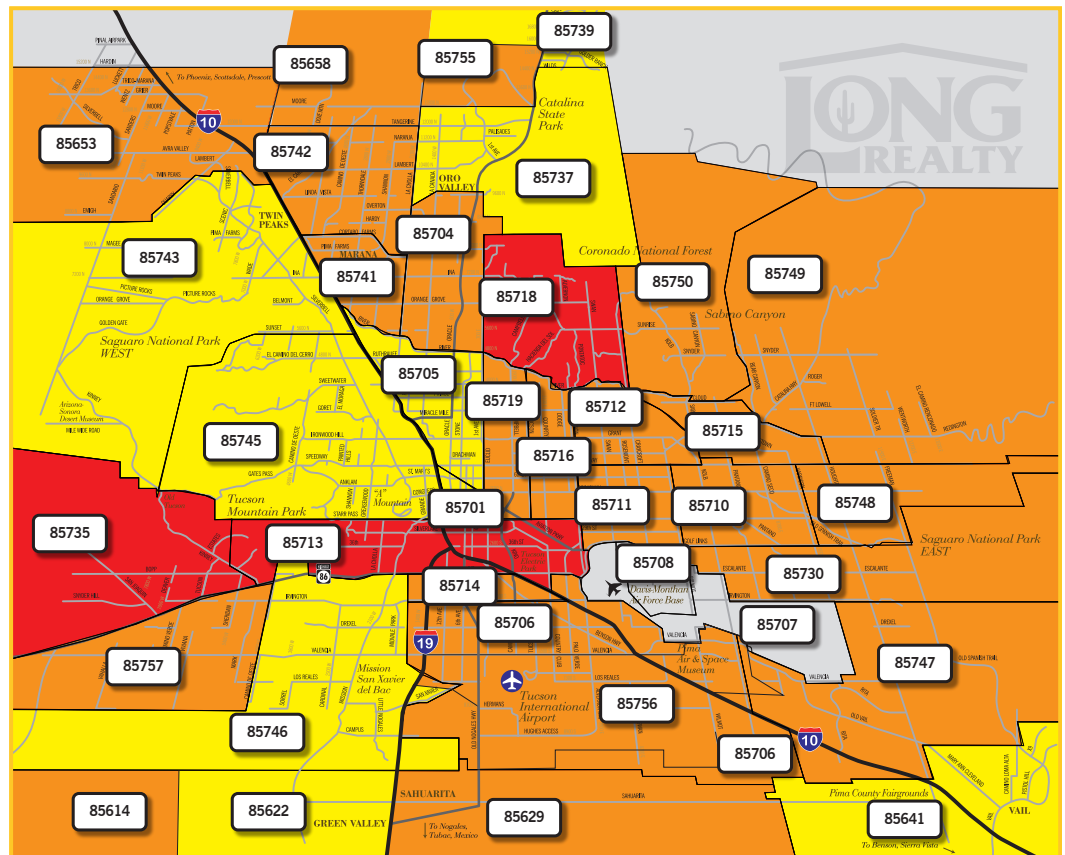
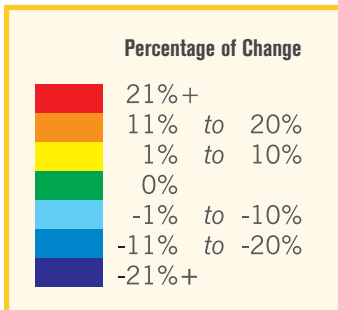
Russ Lyon Sotheby's International Realty

4.6%

## 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.



**PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.**

Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

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.