

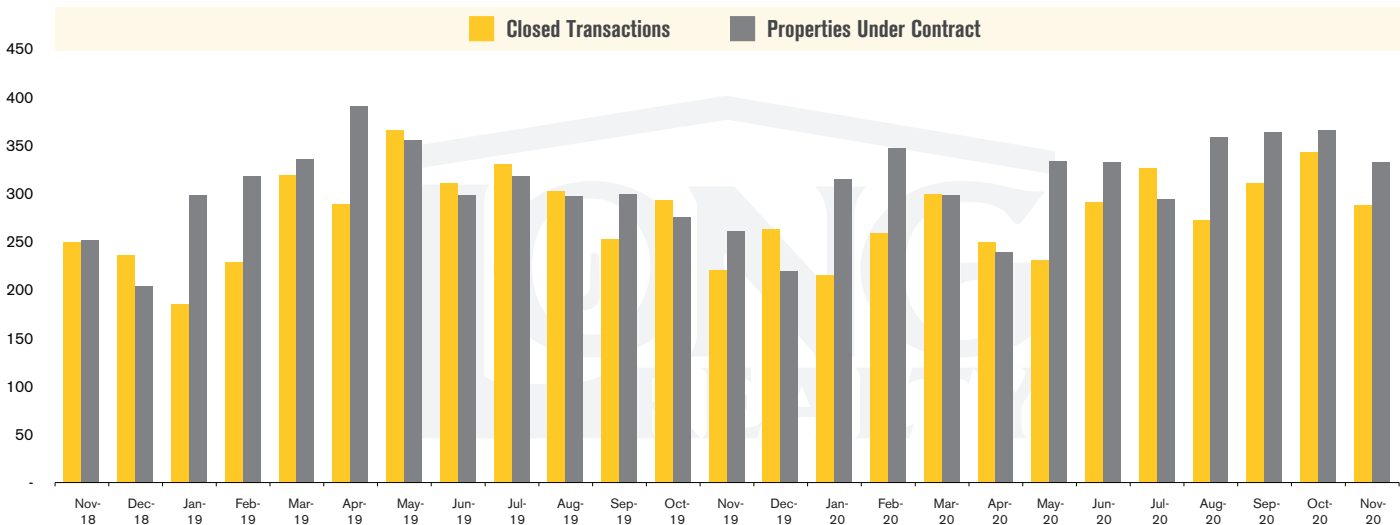
THE HOUSING REPORT

TUCSON NORTHWEST | DECEMBER 2020

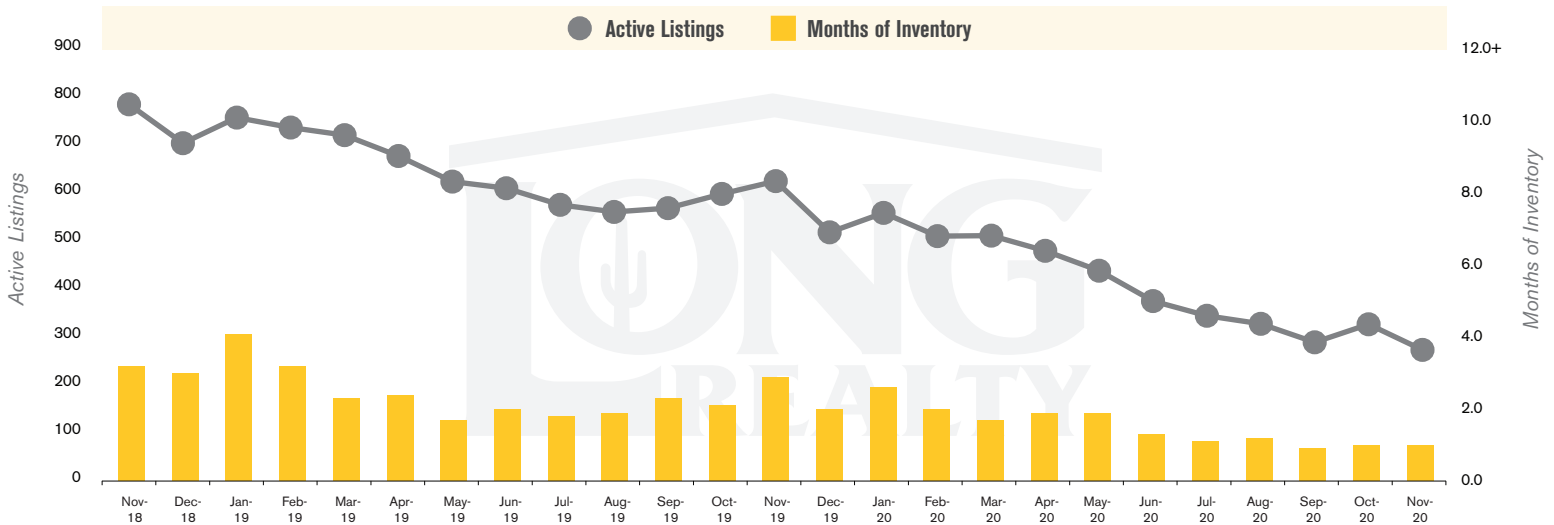


In the Tucson Northwest area, November 2020 active inventory was 278, a 56% decrease from November 2019. There were 290 closings in November 2020, a 31% increase from November 2019. Year-to-date 2020 there were 3,109 closings, virtually unchanged from year-to-date 2019. Months of Inventory was 1.0, down from 2.9 in November 2019. Median price of sold homes was \$326,903 for the month of November 2020, up 12% from November 2019. The Tucson Northwest area had 335 new properties under contract in November 2020, up 27% from November 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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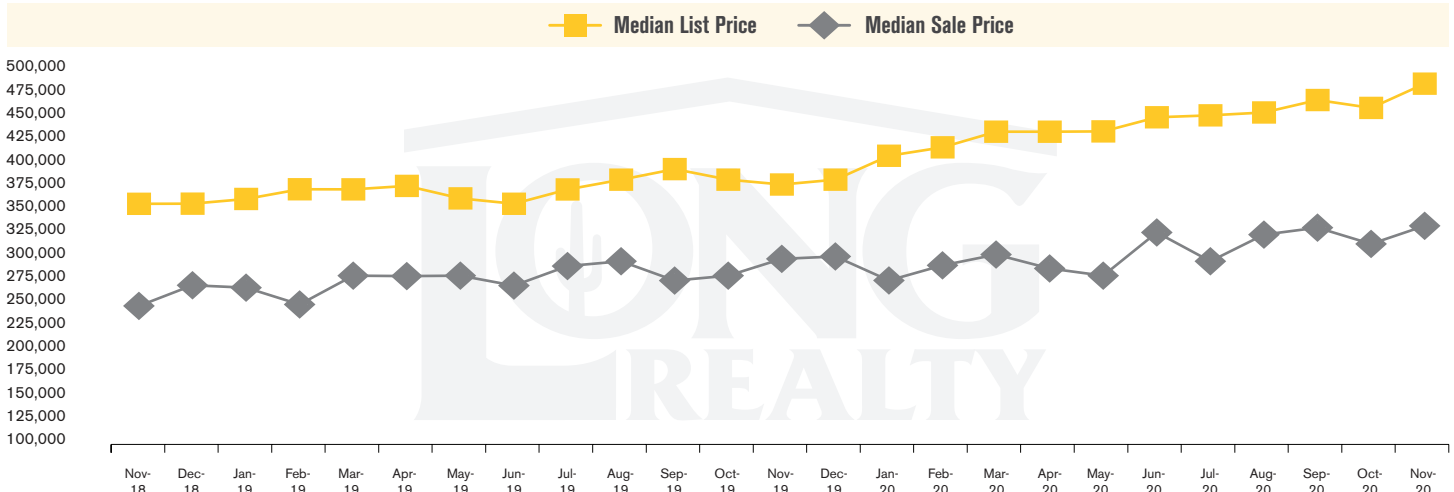
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON NORTHWEST

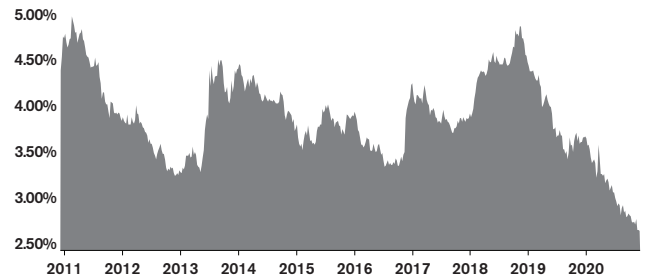


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

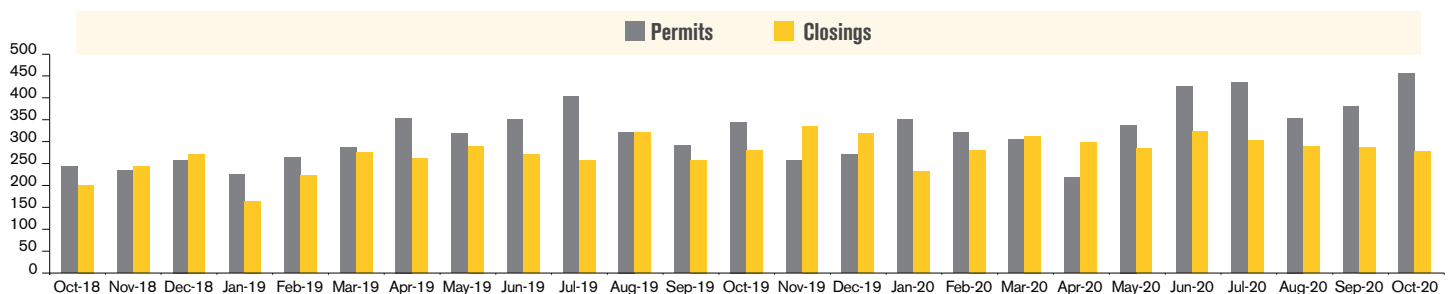
Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$292,500	3.700%	\$1,279.01
2020	\$326,903	2.770%	\$1,271.12

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.

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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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20			
\$1 - 49,999	0	0	0	0	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	0	1	1	1	1	1	1	0.0	0.7	Seller
\$75,000 - 99,999	1	0	4	0	0	1	0	n/a	1.0	Seller
\$100,000 - 124,999	2	2	4	1	2	0	2	1.0	1.8	Seller
\$125,000 - 149,999	1	0	6	0	8	2	4	0.3	0.2	Seller
\$150,000 - 174,999	2	3	5	5	1	8	3	0.7	0.3	Seller
\$175,000 - 199,999	4	14	13	8	6	9	10	0.4	0.6	Seller
\$200,000 - 224,999	2	37	31	23	21	23	16	0.1	0.3	Seller
\$225,000 - 249,999	9	29	50	40	33	51	37	0.2	0.3	Seller
\$250,000 - 274,999	15	29	35	28	44	41	29	0.5	0.5	Seller
\$275,000 - 299,999	18	21	27	15	18	28	20	0.9	0.8	Seller
\$300,000 - 349,999	23	39	31	38	49	47	32	0.7	0.5	Seller
\$350,000 - 399,999	26	38	33	30	41	34	34	0.8	0.8	Seller
\$400,000 - 499,999	62	38	45	37	36	48	62	1.0	1.3	Seller
\$500,000 - 599,999	26	13	11	17	18	17	13	2.0	1.8	Seller
\$600,000 - 699,999	16	9	11	8	13	13	13	1.2	1.7	Seller
\$700,000 - 799,999	12	8	6	10	7	6	7	1.7	2.1	Seller
\$800,000 - 899,999	10	5	4	4	7	7	3	3.3	2.4	Seller
\$900,000 - 999,999	10	3	2	1	2	3	0	n/a	4.8	Slightly Seller
\$1,000,000 - and over	39	4	10	8	5	7	4	9.8	7.0	Slightly Buyer
TOTAL	278	293	329	274	313	346	290	1.0	1.0	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 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 NORTHWEST

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.

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29.2%

Tierra Antigua Realty

12.3%

Coldwell Banker Residential Brokerage

7.9%

Keller Williams Southern Arizona

6.6%

Realty Executives Arizona Territory

6.1%

Exp Realty

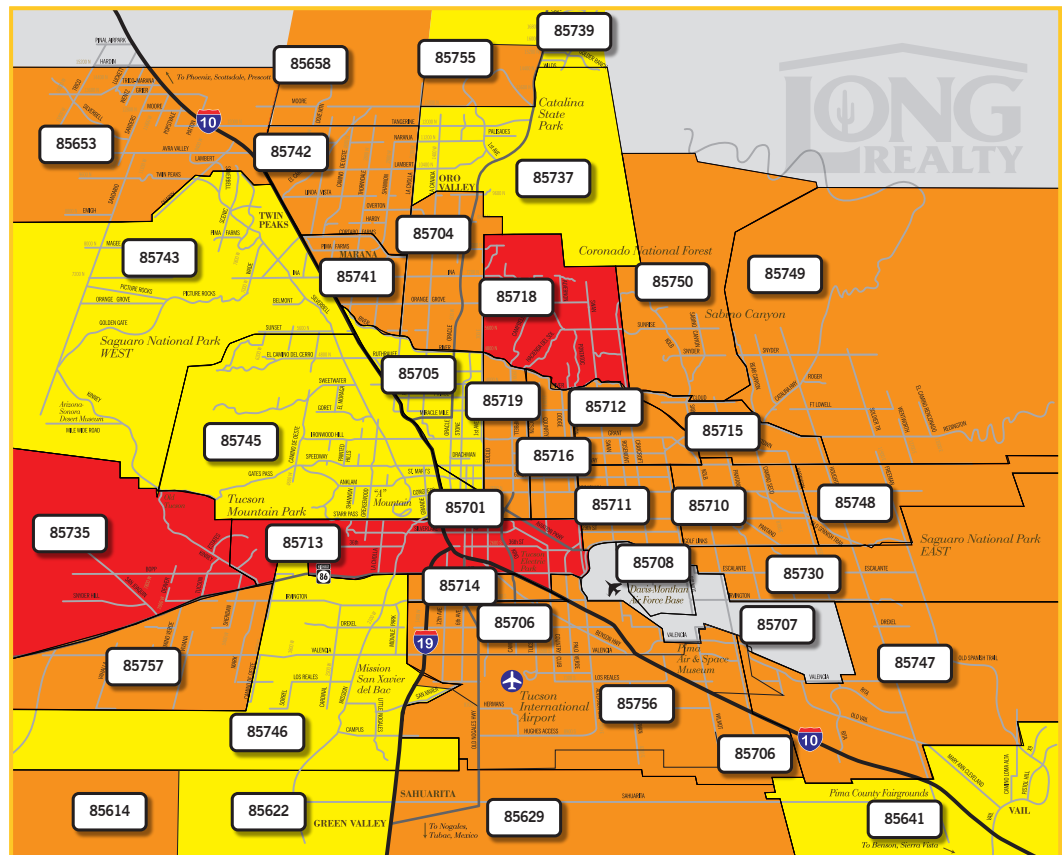
3.9%

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.