

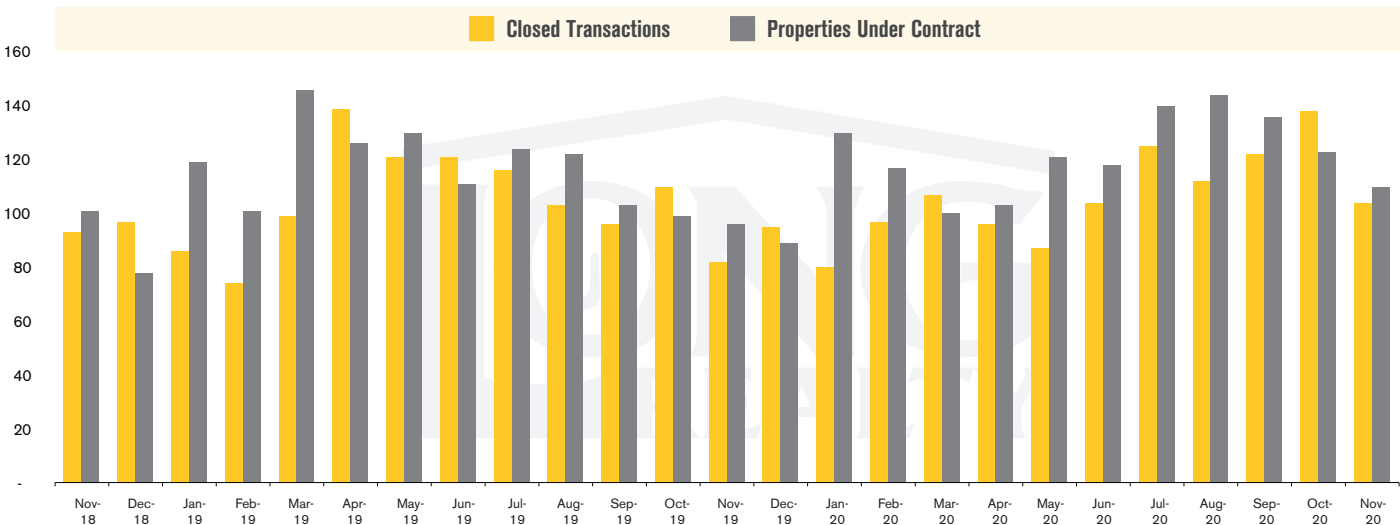
THE HOUSING REPORT

TUCSON WEST | DECEMBER 2020

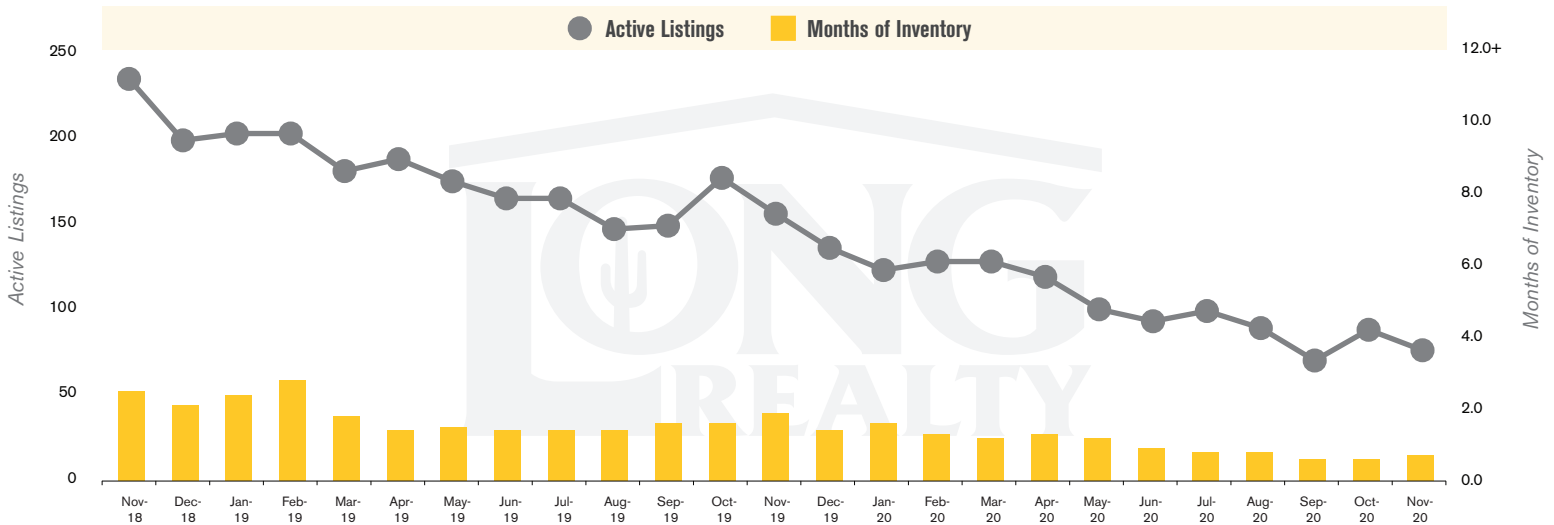


In the Tucson West area, November 2020 active inventory was 77, a 51% decrease from November 2019. There were 104 closings in November 2020, a 27% increase from November 2019. Year-to-date 2020 there were 1,172 closings, a 2% increase from year-to-date 2019. Months of Inventory was .7, down from 1.9 in November 2019. Median price of sold homes was \$281,500 for the month of November 2020, up 17% from November 2019. The Tucson West area had 110 new properties under contract in November 2020, up 15% from November 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON WEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON WEST



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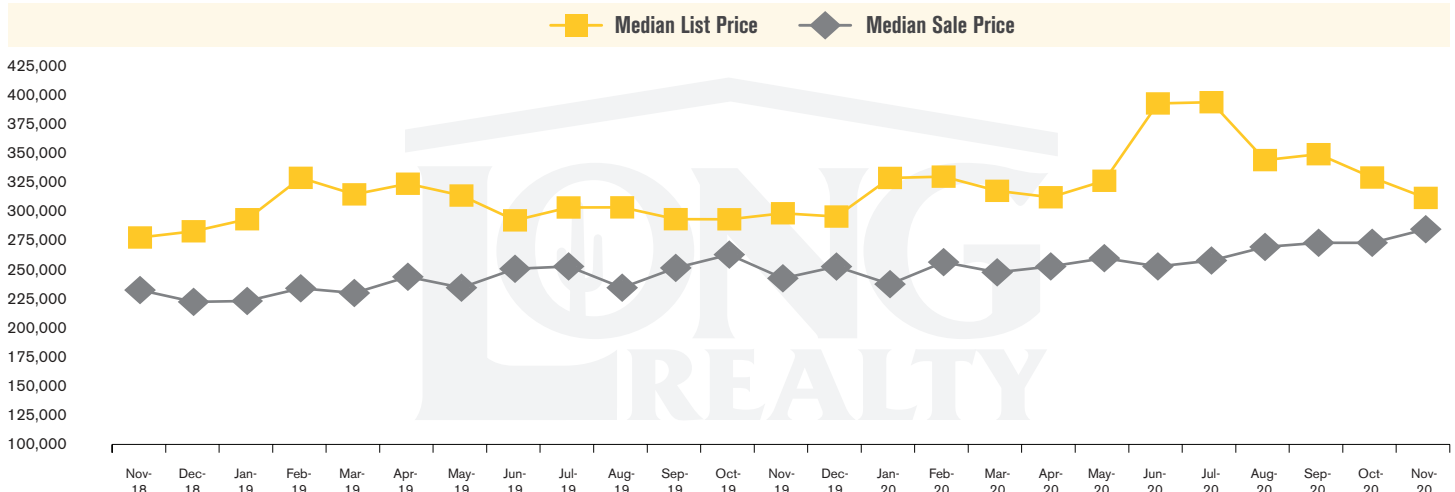
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON WEST

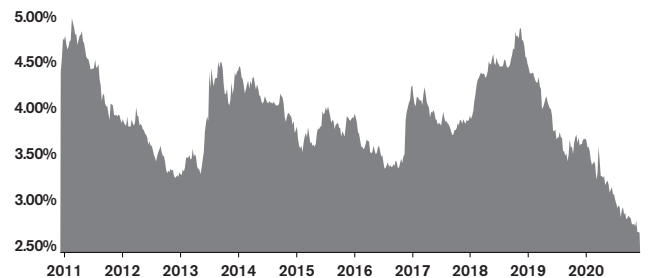


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON WEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$239,950	3.700%	\$1,049.23
2020	\$281,500	2.770%	\$1,094.57

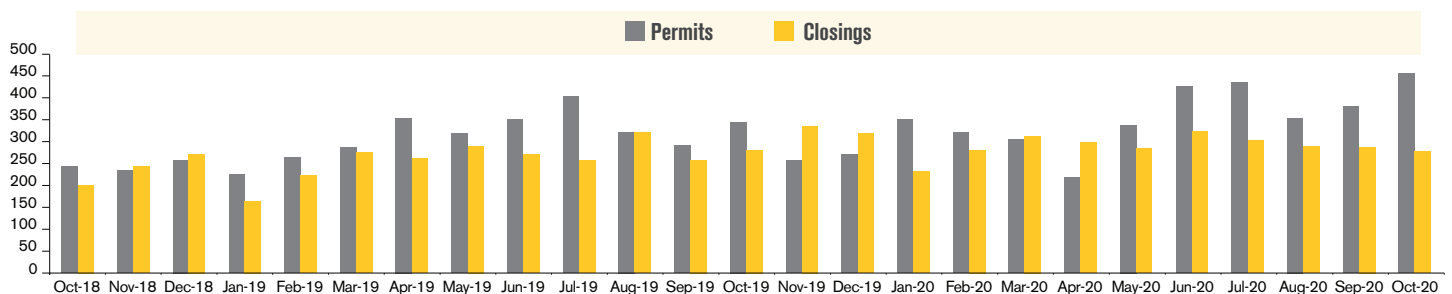
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

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 WEST

	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	0	1	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	3	2	3	4	3	3	0.3	0.5	Seller
\$100,000 - 124,999	2	1	0	0	1	0	0	n/a	5.0	Balanced
\$125,000 - 149,999	2	3	2	7	4	2	1	2.0	0.7	Seller
\$150,000 - 174,999	2	10	7	6	13	8	4	0.5	0.2	Seller
\$175,000 - 199,999	4	5	4	5	6	5	4	1.0	0.4	Seller
\$200,000 - 224,999	4	11	13	7	7	13	6	0.7	0.2	Seller
\$225,000 - 249,999	7	17	23	17	13	19	14	0.5	0.3	Seller
\$250,000 - 274,999	5	15	21	16	15	20	17	0.3	0.5	Seller
\$275,000 - 299,999	11	13	13	12	12	17	8	1.4	0.8	Seller
\$300,000 - 349,999	10	8	16	10	14	13	15	0.7	0.7	Seller
\$350,000 - 399,999	3	7	9	11	13	10	9	0.3	0.5	Seller
\$400,000 - 499,999	7	5	8	5	10	9	14	0.5	0.8	Seller
\$500,000 - 599,999	2	1	5	6	4	8	2	1.0	0.4	Seller
\$600,000 - 699,999	6	3	1	2	3	2	2	3.0	2.4	Seller
\$700,000 - 799,999	1	0	0	3	1	8	1	1.0	0.5	Seller
\$800,000 - 899,999	3	0	0	1	0	1	2	1.5	3.7	Seller
\$900,000 - 999,999	2	0	1	0	1	0	0	n/a	5.0	Balanced
\$1,000,000 - and over	5	1	0	1	1	0	2	2.5	5.3	Balanced
TOTAL	77	104	125	112	122	138	104	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 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 WEST

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

20.8%

Tierra Antigua Realty

18.0%

Realty Executives Arizona Territory

9.5%

Keller Williams Southern Arizona

8.6%

Coldwell Banker Residential Brokerage

4.7%

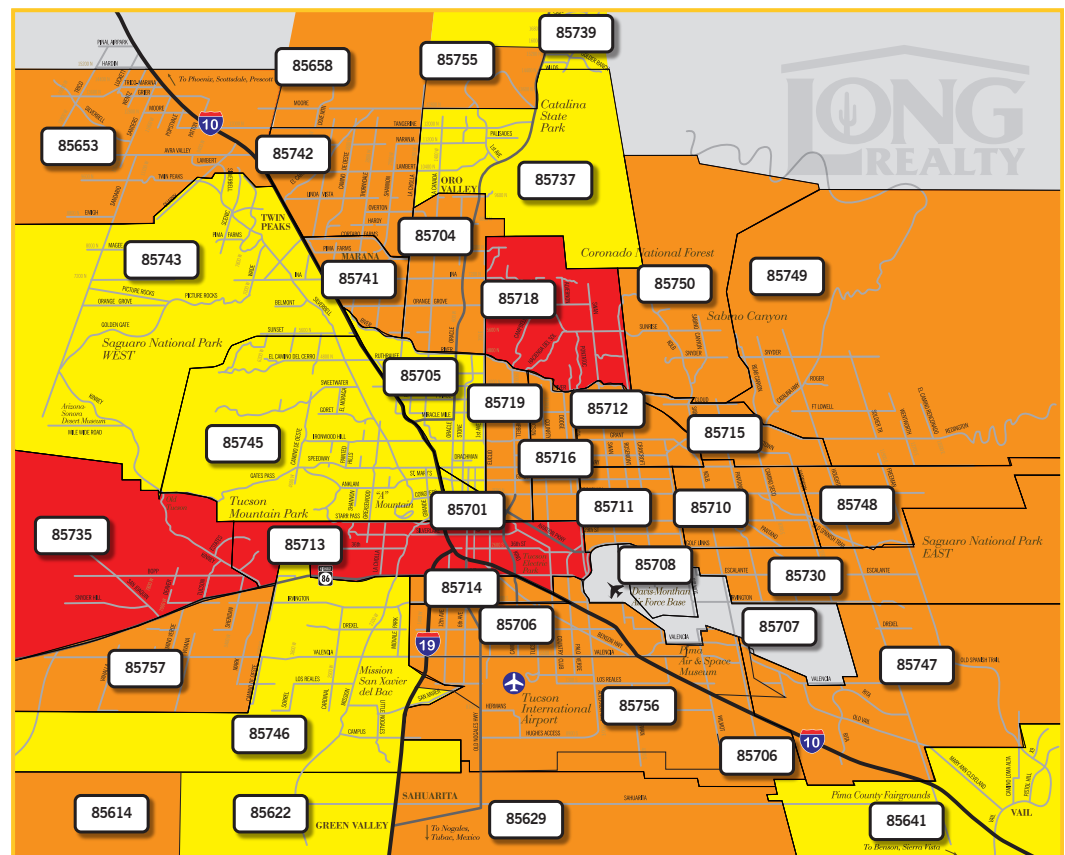
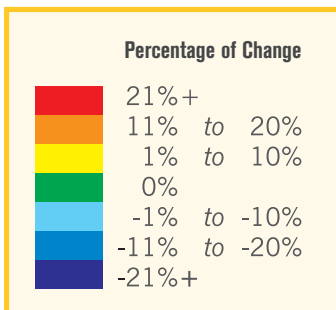
Exp Realty

3.5%

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.



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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.