

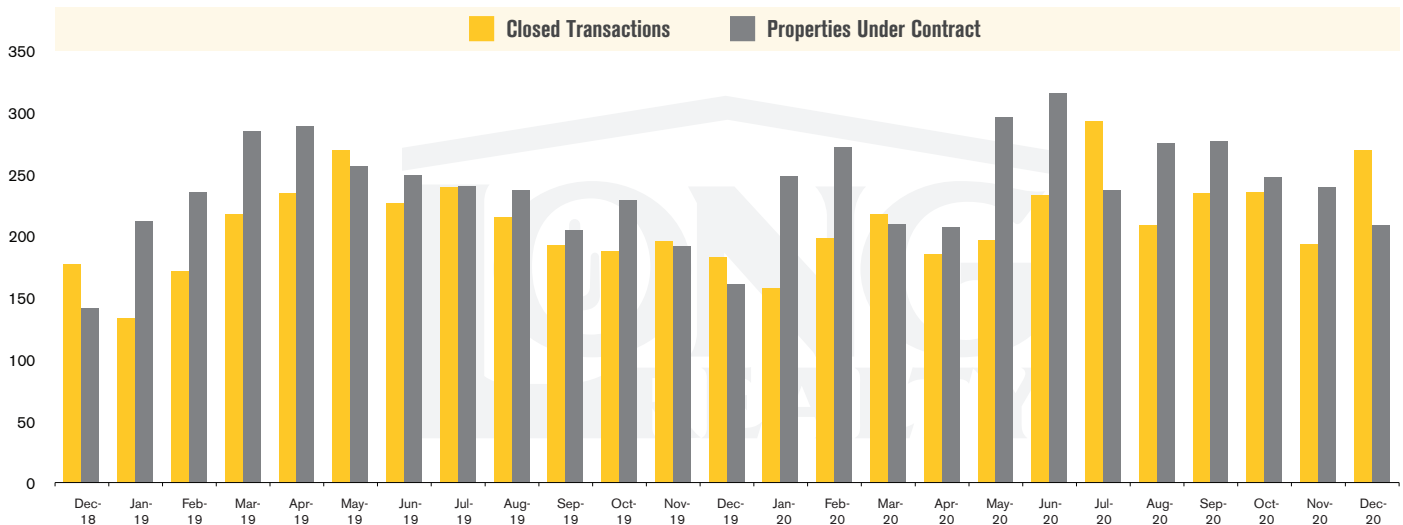
# THE HOUSING REPORT

TUCSON CENTRAL | JANUARY 2021

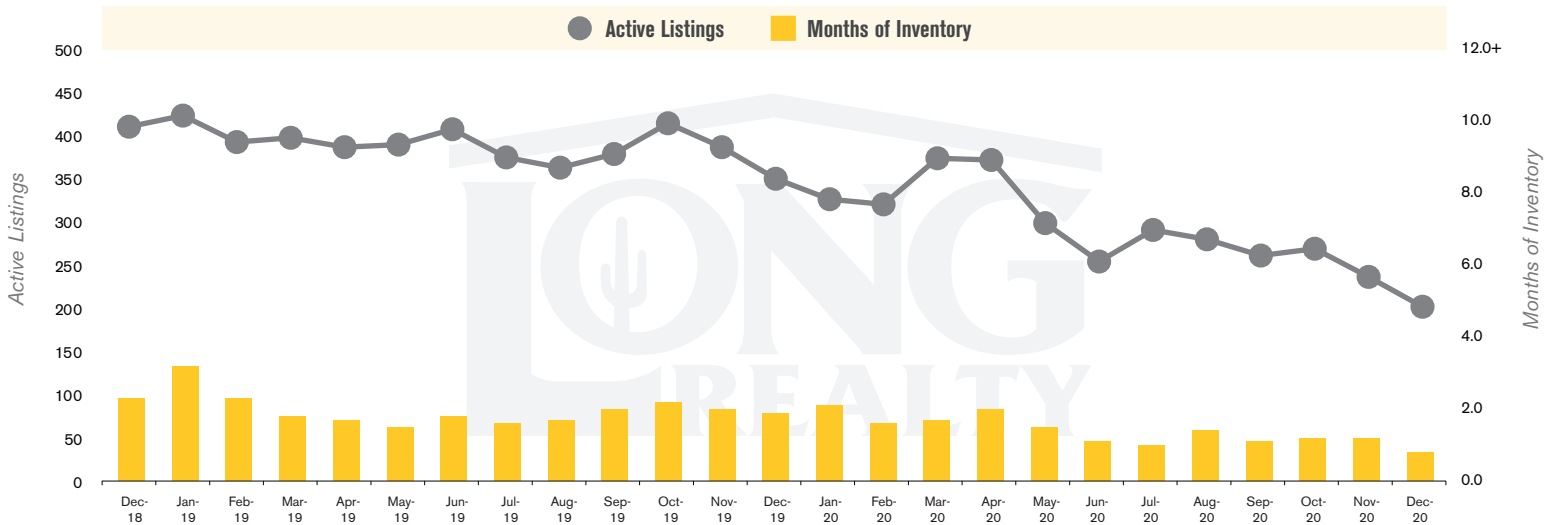


In the Tucson Central area, December 2020 active inventory was 205, a 42% decrease from December 2019. There were 270 closings in December 2020, a 48% increase from December 2019. Year-to-date 2020 there were 2,630 closings, a 6% increase from year-to-date 2019. Months of Inventory was .8, down from 1.9 in December 2019. Median price of sold homes was \$219,000 for the month of December 2020, up 15% from December 2019. The Tucson Central area had 209 new properties under contract in December 2020, up 30% from December 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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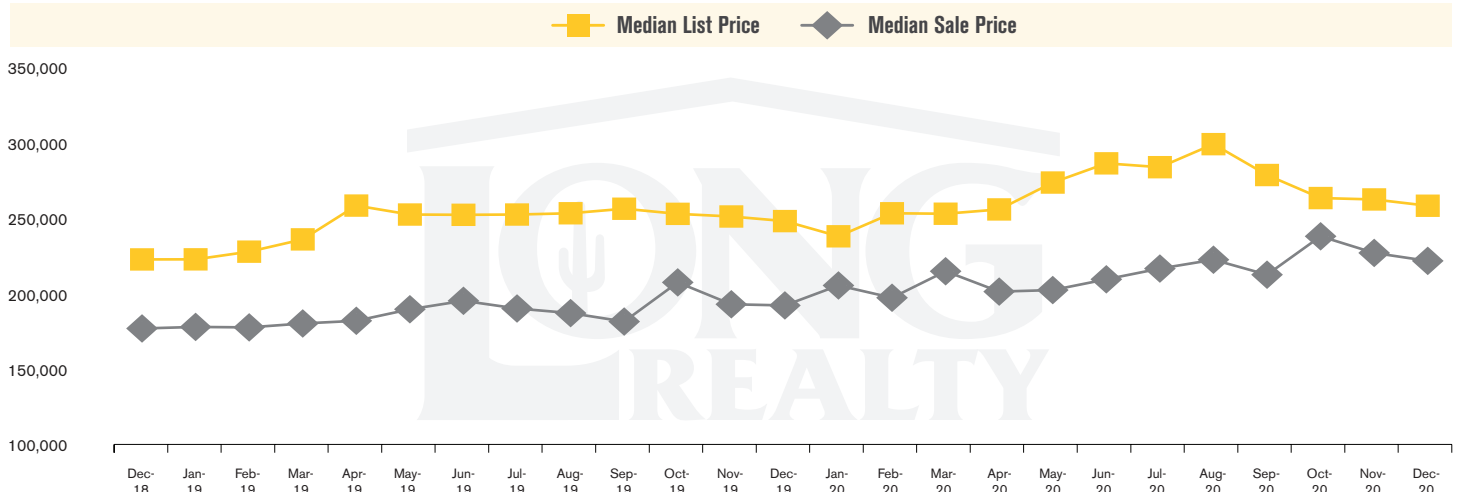
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON CENTRAL

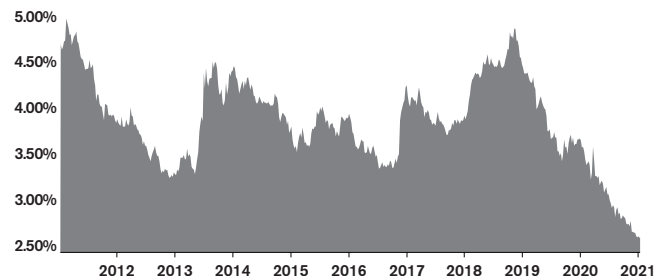


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2019	\$190,000	3.720%	\$832.85
2020	\$219,000	2.680%	\$841.65

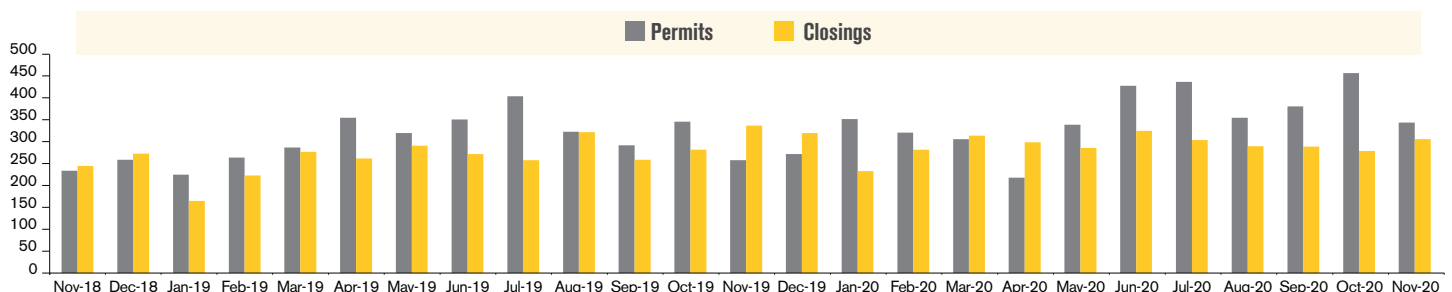
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research



For November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20			
\$1 - 49,999	2	5	2	0	2	2	5	0.4	0.8	Seller
\$50,000 - 74,999	9	9	4	2	3	4	2	4.5	3.3	Seller
\$75,000 - 99,999	3	13	7	2	4	8	13	0.2	1.0	Seller
\$100,000 - 124,999	3	8	9	7	5	5	9	0.3	0.6	Seller
\$125,000 - 149,999	13	17	24	21	14	12	27	0.5	0.8	Seller
\$150,000 - 174,999	6	34	23	32	29	13	13	0.5	0.3	Seller
\$175,000 - 199,999	25	40	24	40	31	32	40	0.6	0.6	Seller
\$200,000 - 224,999	21	34	14	26	24	21	35	0.6	0.8	Seller
\$225,000 - 249,999	20	25	32	19	21	21	26	0.8	1.1	Seller
\$250,000 - 274,999	5	22	14	18	24	17	28	0.2	0.7	Seller
\$275,000 - 299,999	16	15	19	18	13	9	11	1.5	1.3	Seller
\$300,000 - 349,999	15	27	16	19	19	16	22	0.7	0.9	Seller
\$350,000 - 399,999	13	18	6	14	20	10	13	1.0	1.0	Seller
\$400,000 - 499,999	15	13	11	9	14	8	13	1.2	1.6	Seller
\$500,000 - 599,999	6	8	1	4	4	7	5	1.2	1.8	Seller
\$600,000 - 699,999	14	5	1	0	5	4	7	2.0	2.7	Seller
\$700,000 - 799,999	6	0	2	2	3	3	0	n/a	4.0	Seller
\$800,000 - 899,999	3	1	0	2	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	1	0	n/a	8.0	Slightly Buyer
\$1,000,000 - and over	8	0	0	0	1	1	1	8.0	9.0	Buyer
<b>TOTAL</b>	<b>205</b>	<b>294</b>	<b>209</b>	<b>235</b>	<b>236</b>	<b>194</b>	<b>270</b>	<b>0.8</b>	<b>1.0</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 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. Information is believed to be reliable, but not guaranteed.

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TUCSON CENTRAL | JANUARY 2021



## MARKET SHARE TUCSON CENTRAL

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

Data Obtained 01/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2020 – 12/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

24.3%

Tierra Antigua Realty

18.0%

Realty Executives Arizona Territory

10.1%

Keller Williams Southern Arizona

7.8%

Exp Realty

4.3%

Coldwell Banker

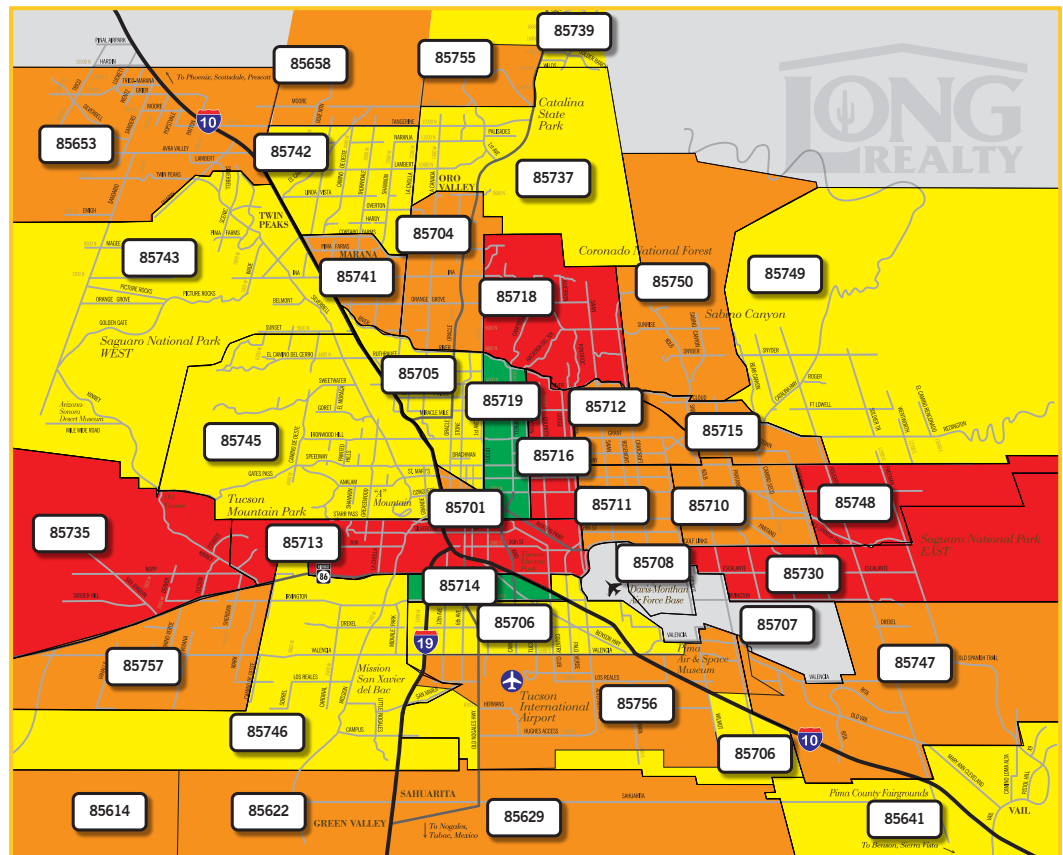
3.7%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2019-DEC 2019 TO  
OCT 2020-DEC 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 October 2019-December 2019 to October 2020-December 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/08/2021. Information is believed to be reliable, but not guaranteed.