

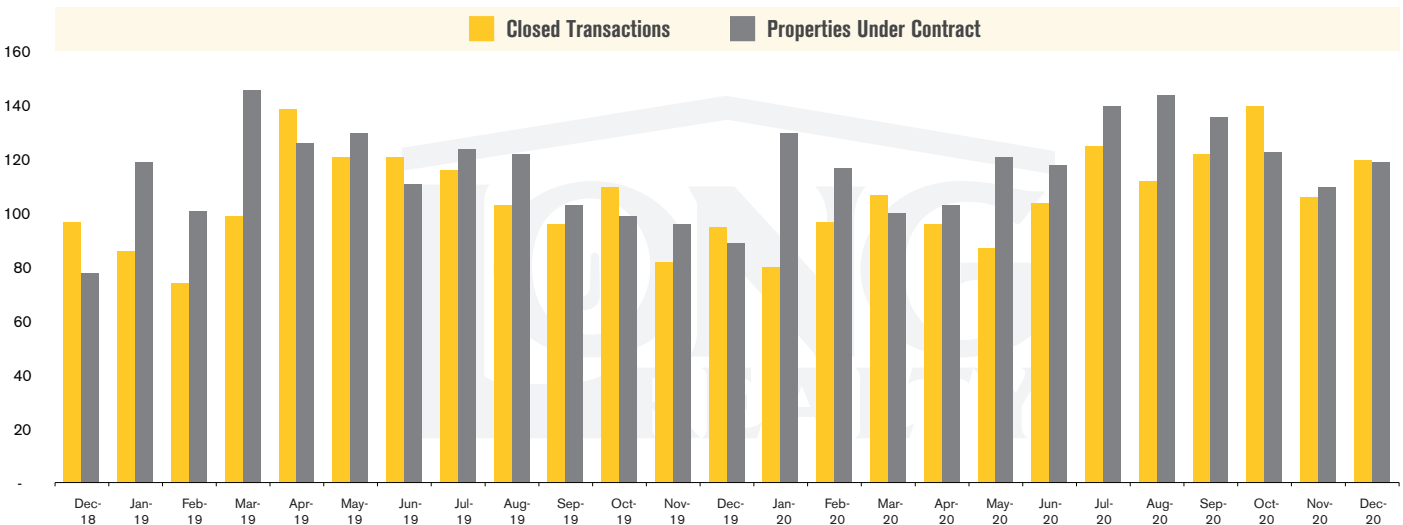
# THE HOUSING REPORT

TUCSON WEST | JANUARY 2021

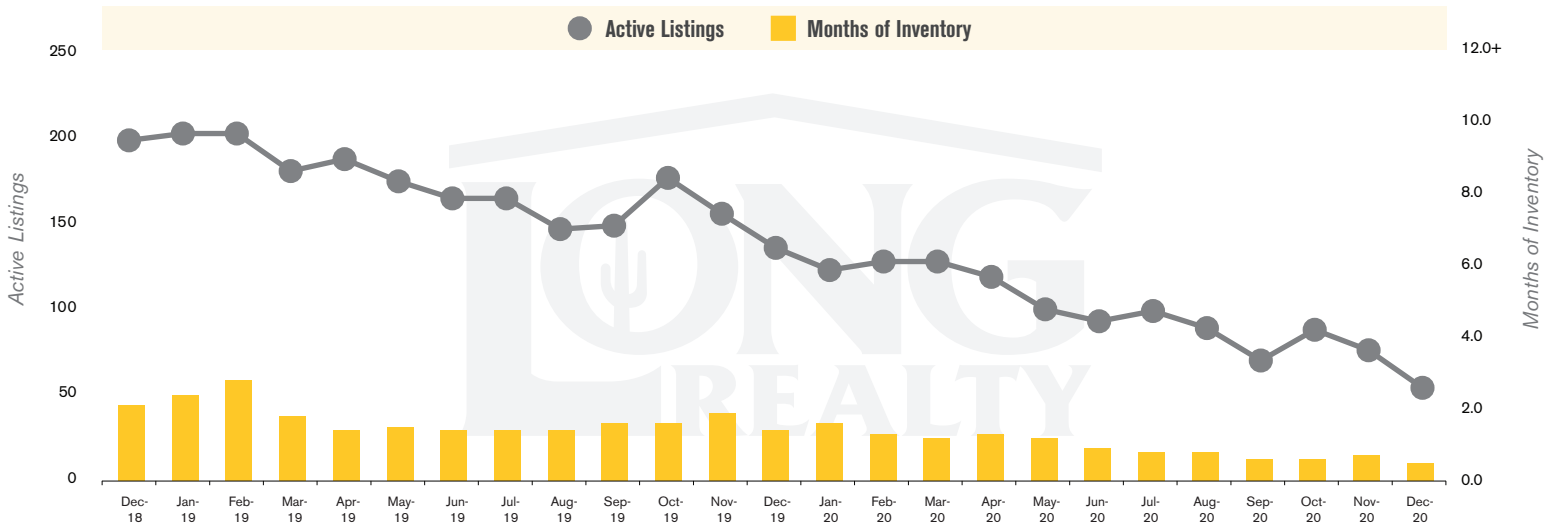


In the Tucson West area, December 2020 active inventory was 55, a 60% decrease from December 2019. There were 120 closings in December 2020, a 26% increase from December 2019. Year-to-date 2020 there were 1,296 closings, a 4% increase from year-to-date 2019. Months of Inventory was .5, down from 1.4 in December 2019. Median price of sold homes was \$265,000 for the month of December 2020, up 6% from December 2019. The Tucson West area had 119 new properties under contract in December 2020, up 34% from December 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON WEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON WEST



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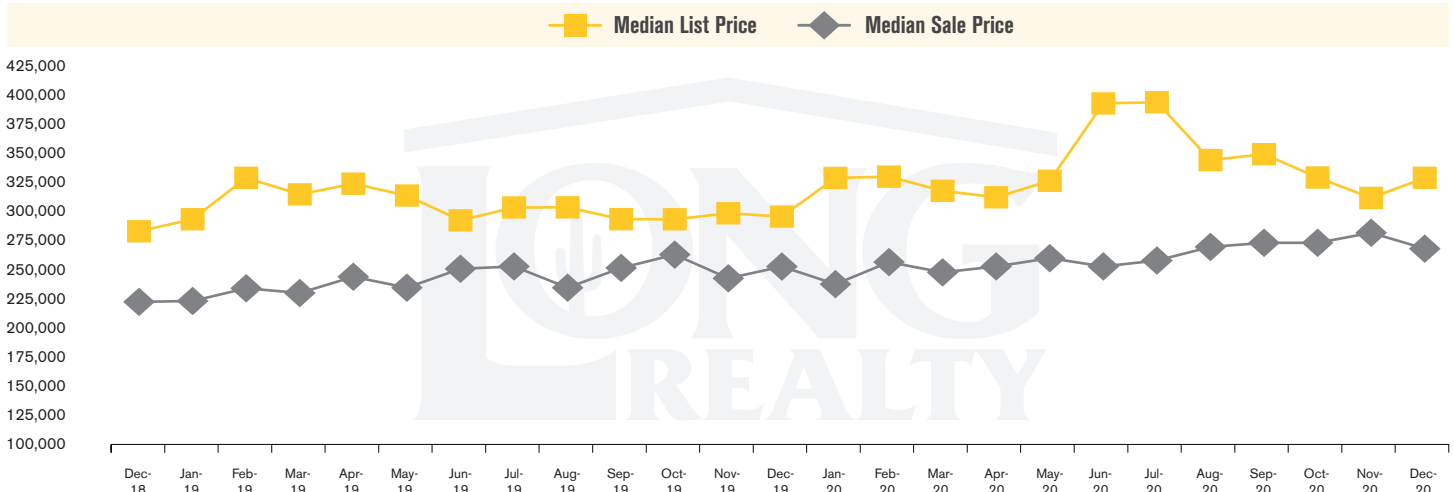
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON WEST

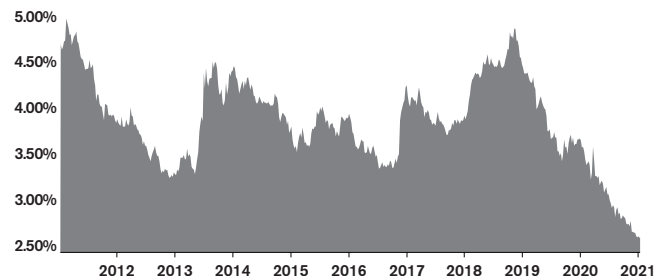


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON WEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$249,900	3.720%	\$1,095.42
2020	\$265,000	2.680%	\$1,018.44

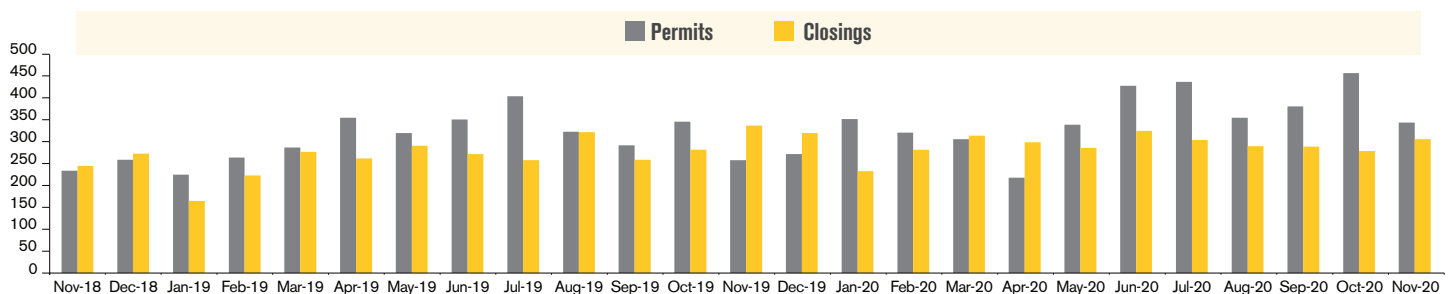
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For 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 WEST

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	0	0	0	0	1	1.0	1.0	Seller
\$75,000 - 99,999	0	2	3	4	3	3	3	0.0	0.3	Seller
\$100,000 - 124,999	2	0	0	1	0	0	1	2.0	6.0	Balanced
\$125,000 - 149,999	1	2	7	4	2	1	2	0.5	1.0	Seller
\$150,000 - 174,999	3	7	6	13	8	4	9	0.3	0.4	Seller
\$175,000 - 199,999	1	4	5	6	5	4	8	0.1	0.4	Seller
\$200,000 - 224,999	4	13	7	7	14	6	8	0.5	0.3	Seller
\$225,000 - 249,999	3	23	17	13	19	16	13	0.2	0.4	Seller
\$250,000 - 274,999	2	21	16	15	20	17	21	0.1	0.3	Seller
\$275,000 - 299,999	5	13	12	12	17	8	13	0.4	0.7	Seller
\$300,000 - 349,999	9	16	10	14	14	15	15	0.6	0.7	Seller
\$350,000 - 399,999	1	9	11	13	10	9	13	0.1	0.3	Seller
\$400,000 - 499,999	6	8	5	10	9	14	5	1.2	1.0	Seller
\$500,000 - 599,999	1	5	6	4	8	2	3	0.3	0.3	Seller
\$600,000 - 699,999	7	1	2	3	2	2	1	7.0	3.8	Seller
\$700,000 - 799,999	1	0	3	1	8	1	3	0.3	0.4	Seller
\$800,000 - 899,999	2	0	1	0	1	2	0	n/a	3.0	Seller
\$900,000 - 999,999	0	1	0	1	0	0	1	0.0	3.0	Seller
\$1,000,000 - and over	6	0	1	1	0	2	0	n/a	8.0	Slightly Buyer
<b>TOTAL</b>	<b>55</b>	<b>125</b>	<b>112</b>	<b>122</b>	<b>140</b>	<b>106</b>	<b>120</b>	<b>0.5</b>	<b>0.6</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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## MARKET SHARE TUCSON WEST

**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.

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**20.5%**

Tierra Antigua Realty

17.6%

Realty Executives Arizona Territory

9.7%

Keller Williams Southern Arizona

8.5%

Coldwell Banker Residential Brokerage

4.2%

Exp Realty

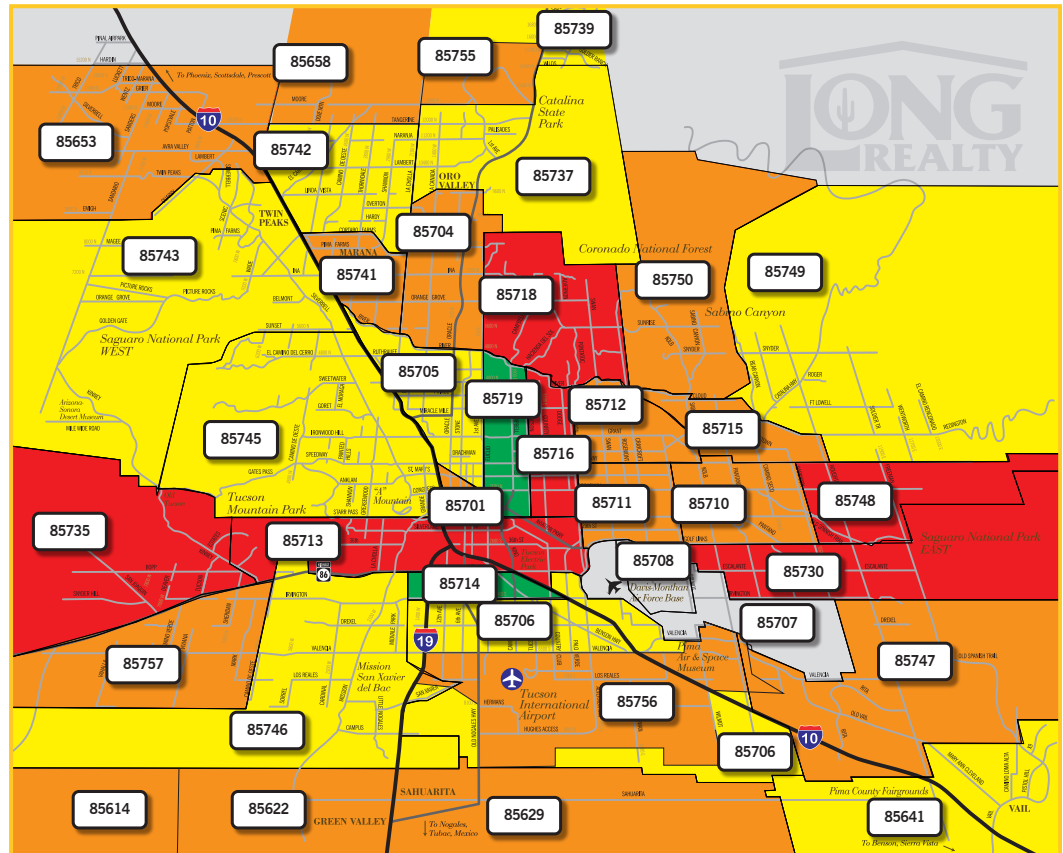
3.2%

## 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.