

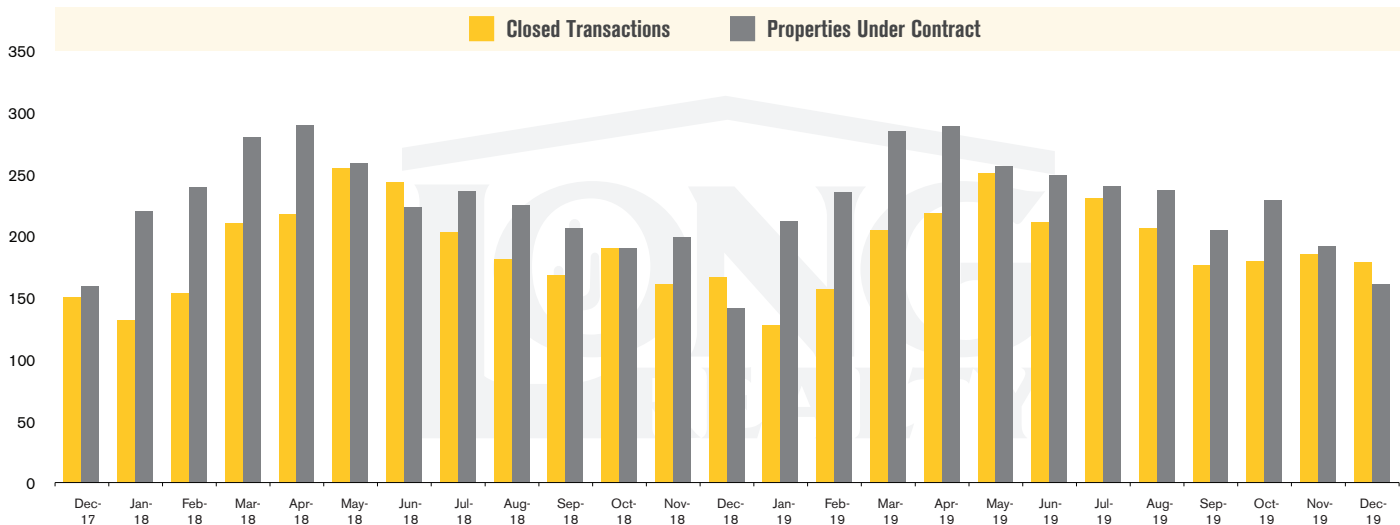
THE HOUSING REPORT

TUCSON CENTRAL | JANUARY 2020

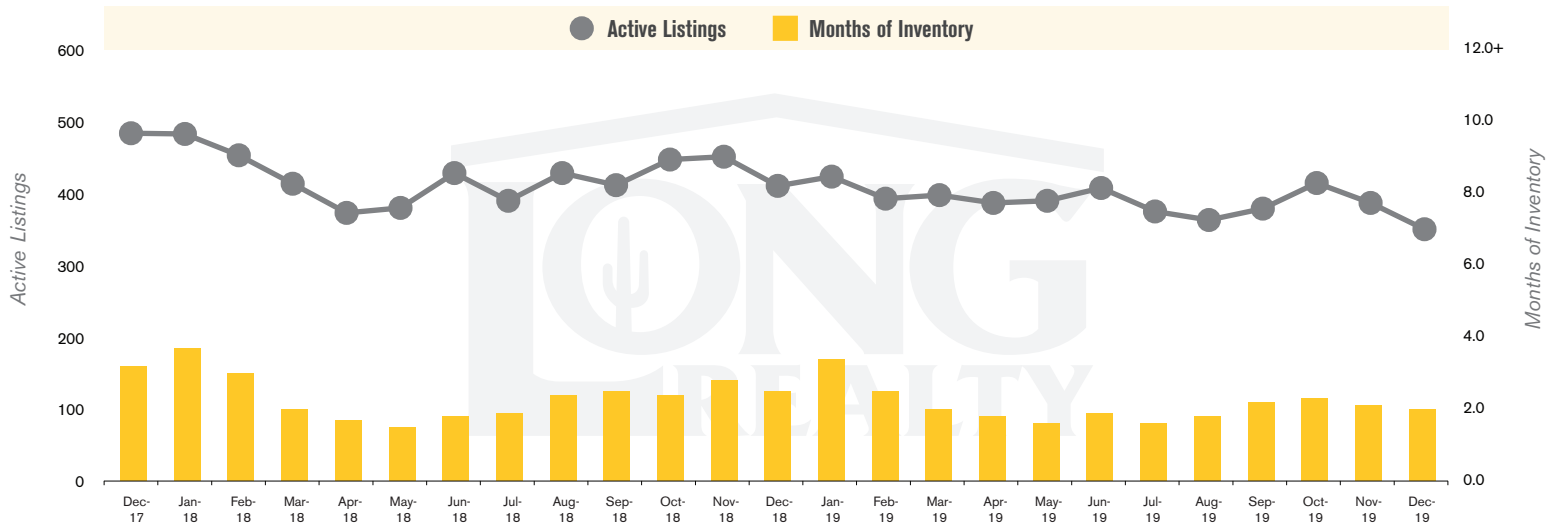


In the Tucson Central area, December 2019 active inventory was 355, a 15% decrease from December 2018. There were 179 closings in December 2019, a 7% increase from December 2018. Year-to-date 2019 there were 2,460 closings, a 2% increase from year-to-date 2018. Months of Inventory was 2.0, down from 2.5 in December 2018. Median price of sold homes was \$190,000 for the month of December 2019, up 9% from December 2018. The Tucson Central area had 161 new properties under contract in December 2019, up 13% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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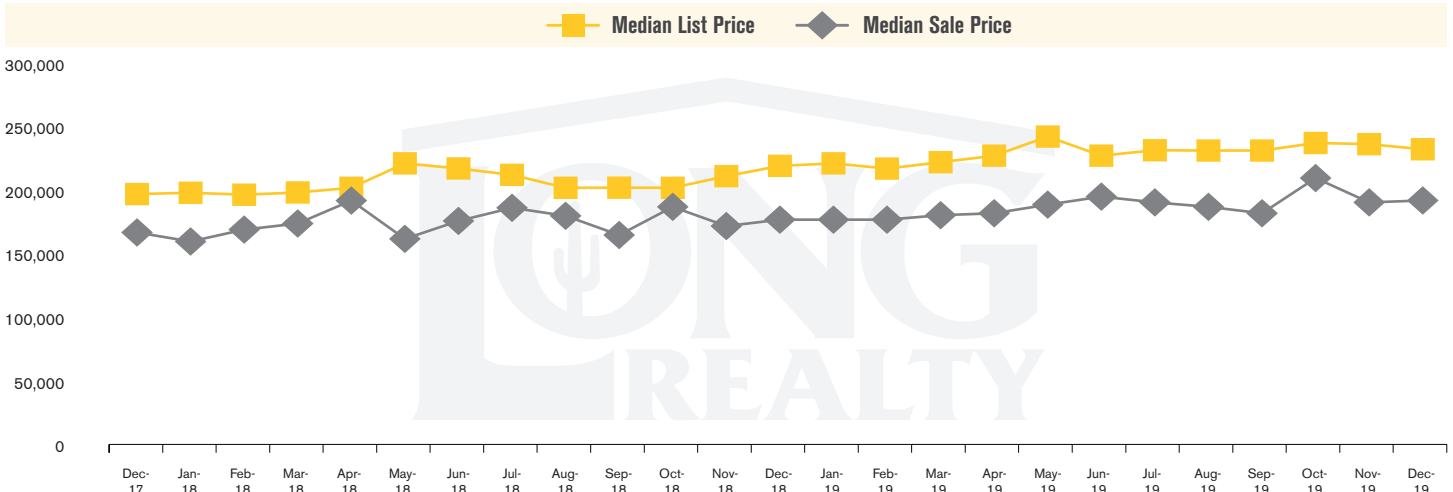
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

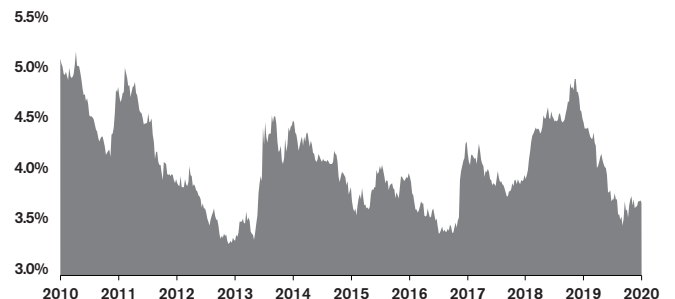


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2018	\$175,000	4.640%	\$856.25
2019	\$190,000	3.840%	\$845.17

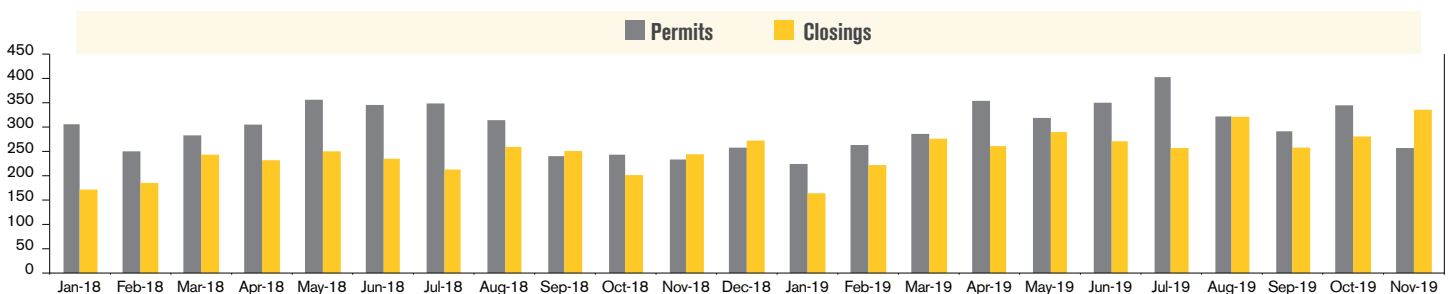
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For November 2019, new home permits were **up 6%** year-to-date from 2018 and new home closings were **up 18%** year-to-date from 2018.

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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-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19			
\$1 - 49,999	6	3	0	1	2	1	2	3.0	3.8	Seller
\$50,000 - 74,999	1	1	6	6	3	0	3	0.3	0.7	Seller
\$75,000 - 99,999	14	10	9	6	6	10	2	7.0	2.2	Seller
\$100,000 - 124,999	9	14	19	14	8	19	14	0.6	0.7	Seller
\$125,000 - 149,999	21	28	20	32	24	29	22	1.0	0.9	Seller
\$150,000 - 174,999	34	37	31	32	23	26	26	1.3	1.4	Seller
\$175,000 - 199,999	42	38	42	21	24	23	28	1.5	2.0	Seller
\$200,000 - 224,999	26	19	19	14	17	14	12	2.2	1.8	Seller
\$225,000 - 249,999	38	17	14	14	19	15	13	2.9	2.6	Seller
\$250,000 - 274,999	20	16	8	16	17	14	14	1.4	1.4	Seller
\$275,000 - 299,999	28	12	15	11	8	12	7	4.0	3.6	Seller
\$300,000 - 349,999	29	15	16	7	17	10	10	2.9	3.0	Seller
\$350,000 - 399,999	31	8	9	4	6	14	12	2.6	3.0	Seller
\$400,000 - 499,999	22	11	3	11	6	5	11	2.0	3.3	Seller
\$500,000 - 599,999	16	3	1	2	3	1	1	16.0	8.8	Buyer
\$600,000 - 699,999	7	5	1	0	2	2	0	n/a	5.8	Balanced
\$700,000 - 799,999	3	1	0	0	1	0	2	1.5	5.0	Balanced
\$800,000 - 899,999	3	0	1	0	0	1	0	n/a	10.0	Buyer
\$900,000 - 999,999	2	2	1	1	1	0	0	n/a	8.0	Slightly Buyer
\$1,000,000 - and over	3	0	1	1	0	0	0	n/a	n/a	n/a
TOTAL	355	240	216	193	187	196	179	2.0	2.1	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 Brokermetrics software on 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2019 – 12/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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26.6%

Tierra Antigua Realty

17.4%

Realty Executives Tucson Elite

9.5%

Keller Williams Southern Arizona

7.0%

Coldwell Banker

3.8%

Omni Homes International

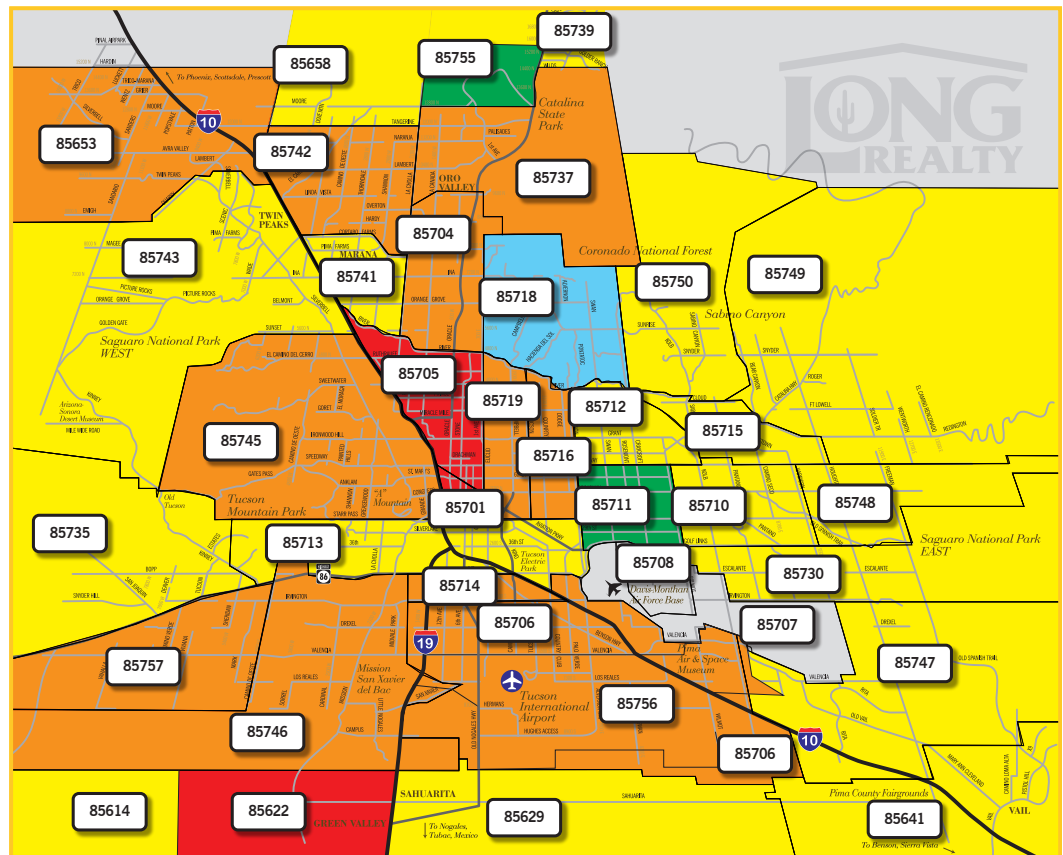
3.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(OCT 2018-DEC 2018 TO
OCT 2019-DEC 2019)

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 2018-December 2018 to October 2019-December 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2020. Information is believed to be reliable, but not guaranteed.