

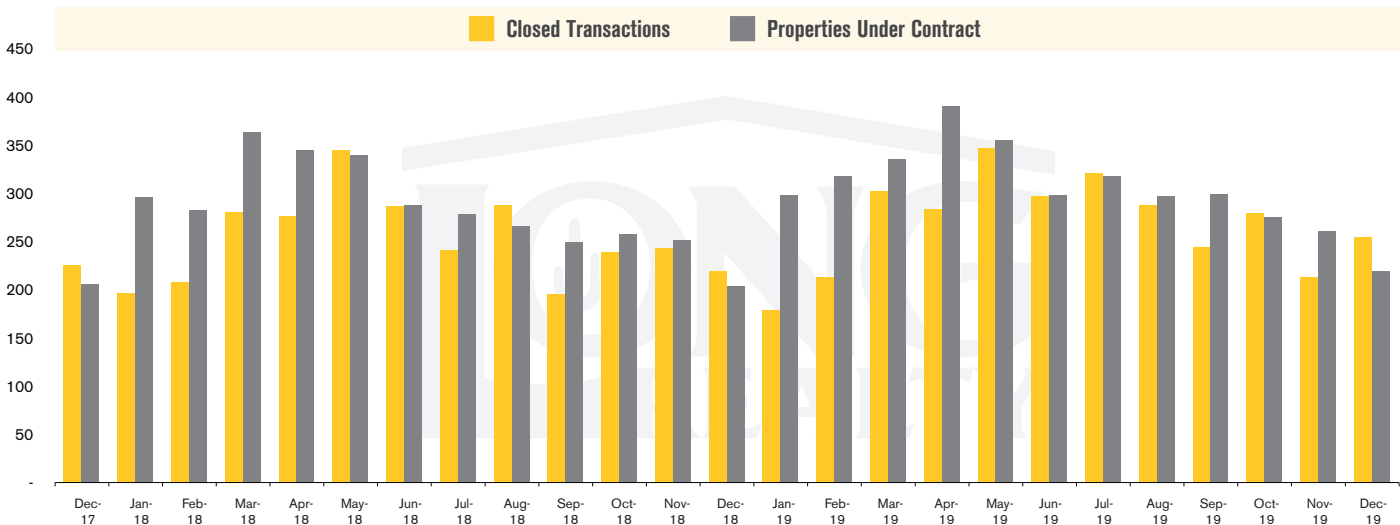
THE HOUSING REPORT

TUCSON NORTHWEST | JANUARY 2020

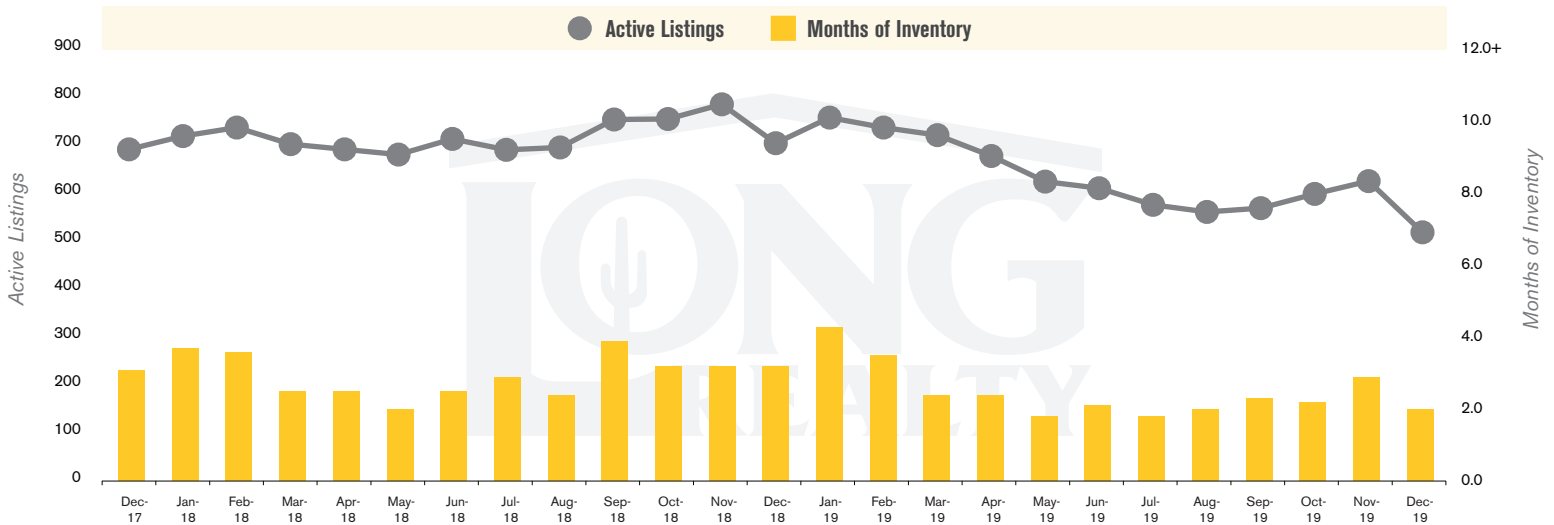


In the Tucson Northwest area, December 2019 active inventory was 526, a 26% decrease from December 2018. There were 257 closings in December 2019, a 16% increase from December 2018. Year-to-date 2019 there were 3,361 closings, a 6% increase from year-to-date 2018. Months of Inventory was 2.0, down from 3.2 in December 2018. Median price of sold homes was \$295,000 for the month of December 2019, up 14% from December 2018. The Tucson Northwest area had 221 new properties under contract in December 2019, up 8% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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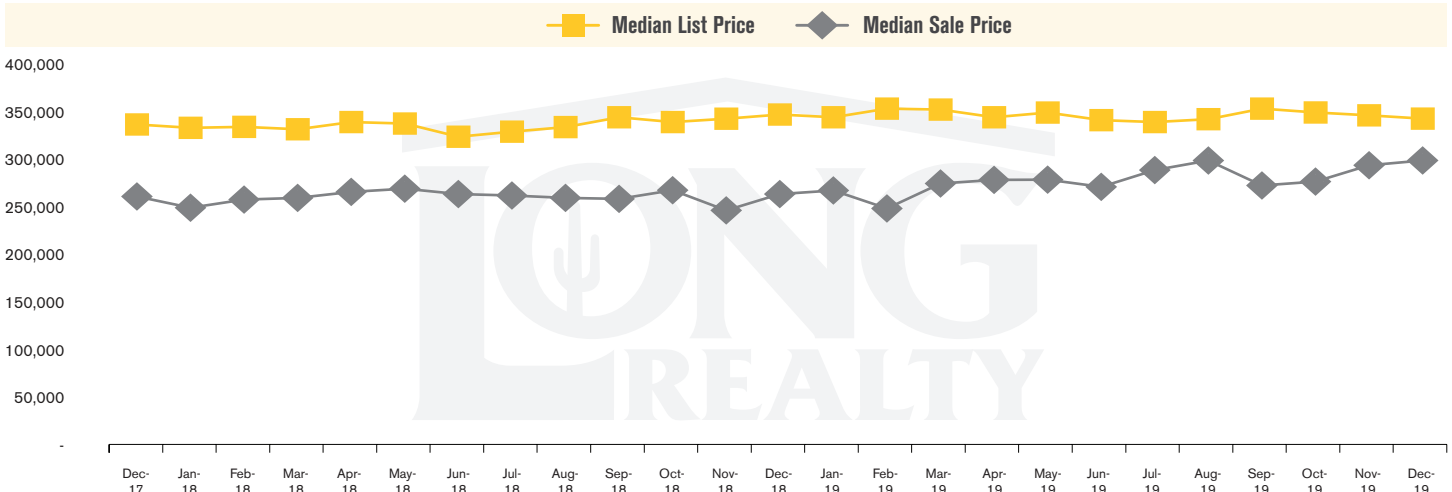
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

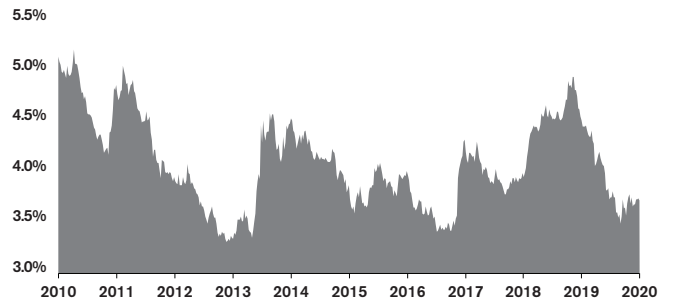


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

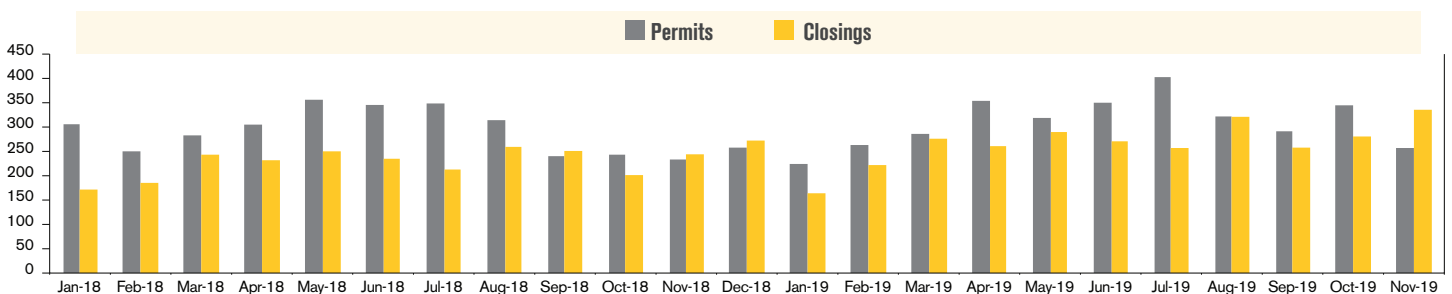
Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2018	\$260,000	4.640%	\$1,272.14
2019	\$295,000	3.840%	\$1,312.24

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 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 NORTHWEST)

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	0	0	1	0	1	1	3.0	1.5	Seller
\$75,000 - 99,999	0	2	1	0	2	1	1	0.0	0.5	Seller
\$100,000 - 124,999	4	3	2	0	1	1	3	1.3	2.2	Seller
\$125,000 - 149,999	4	3	4	4	5	2	2	2.0	1.8	Seller
\$150,000 - 174,999	5	11	9	11	7	6	5	1.0	1.0	Seller
\$175,000 - 199,999	18	29	20	26	24	19	22	0.8	0.8	Seller
\$200,000 - 224,999	24	37	36	35	40	29	24	1.0	1.0	Seller
\$225,000 - 249,999	44	42	39	32	42	21	28	1.6	1.6	Seller
\$250,000 - 274,999	33	27	31	26	25	26	20	1.7	1.7	Seller
\$275,000 - 299,999	38	30	21	17	24	7	26	1.5	2.1	Seller
\$300,000 - 349,999	62	46	46	37	48	39	42	1.5	1.7	Seller
\$350,000 - 399,999	59	31	24	18	28	24	27	2.2	2.7	Seller
\$400,000 - 499,999	62	38	35	24	21	20	30	2.1	3.0	Seller
\$500,000 - 599,999	27	11	12	11	8	11	8	3.4	3.6	Seller
\$600,000 - 699,999	31	6	8	3	9	5	7	4.4	5.1	Balanced
\$700,000 - 799,999	24	5	6	2	3	3	4	6.0	7.5	Slightly Buyer
\$800,000 - 899,999	24	3	6	5	4	3	2	12.0	7.6	Slightly Buyer
\$900,000 - 999,999	13	6	1	0	2	0	0	n/a	20.0	Buyer
\$1,000,000 - and over	51	3	3	3	1	2	5	10.2	19.5	Buyer
TOTAL	526	333	304	255	294	220	257	2.0	2.3	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 NORTHWEST)

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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28.1%

Tierra Antigua Realty

12.3%

Coldwell Banker Residential Brokerage

8.7%

Realty Executives Tucson Elite

7.1%

Keller Williams Southern Arizona

5.8%

Exp Realty

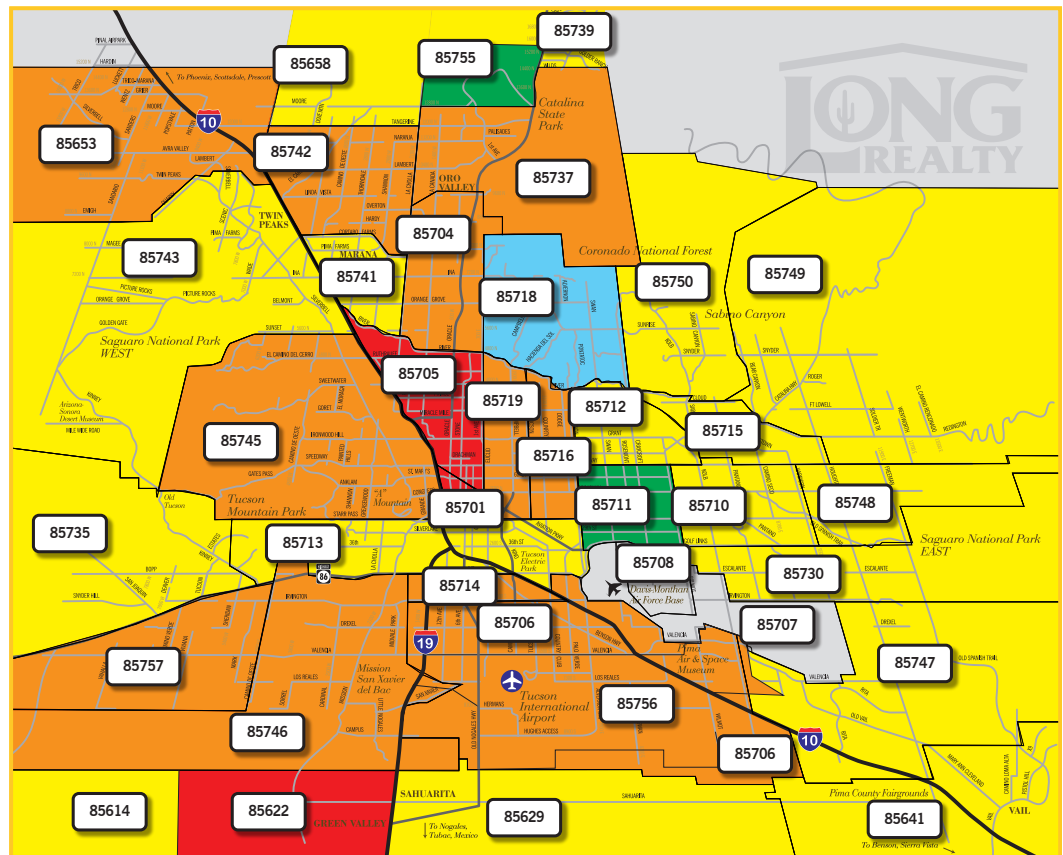
3.5%

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.