

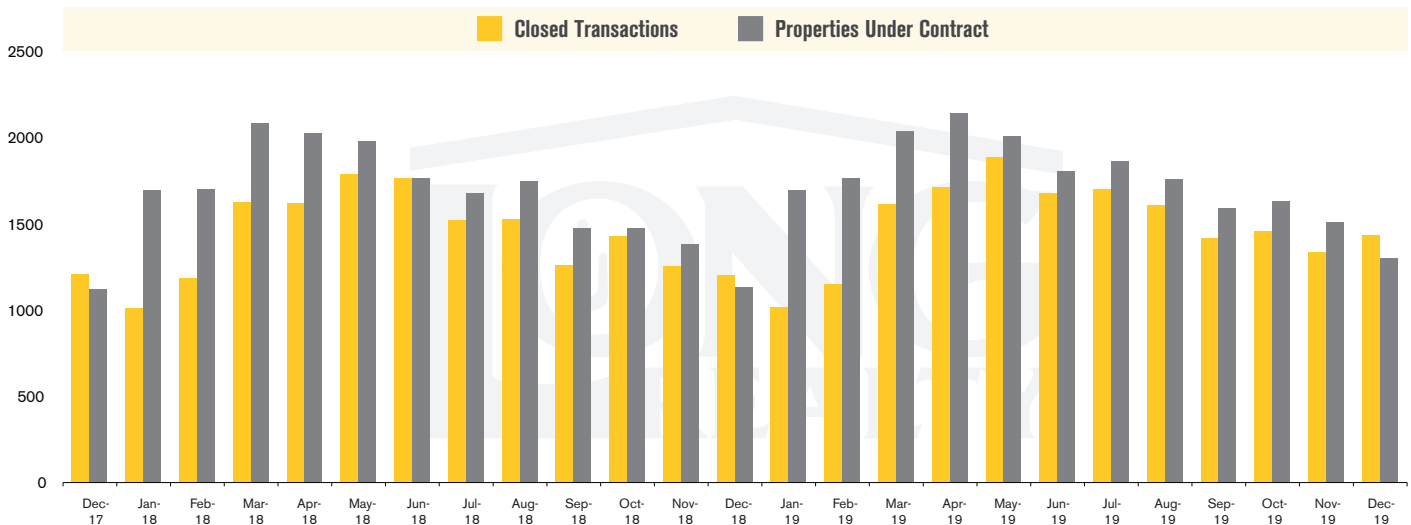
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JANUARY 2020

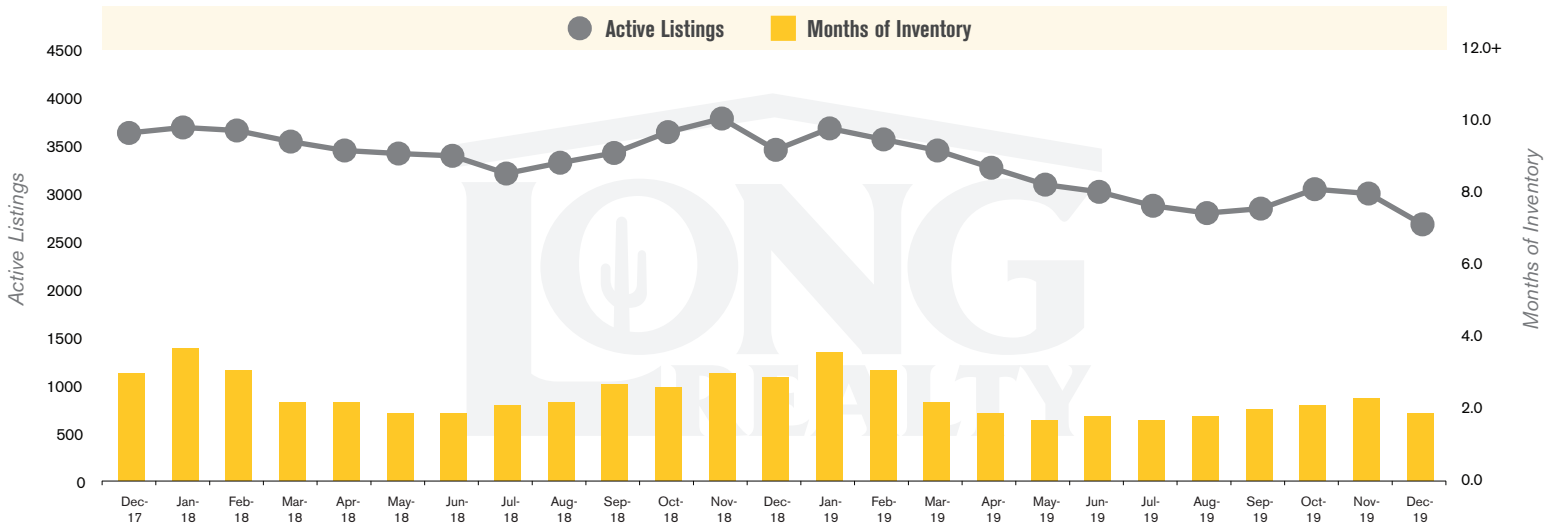


In the Tucson Main Market area, December 2019 active inventory was 2,714, a 22% decrease from December 2018. There were 1,439 closings in December 2019, a 19% increase from December 2018. Year-to-date 2019 there were 18,833 closings, a 3% increase from year-to-date 2018. Months of Inventory was 1.9, down from 2.9 in December 2018. Median price of sold homes was \$235,000 for the month of December 2019, up 15% from December 2018. The Tucson Main Market area had 1,303 new properties under contract in December 2019, up 15% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (GREATER TUCSON MAIN MARKET)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (GREATER TUCSON MAIN MARKET)



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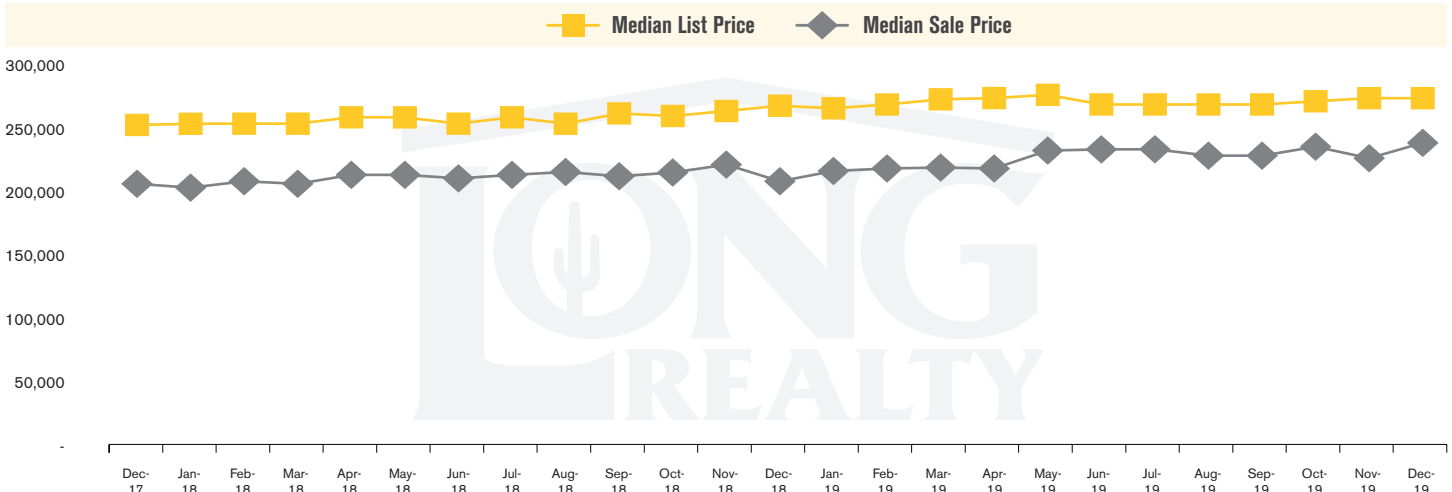
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (GREATER TUCSON MAIN MARKET)

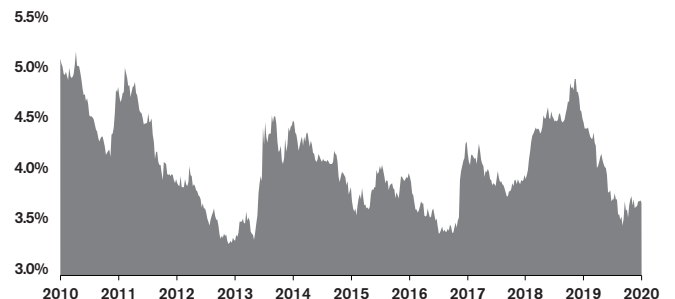


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2018	\$205,000	4.640%	\$1,003.04
2019	\$235,000	3.840%	\$1,045.34

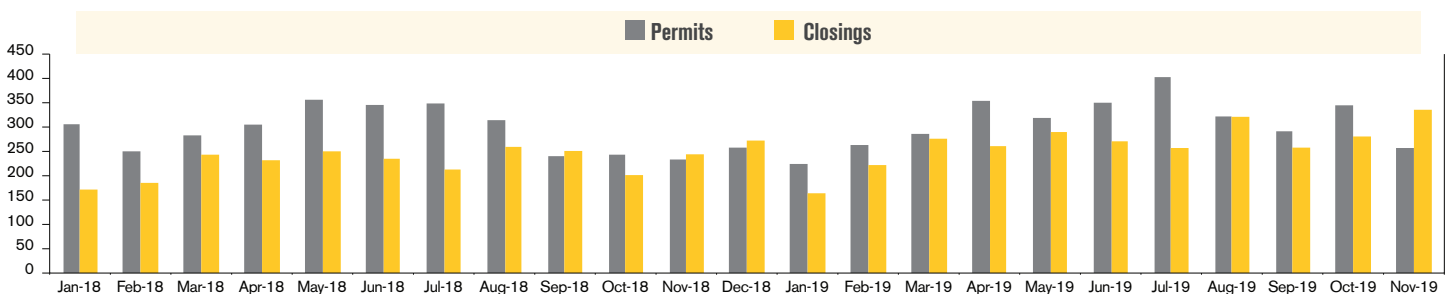
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (GREATER TUCSON MAIN MARKET)



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 (GREATER TUCSON MAIN MARKET)

	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	19	8	8	10	7	6	4	4.8	3.3	Seller
\$50,000 - 74,999	37	22	25	29	16	22	16	2.3	1.9	Seller
\$75,000 - 99,999	66	47	47	32	35	29	37	1.8	1.8	Seller
\$100,000 - 124,999	57	40	45	40	40	57	47	1.2	1.2	Seller
\$125,000 - 149,999	105	103	120	104	94	91	78	1.3	1.2	Seller
\$150,000 - 174,999	135	173	151	138	139	129	126	1.1	1.0	Seller
\$175,000 - 199,999	214	248	240	216	191	187	189	1.1	1.3	Seller
\$200,000 - 224,999	204	201	194	177	187	177	152	1.3	1.3	Seller
\$225,000 - 249,999	240	174	188	136	163	145	159	1.5	1.7	Seller
\$250,000 - 274,999	183	139	109	130	122	115	116	1.6	1.7	Seller
\$275,000 - 299,999	225	113	109	86	97	76	100	2.3	2.7	Seller
\$300,000 - 349,999	239	161	155	125	151	125	132	1.8	2.0	Seller
\$350,000 - 399,999	213	96	85	86	92	83	97	2.2	2.6	Seller
\$400,000 - 499,999	218	121	104	93	91	76	86	2.5	2.8	Seller
\$500,000 - 599,999	125	42	35	46	48	31	40	3.1	3.7	Seller
\$600,000 - 699,999	119	32	23	15	26	22	27	4.4	4.8	Slightly Seller
\$700,000 - 799,999	73	15	15	9	9	7	10	7.3	9.8	Buyer
\$800,000 - 899,999	66	10	12	12	11	5	7	9.4	8.6	Buyer
\$900,000 - 999,999	38	19	3	4	8	3	3	12.7	9.4	Buyer
\$1,000,000 - and over	138	7	9	14	5	4	13	10.6	20.2	Buyer
TOTAL	2,714	1,771	1,677	1,502	1,532	1,390	1,439	1.9	2.0	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 (GREATER TUCSON MAIN MARKET)

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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26.1%

Tierra Antigua Realty

14.1%

Realty Executives Tucson Elite

9.2%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

6.6%

Exp Realty

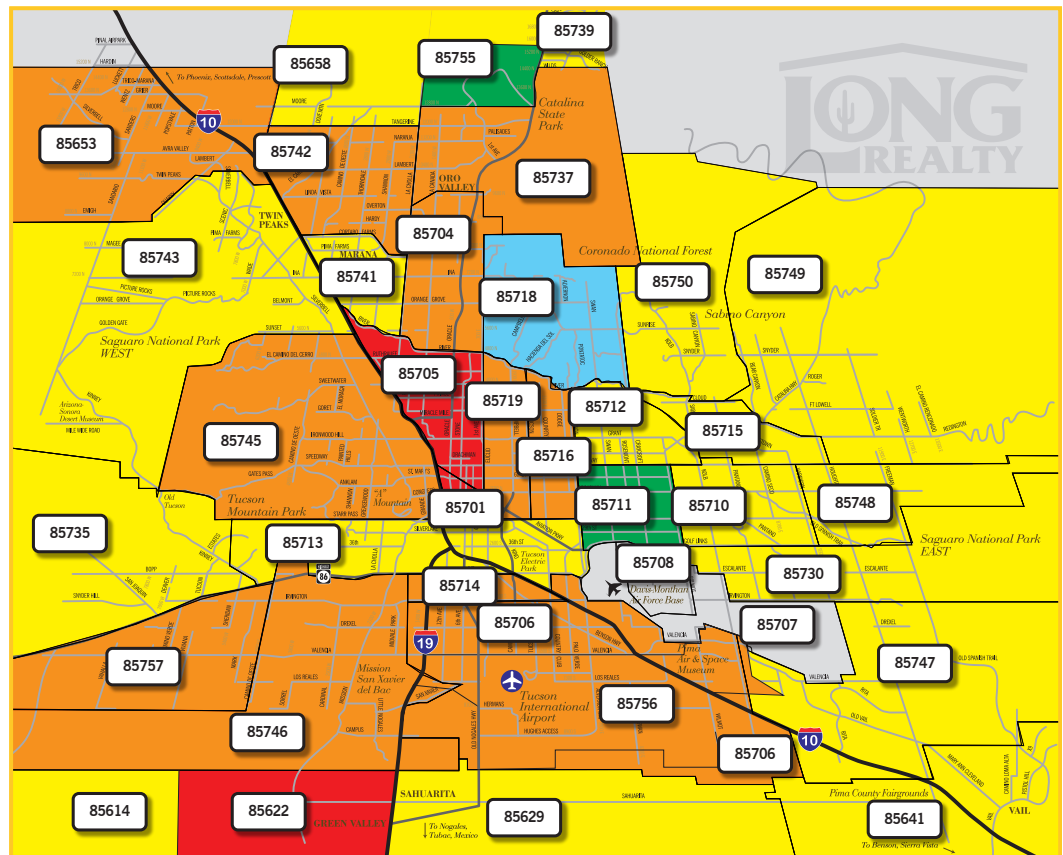
3.5%

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.