

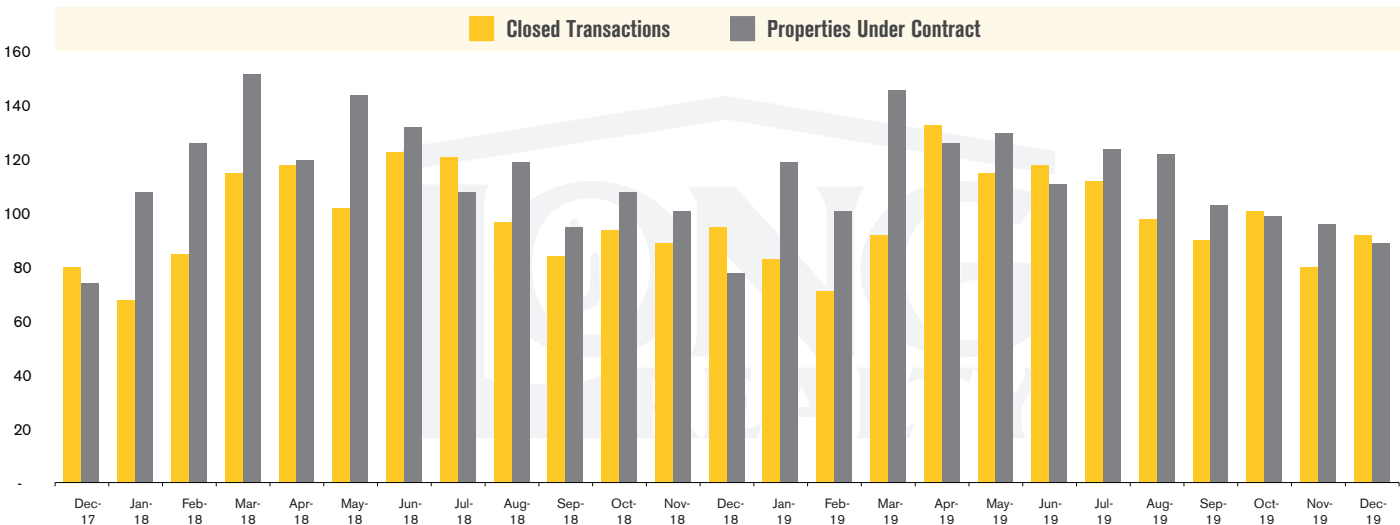
THE HOUSING REPORT

TUCSON WEST | JANUARY 2020

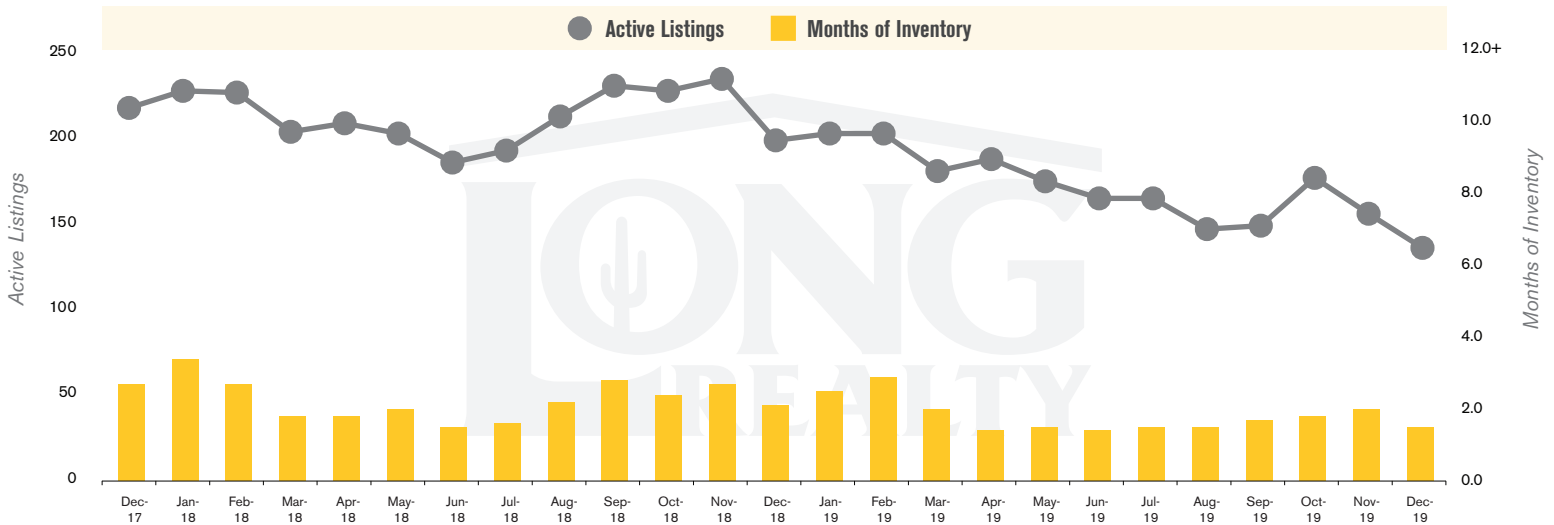


In the Tucson West area, December 2019 active inventory was 137, a 32% decrease from December 2018. There were 92 closings in December 2019, a 3% decrease from December 2018. Year-to-date 2019 there were 1,238 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 1.5, down from 2.1 in December 2018. Median price of sold homes was \$247,950 for the month of December 2019, up 13% from December 2018. The Tucson West area had 89 new properties under contract in December 2019, up 14% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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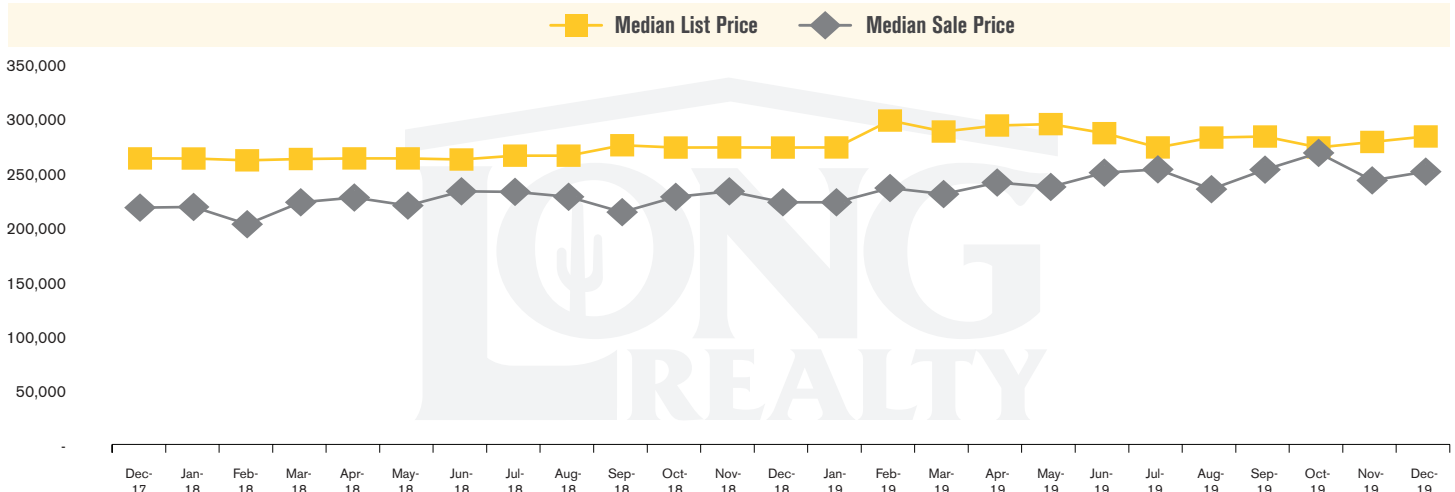
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)

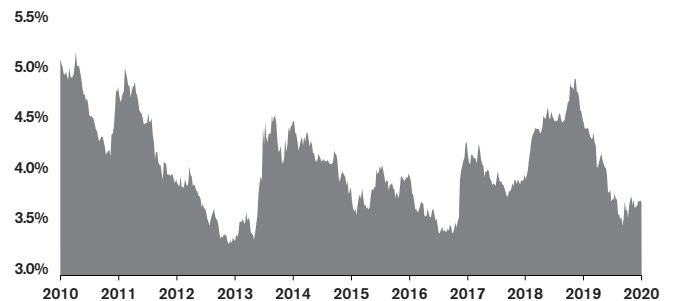


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

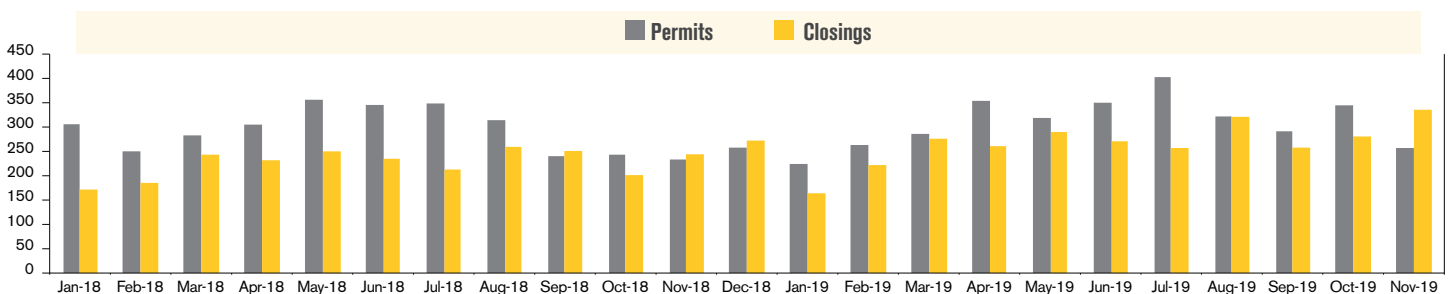
| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$225,000 | 6.140% | \$1,300.84 |
| 2018 | \$220,000 | 4.640% | \$1,076.43 |
| 2019 | \$247,950 | 3.840% | \$1,102.94 |

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.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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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-19 | Aug-19 | Sep-19 | Oct-19 | Nov-19 | Dec-19 | | | |
| \$1 - 49,999 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$50,000 - 74,999 | 1 | 3 | 2 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$75,000 - 99,999 | 0 | 2 | 2 | 1 | 0 | 0 | 2 | 0.0 | 0.5 | Seller |
| \$100,000 - 124,999 | 3 | 2 | 3 | 2 | 1 | 1 | 1 | 3.0 | 3.0 | Seller |
| \$125,000 - 149,999 | 5 | 3 | 12 | 10 | 8 | 6 | 5 | 1.0 | 0.8 | Seller |
| \$150,000 - 174,999 | 3 | 10 | 7 | 2 | 5 | 4 | 2 | 1.5 | 0.7 | Seller |
| \$175,000 - 199,999 | 6 | 10 | 8 | 9 | 9 | 7 | 10 | 0.6 | 0.8 | Seller |
| \$200,000 - 224,999 | 10 | 12 | 13 | 7 | 13 | 15 | 9 | 1.1 | 1.0 | Seller |
| \$225,000 - 249,999 | 14 | 15 | 17 | 17 | 13 | 14 | 18 | 0.8 | 1.5 | Seller |
| \$250,000 - 274,999 | 16 | 9 | 9 | 11 | 9 | 9 | 9 | 1.8 | 1.6 | Seller |
| \$275,000 - 299,999 | 25 | 13 | 8 | 5 | 5 | 4 | 10 | 2.5 | 3.4 | Seller |
| \$300,000 - 349,999 | 10 | 13 | 12 | 11 | 17 | 10 | 13 | 0.8 | 1.1 | Seller |
| \$350,000 - 399,999 | 10 | 4 | 4 | 6 | 8 | 9 | 7 | 1.4 | 1.4 | Seller |
| \$400,000 - 499,999 | 7 | 11 | 3 | 8 | 6 | 0 | 3 | 2.3 | 3.9 | Seller |
| \$500,000 - 599,999 | 5 | 2 | 1 | 4 | 6 | 1 | 3 | 1.7 | 1.7 | Seller |
| \$600,000 - 699,999 | 7 | 1 | 0 | 1 | 5 | 2 | 0 | n/a | 3.6 | Seller |
| \$700,000 - 799,999 | 2 | 5 | 2 | 0 | 2 | 0 | 0 | n/a | 7.0 | Slightly Buyer |
| \$800,000 - 899,999 | 4 | 0 | 0 | 0 | 2 | 0 | 0 | n/a | 4.0 | Seller |
| \$900,000 - 999,999 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$1,000,000 - and over | 8 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| TOTAL | 137 | 116 | 103 | 96 | 109 | 82 | 92 | 1.5 | 1.7 | Seller |



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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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 WEST)

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.

LONG REALTY COMPANY

21.2%

Tierra Antigua Realty

16.3%

Realty Executives Tucson Elite

11.0%

Coldwell Banker Residential Brokerage

8.5%

Keller Williams Southern Arizona

6.3%

Homesmart Advantage Group

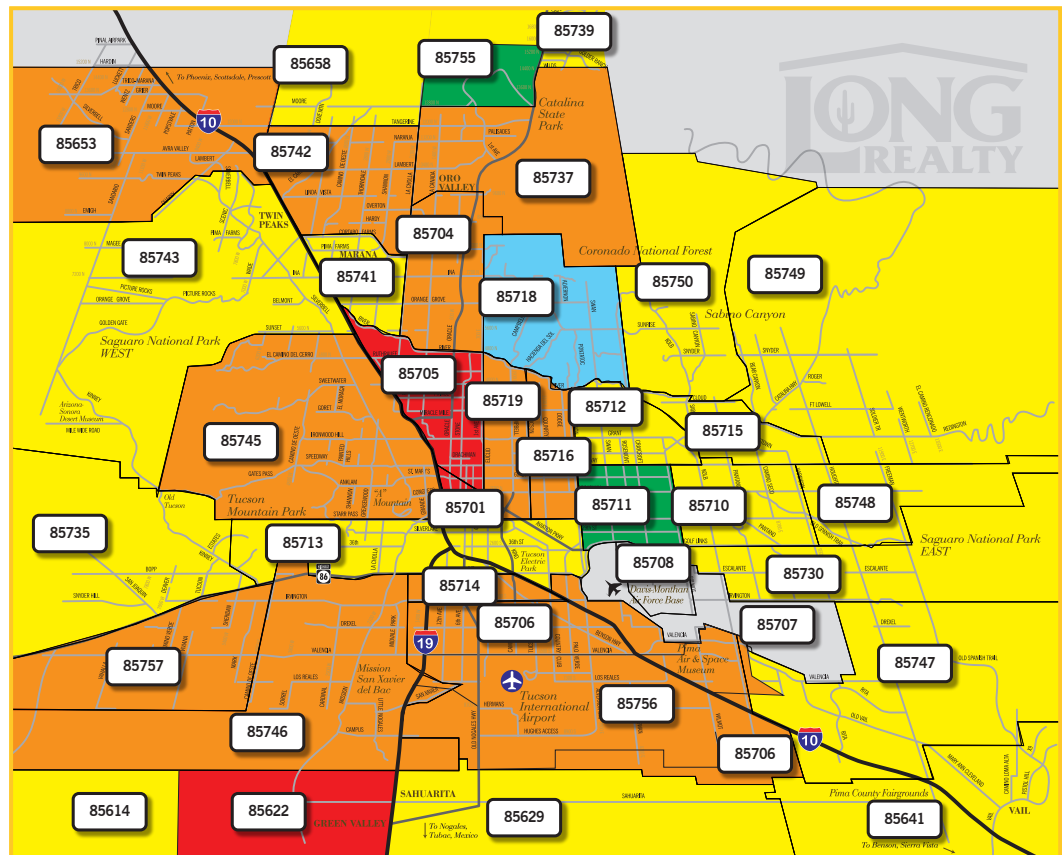
4.0%

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.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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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.