

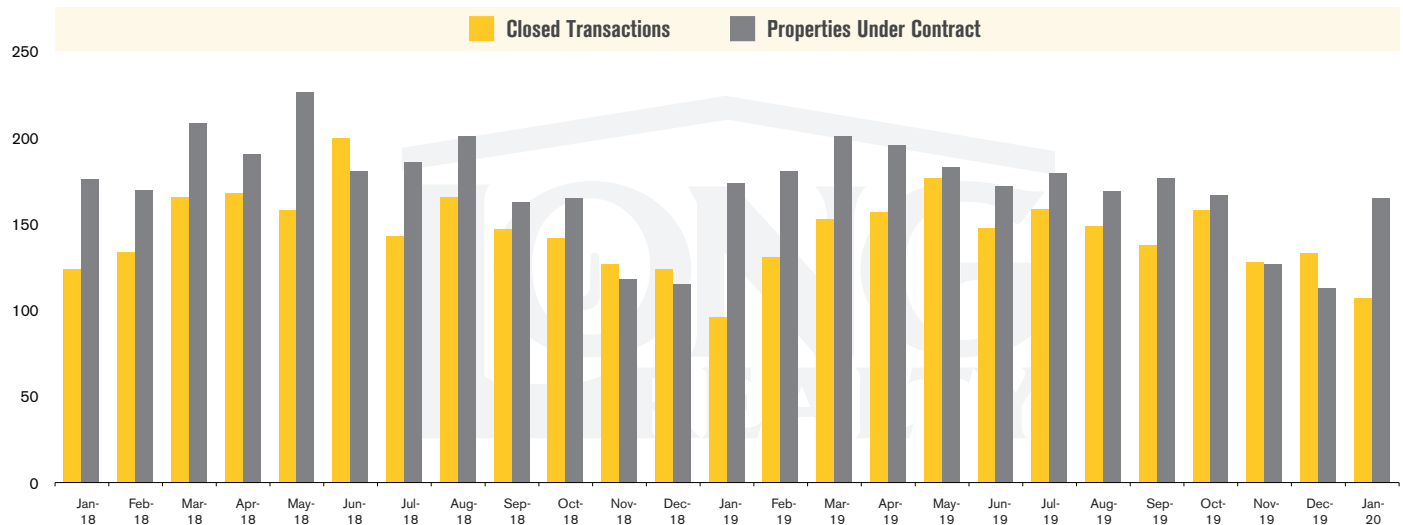
THE HOUSING REPORT

TUCSON EAST | FEBRUARY 2020

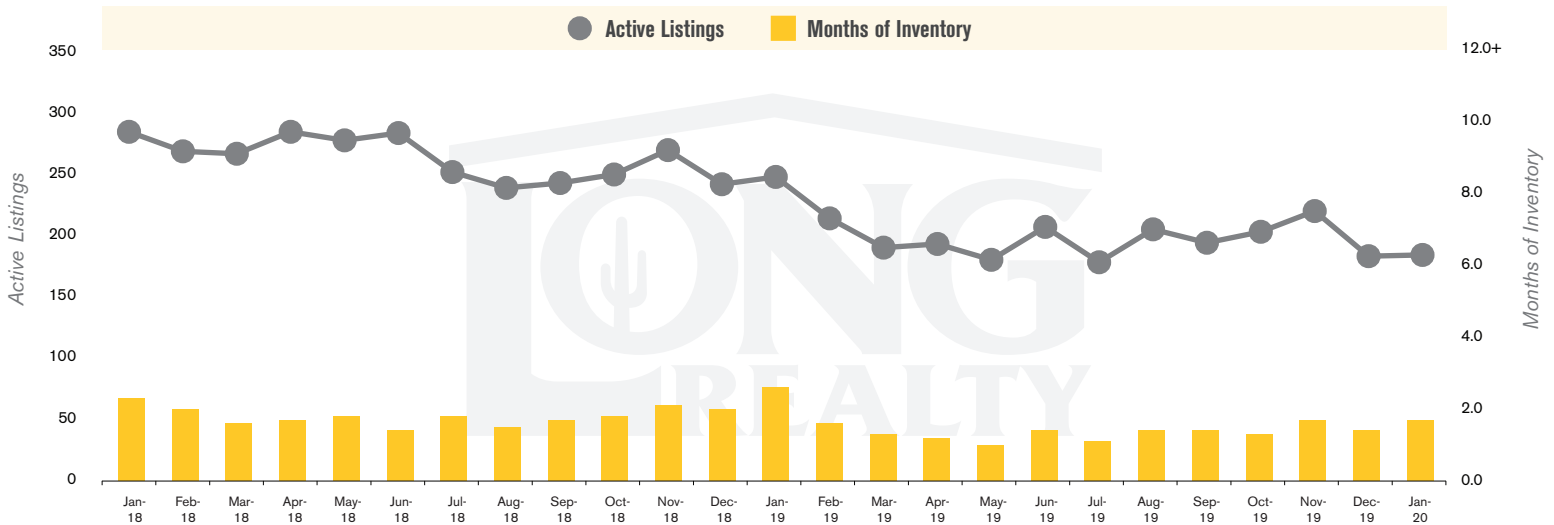


In the Tucson East area, January 2020 active inventory was 186, a 26% decrease from January 2019. There were 107 closings in January 2020, an 11% increase from January 2019. Year-to-date 2020 there were 107 closings, a 2% increase from year-to-date 2018. Months of Inventory was 1.7, down from 2.6 in January 2019. Median price of sold homes was \$195,000 for the month of January 2020, up 8% from January 2019. The Tucson East area had 165 new properties under contract in January 2020, down 5% from January 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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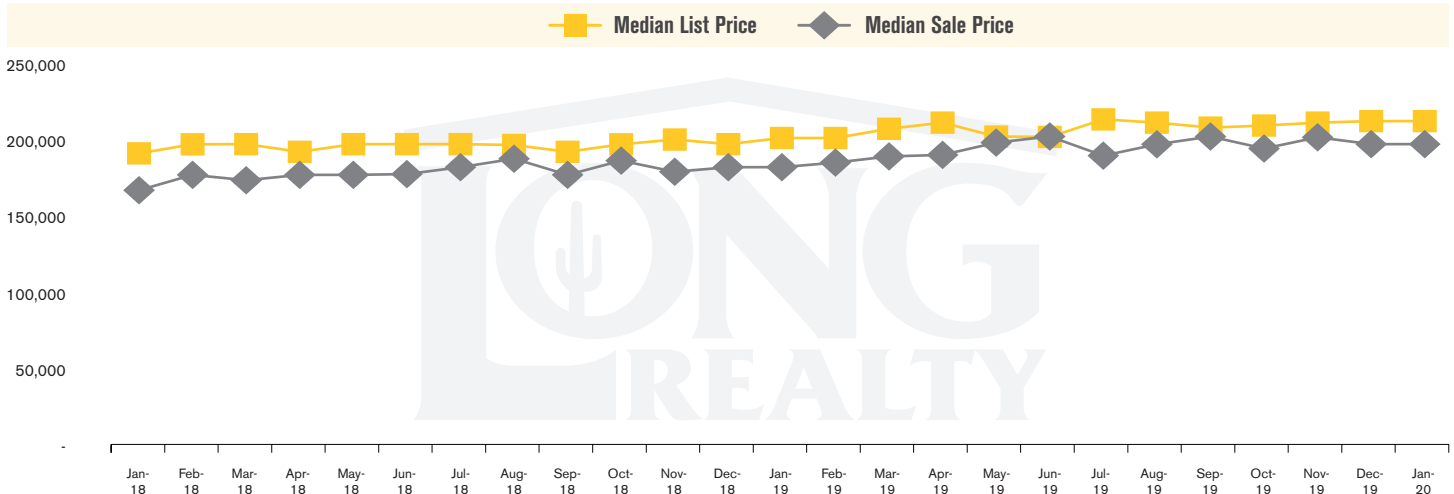
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

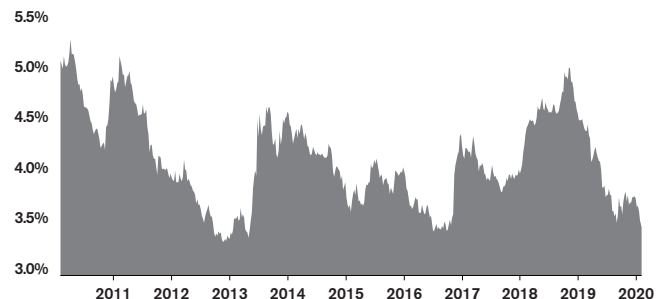


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$180,000	4.460%	\$862.37
2020	\$195,000	3.680%	\$850.58

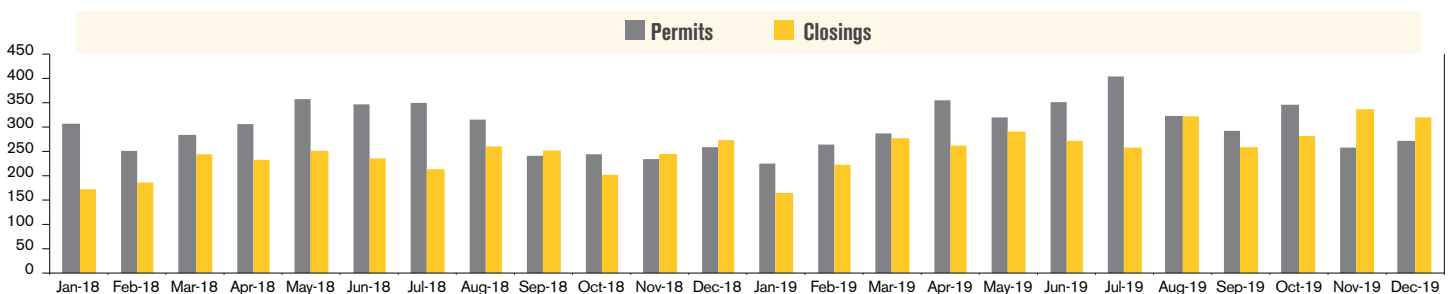
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For December 2019, new home permits were **down 1%** and new home closings were **up 18%** from December 2018.

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MARKET CONDITIONS BY PRICE BAND (TUCSON EAST)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$1 - 49,999	6	2	2	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	1	2	2	2	3	3	0.3	1.0	Seller
\$75,000 - 99,999	12	7	6	4	1	6	6	2.0	2.2	Seller
\$100,000 - 124,999	5	3	1	8	7	4	2	2.5	0.8	Seller
\$125,000 - 149,999	4	19	9	6	9	12	8	0.5	0.6	Seller
\$150,000 - 174,999	11	17	19	39	24	18	18	0.6	0.8	Seller
\$175,000 - 199,999	31	38	36	33	27	29	22	1.4	1.3	Seller
\$200,000 - 224,999	30	32	30	29	32	26	23	1.3	1.2	Seller
\$225,000 - 249,999	26	18	17	17	11	16	9	2.9	2.2	Seller
\$250,000 - 274,999	19	7	15	13	8	9	4	4.8	2.4	Seller
\$275,000 - 299,999	14	4	3	6	5	6	3	4.7	2.7	Seller
\$300,000 - 349,999	7	4	6	2	4	5	3	2.3	2.3	Seller
\$350,000 - 399,999	5	4	2	4	2	3	0	n/a	2.8	Seller
\$400,000 - 499,999	2	0	2	2	3	1	4	0.5	0.9	Seller
\$500,000 - 599,999	2	0	0	1	0	1	2	1.0	2.3	Seller
\$600,000 - 699,999	4	0	0	1	0	1	0	n/a	15.0	Buyer
\$700,000 - 799,999	2	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	186	156	151	168	135	140	107	1.7	1.6	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 02/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2019-01/31/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON EAST)

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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17.9%

Tierra Antigua Realty

15.2%

Realty Executives Tucson Elite

13.3%

Keller Williams Southern Arizona

8.2%

Exp Realty

6.1%

Coldwell Banker Residential Brokerage

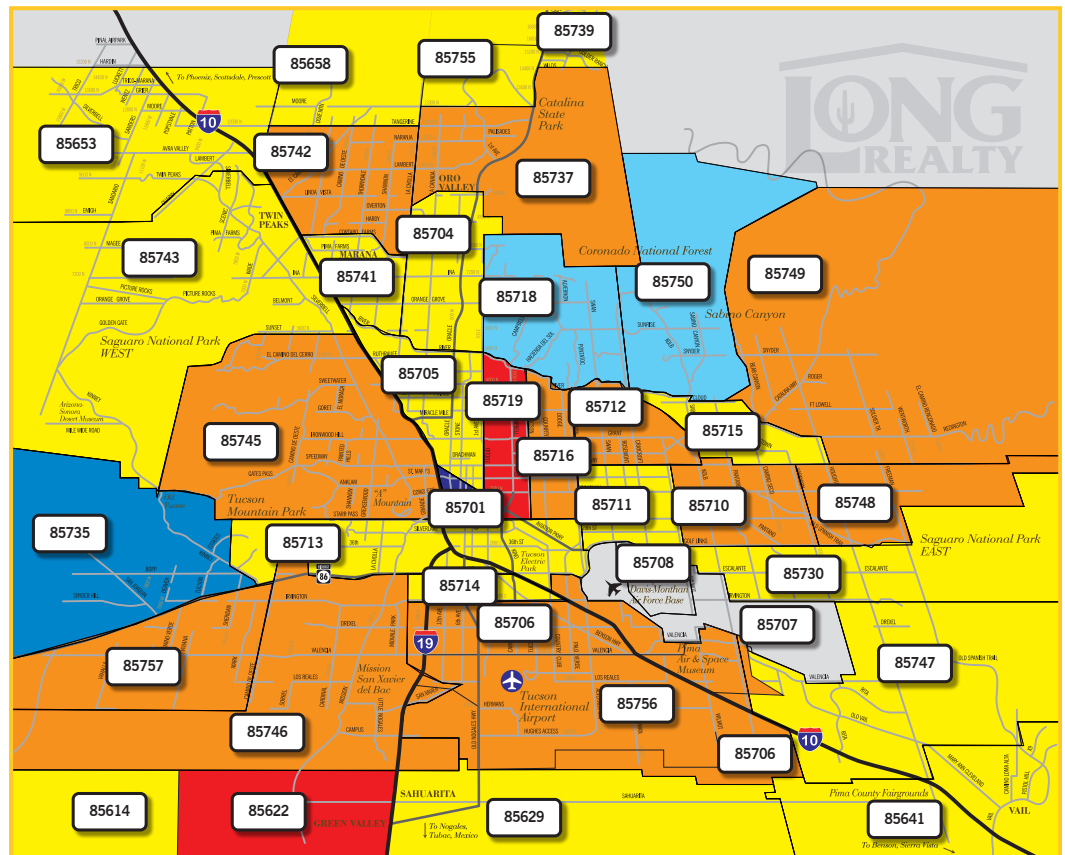
5.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2018-JAN 2019 TO
NOV 2019-JAN 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 November 2018-January 2019 to November 2019-January 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2020. Information is believed to be reliable, but not guaranteed.