

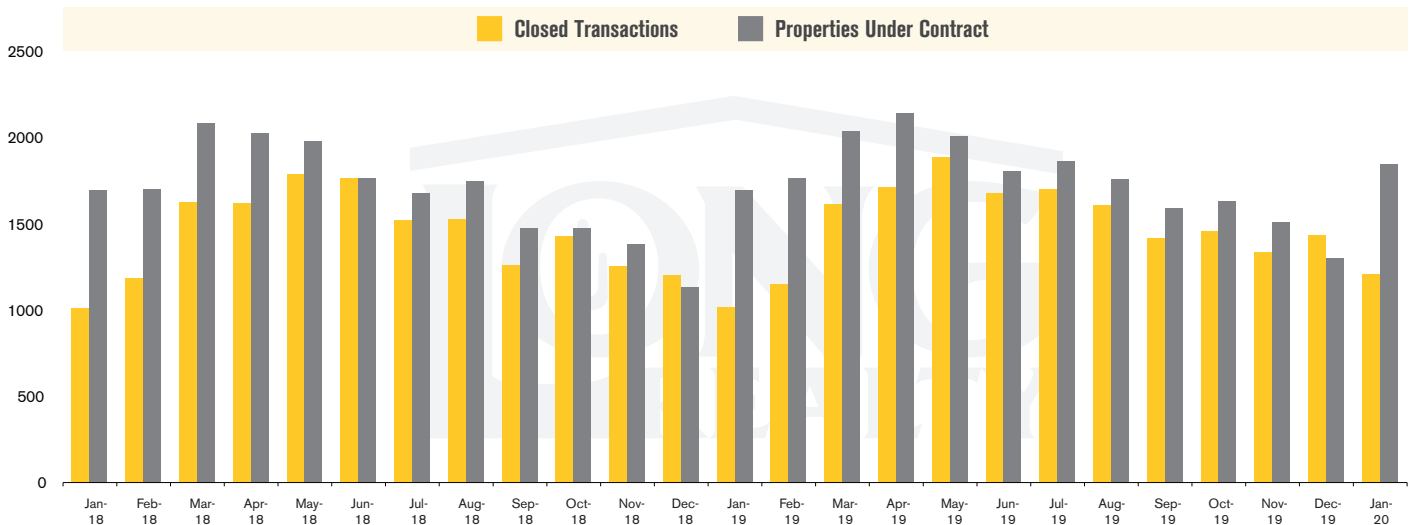
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | FEBRUARY 2020

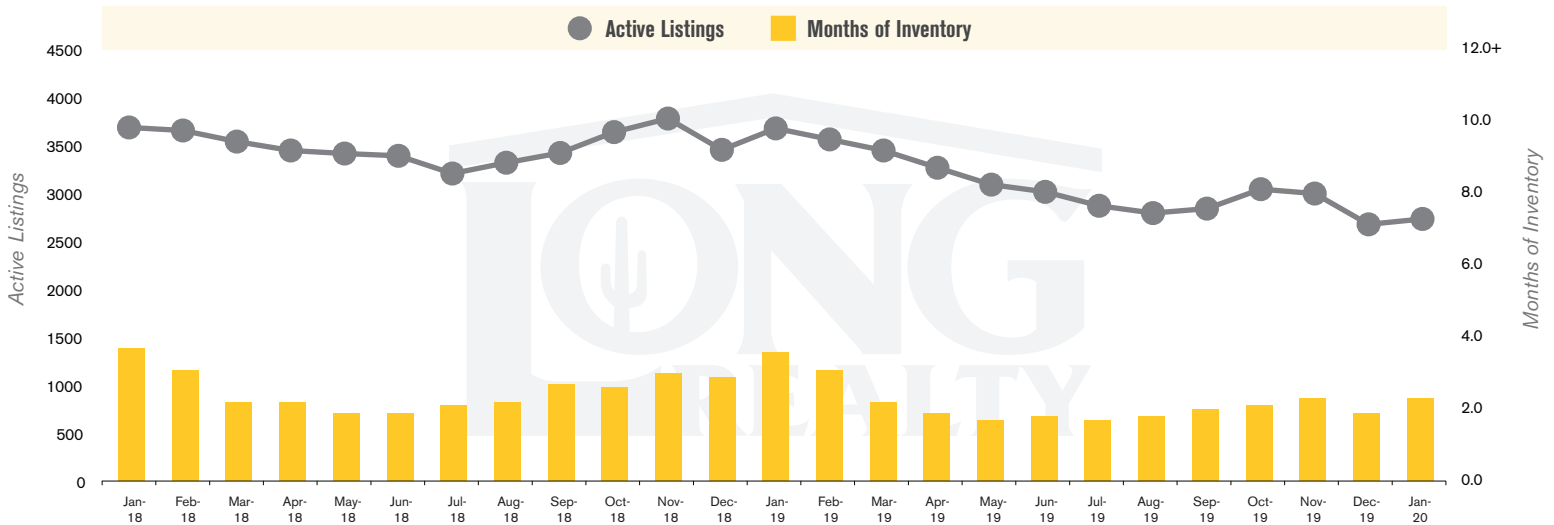


In the Tucson Main Market area, January 2020 active inventory was 2,771, a 26% decrease from January 2019. There were 1,209 closings in January 2020, an 18% increase from January 2019. Year-to-date 2020 there were 1,209 closings, a 13% increase from year-to-date 2018. Months of Inventory was 2.3, down from 3.6 in January 2019. Median price of sold homes was \$225,000 for the month of January 2020, up 6% from January 2019. The Tucson Main Market area had 1,847 new properties under contract in January 2020, up 9% from January 2019.

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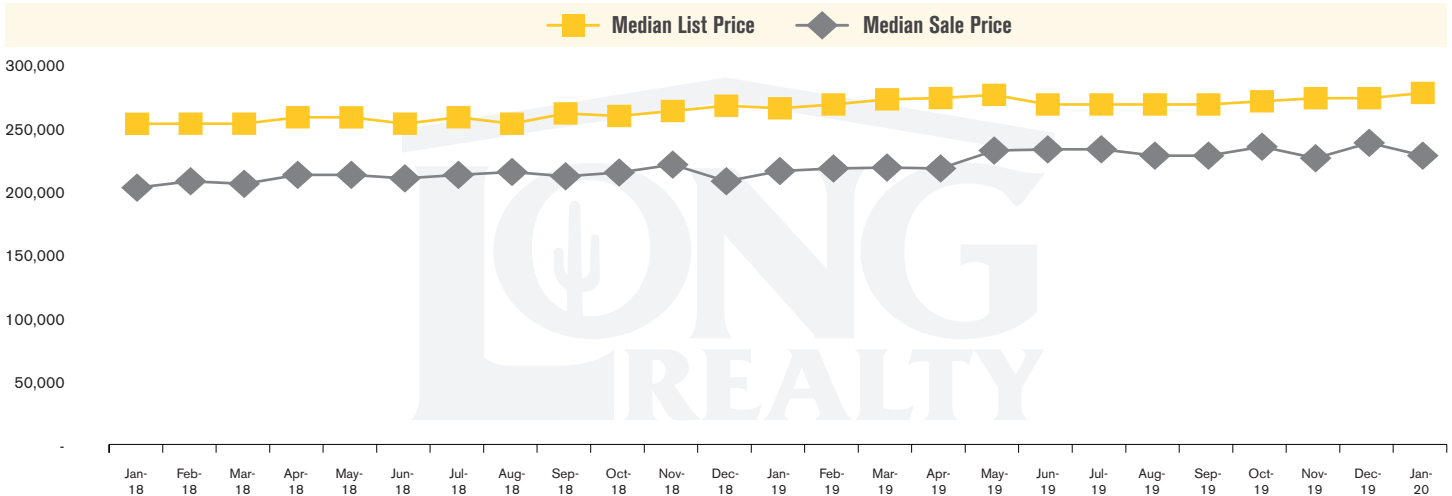
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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

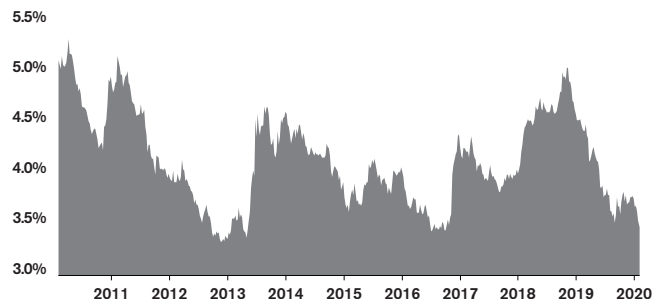


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

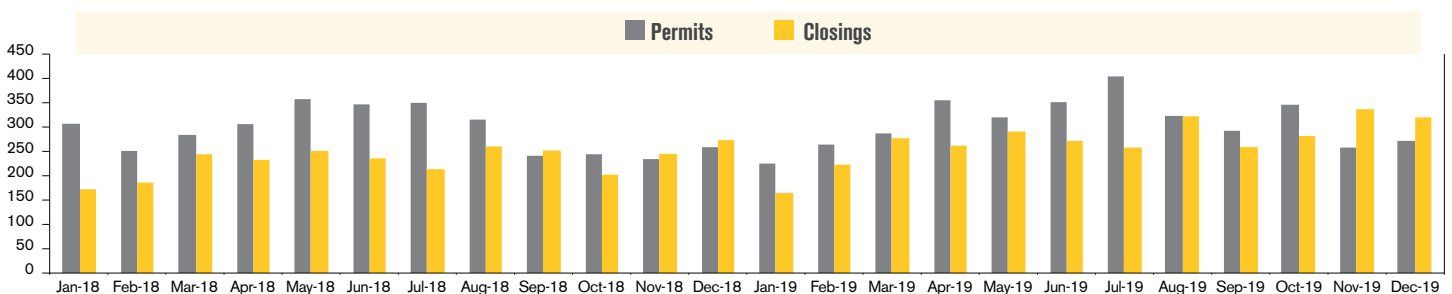
Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$213,000	4.460%	\$1,020.47
2020	\$225,000	3.680%	\$981.44

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 (GREATER TUCSON MAIN MARKET)



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 (GREATER TUCSON MAIN MARKET)

	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	13	8	10	7	6	4	8	1.6	2.8	Seller
\$50,000 - 74,999	37	25	29	16	22	16	22	1.7	1.8	Seller
\$75,000 - 99,999	76	47	32	35	29	37	28	2.7	2.1	Seller
\$100,000 - 124,999	56	46	40	40	57	49	38	1.5	1.2	Seller
\$125,000 - 149,999	98	120	104	94	92	80	79	1.2	1.3	Seller
\$150,000 - 174,999	114	151	139	139	130	129	104	1.1	1.1	Seller
\$175,000 - 199,999	204	240	216	194	187	192	159	1.3	1.2	Seller
\$200,000 - 224,999	191	194	177	187	178	158	151	1.3	1.3	Seller
\$225,000 - 249,999	210	189	136	164	146	164	123	1.7	1.7	Seller
\$250,000 - 274,999	208	109	130	123	115	121	94	2.2	1.8	Seller
\$275,000 - 299,999	212	109	86	99	76	106	63	3.4	2.8	Seller
\$300,000 - 349,999	263	155	125	151	126	134	106	2.5	2.2	Seller
\$350,000 - 399,999	227	85	86	92	83	97	78	2.9	2.7	Seller
\$400,000 - 499,999	225	104	93	91	76	90	62	3.6	3.0	Seller
\$500,000 - 599,999	140	35	46	48	31	40	37	3.8	3.9	Seller
\$600,000 - 699,999	137	23	15	26	22	27	18	7.6	5.6	Balanced
\$700,000 - 799,999	90	15	9	9	7	10	11	8.2	9.2	Buyer
\$800,000 - 899,999	74	12	12	11	5	7	7	10.6	10.8	Buyer
\$900,000 - 999,999	41	3	4	8	3	3	9	4.6	8.2	Slightly Buyer
\$1,000,000 - and over	155	9	14	5	4	13	12	12.9	15.5	Buyer
TOTAL	2,771	1,679	1,503	1,539	1,395	1,477	1,209	2.3	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 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 (GREATER TUCSON MAIN MARKET)

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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26.0%

Tierra Antigua Realty

14.2%

Realty Executives Tucson Elite

9.1%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

6.7%

Exp Realty

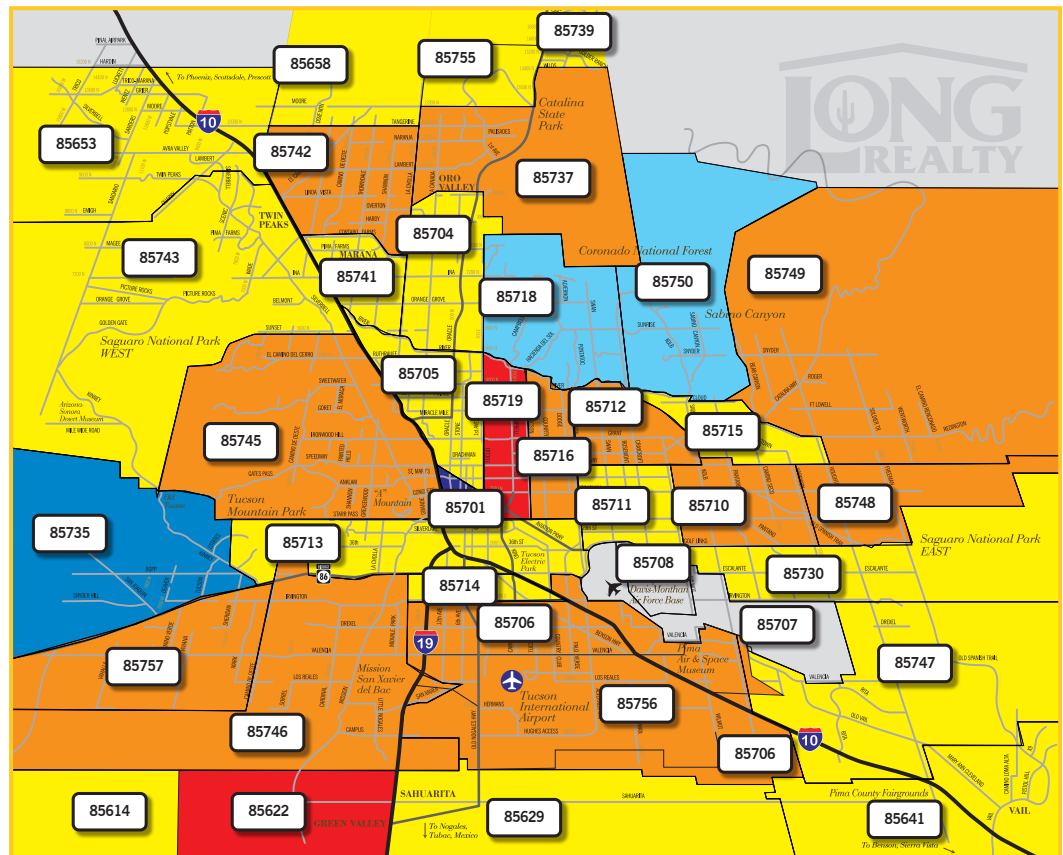
3.5%

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.