

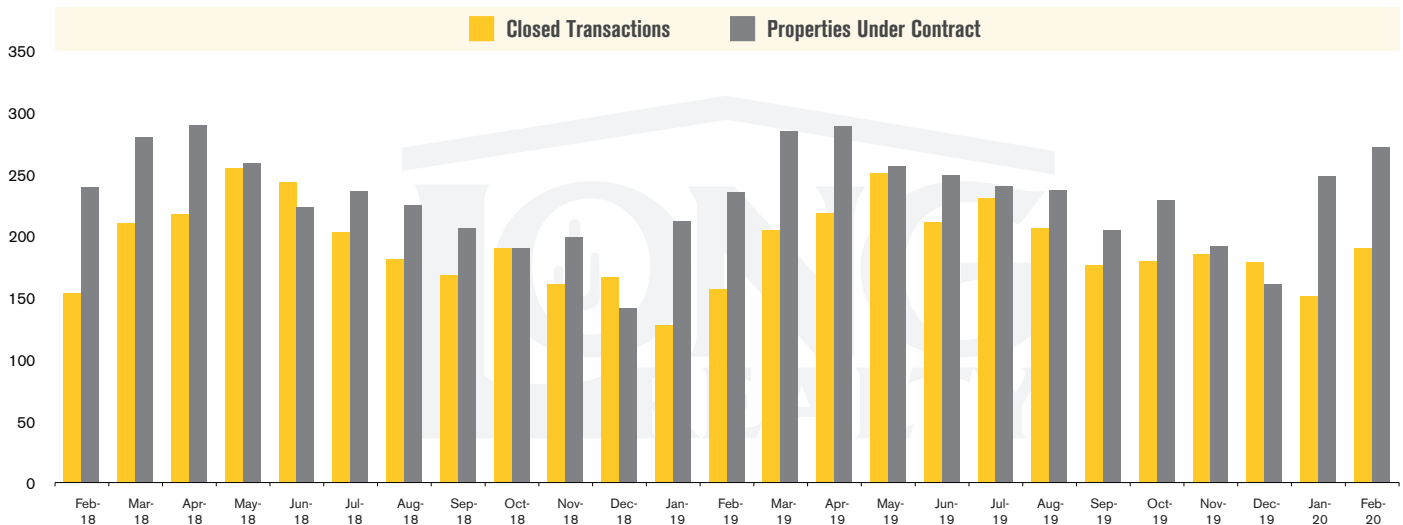
THE HOUSING REPORT

TUCSON CENTRAL | MARCH 2020

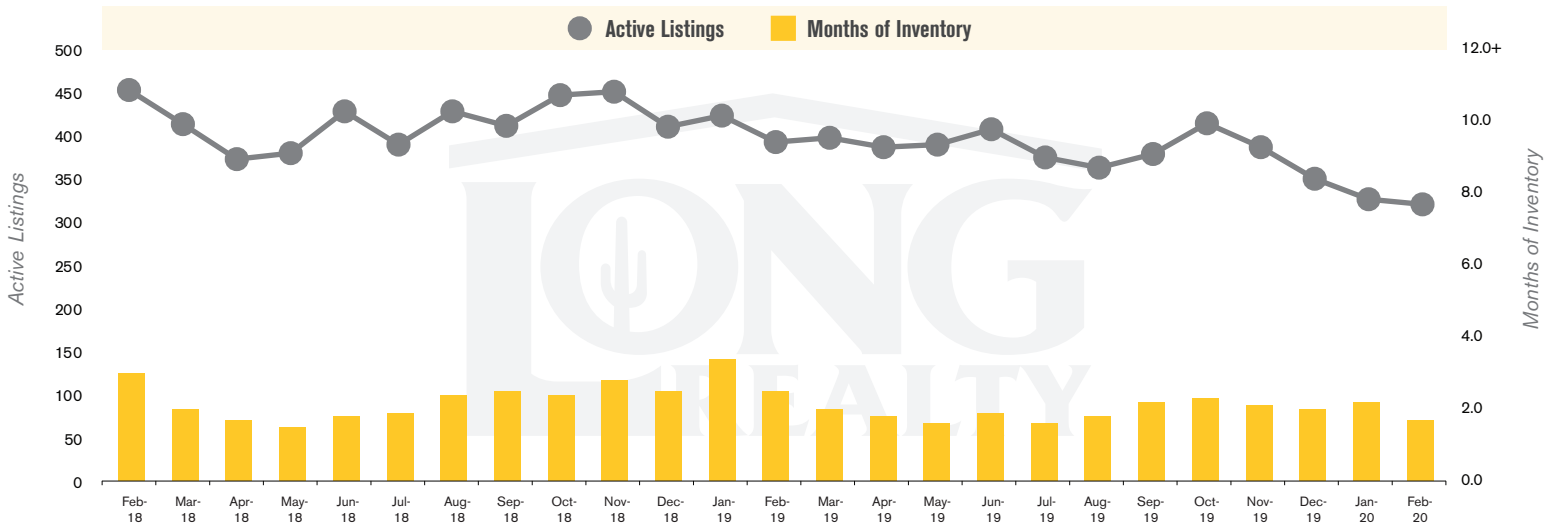


In the Tucson Central area, February 2020 active inventory was 325, an 18% decrease from February 2019. There were 191 closings in February 2020, a 22% increase from February 2019. Year-to-date 2020 there were 347 closings, a 13% increase from year-to-date 2018. Months of Inventory was 1.7, down from 2.5 in February 2019. Median price of sold homes was \$195,000 for the month of February 2020, up 11% from February 2019. The Tucson Central area had 273 new properties under contract in February 2020, up 16% from February 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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

Long Realty Company

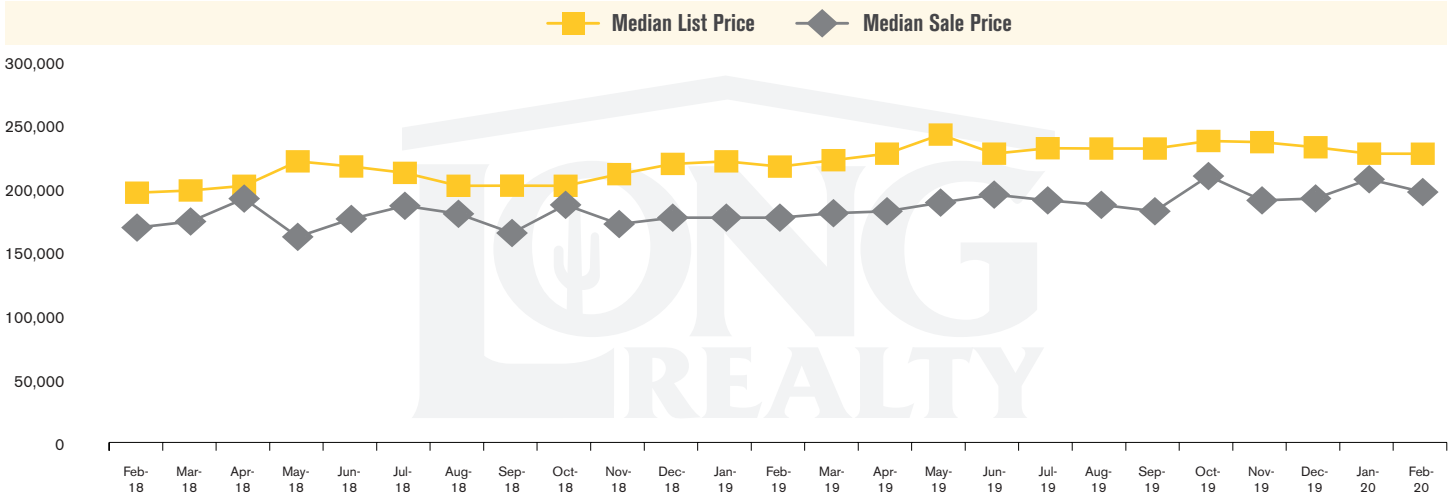
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | MARCH 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

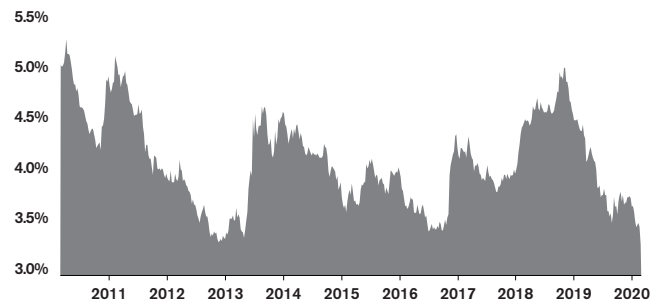


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

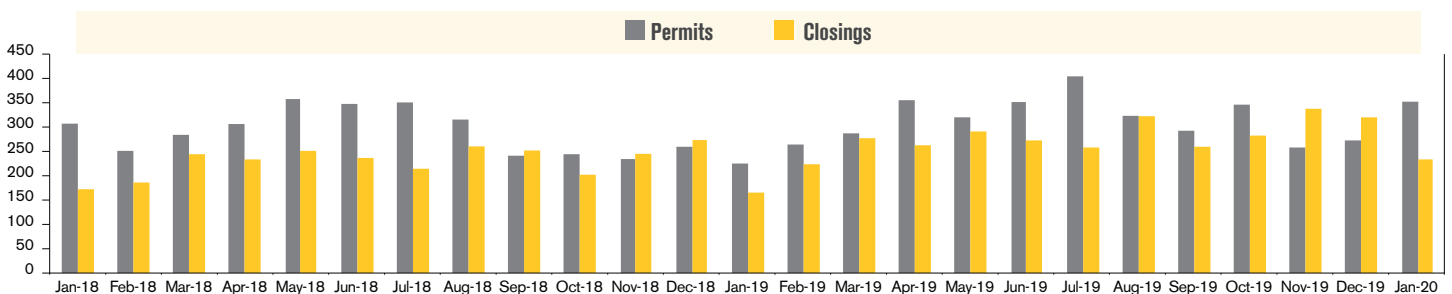
| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$182,750 | 6.140% | \$1,056.57 |
| 2019 | \$175,000 | 4.370% | \$829.57 |
| 2020 | \$195,000 | 3.470% | \$828.76 |

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 CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For January 2020, new home permits were **up 56%** and new home closings were **up 41%** from January 2019.

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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 03/04/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | MARCH 2020



MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Sep-19 | Oct-19 | Nov-19 | Dec-19 | Jan-20 | Feb-20 | | | |
| \$1 - 49,999 | 2 | 1 | 2 | 1 | 2 | 1 | 4 | 0.5 | 1.9 | Seller |
| \$50,000 - 74,999 | 7 | 6 | 3 | 0 | 3 | 3 | 3 | 2.3 | 1.1 | Seller |
| \$75,000 - 99,999 | 17 | 6 | 6 | 10 | 2 | 1 | 6 | 2.8 | 5.1 | Balanced |
| \$100,000 - 124,999 | 7 | 14 | 8 | 19 | 15 | 9 | 8 | 0.9 | 0.7 | Seller |
| \$125,000 - 149,999 | 14 | 32 | 24 | 29 | 22 | 24 | 18 | 0.8 | 0.9 | Seller |
| \$150,000 - 174,999 | 31 | 32 | 23 | 26 | 27 | 17 | 35 | 0.9 | 1.2 | Seller |
| \$175,000 - 199,999 | 41 | 21 | 24 | 23 | 29 | 21 | 27 | 1.5 | 1.7 | Seller |
| \$200,000 - 224,999 | 17 | 14 | 17 | 14 | 12 | 16 | 13 | 1.3 | 1.7 | Seller |
| \$225,000 - 249,999 | 31 | 14 | 19 | 15 | 13 | 13 | 13 | 2.4 | 2.6 | Seller |
| \$250,000 - 274,999 | 27 | 16 | 18 | 14 | 14 | 18 | 11 | 2.5 | 1.8 | Seller |
| \$275,000 - 299,999 | 27 | 11 | 8 | 12 | 7 | 9 | 5 | 5.4 | 3.9 | Seller |
| \$300,000 - 349,999 | 21 | 7 | 17 | 10 | 10 | 10 | 22 | 1.0 | 1.7 | Seller |
| \$350,000 - 399,999 | 24 | 4 | 6 | 14 | 12 | 8 | 11 | 2.2 | 2.6 | Seller |
| \$400,000 - 499,999 | 21 | 11 | 6 | 5 | 11 | 1 | 6 | 3.5 | 3.3 | Seller |
| \$500,000 - 599,999 | 16 | 2 | 3 | 1 | 1 | 2 | 3 | 5.3 | 7.3 | Slightly Buyer |
| \$600,000 - 699,999 | 9 | 0 | 2 | 2 | 0 | 2 | 2 | 4.5 | 5.5 | Balanced |
| \$700,000 - 799,999 | 6 | 0 | 1 | 0 | 2 | 1 | 0 | n/a | 4.7 | Slightly Seller |
| \$800,000 - 899,999 | 4 | 0 | 0 | 1 | 0 | 0 | 1 | 4.0 | 10.0 | Buyer |
| \$900,000 - 999,999 | 2 | 1 | 1 | 0 | 0 | 0 | 1 | 2.0 | 6.0 | Balanced |
| \$1,000,000 - and over | 1 | 1 | 0 | 0 | 0 | 0 | 2 | 0.5 | 2.5 | Seller |
| TOTAL | 325 | 193 | 188 | 196 | 182 | 156 | 191 | 1.7 | 1.9 | 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

Long Realty Company

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | MARCH 2020



MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

27.0%

Tierra Antigua Realty

17.4%

Realty Executives Tucson Elite

9.3%

Keller Williams Southern Arizona

6.9%

Coldwell Banker Residential Brokerage

3.7%

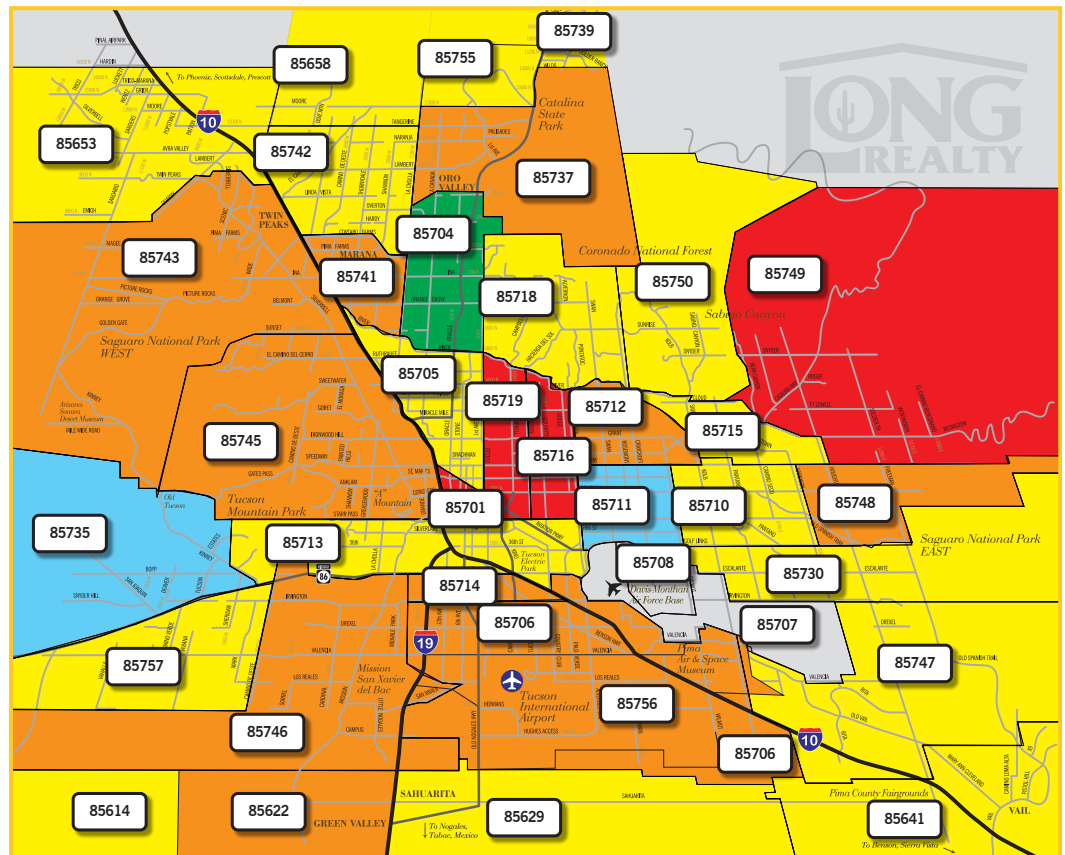
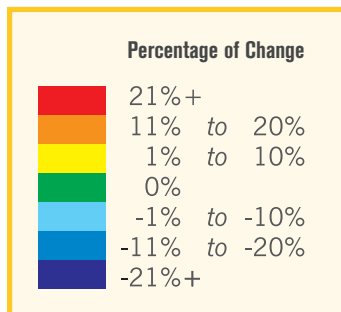
Omni Homes International

3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2018-FEB 2019 TO DEC 2019-FEB 2020)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.

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

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from December 2018-February 2019 to December 2019-February 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/04/2020. Information is believed to be reliable, but not guaranteed.