

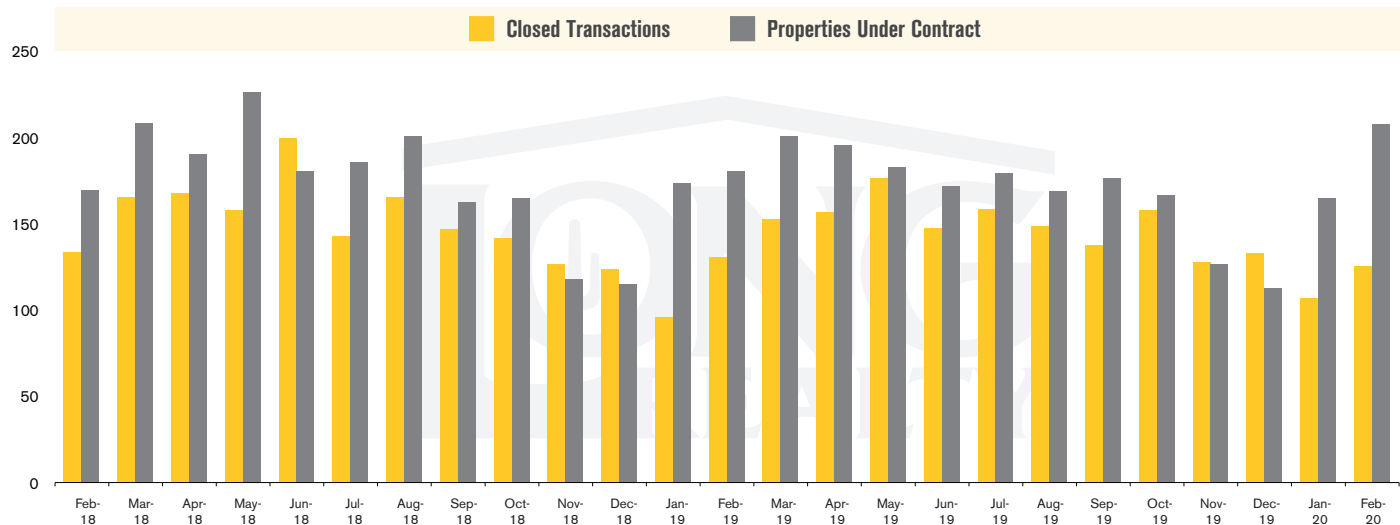
THE HOUSING REPORT

TUCSON EAST | MARCH 2020

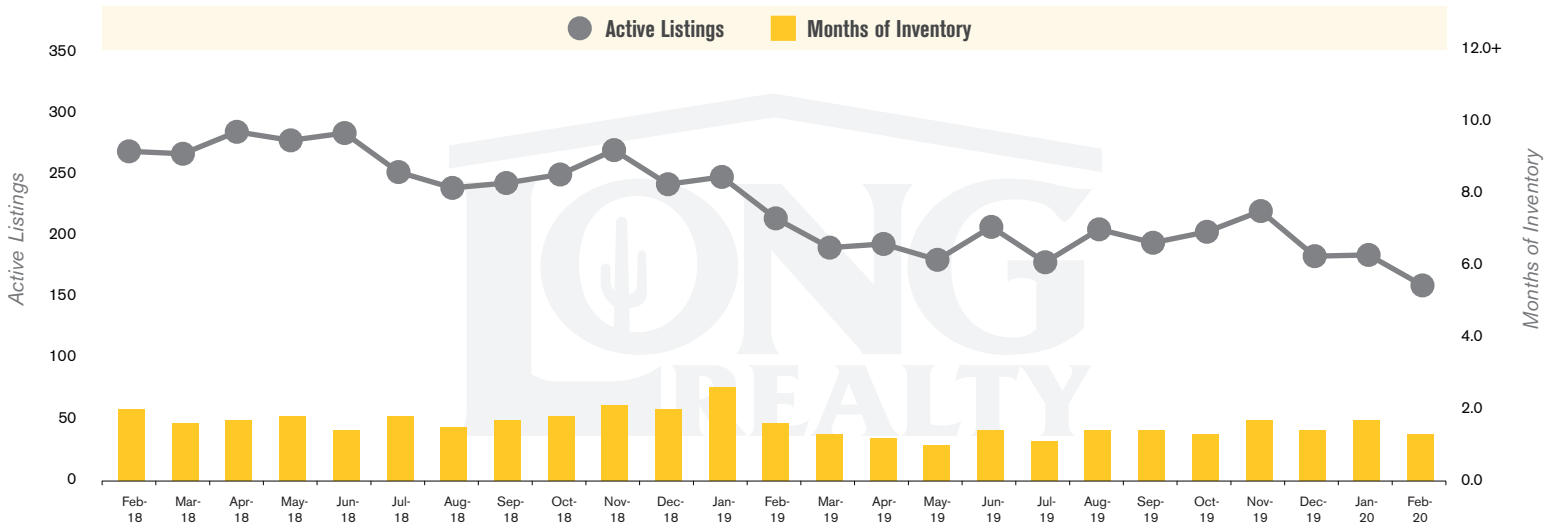


In the Tucson East area, February 2020 active inventory was 161, a 25% decrease from February 2019. There were 126 closings in February 2020, a 4% decrease from February 2019. Year-to-date 2020 there were 238 closings, a 1% decrease from year-to-date 2018. Months of Inventory was 1.3, down from 1.6 in February 2019. Median price of sold homes was \$189,900 for the month of February 2020, up 4% from February 2019. The Tucson East area had 208 new properties under contract in February 2020, up 15% from February 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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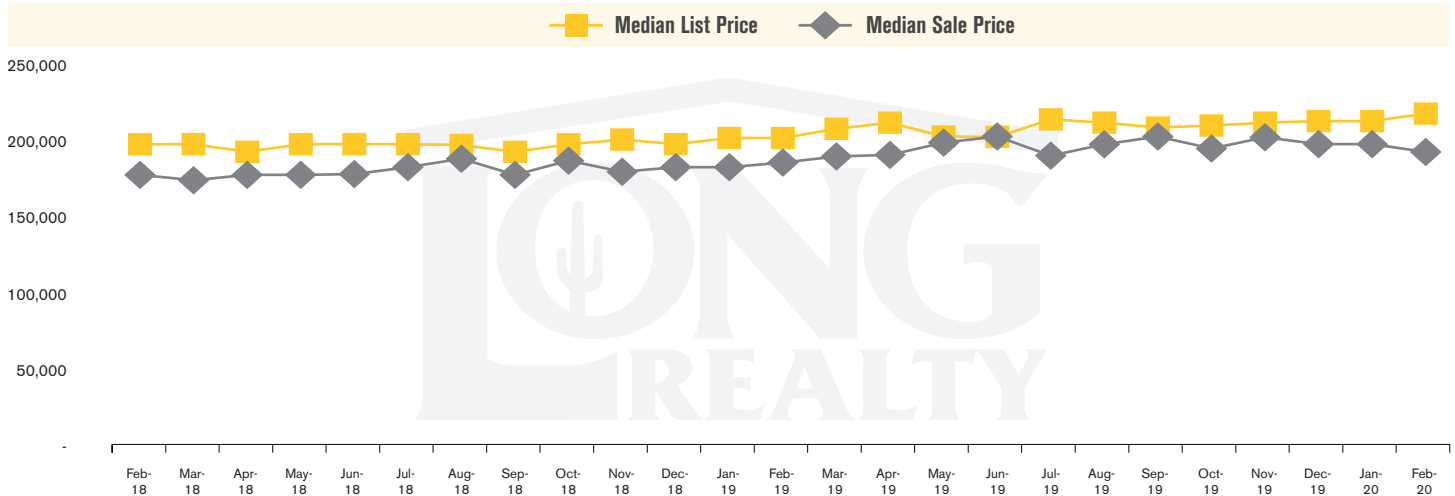
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

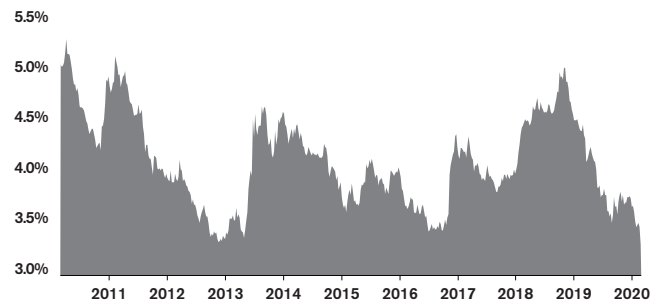


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$183,000	4.370%	\$867.49
2020	\$189,900	3.470%	\$807.08

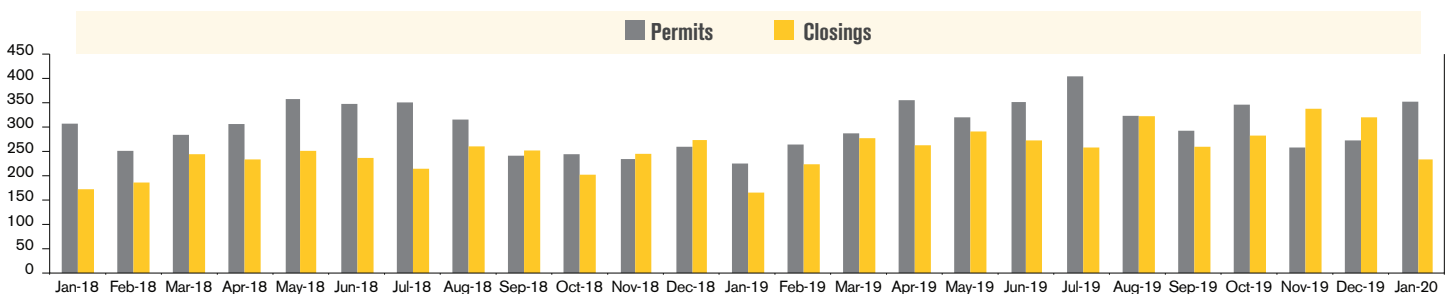
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



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

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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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20			
\$1 - 49,999	5	2	1	0	0	0	5	1.0	3.8	Seller
\$50,000 - 74,999	2	2	2	2	3	3	0	n/a	0.8	Seller
\$75,000 - 99,999	11	6	4	1	6	6	5	2.2	1.8	Seller
\$100,000 - 124,999	3	1	8	7	4	2	7	0.4	0.9	Seller
\$125,000 - 149,999	7	9	6	9	12	9	10	0.7	0.5	Seller
\$150,000 - 174,999	8	19	39	24	18	18	20	0.4	0.6	Seller
\$175,000 - 199,999	23	37	33	27	29	24	25	0.9	1.1	Seller
\$200,000 - 224,999	23	30	29	32	26	23	19	1.2	1.3	Seller
\$225,000 - 249,999	18	17	18	11	16	10	11	1.6	1.9	Seller
\$250,000 - 274,999	12	15	13	8	9	5	8	1.5	2.1	Seller
\$275,000 - 299,999	16	3	6	5	6	3	9	1.8	2.2	Seller
\$300,000 - 349,999	13	6	2	4	5	3	4	3.3	2.3	Seller
\$350,000 - 399,999	3	2	4	2	3	0	3	1.0	2.2	Seller
\$400,000 - 499,999	4	2	2	3	1	4	0	n/a	1.4	Seller
\$500,000 - 599,999	3	0	1	0	1	2	0	n/a	2.3	Seller
\$600,000 - 699,999	4	0	1	0	1	0	0	n/a	13.0	Buyer
\$700,000 - 799,999	1	1	0	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	161	152	169	135	140	112	126	1.3	1.4	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 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.

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MARKET SHARE (TUCSON EAST)

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.

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17.6%

Tierra Antigua Realty

15.6%

Realty Executives Tucson Elite

13.6%

Keller Williams Southern Arizona

8.6%

Exp Realty

6.1%

Coldwell Banker Residential Brokerage

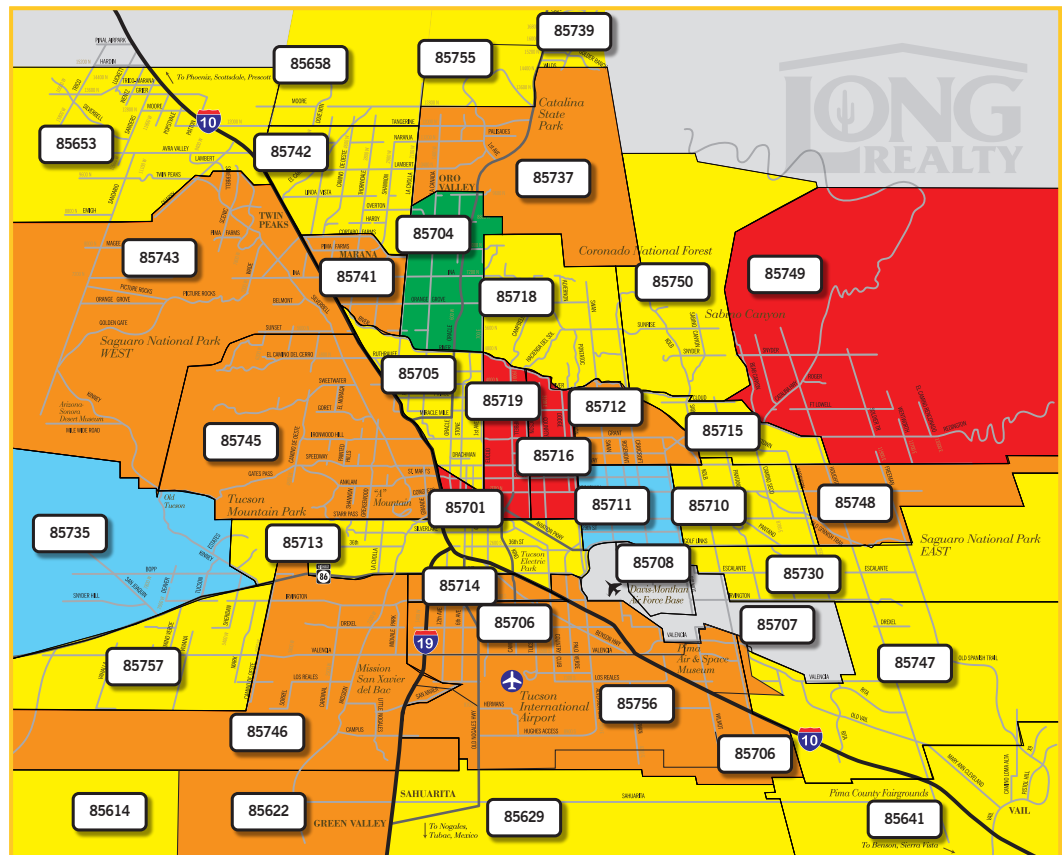
5.2%

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.

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 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.