

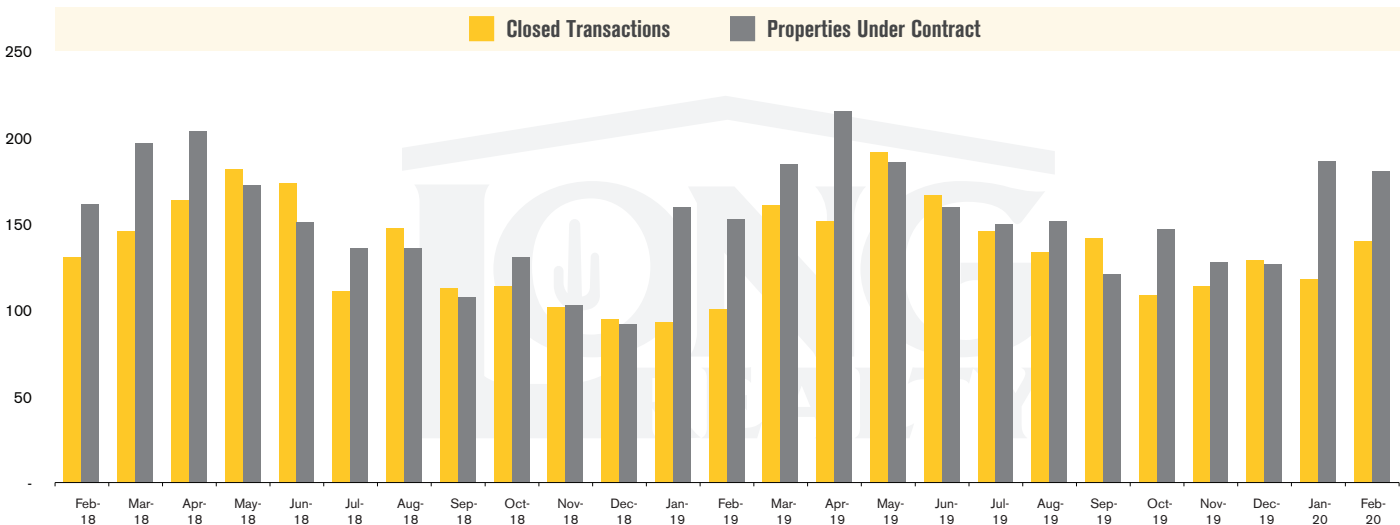
THE HOUSING REPORT

TUCSON NORTH | MARCH 2020

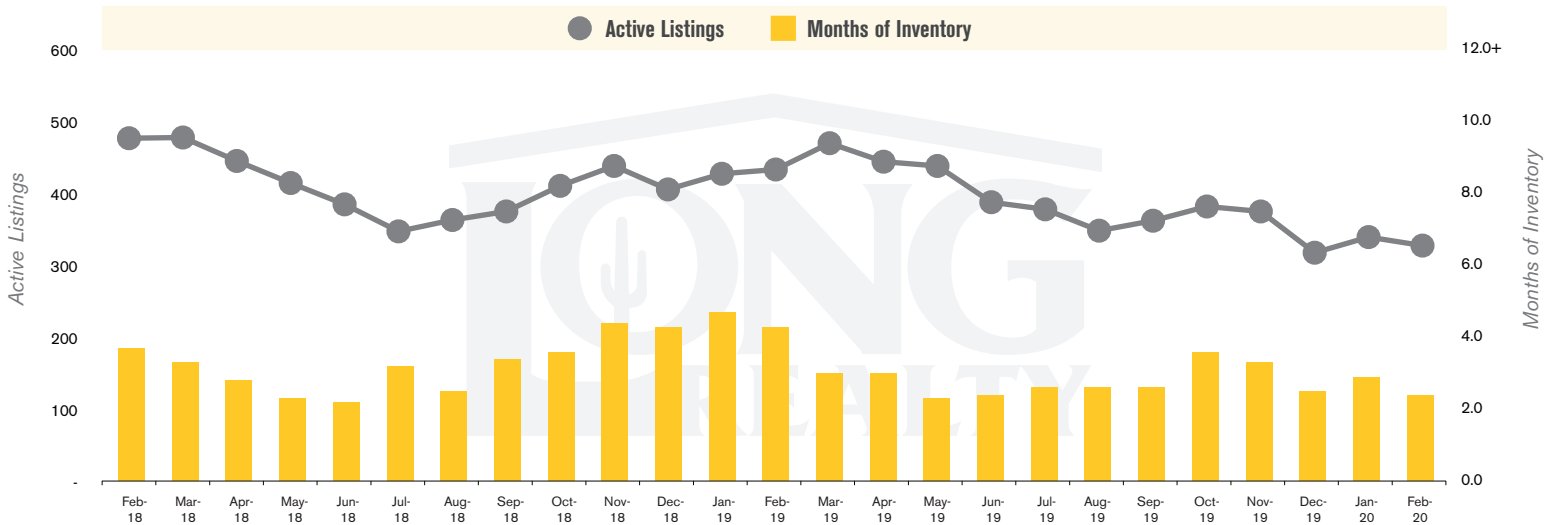


In the Tucson North area, February 2020 active inventory was 332, a 24% decrease from February 2019. There were 140 closings in February 2020, a 39% increase from February 2019. Year-to-date 2020 there were 261 closings, a 31% increase from year-to-date 2018. Months of Inventory was 2.4, down from 4.3 in February 2019. Median price of sold homes was \$356,500 for the month of February 2020, up 9% from February 2019. The Tucson North area had 181 new properties under contract in February 2020, up 18% from February 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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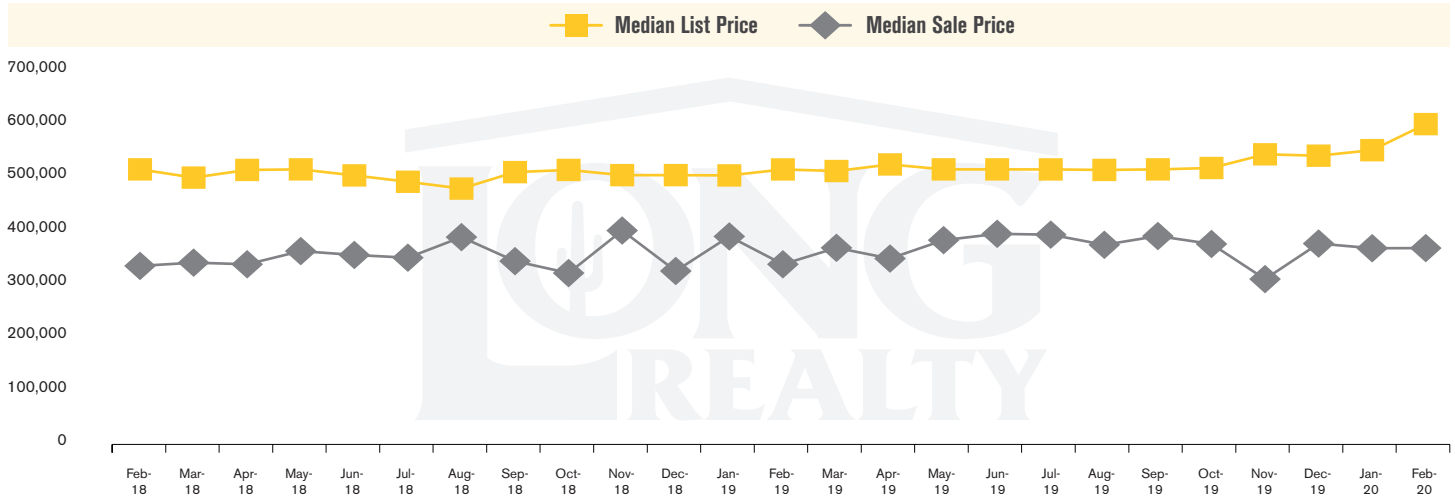
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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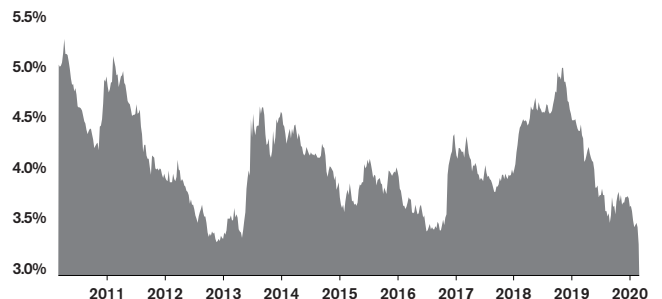
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

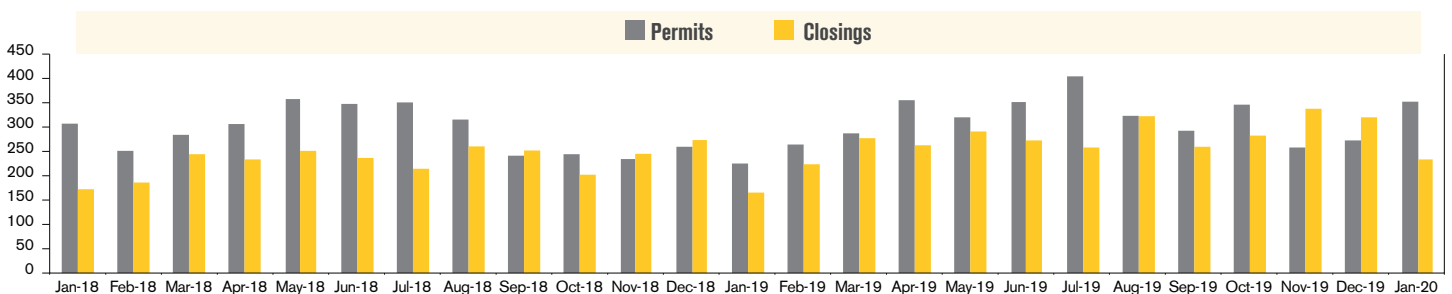
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$327,000	4.370%	\$1,550.11
2020	\$356,500	3.470%	\$1,515.14

30 YEAR FIXED MORTGAGE RATE



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

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 NORTH)

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	1	2	3	1	4	0	n/a	1.4	Seller
\$75,000 - 99,999	1	2	1	1	0	2	1	1.0	1.0	Seller
\$100,000 - 124,999	1	2	1	4	4	2	2	0.5	0.8	Seller
\$125,000 - 149,999	9	10	6	7	2	7	9	1.0	1.3	Seller
\$150,000 - 174,999	12	9	8	2	11	5	12	1.0	1.3	Seller
\$175,000 - 199,999	8	14	7	15	8	12	10	0.8	1.0	Seller
\$200,000 - 224,999	5	4	7	5	6	4	10	0.5	0.8	Seller
\$225,000 - 249,999	9	3	3	3	7	3	7	1.3	1.5	Seller
\$250,000 - 274,999	5	6	2	11	3	3	5	1.0	1.4	Seller
\$275,000 - 299,999	4	3	6	6	5	5	4	1.0	1.1	Seller
\$300,000 - 349,999	8	12	9	13	12	10	8	1.0	1.3	Seller
\$350,000 - 399,999	15	18	12	7	16	11	15	1.0	1.2	Seller
\$400,000 - 499,999	34	21	15	18	17	16	17	2.0	2.3	Seller
\$500,000 - 599,999	31	16	15	7	11	12	14	2.2	2.6	Seller
\$600,000 - 699,999	50	7	4	9	13	3	12	4.2	4.5	Slightly Seller
\$700,000 - 799,999	35	6	3	1	2	4	7	5.0	7.7	Slightly Buyer
\$800,000 - 899,999	26	4	3	0	4	3	5	5.2	6.3	Balanced
\$900,000 - 999,999	16	2	5	2	1	6	0	n/a	6.4	Balanced
\$1,000,000 - and over	60	9	4	2	7	9	2	30.0	9.7	Buyer
TOTAL	332	149	113	116	130	121	140	2.4	2.6	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 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 NORTH)

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

41.8%

Tierra Antigua Realty

14.0%

Realty Executives Tucson Elite

6.3%

Coldwell Banker Residential Brokerage

5.7%

Russ Lyon Sotheby's International Realty

5.3%

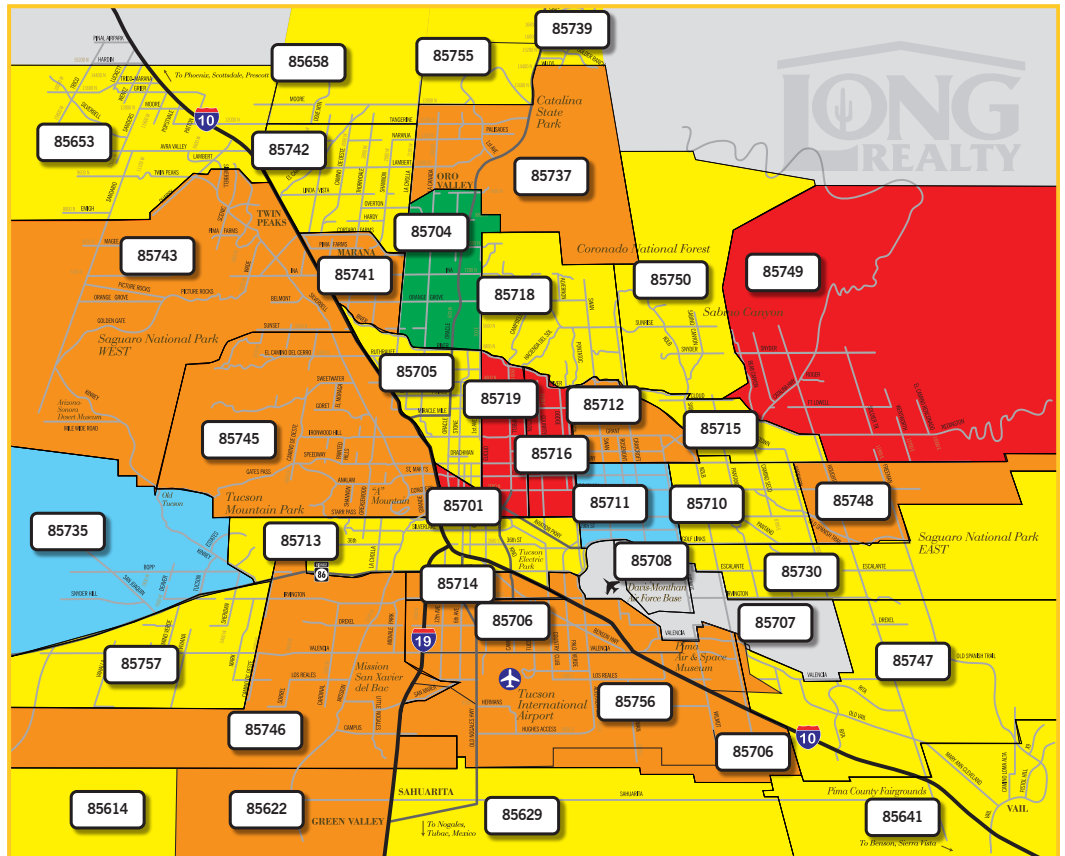
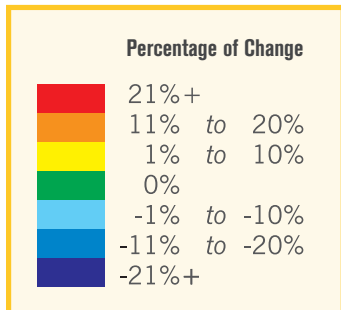
Keller Williams Southern Arizona

4.9%

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.



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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.