

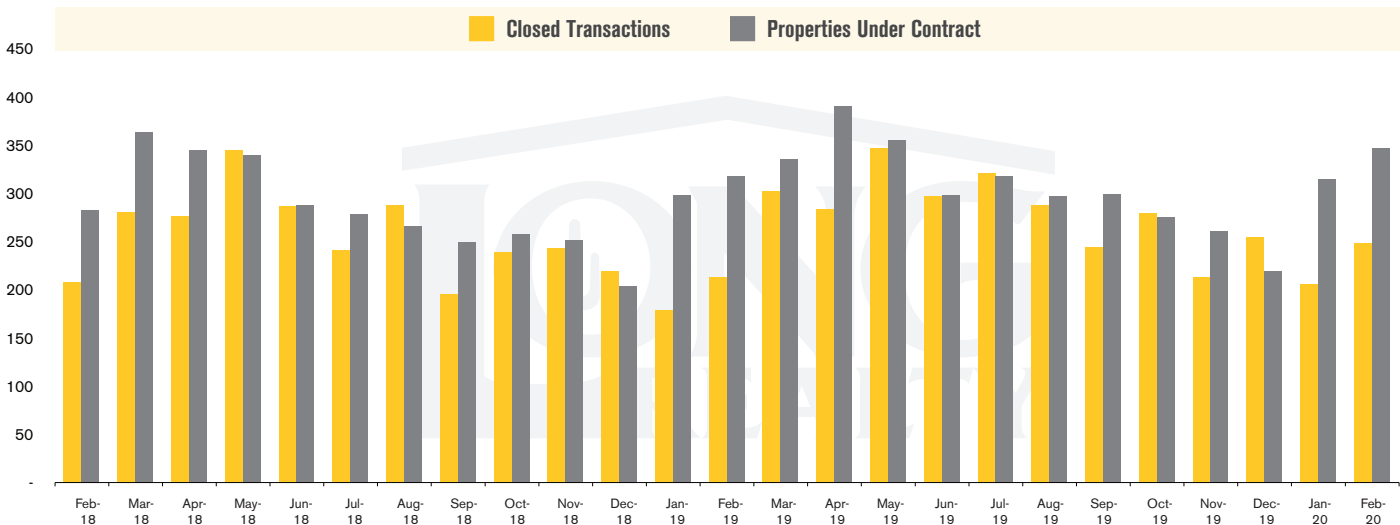
THE HOUSING REPORT

TUCSON NORTHWEST | MARCH 2020

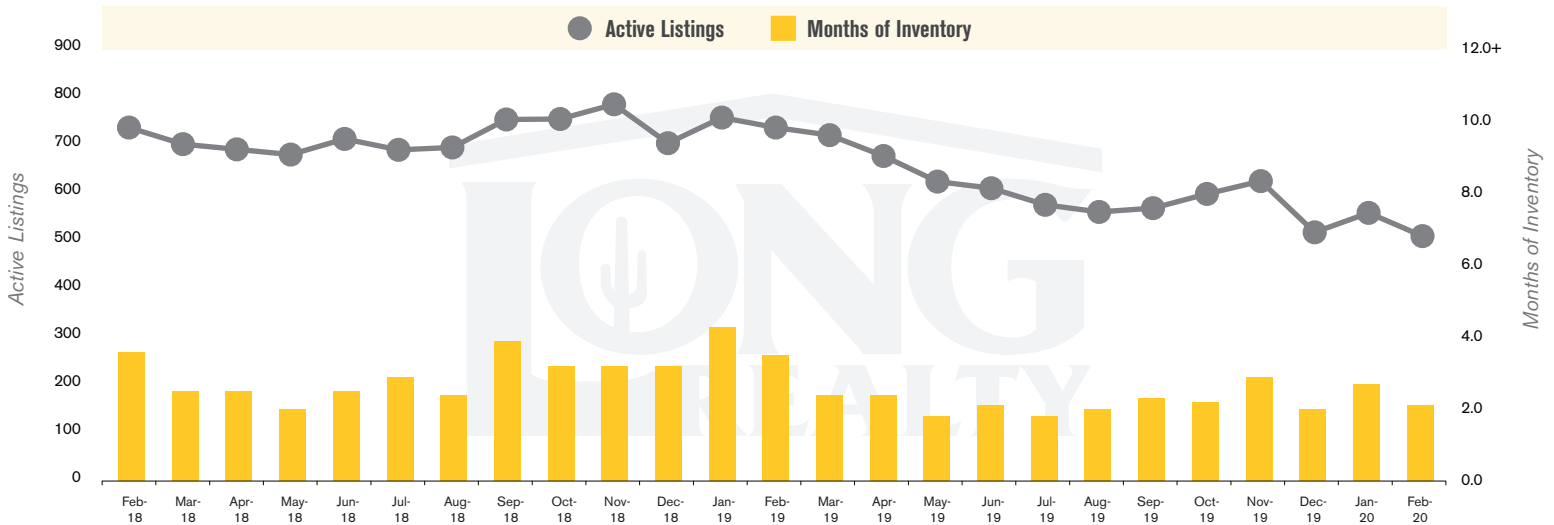


In the Tucson Northwest area, February 2020 active inventory was 518, a 31% decrease from February 2019. There were 250 closings in February 2020, a 16% increase from February 2019. Year-to-date 2020 there were 465 closings, a 12% increase from year-to-date 2018. Months of Inventory was 2.1, down from 3.5 in February 2019. Median price of sold homes was \$287,500 for the month of February 2020, up 17% from February 2019. The Tucson Northwest area had 350 new properties under contract in February 2020, up 9% from February 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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

Long Realty Company

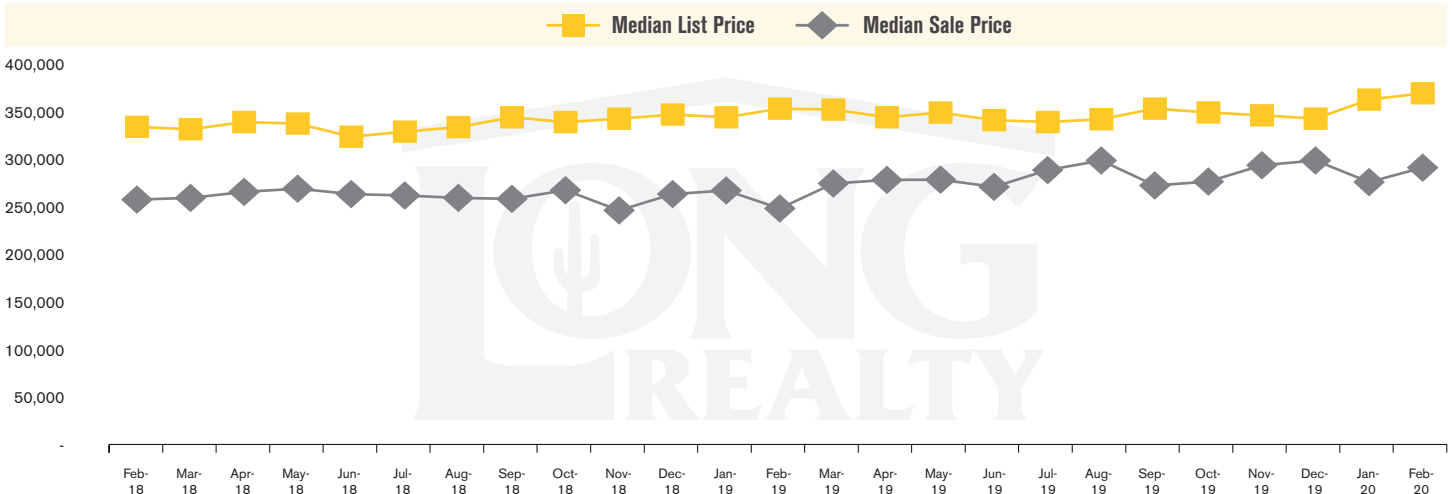
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTHWEST | MARCH 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

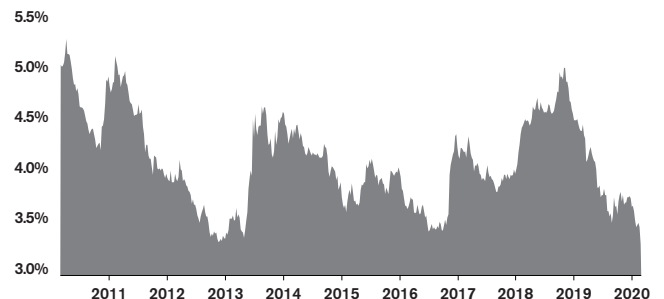


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$245,000	4.370%	\$1,161.40
2020	\$287,500	3.470%	\$1,221.88

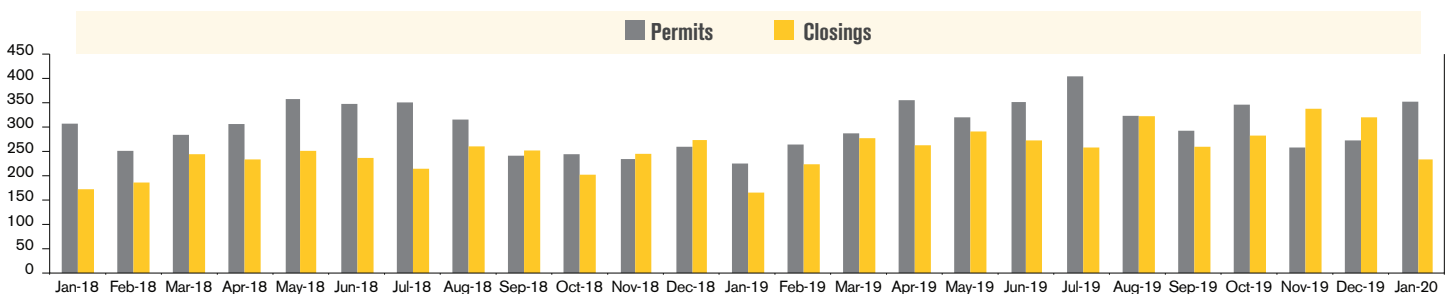
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

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 NORTHWEST | MARCH 2020



MARKET CONDITIONS BY PRICE BAND (TUCSON NORTHWEST)

	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	2	1	0.0	0.0	Seller
\$50,000 - 74,999	1	1	0	1	1	0	0	n/a	5.0	Balanced
\$75,000 - 99,999	2	0	2	1	1	0	1	2.0	1.5	Seller
\$100,000 - 124,999	2	0	1	1	3	2	2	1.0	1.4	Seller
\$125,000 - 149,999	2	4	5	2	2	3	4	0.5	0.8	Seller
\$150,000 - 174,999	1	11	7	6	6	8	6	0.2	0.5	Seller
\$175,000 - 199,999	13	26	25	19	22	15	19	0.7	0.8	Seller
\$200,000 - 224,999	19	35	40	30	25	25	30	0.6	0.9	Seller
\$225,000 - 249,999	27	32	42	21	29	30	29	0.9	1.3	Seller
\$250,000 - 274,999	37	26	25	26	20	23	24	1.5	1.6	Seller
\$275,000 - 299,999	35	17	24	7	28	17	20	1.8	1.6	Seller
\$300,000 - 349,999	42	37	48	39	45	27	34	1.2	1.6	Seller
\$350,000 - 399,999	74	18	28	24	28	26	27	2.7	2.5	Seller
\$400,000 - 499,999	73	24	21	20	30	18	28	2.6	2.7	Seller
\$500,000 - 599,999	37	11	8	11	8	6	7	5.3	4.9	Slightly Seller
\$600,000 - 699,999	33	3	9	5	7	7	7	4.7	4.7	Slightly Seller
\$700,000 - 799,999	28	2	3	3	4	3	3	9.3	8.0	Slightly Buyer
\$800,000 - 899,999	24	5	4	3	2	0	3	8.0	15.6	Buyer
\$900,000 - 999,999	15	0	2	0	0	1	1	15.0	20.5	Buyer
\$1,000,000 - and over	53	3	1	2	5	2	4	13.3	14.7	Buyer
TOTAL	518	255	295	221	266	215	250	2.1	2.2	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 NORTHWEST | MARCH 2020



MARKET SHARE (TUCSON NORTHWEST)

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

28.3%

Tierra Antigua Realty

12.0%

Coldwell Banker Residential Brokerage

9.2%

Realty Executives Tucson Elite

6.8%

Keller Williams Southern Arizona

6.3%

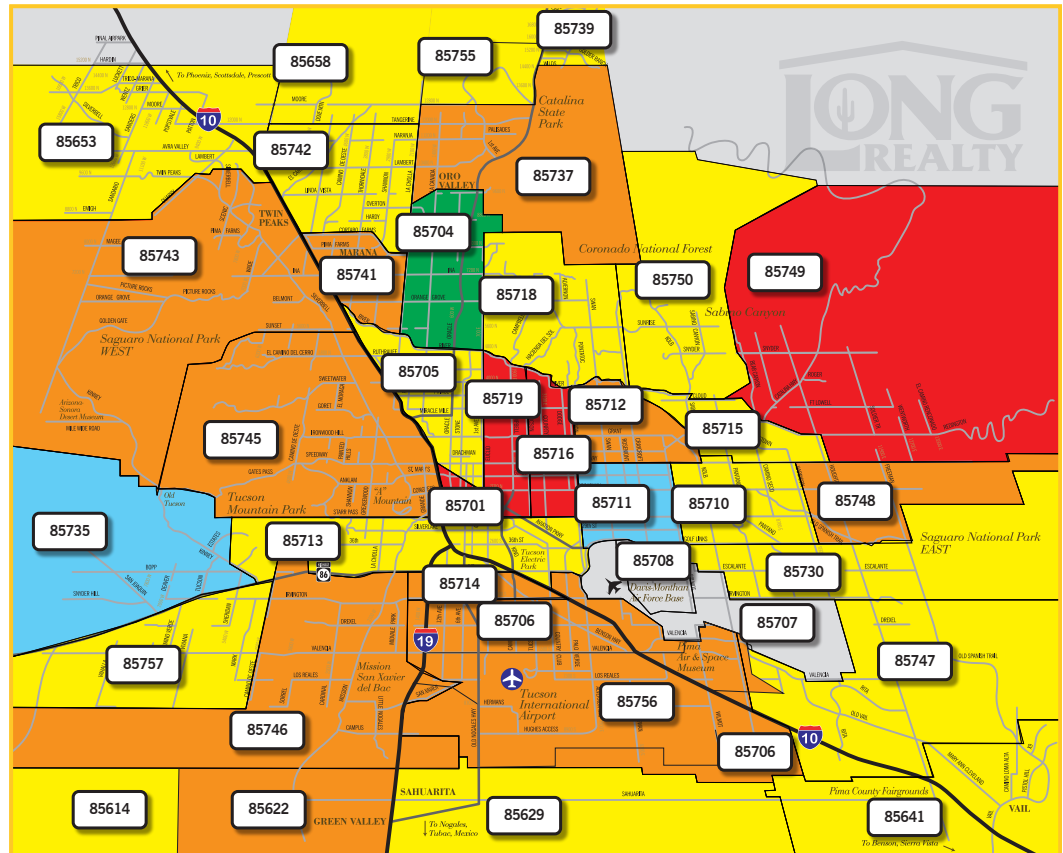
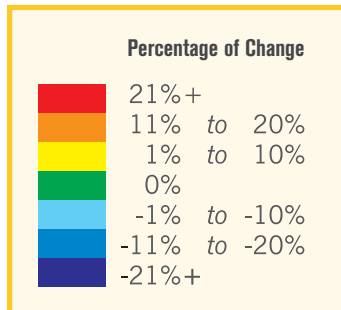
Homesmart Advantage Group

3.6%

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.