

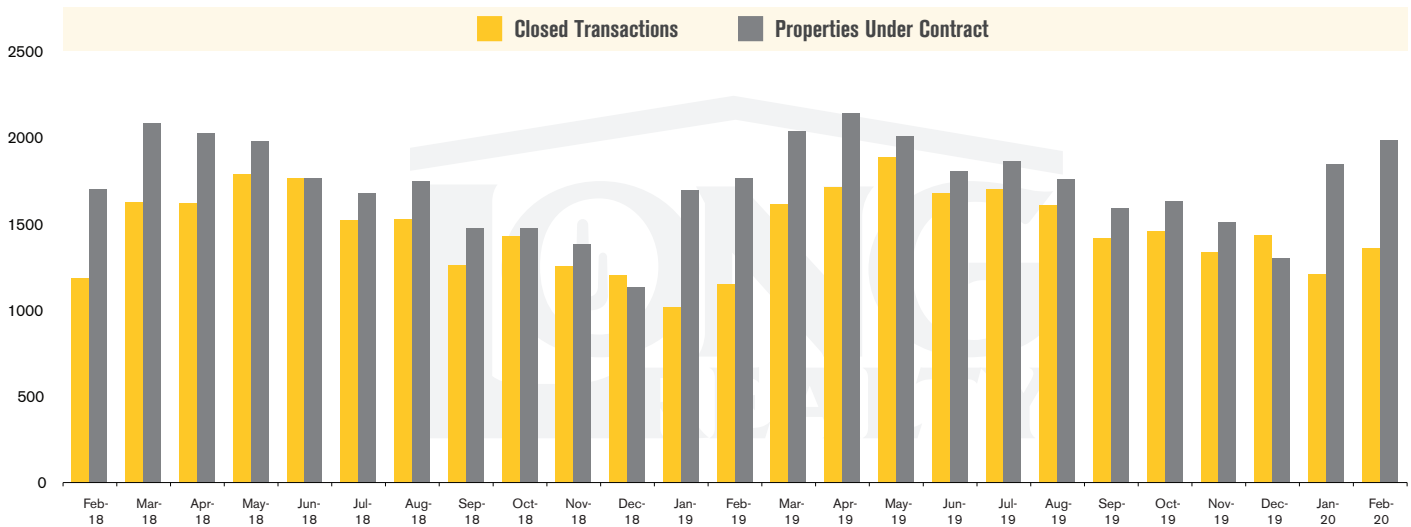
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | MARCH 2020

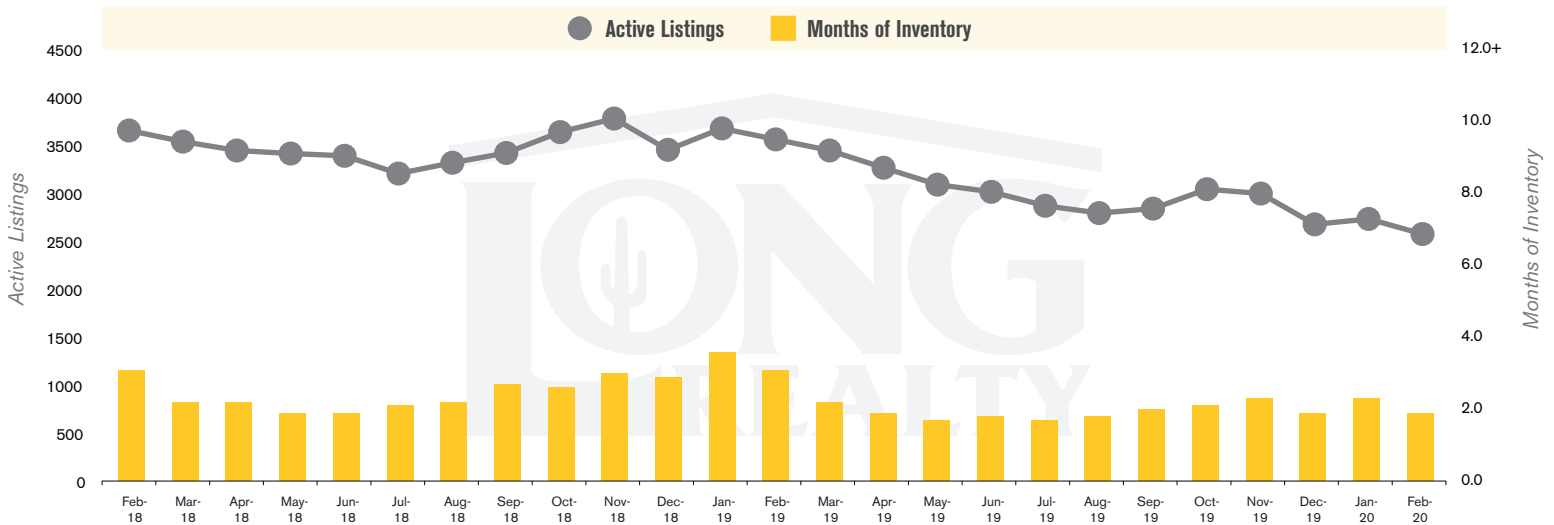


In the Tucson Main Market area, February 2020 active inventory was 2,612, a 28% decrease from February 2019. There were 1,364 closings in February 2020, an 18% increase from February 2019. Year-to-date 2020 there were 2,614 closings, a 14% increase from year-to-date 2018. Months of Inventory was 1.9, down from 3.1 in February 2019. Median price of sold homes was \$236,000 for the month of February 2020, up 10% from February 2019. The Tucson Main Market area had 1,991 new properties under contract in February 2020, up 12% from February 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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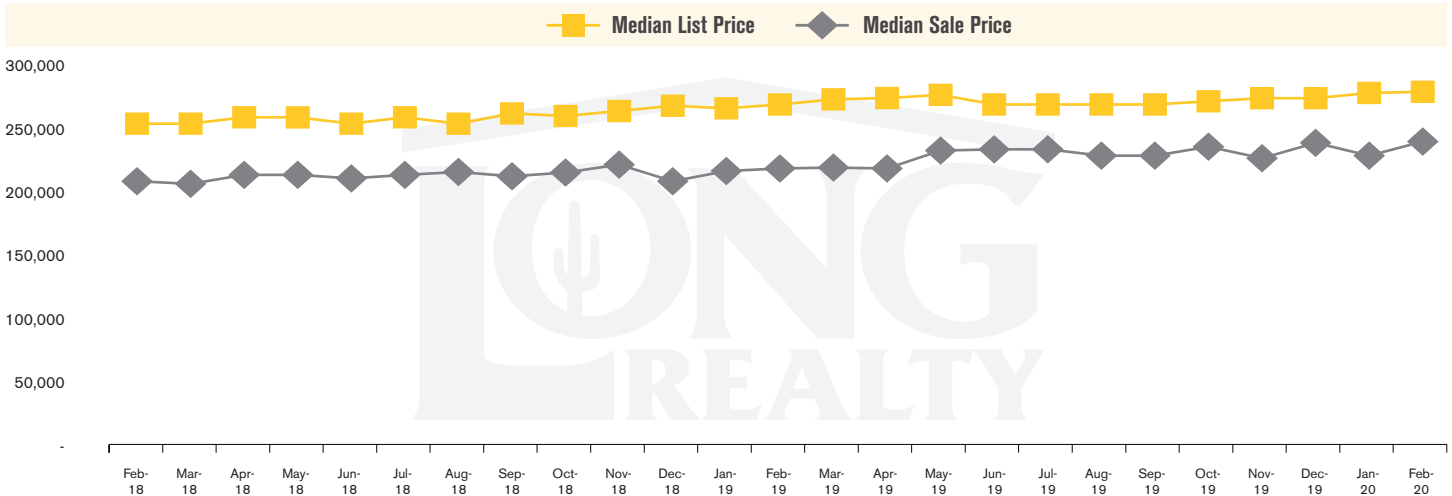
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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

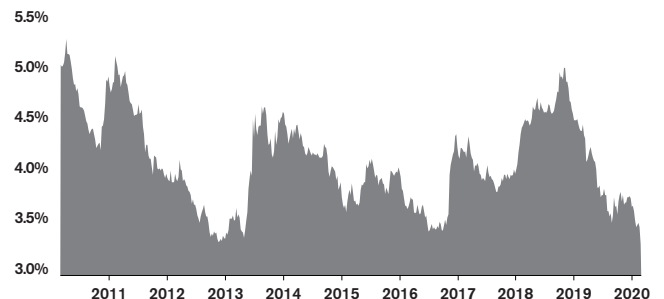


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

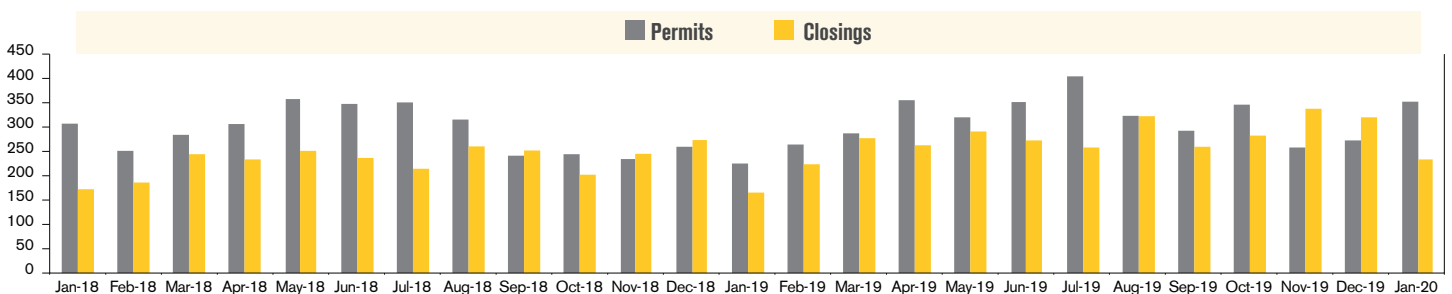
Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$215,000	4.370%	\$1,019.19
2020	\$236,000	3.470%	\$1,003.01

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 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 (GREATER TUCSON MAIN MARKET)

	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	9	10	7	6	4	8	16	0.6	1.5	Seller
\$50,000 - 74,999	44	29	16	22	16	23	13	3.4	2.3	Seller
\$75,000 - 99,999	83	32	35	29	37	30	27	3.1	2.4	Seller
\$100,000 - 124,999	50	40	40	57	49	42	45	1.1	1.2	Seller
\$125,000 - 149,999	81	104	94	92	80	83	80	1.0	1.2	Seller
\$150,000 - 174,999	106	139	139	130	129	110	129	0.8	1.0	Seller
\$175,000 - 199,999	171	217	194	187	192	163	149	1.1	1.2	Seller
\$200,000 - 224,999	144	177	187	178	158	152	153	0.9	1.2	Seller
\$225,000 - 249,999	186	136	165	146	164	129	142	1.3	1.5	Seller
\$250,000 - 274,999	183	130	123	115	121	97	128	1.4	1.7	Seller
\$275,000 - 299,999	203	86	99	76	106	66	86	2.4	2.5	Seller
\$300,000 - 349,999	244	125	151	126	136	109	112	2.2	2.1	Seller
\$350,000 - 399,999	244	86	92	83	98	79	95	2.6	2.5	Seller
\$400,000 - 499,999	228	93	91	76	90	63	82	2.8	2.9	Seller
\$500,000 - 599,999	143	46	48	31	40	39	41	3.5	3.4	Seller
\$600,000 - 699,999	141	15	26	22	27	18	27	5.2	5.5	Balanced
\$700,000 - 799,999	89	9	9	7	10	11	16	5.6	6.8	Slightly Buyer
\$800,000 - 899,999	65	12	11	5	7	7	12	5.4	7.9	Slightly Buyer
\$900,000 - 999,999	44	4	8	3	3	10	3	14.7	7.7	Slightly Buyer
\$1,000,000 - and over	154	14	5	4	13	12	8	19.3	13.5	Buyer
TOTAL	2,612	1,504	1,540	1,395	1,480	1,251	1,364	1.9	2.0	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 (GREATER TUCSON MAIN MARKET)

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

26.1%

Tierra Antigua Realty

14.1%

Realty Executives Tucson Elite

9.0%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

6.8%

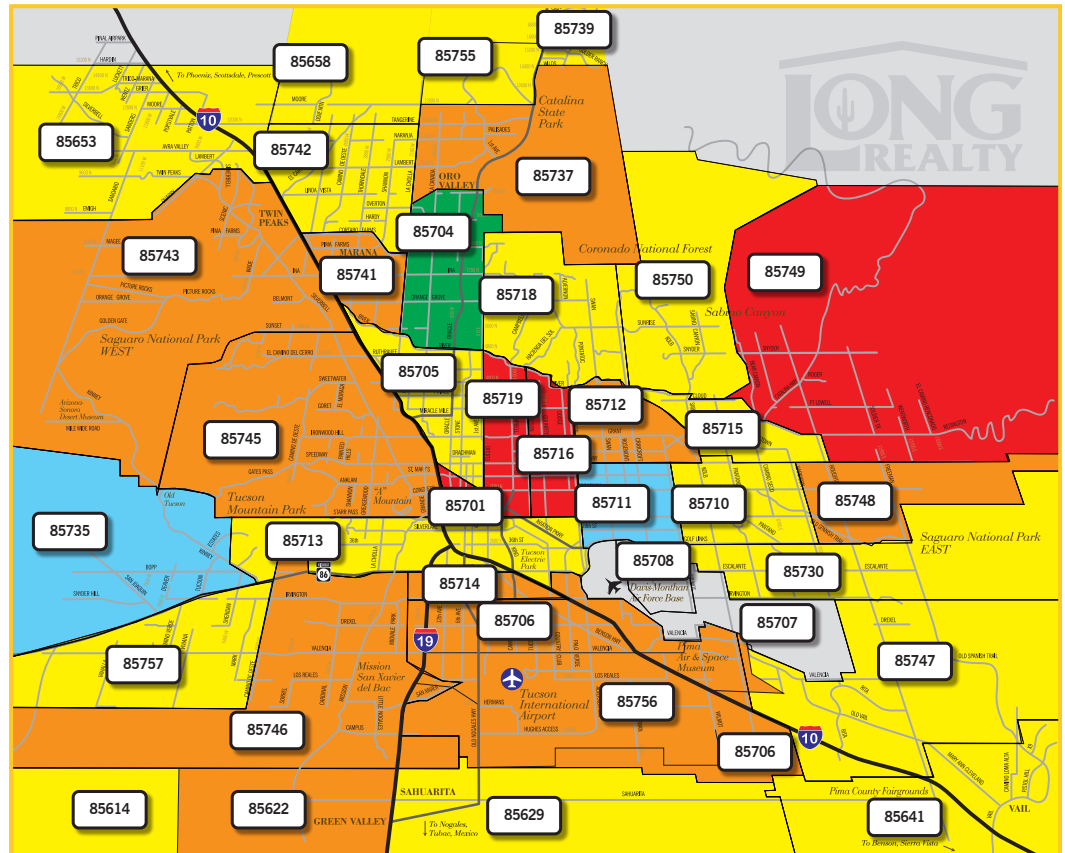
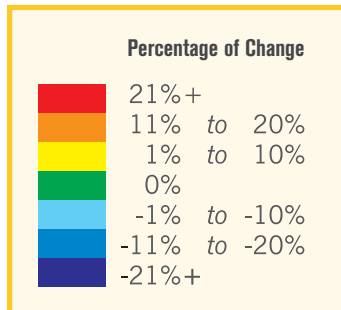
Exp Realty

3.5%

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.