

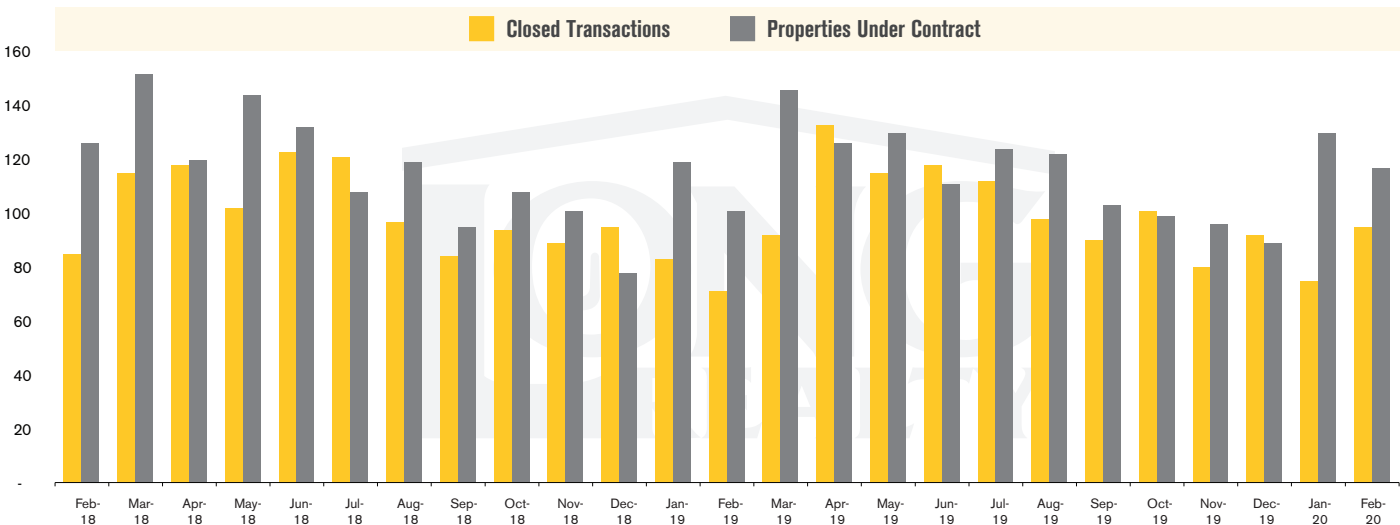
THE HOUSING REPORT

TUCSON WEST | MARCH 2020

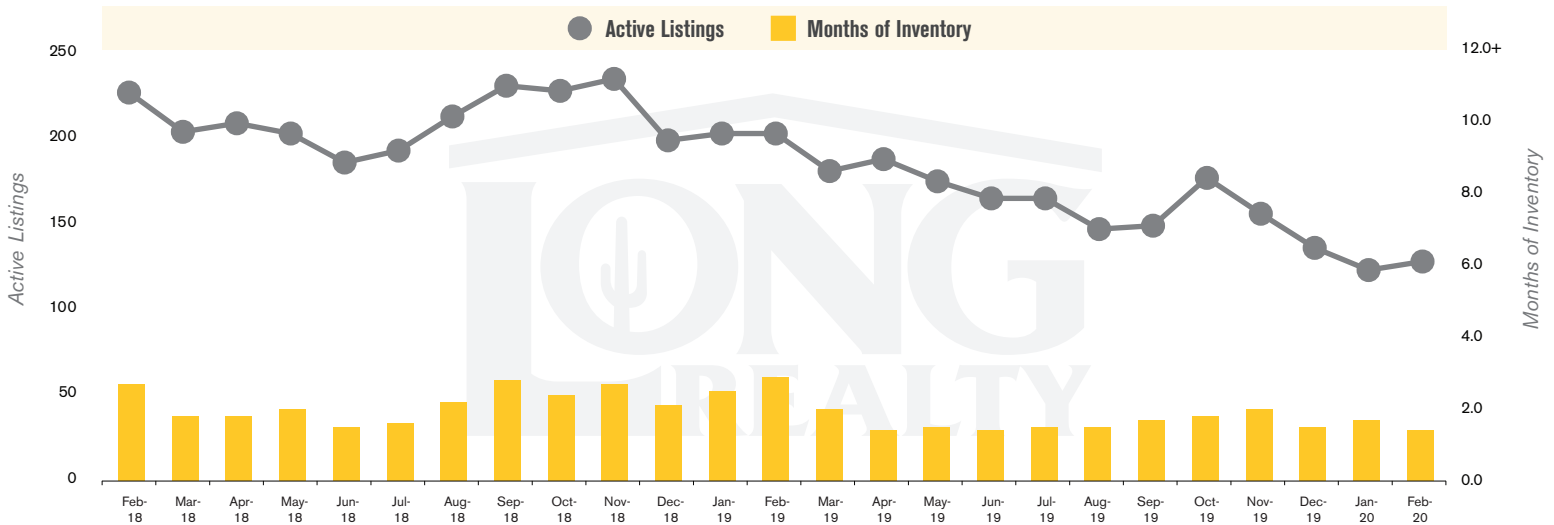


In the Tucson West area, February 2020 active inventory was 129, a 37% decrease from February 2019. There were 95 closings in February 2020, a 34% increase from February 2019. Year-to-date 2020 there were 175 closings, a 9% increase from year-to-date 2018. Months of Inventory was 1.4, down from 2.9 in February 2019. Median price of sold homes was \$252,300 for the month of February 2020, up 8% from February 2019. The Tucson West area had 117 new properties under contract in February 2020, up 16% from February 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



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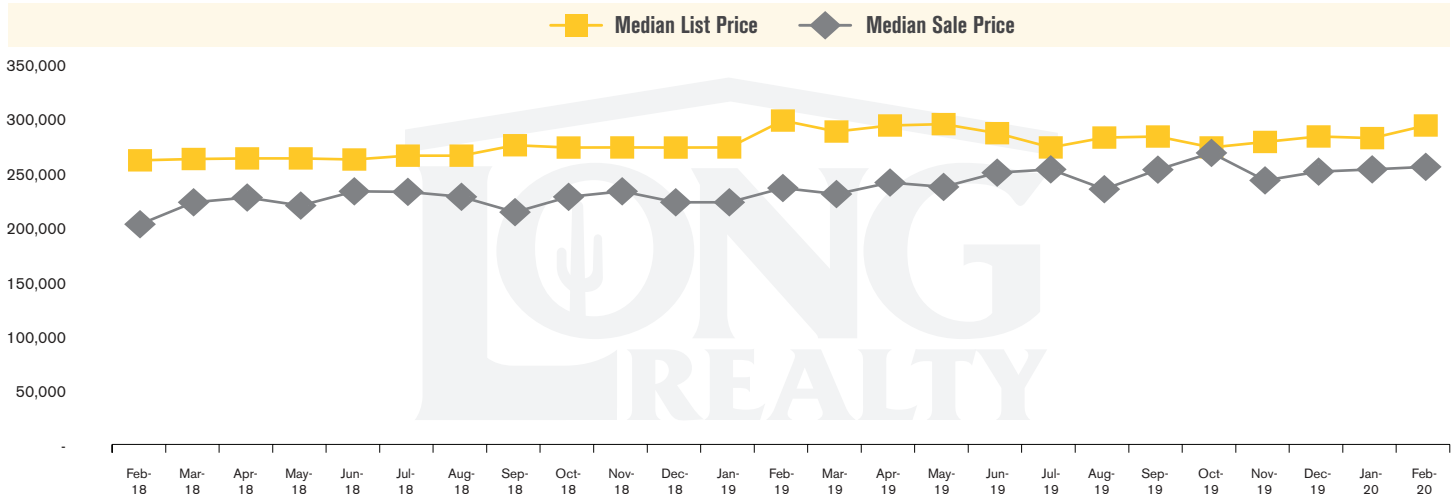
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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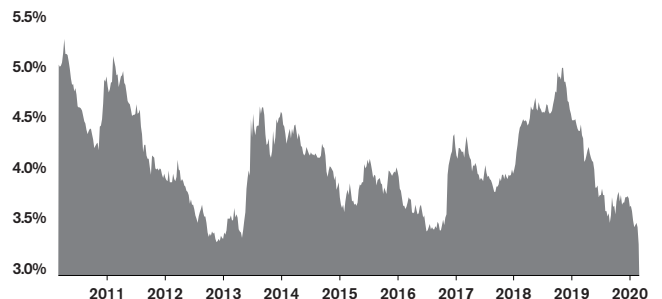
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

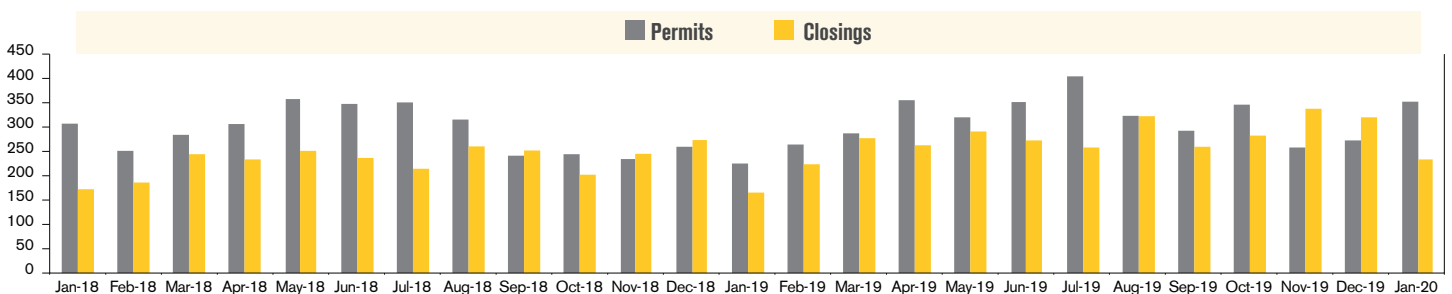
Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$233,000	4.370%	\$1,104.52
2020	\$252,300	3.470%	\$1,072.28

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 WEST)

	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	2	1	0	0	0	0	1	2.0	5.0	Balanced
\$75,000 - 99,999	4	1	0	0	2	1	1	4.0	2.0	Seller
\$100,000 - 124,999	1	2	1	1	1	1	3	0.3	0.8	Seller
\$125,000 - 149,999	3	10	8	6	6	7	8	0.4	0.5	Seller
\$150,000 - 174,999	3	2	5	4	2	9	4	0.8	0.7	Seller
\$175,000 - 199,999	2	9	10	7	10	8	6	0.3	0.4	Seller
\$200,000 - 224,999	5	7	13	15	9	7	7	0.7	1.0	Seller
\$225,000 - 249,999	13	17	13	14	18	8	15	0.9	1.0	Seller
\$250,000 - 274,999	11	11	9	9	9	7	13	0.8	1.4	Seller
\$275,000 - 299,999	14	5	5	4	11	6	11	1.3	1.8	Seller
\$300,000 - 349,999	18	11	17	10	13	14	10	1.8	1.1	Seller
\$350,000 - 399,999	12	6	8	9	7	5	8	1.5	1.7	Seller
\$400,000 - 499,999	8	8	6	0	4	4	1	8.0	2.8	Seller
\$500,000 - 599,999	7	4	6	1	3	2	2	3.5	2.7	Seller
\$600,000 - 699,999	10	1	5	2	0	0	2	5.0	12.0	Buyer
\$700,000 - 799,999	4	0	2	0	0	1	1	4.0	5.0	Balanced
\$800,000 - 899,999	2	0	2	0	0	0	2	1.0	4.5	Slightly Seller
\$900,000 - 999,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	8	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	129	96	110	82	95	80	95	1.4	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 WEST)

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

20.9%

Tierra Antigua Realty

16.8%

Realty Executives Tucson Elite

10.3%

Coldwell Banker Residential Brokerage

8.1%

Keller Williams Southern Arizona

6.8%

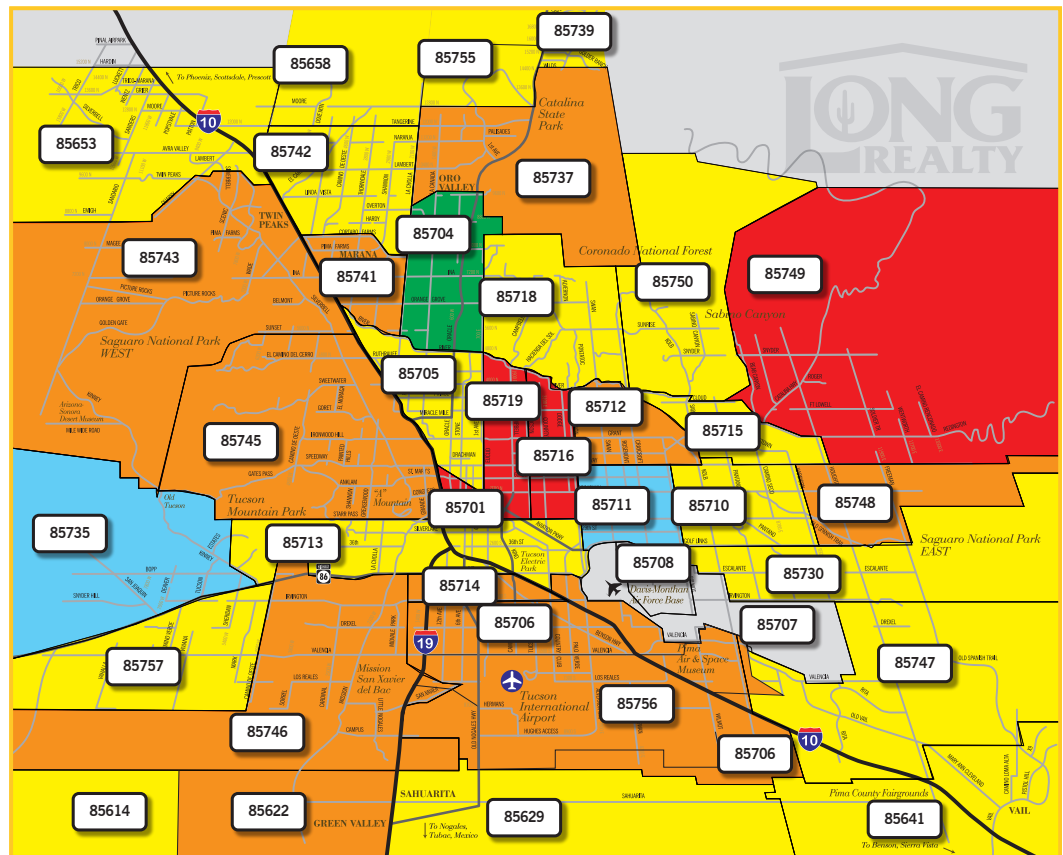
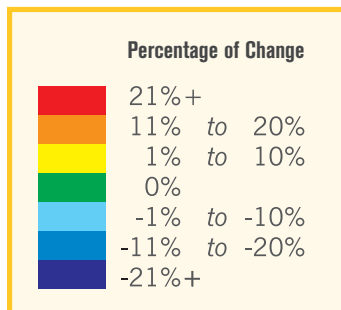
Homesmart Advantage Group

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.



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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.