

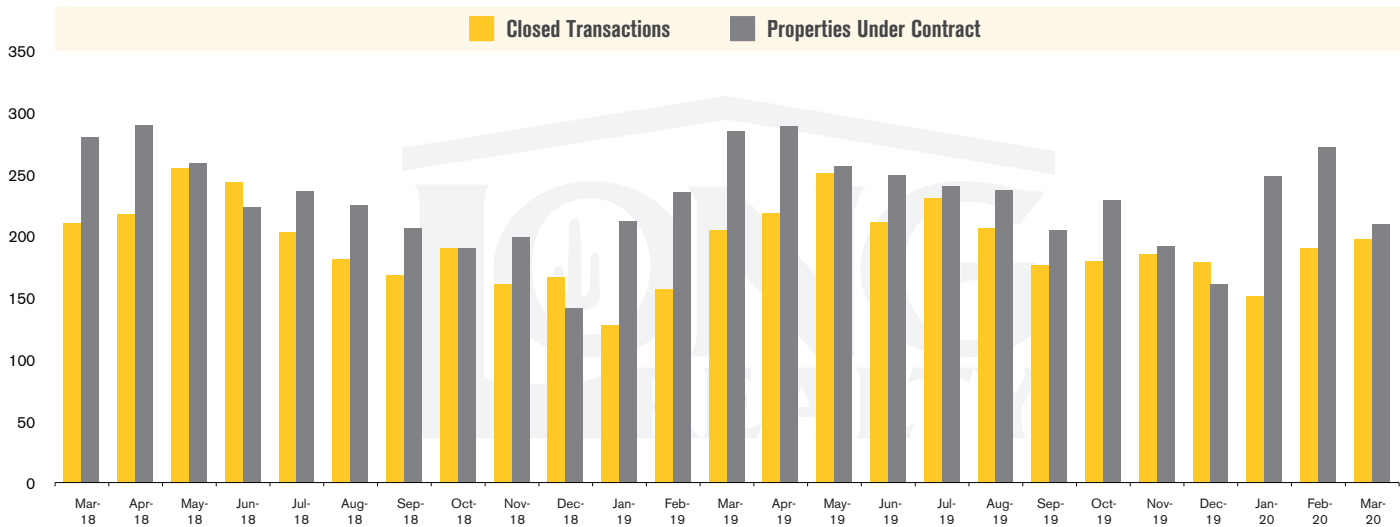
THE HOUSING REPORT

TUCSON CENTRAL | APRIL 2020

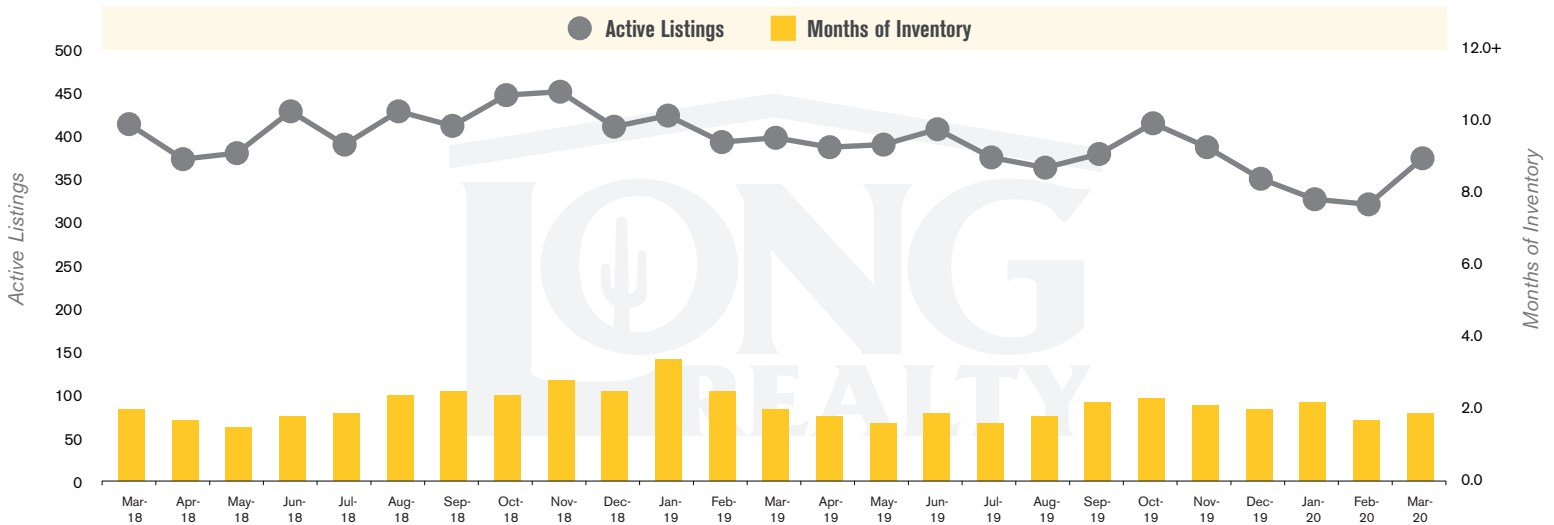


In the Tucson Central area, March 2020 active inventory was 379, a 6% decrease from March 2019. There were 198 closings in March 2020, a 3% decrease from March 2019. Year-to-date 2020 there were 557 closings, a 7% increase from year-to-date 2019. Months of Inventory was 1.9, down from 2.0 in March 2019. Median price of sold homes was \$212,500 for the month of March 2020, up 19% from March 2019. The Tucson Central area had 210 new properties under contract in March 2020, down 27% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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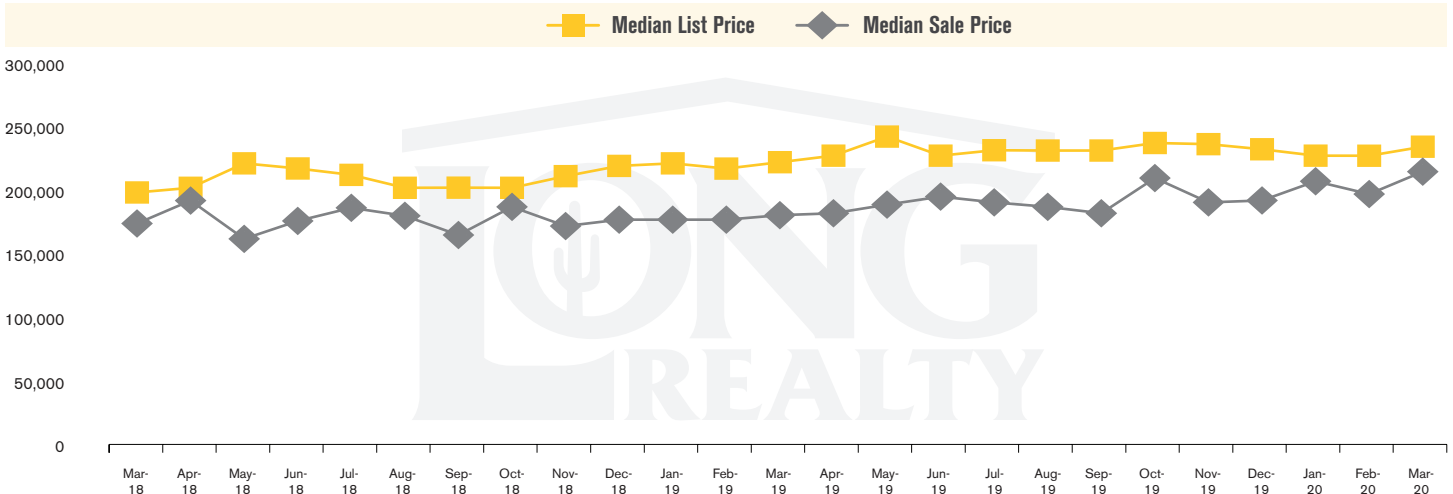
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

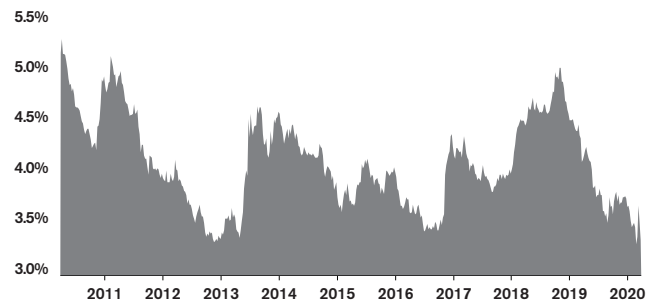


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

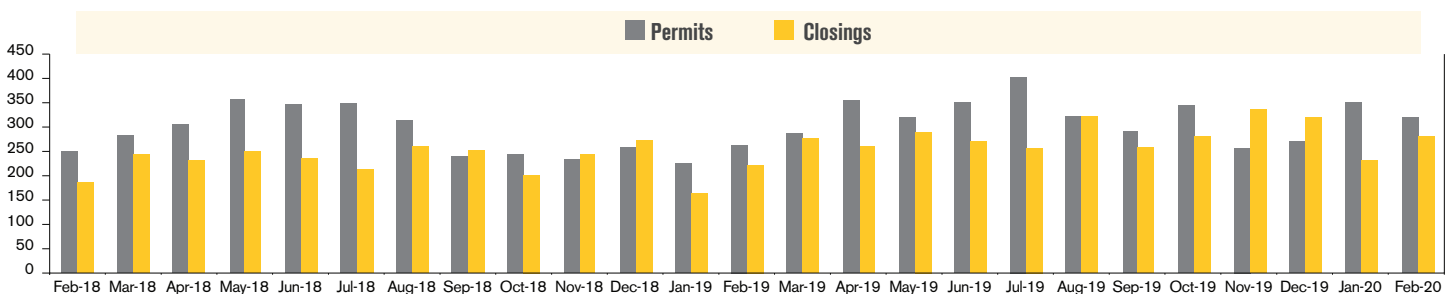
Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2019	\$178,500	4.375%	\$846.66
2020	\$212,500	3.450%	\$900.88

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 (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 2019.

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MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20			
\$1 - 49,999	5	2	1	2	1	5	3	1.7	1.3	Seller
\$50,000 - 74,999	7	3	0	3	3	3	6	1.2	1.3	Seller
\$75,000 - 99,999	14	6	10	2	1	7	6	2.3	3.3	Seller
\$100,000 - 124,999	7	8	19	15	9	9	7	1.0	0.8	Seller
\$125,000 - 149,999	16	24	29	22	24	18	22	0.7	0.8	Seller
\$150,000 - 174,999	30	23	26	27	17	35	19	1.6	1.3	Seller
\$175,000 - 199,999	50	24	23	30	22	28	27	1.9	1.8	Seller
\$200,000 - 224,999	27	17	14	12	16	14	22	1.2	1.3	Seller
\$225,000 - 249,999	40	19	15	13	13	13	19	2.1	2.3	Seller
\$250,000 - 274,999	35	18	14	14	18	11	11	3.2	2.3	Seller
\$275,000 - 299,999	30	8	12	7	9	6	13	2.3	3.0	Seller
\$300,000 - 349,999	26	17	10	10	10	22	13	2.0	1.5	Seller
\$350,000 - 399,999	26	6	14	12	8	11	14	1.9	2.3	Seller
\$400,000 - 499,999	28	6	5	11	1	6	7	4.0	4.7	Slightly Seller
\$500,000 - 599,999	11	3	1	1	2	4	3	3.7	4.3	Slightly Seller
\$600,000 - 699,999	12	2	2	0	2	2	3	4.0	3.9	Seller
\$700,000 - 799,999	8	1	0	2	1	0	2	4.0	6.3	Balanced
\$800,000 - 899,999	3	0	1	0	0	1	0	n/a	10.0	Buyer
\$900,000 - 999,999	2	1	0	0	0	1	1	2.0	3.0	Seller
\$1,000,000 - and over	2	0	0	0	0	2	0	n/a	2.0	Seller
TOTAL	379	188	196	183	157	198	198	1.9	1.9	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 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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27.0%

Tierra Antigua Realty

17.7%

Realty Executives Tucson Elite

9.2%

Keller Williams Southern Arizona

6.8%

Coldwell Banker Residential Brokerage

3.8%

Exp Realty

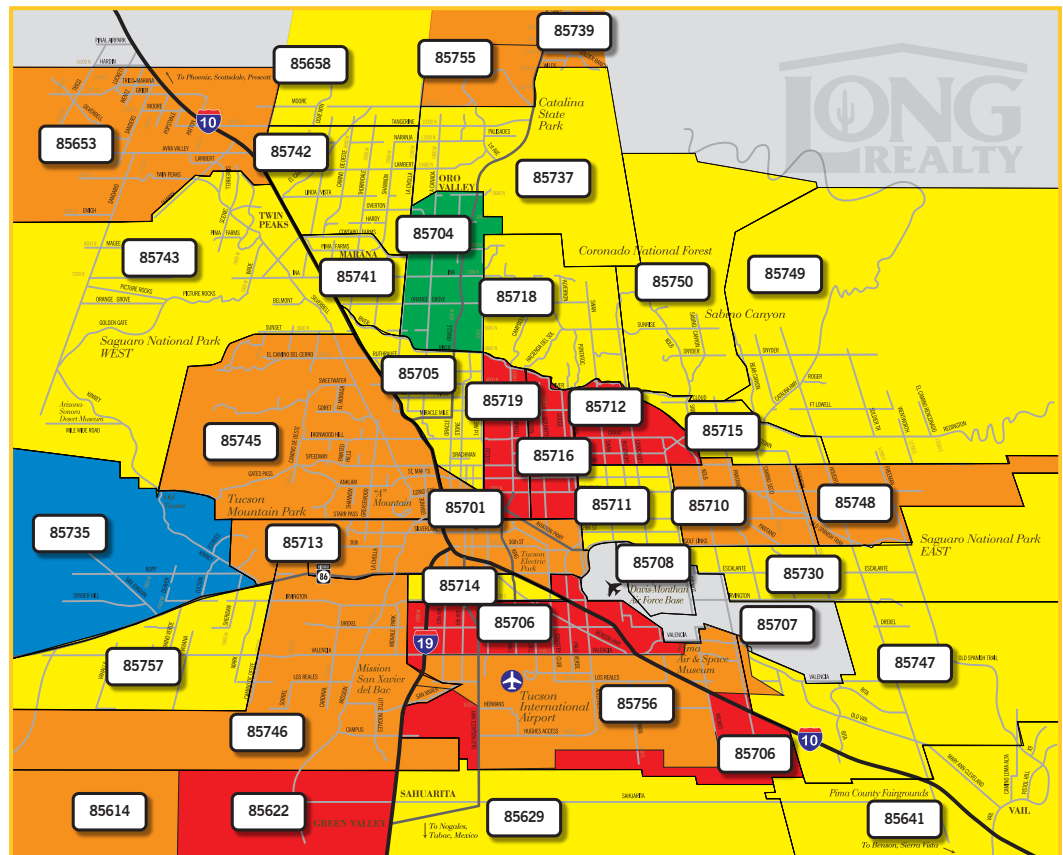
3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO
JAN 2020-MAR 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 January 2019-March 2019 to January 2020-March 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2020. Information is believed to be reliable, but not guaranteed.