

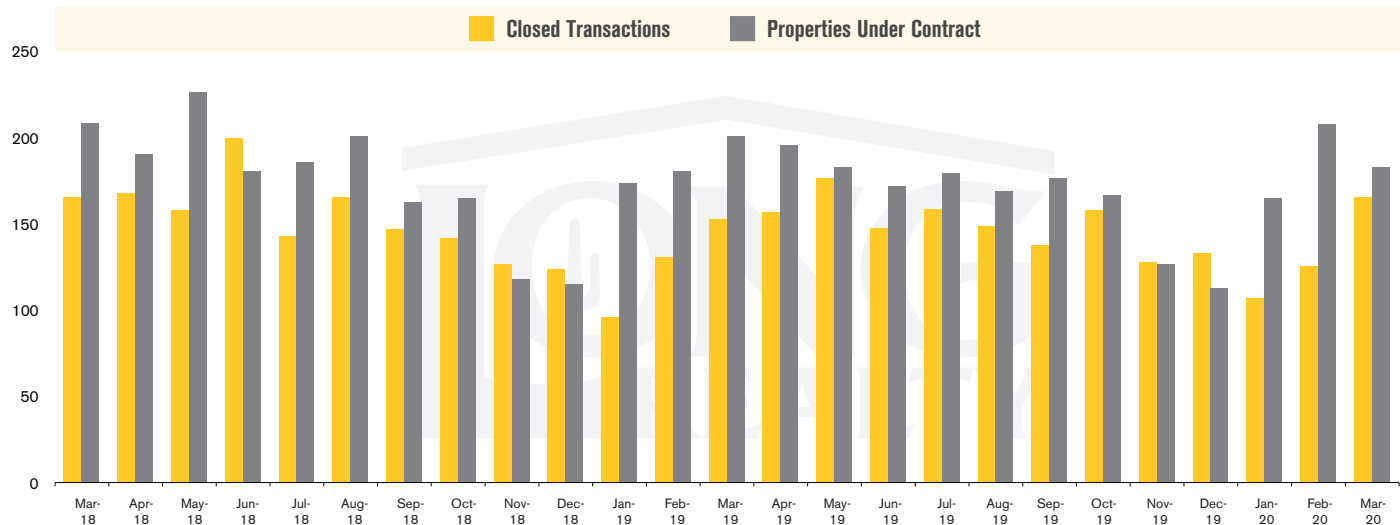
THE HOUSING REPORT

TUCSON EAST | APRIL 2020

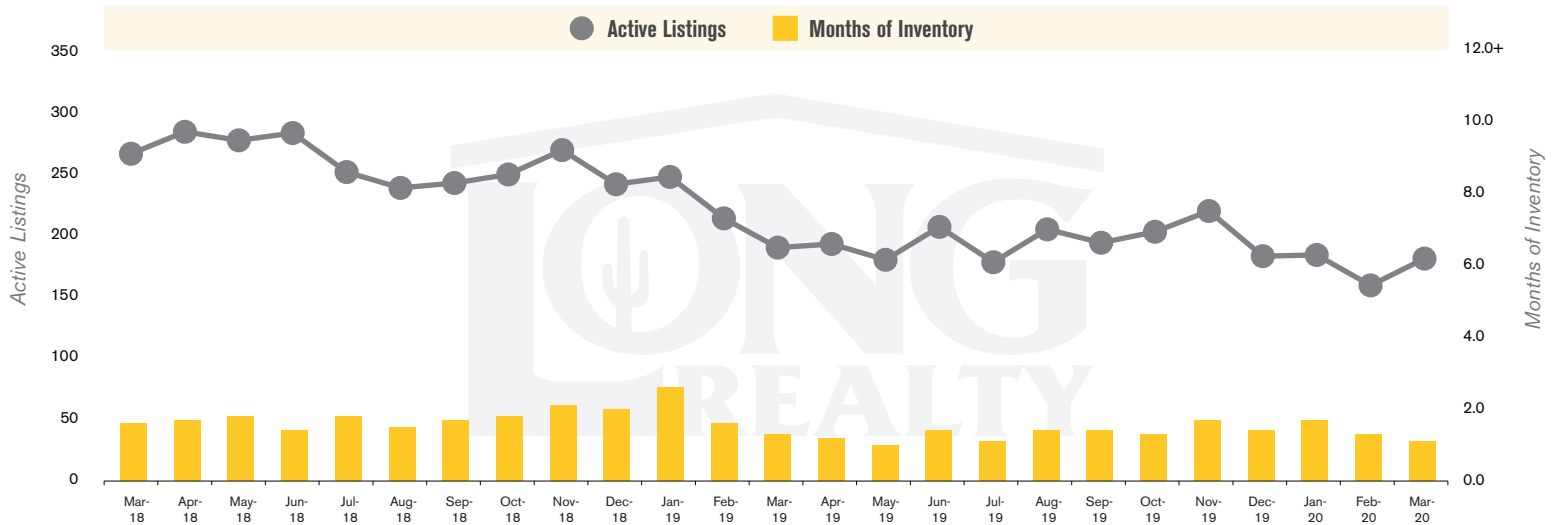


In the Tucson East area, March 2020 active inventory was 183, a 5% decrease from March 2019. There were 166 closings in March 2020, an 8% increase from March 2019. Year-to-date 2020 there were 412 closings, a 3% increase from year-to-date 2019. Months of Inventory was 1.1, down from 1.3 in March 2019. Median price of sold homes was \$209,500 for the month of March 2020, up 12% from March 2019. The Tucson East area had 183 new properties under contract in March 2020, down 9% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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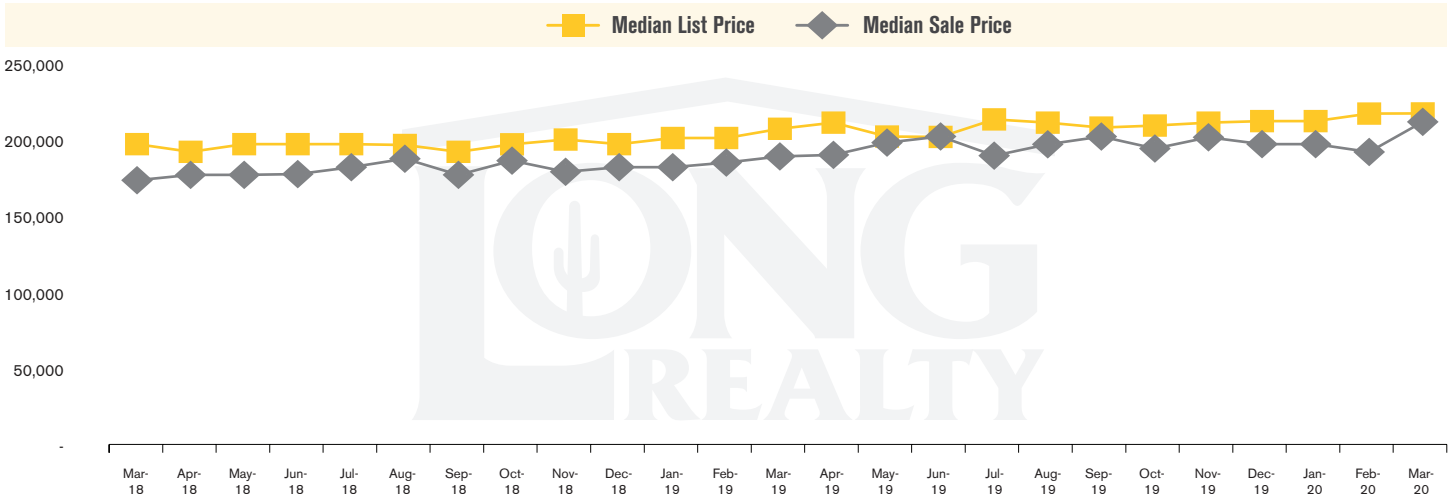
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

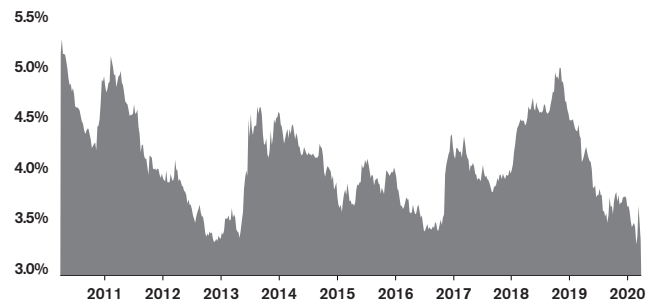


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$187,000	4.375%	\$886.98
2020	\$209,500	3.450%	\$888.17

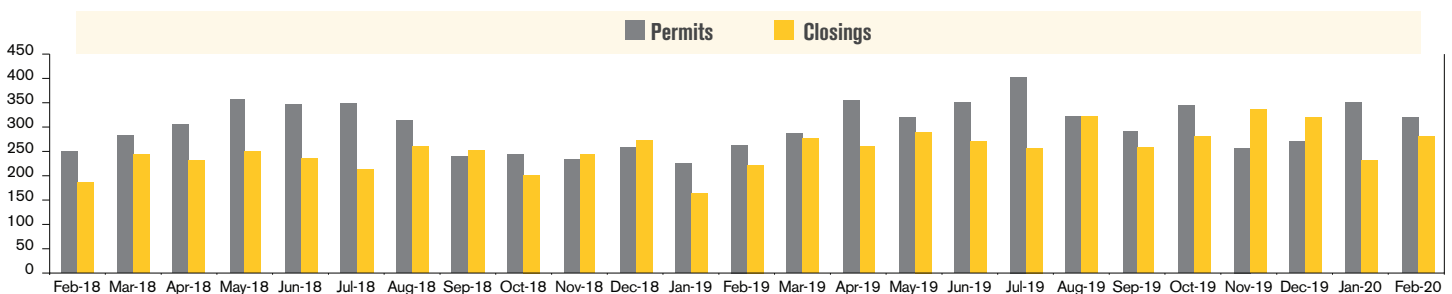
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For 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 EAST)

	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	4	1	0	0	0	5	0	n/a	3.0	Seller
\$50,000 - 74,999	2	2	2	3	3	0	0	n/a	1.7	Seller
\$75,000 - 99,999	7	4	1	6	6	6	6	1.2	1.7	Seller
\$100,000 - 124,999	5	8	7	4	2	7	9	0.6	0.7	Seller
\$125,000 - 149,999	5	6	9	12	9	10	8	0.6	0.6	Seller
\$150,000 - 174,999	13	39	24	18	18	22	16	0.8	0.6	Seller
\$175,000 - 199,999	28	33	28	31	25	26	33	0.8	1.0	Seller
\$200,000 - 224,999	21	29	32	26	23	19	28	0.8	1.1	Seller
\$225,000 - 249,999	30	18	11	16	10	12	24	1.3	1.6	Seller
\$250,000 - 274,999	11	13	8	9	5	8	14	0.8	1.6	Seller
\$275,000 - 299,999	18	6	5	6	3	9	13	1.4	1.9	Seller
\$300,000 - 349,999	11	2	4	5	3	4	4	2.8	2.8	Seller
\$350,000 - 399,999	7	4	2	3	0	3	4	1.8	2.1	Seller
\$400,000 - 499,999	10	2	3	1	4	0	2	5.0	2.7	Seller
\$500,000 - 599,999	6	1	0	1	2	0	2	3.0	2.8	Seller
\$600,000 - 699,999	2	1	0	1	0	0	3	0.7	3.3	Seller
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	183	169	136	142	113	131	166	1.1	1.3	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 EAST)

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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17.1%

Tierra Antigua Realty

15.1%

Realty Executives Tucson Elite

13.7%

Keller Williams Southern Arizona

8.6%

Exp Realty

6.4%

Coldwell Banker Residential Brokerage

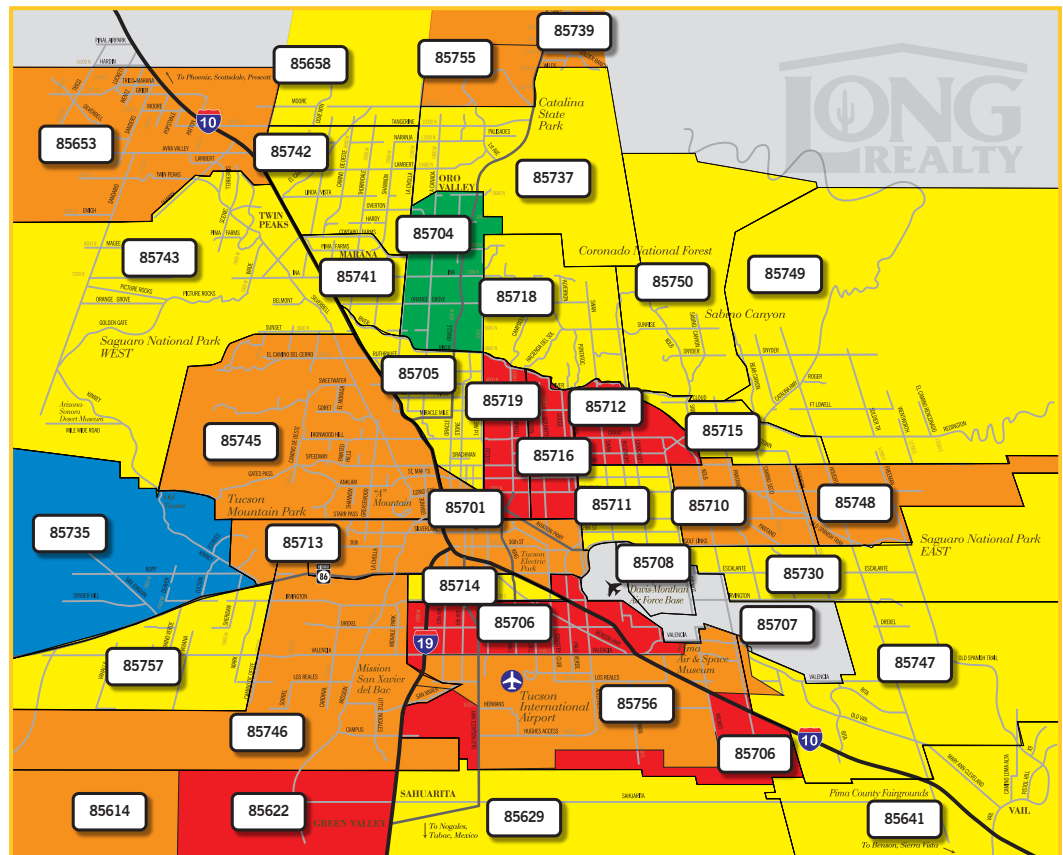
4.9%

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.