

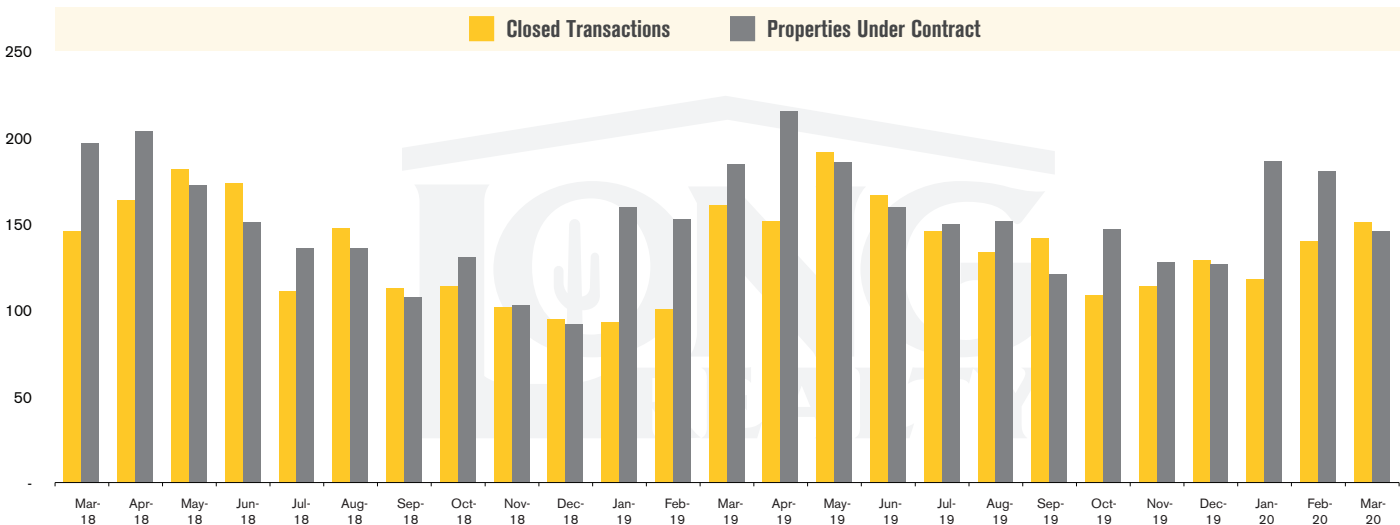
THE HOUSING REPORT

TUCSON NORTH | APRIL 2020

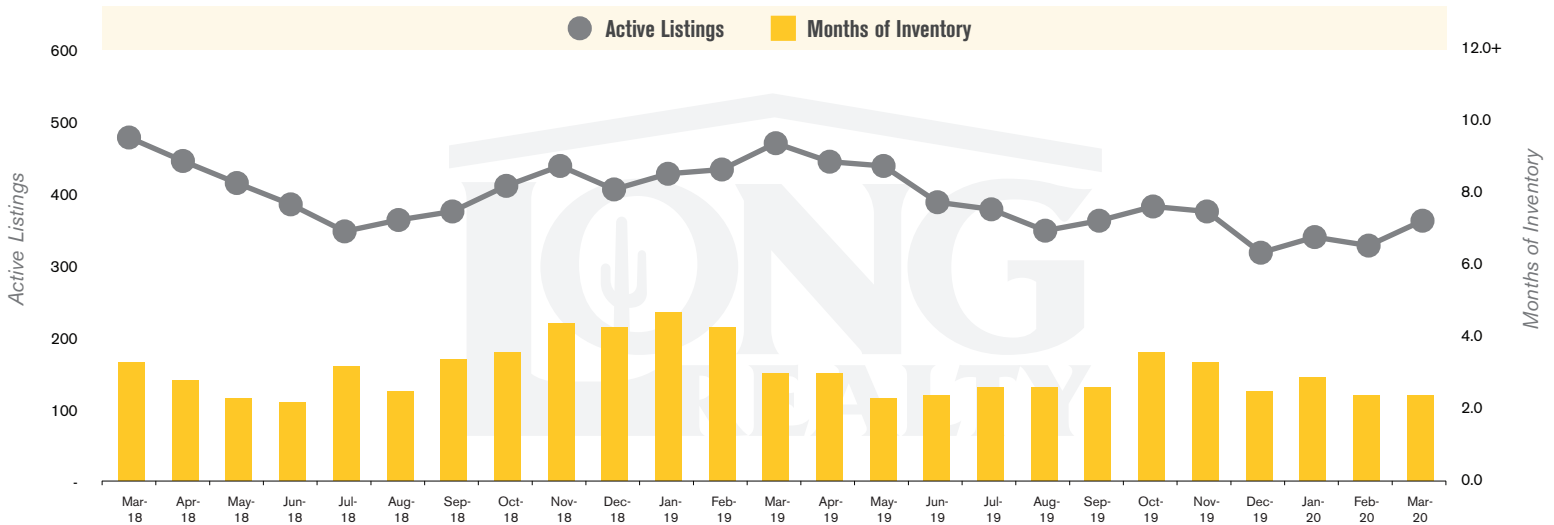


In the Tucson North area, March 2020 active inventory was 367, a 23% decrease from March 2019. There were 151 closings in March 2020, a 6% decrease from March 2019. Year-to-date 2020 there were 416 closings, a 14% increase from year-to-date 2019. Months of Inventory was 2.4, down from 3.0 in March 2019. Median price of sold homes was \$430,000 for the month of March 2020, up 20% from March 2019. The Tucson North area had 146 new properties under contract in March 2020, down 21% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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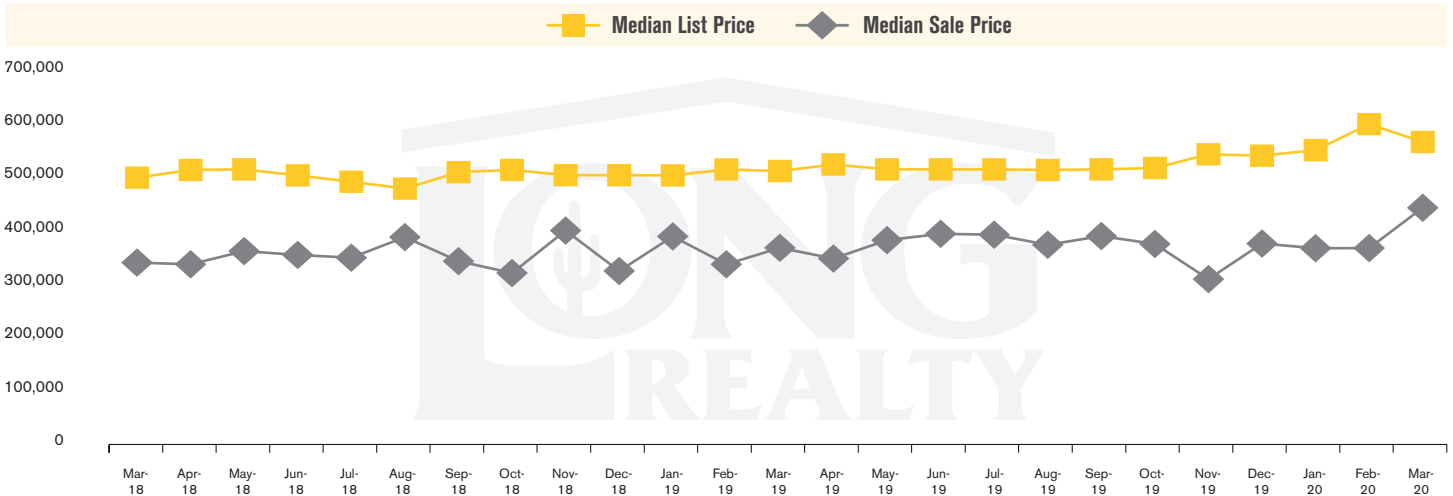
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

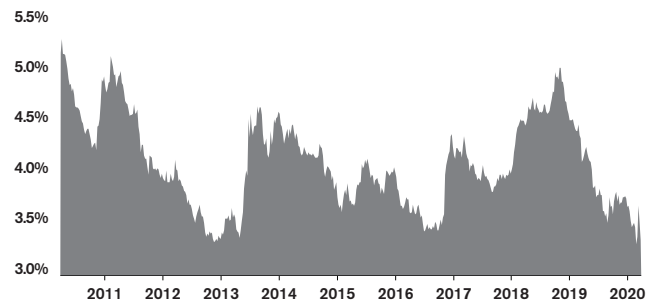


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$357,000	4.375%	\$1,693.33
2020	\$430,000	3.450%	\$1,822.97

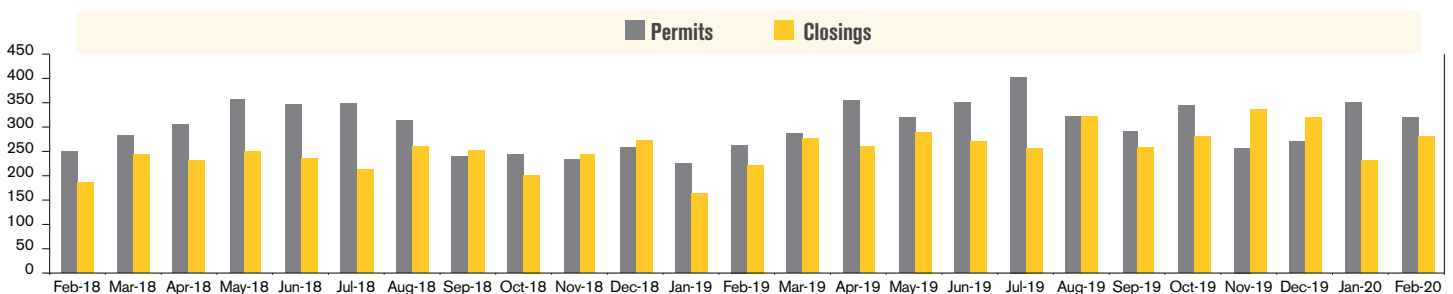
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTH)

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	4	2	3	1	4	0	2	2.0	1.7	Seller
\$75,000 - 99,999	0	1	1	0	2	1	1	0.0	0.5	Seller
\$100,000 - 124,999	1	1	4	4	2	2	2	0.5	0.7	Seller
\$125,000 - 149,999	11	6	7	2	7	9	4	2.8	1.4	Seller
\$150,000 - 174,999	12	8	2	11	5	12	8	1.5	1.4	Seller
\$175,000 - 199,999	10	7	15	8	12	10	9	1.1	0.9	Seller
\$200,000 - 224,999	8	7	5	6	4	10	7	1.1	0.9	Seller
\$225,000 - 249,999	9	3	3	7	3	7	10	0.9	1.3	Seller
\$250,000 - 274,999	6	2	11	3	3	5	1	6.0	2.0	Seller
\$275,000 - 299,999	4	6	6	5	5	4	4	1.0	1.2	Seller
\$300,000 - 349,999	13	9	13	12	10	8	10	1.3	1.3	Seller
\$350,000 - 399,999	25	12	7	16	12	15	9	2.8	1.5	Seller
\$400,000 - 499,999	45	15	18	17	16	17	32	1.4	1.8	Seller
\$500,000 - 599,999	38	15	7	11	12	15	16	2.4	2.3	Seller
\$600,000 - 699,999	50	4	9	13	3	13	9	5.6	5.7	Balanced
\$700,000 - 799,999	33	3	1	2	4	8	9	3.7	5.0	Balanced
\$800,000 - 899,999	23	3	0	4	3	5	7	3.3	5.0	Balanced
\$900,000 - 999,999	19	5	2	1	6	0	5	3.8	4.5	Slightly Seller
\$1,000,000 - and over	56	4	2	7	9	2	6	9.3	10.4	Buyer
TOTAL	367	113	116	130	122	143	151	2.4	2.5	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 NORTH)

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.

LONG REALTY COMPANY

41.9%

Tierra Antigua Realty

14.0%

Realty Executives Tucson Elite

6.2%

Coldwell Banker Residential Brokerage

5.7%

Russ Lyon Sotheby's International Realty

5.0%

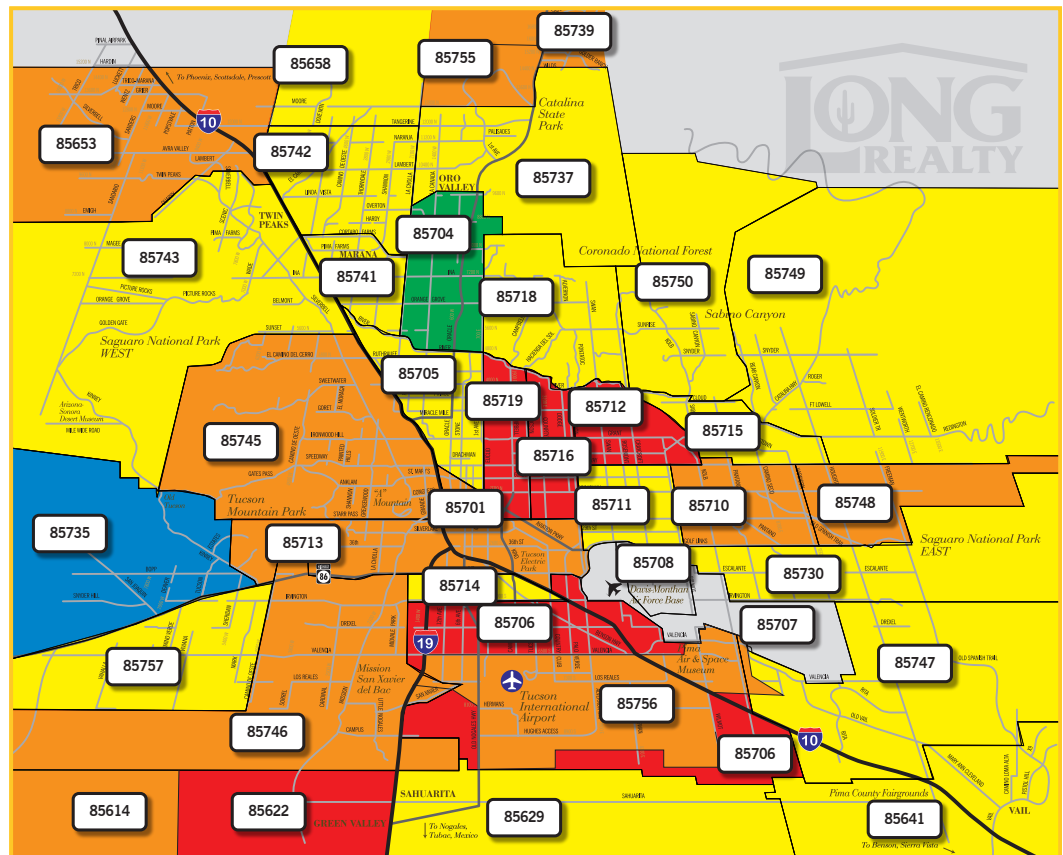
Keller Williams Southern Arizona

5.0%

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.



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.