

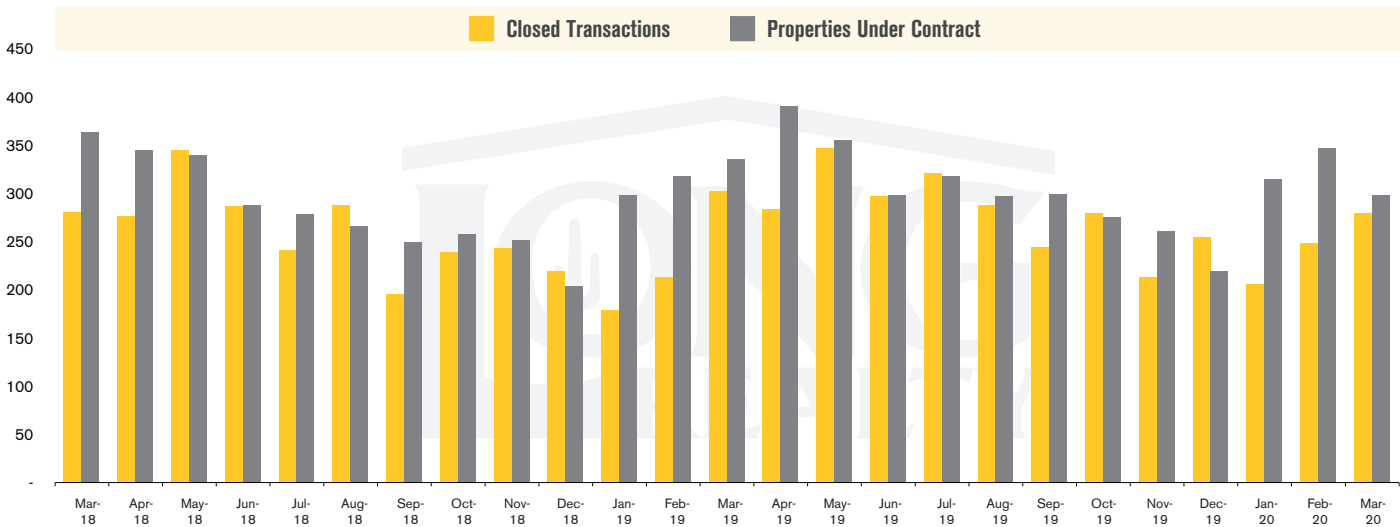
THE HOUSING REPORT

TUCSON NORTHWEST | APRIL 2020

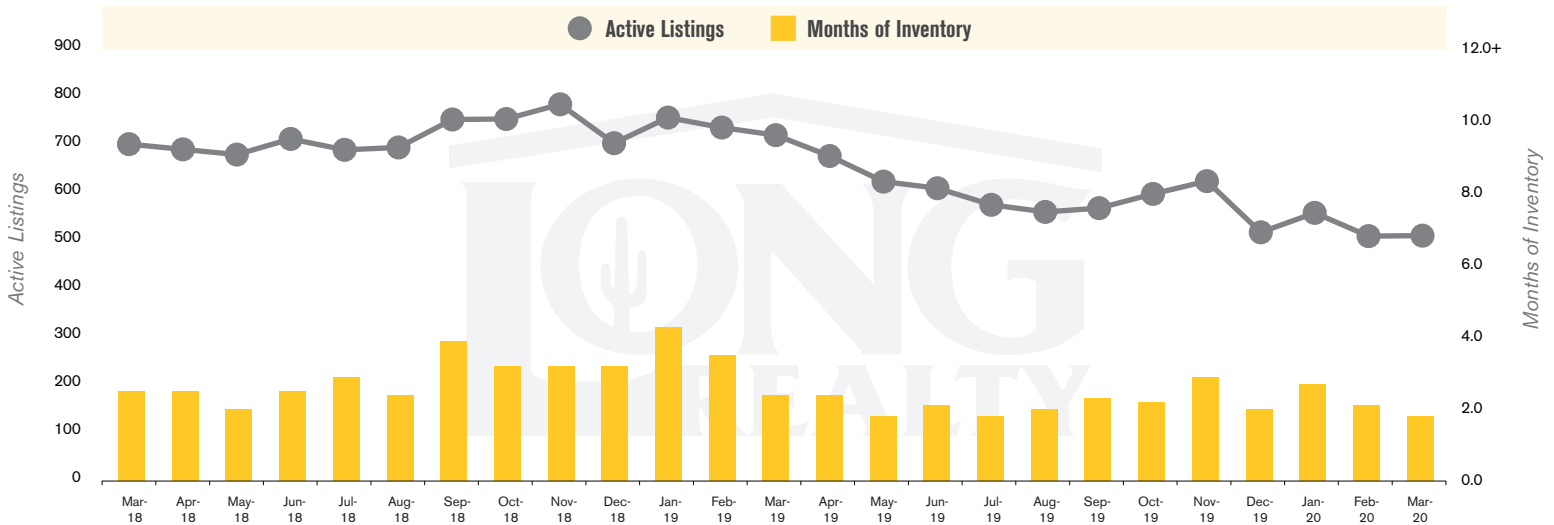


In the Tucson Northwest area, March 2020 active inventory was 519, a 29% decrease from March 2019. There were 282 closings in March 2020, an 8% decrease from March 2019. Year-to-date 2020 there were 760 closings, a 3% increase from year-to-date 2019. Months of Inventory was 1.8, down from 2.4 in March 2019. Median price of sold homes was \$298,568 for the month of March 2020, up 10% from March 2019. The Tucson Northwest area had 301 new properties under contract in March 2020, down 11% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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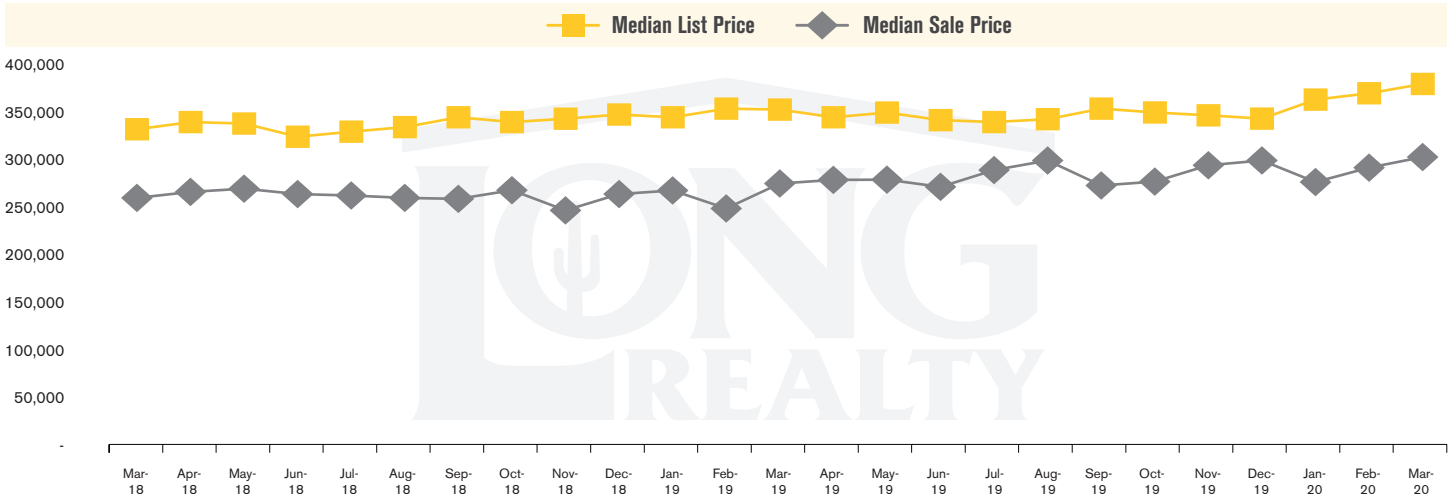
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

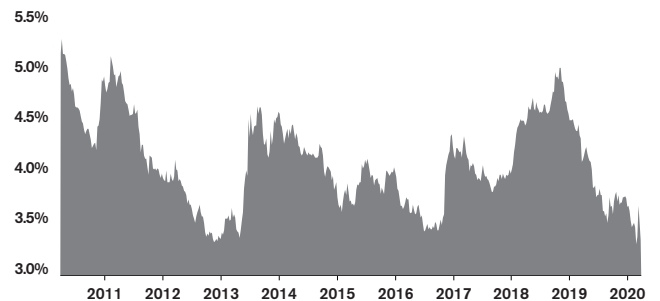


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$271,000	4.375%	\$1,285.41
2020	\$298,568	3.450%	\$1,265.77

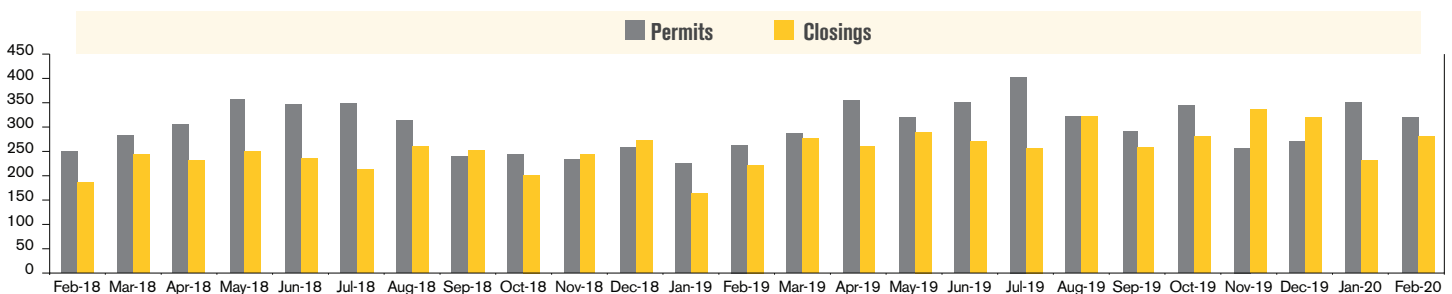
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST)

	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	2	1	0	n/a	0.0	Seller
\$50,000 - 74,999	0	0	1	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	4	2	1	1	0	2	0	n/a	3.5	Seller
\$100,000 - 124,999	5	1	1	3	2	2	2	2.5	1.8	Seller
\$125,000 - 149,999	5	5	2	2	3	6	0	n/a	0.9	Seller
\$150,000 - 174,999	3	7	6	6	8	6	4	0.8	0.4	Seller
\$175,000 - 199,999	7	25	19	22	15	20	25	0.3	0.6	Seller
\$200,000 - 224,999	25	40	30	25	25	30	26	1.0	0.9	Seller
\$225,000 - 249,999	25	42	21	29	30	30	32	0.8	1.0	Seller
\$250,000 - 274,999	25	25	26	20	23	24	21	1.2	1.4	Seller
\$275,000 - 299,999	33	24	7	28	17	20	33	1.0	1.4	Seller
\$300,000 - 349,999	43	48	39	45	27	35	29	1.5	1.6	Seller
\$350,000 - 399,999	71	28	24	28	26	27	36	2.0	2.4	Seller
\$400,000 - 499,999	92	21	20	30	18	29	26	3.5	3.2	Seller
\$500,000 - 599,999	32	8	11	8	6	7	17	1.9	3.6	Seller
\$600,000 - 699,999	33	9	5	7	7	7	10	3.3	4.2	Slightly Seller
\$700,000 - 799,999	24	3	3	4	3	3	7	3.4	6.2	Balanced
\$800,000 - 899,999	27	4	3	2	0	3	4	6.8	11.6	Buyer
\$900,000 - 999,999	17	2	0	0	1	1	4	4.3	7.5	Slightly Buyer
\$1,000,000 - and over	48	1	2	5	2	4	6	8.0	13.3	Buyer
TOTAL	519	295	221	266	215	257	282	1.8	2.1	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 NORTHWEST)

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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29.2%

Tierra Antigua Realty

11.7%

Coldwell Banker Residential Brokerage

9.1%

Realty Executives Tucson Elite

6.7%

Keller Williams Southern Arizona

6.3%

Homesmart Advantage Group

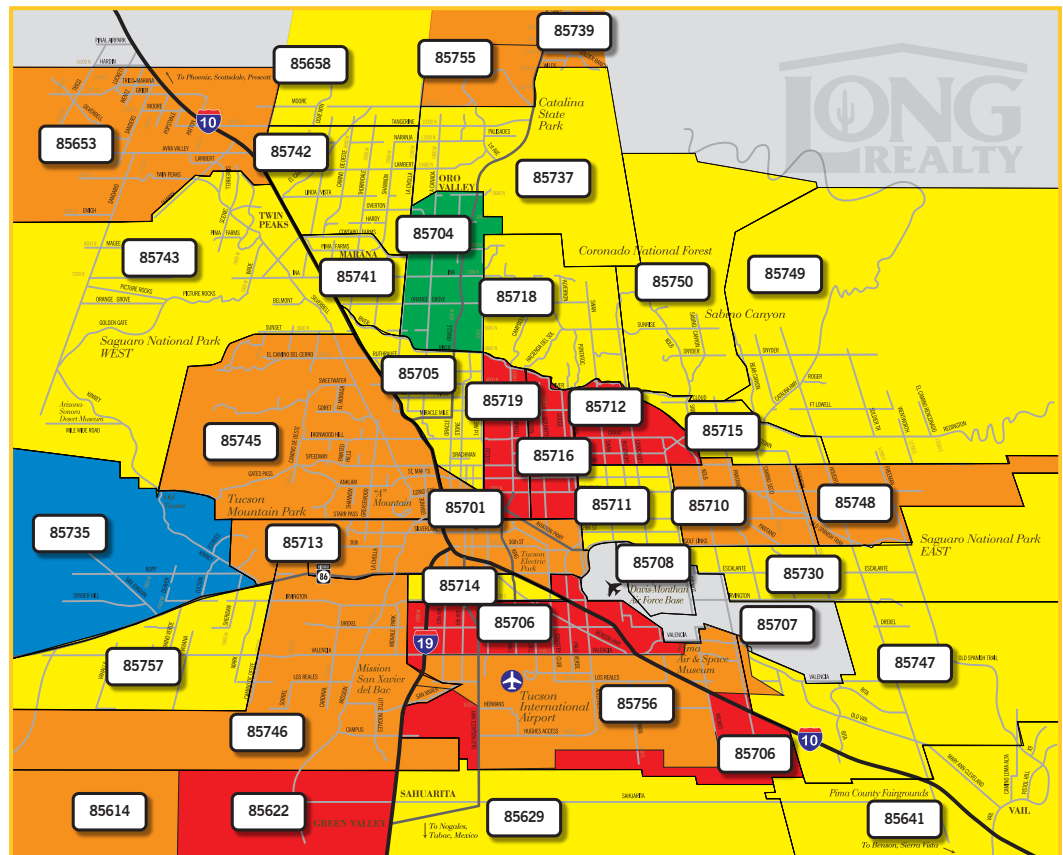
3.5%

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.