

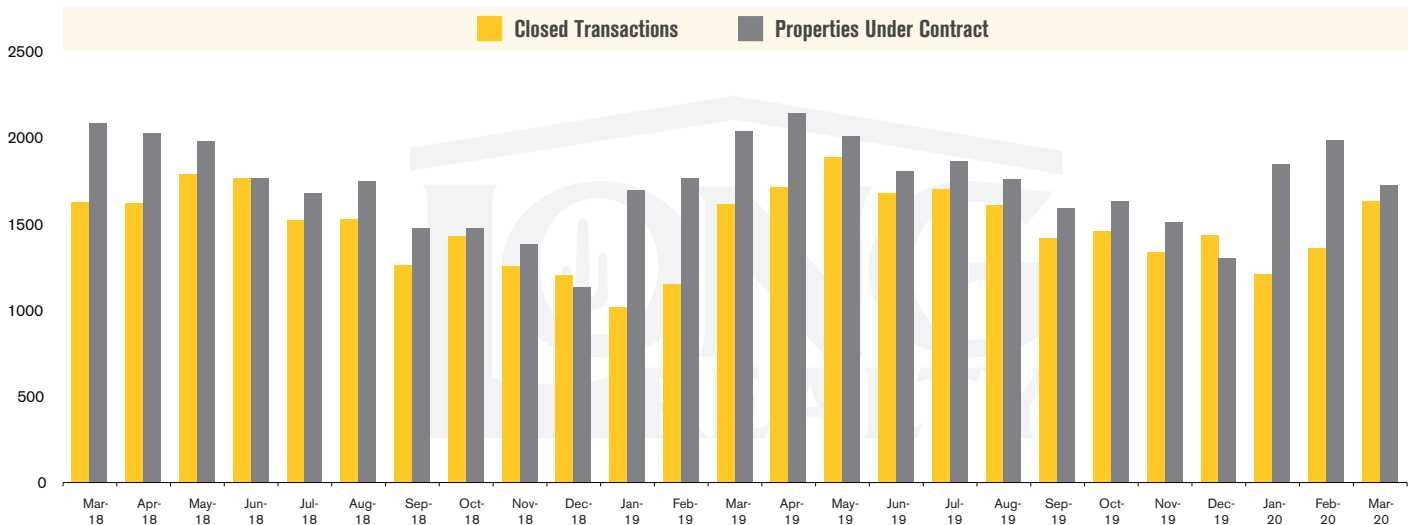
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2020

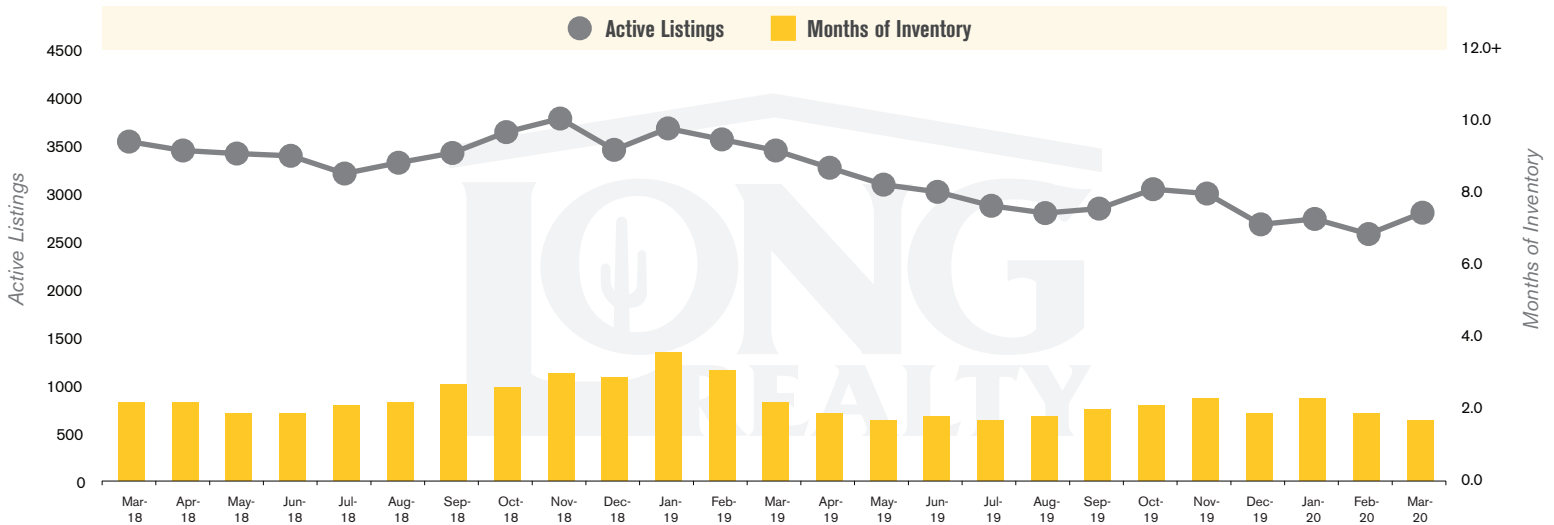


In the Tucson Main Market area, March 2020 active inventory was 2,837, a 19% decrease from March 2019. There were 1,637 closings in March 2020, a 1% increase from March 2019. Year-to-date 2020 there were 4,318 closings, an 8% increase from year-to-date 2019. Months of Inventory was 1.7, down from 2.2 in March 2019. Median price of sold homes was \$240,000 for the month of March 2020, up 11% from March 2019. The Tucson Main Market area had 1,728 new properties under contract in March 2020, down 15% from March 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (GREATER TUCSON MAIN MARKET)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (GREATER TUCSON MAIN MARKET)



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

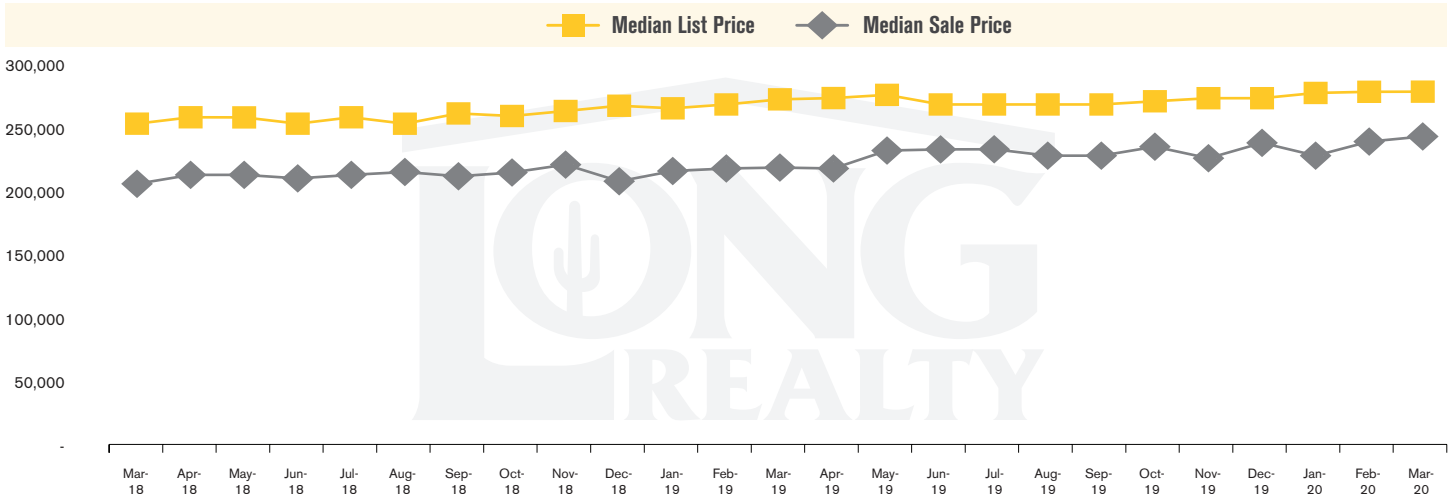
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2020



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (GREATER TUCSON MAIN MARKET)

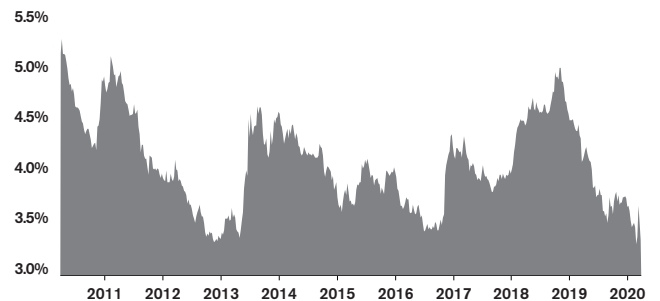


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$215,702	4.375%	\$1,023.12
2020	\$240,000	3.450%	\$1,017.47

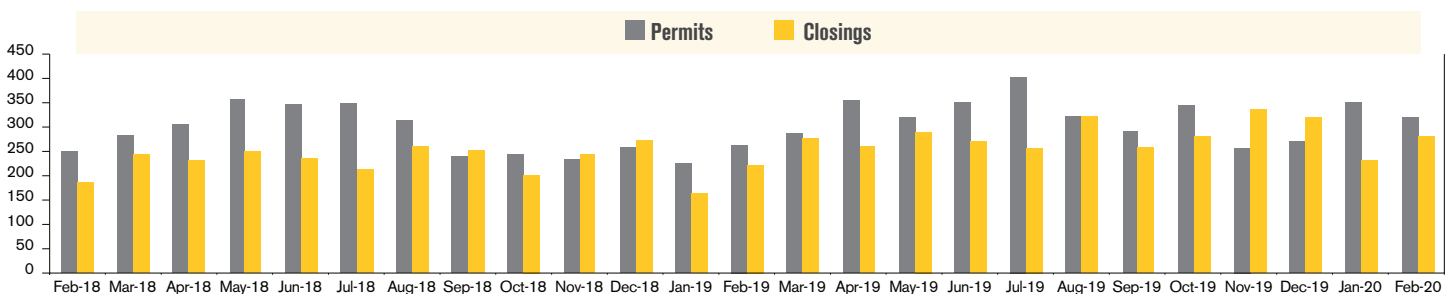
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (GREATER TUCSON MAIN MARKET)



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.

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 04/03/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2020



## MARKET CONDITIONS BY PRICE BAND (GREATER TUCSON MAIN MARKET)

	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	12	7	6	4	8	17	5	2.4	1.1	Seller
\$50,000 - 74,999	46	16	22	16	23	13	21	2.2	2.2	Seller
\$75,000 - 99,999	77	35	29	37	30	30	33	2.3	2.5	Seller
\$100,000 - 124,999	59	40	57	49	42	47	40	1.5	1.3	Seller
\$125,000 - 149,999	95	94	92	80	83	82	76	1.3	1.1	Seller
\$150,000 - 174,999	133	139	131	129	110	132	104	1.3	1.0	Seller
\$175,000 - 199,999	208	194	188	195	165	160	229	0.9	1.1	Seller
\$200,000 - 224,999	162	187	178	158	152	155	184	0.9	1.0	Seller
\$225,000 - 249,999	205	165	146	165	129	146	187	1.1	1.3	Seller
\$250,000 - 274,999	199	123	115	121	97	128	134	1.5	1.6	Seller
\$275,000 - 299,999	226	99	76	106	66	88	121	1.9	2.3	Seller
\$300,000 - 349,999	265	151	126	136	109	114	121	2.2	2.2	Seller
\$350,000 - 399,999	248	92	83	98	80	95	107	2.3	2.5	Seller
\$400,000 - 499,999	273	91	76	90	63	85	124	2.2	2.7	Seller
\$500,000 - 599,999	144	48	31	40	39	44	55	2.6	3.1	Seller
\$600,000 - 699,999	145	26	22	27	18	28	36	4.0	5.2	Balanced
\$700,000 - 799,999	85	9	7	10	11	17	23	3.7	5.2	Balanced
\$800,000 - 899,999	68	11	5	7	7	12	12	5.7	6.7	Slightly Buyer
\$900,000 - 999,999	51	8	3	3	10	3	12	4.3	5.4	Balanced
\$1,000,000 - and over	136	5	4	13	12	8	13	10.5	13.5	Buyer
<b>TOTAL</b>	<b>2,837</b>	<b>1,540</b>	<b>1,397</b>	<b>1,484</b>	<b>1,254</b>	<b>1,404</b>	<b>1,637</b>	<b>1.7</b>	<b>1.9</b>	<b>Seller</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

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.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2020



## MARKET SHARE (GREATER TUCSON MAIN MARKET)

**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

26.2%

Tierra Antigua Realty

14.0%

Realty Executives Tucson Elite

9.0%

Coldwell Banker Residential Brokerage

7.4%

Keller Williams Southern Arizona

6.9%

Exp Realty

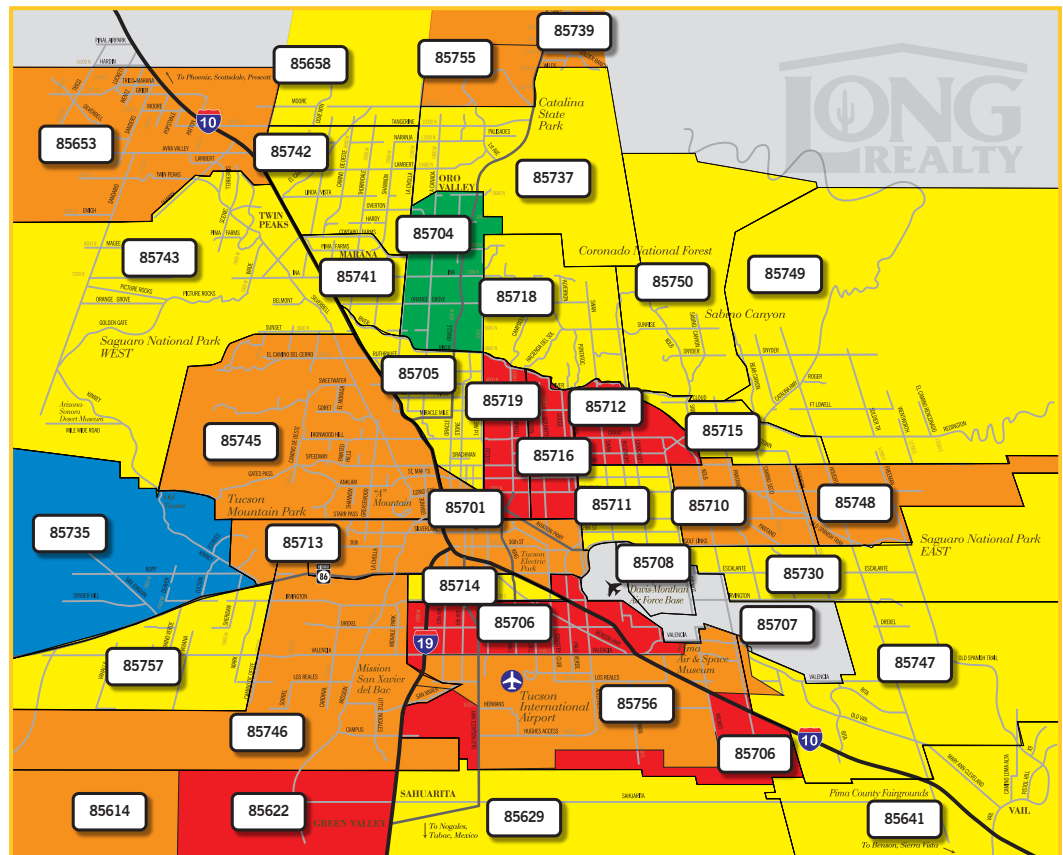
3.5%

## 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.**

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

*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.*