

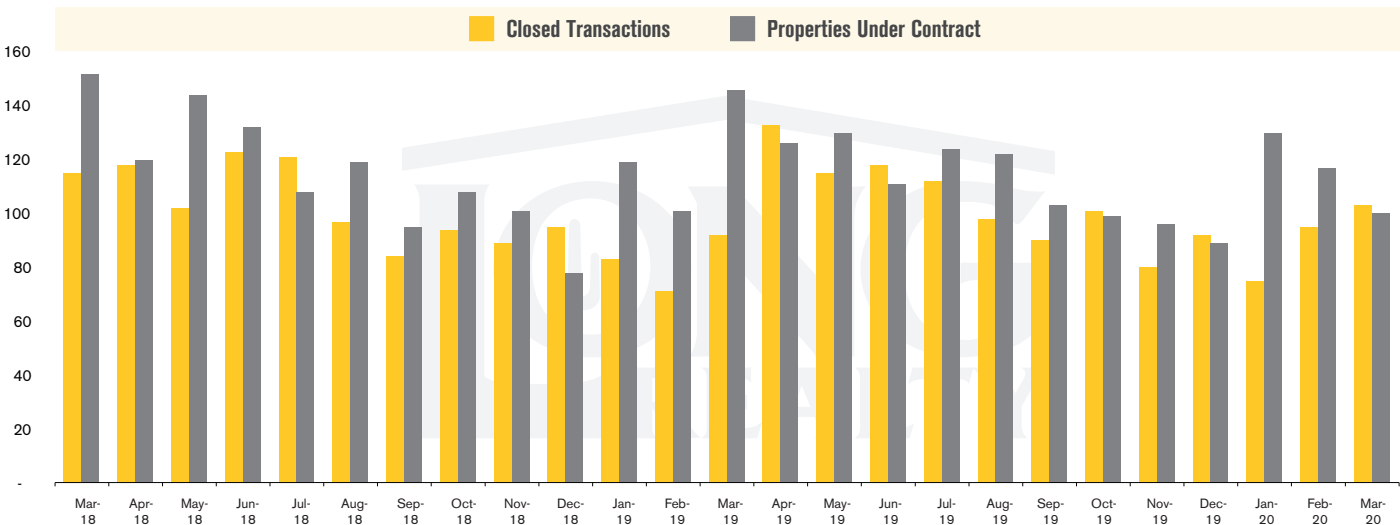
THE HOUSING REPORT

TUCSON WEST | APRIL 2020

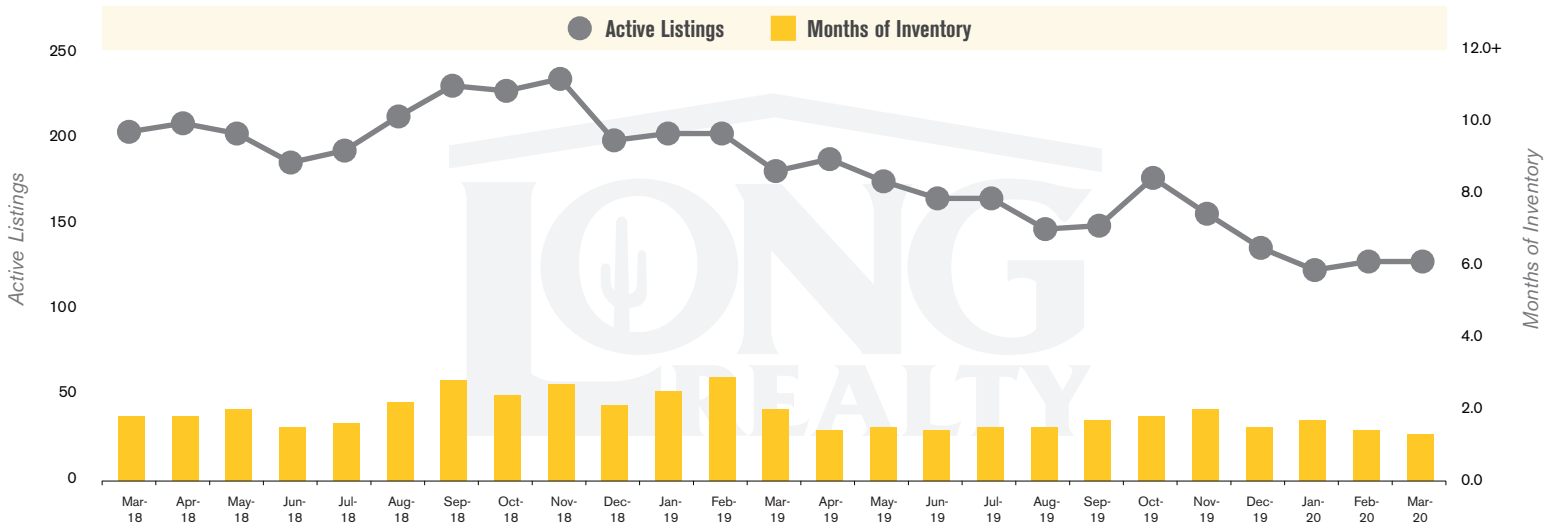


In the Tucson West area, March 2020 active inventory was 129, a 29% decrease from March 2019. There were 103 closings in March 2020, a 12% increase from March 2019. Year-to-date 2020 there were 282 closings, a 9% increase from year-to-date 2019. Months of Inventory was 1.3, down from 2.0 in March 2019. Median price of sold homes was \$245,000 for the month of March 2020, up 8% from March 2019. The Tucson West area had 100 new properties under contract in March 2020, down 32% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

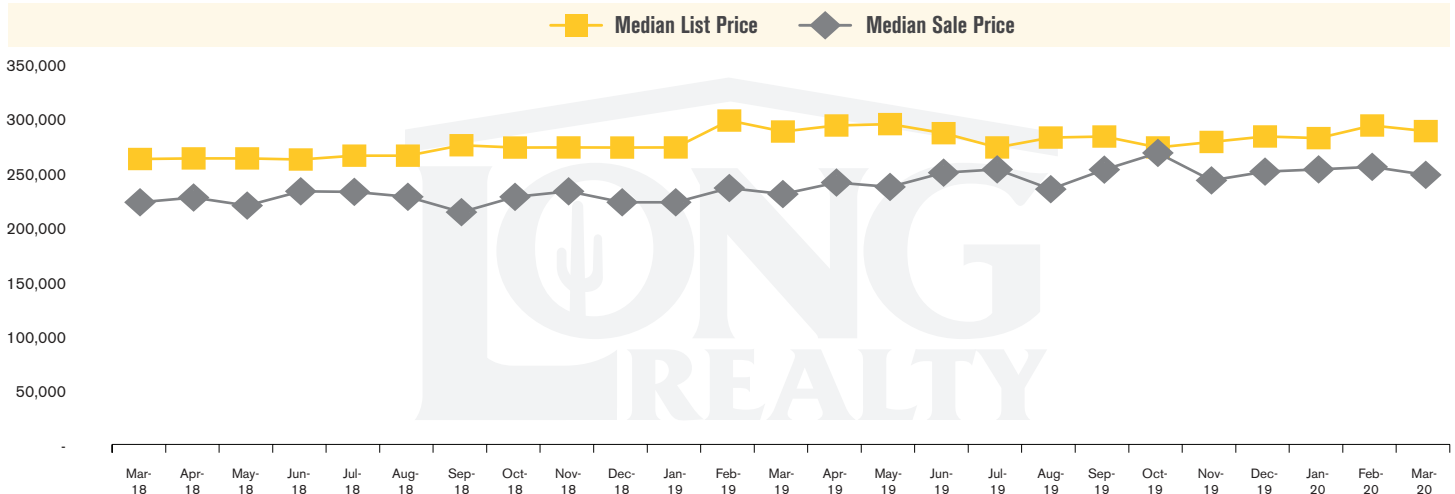
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON WEST | APRIL 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)

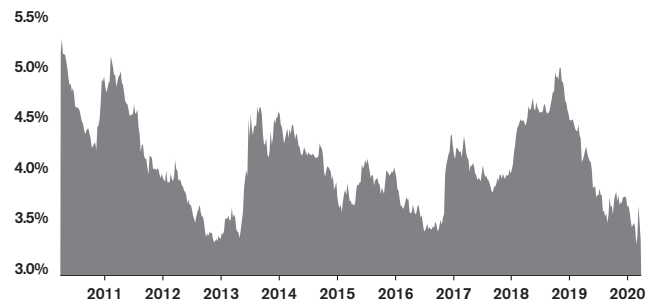


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$227,500	4.375%	\$1,079.08
2020	\$245,000	3.450%	\$1,038.67

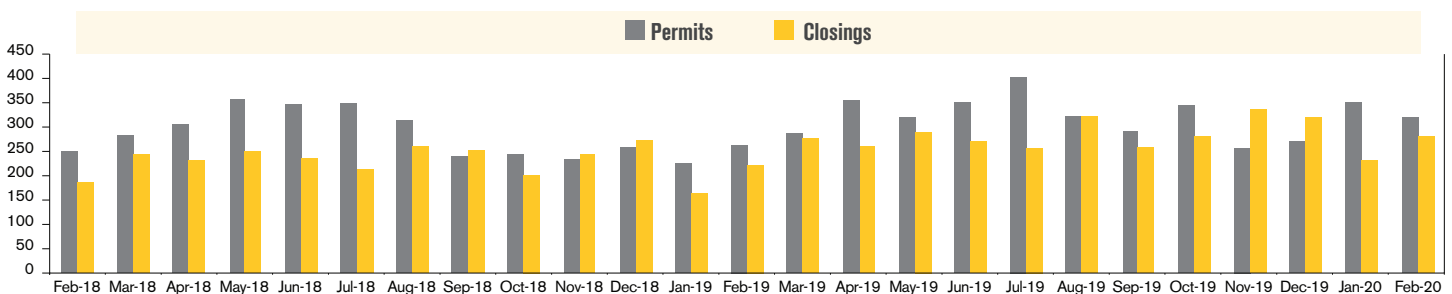
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

Stephen Woodall
(520) 818-4504 | 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

TUCSON WEST | APRIL 2020



MARKET CONDITIONS BY PRICE BAND (TUCSON WEST)

	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	1	0	0	0	0	1	1	1.0	2.5	Seller
\$75,000 - 99,999	1	0	0	2	1	1	1	1.0	3.0	Seller
\$100,000 - 124,999	3	1	1	1	1	3	0	n/a	1.0	Seller
\$125,000 - 149,999	0	8	6	6	7	8	6	0.0	0.2	Seller
\$150,000 - 174,999	4	5	4	2	9	4	2	2.0	0.7	Seller
\$175,000 - 199,999	5	10	7	10	8	6	17	0.3	0.3	Seller
\$200,000 - 224,999	1	13	15	9	7	7	9	0.1	0.6	Seller
\$225,000 - 249,999	12	13	14	18	8	15	22	0.5	0.8	Seller
\$250,000 - 274,999	14	9	9	9	7	13	14	1.0	1.1	Seller
\$275,000 - 299,999	19	5	4	11	6	11	7	2.7	1.9	Seller
\$300,000 - 349,999	20	17	10	13	14	10	4	5.0	1.8	Seller
\$350,000 - 399,999	9	8	9	7	5	8	6	1.5	1.7	Seller
\$400,000 - 499,999	7	6	0	4	4	2	4	1.8	2.5	Seller
\$500,000 - 599,999	9	6	1	3	2	3	4	2.3	2.6	Seller
\$600,000 - 699,999	9	5	2	0	0	2	1	9.0	8.7	Buyer
\$700,000 - 799,999	4	2	0	0	1	1	3	1.3	2.4	Seller
\$800,000 - 899,999	2	2	0	0	0	2	0	n/a	3.5	Seller
\$900,000 - 999,999	1	0	0	0	0	0	1	1.0	4.0	Seller
\$1,000,000 - and over	8	0	0	0	0	0	1	8.0	25.0	Buyer
TOTAL	129	110	82	95	80	97	103	1.3	1.4	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | 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

TUCSON WEST | APRIL 2020



MARKET SHARE (TUCSON WEST)

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

20.9%

Tierra Antigua Realty

16.9%

Realty Executives Tucson Elite

10.3%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

7.4%

Homesmart Advantage Group

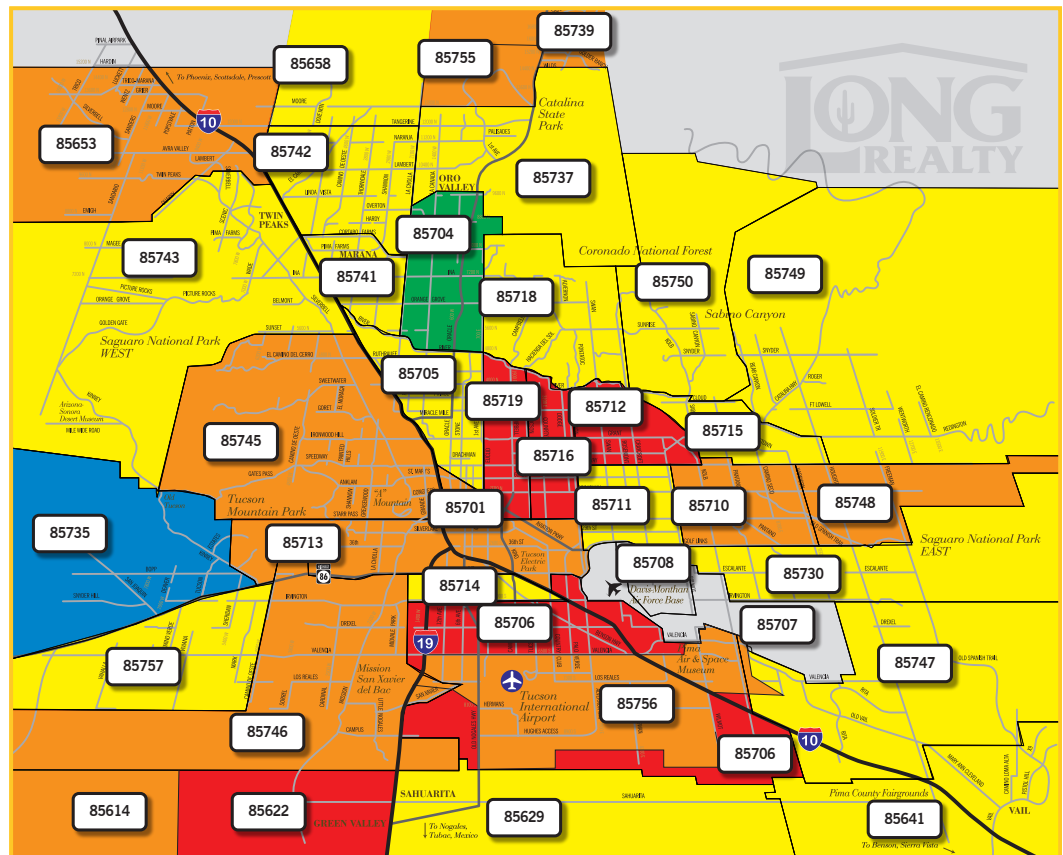
3.2%

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

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.