

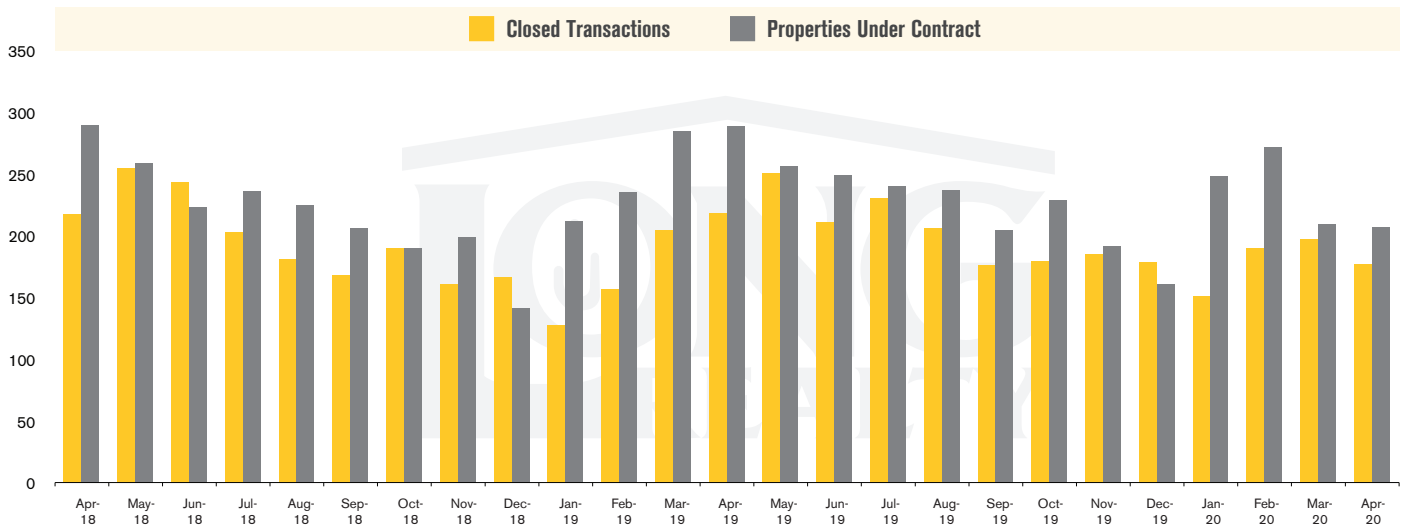
THE HOUSING REPORT

TUCSON CENTRAL | MAY 2020

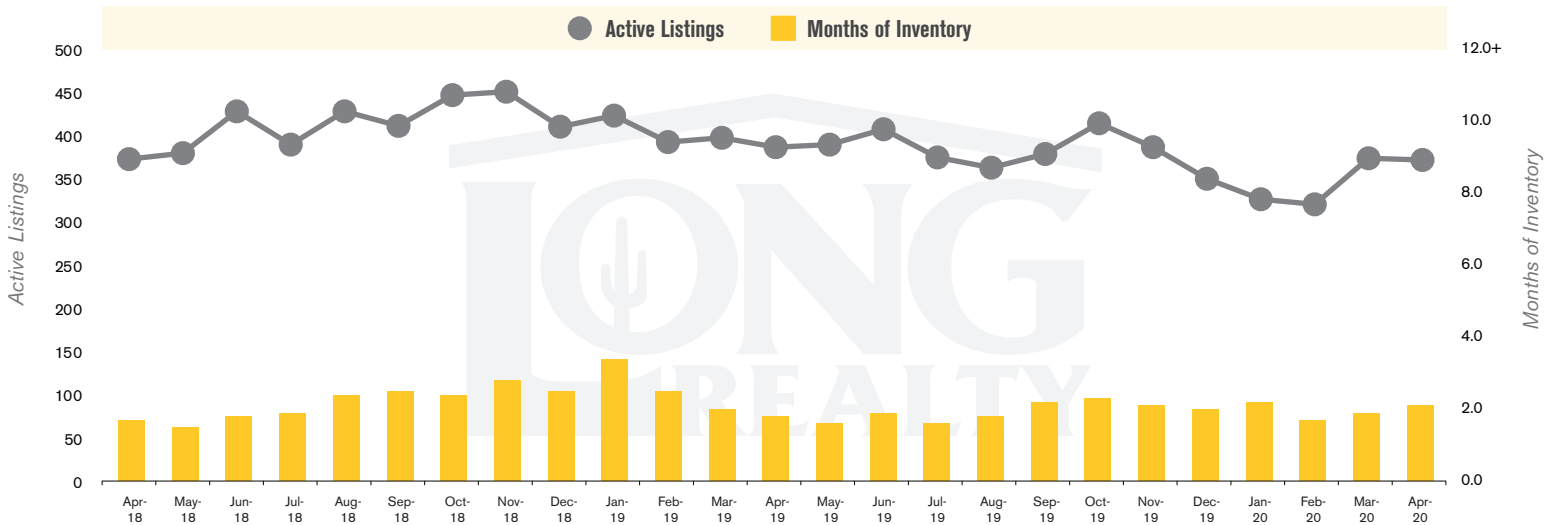


In the Tucson Central area, April 2020 active inventory was 377, a 4% decrease from April 2019. There were 178 closings in April 2020, a 19% decrease from April 2019. Year-to-date 2020 there were 746 closings, a 1% decrease from year-to-date 2019. Months of Inventory was 2.1, up from 1.8 in April 2019. Median price of sold homes was \$198,500 for the month of April 2020, up 10% from April 2019. The Tucson Central area had 208 new properties under contract in April 2020, down 28% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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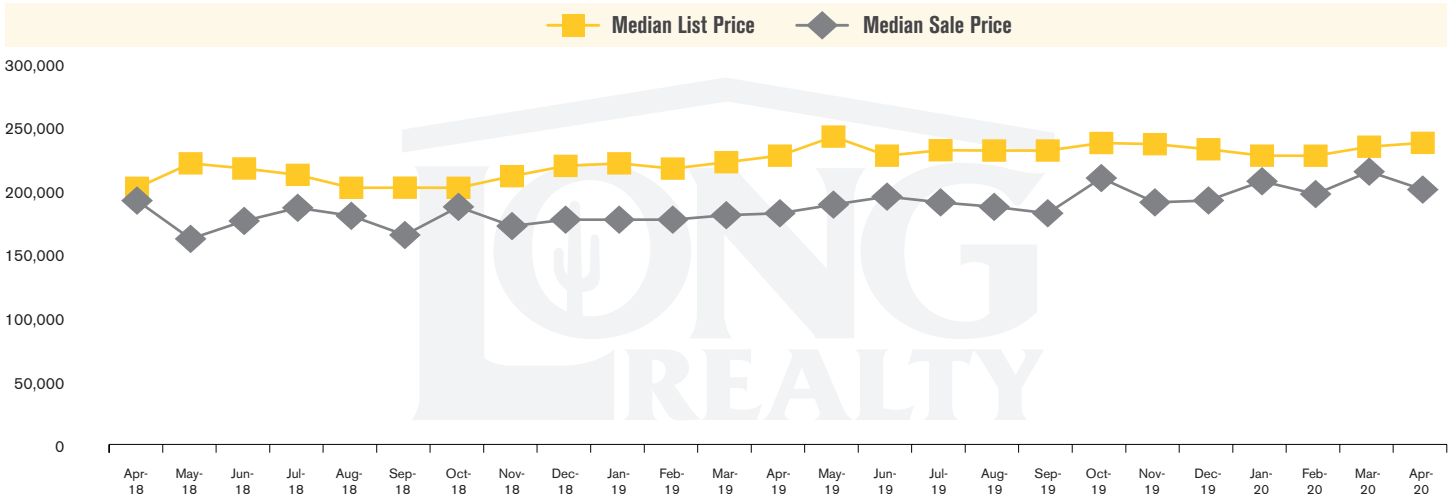
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

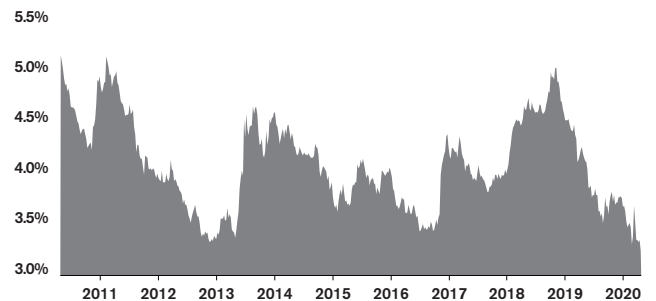


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

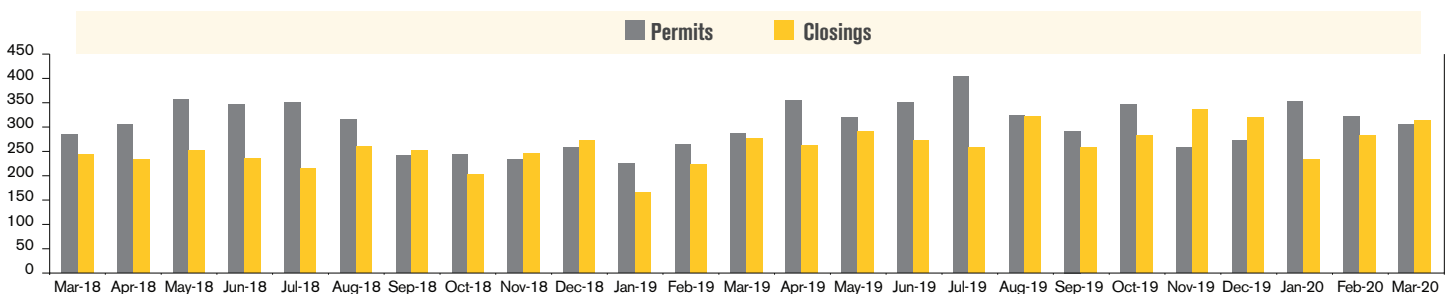
Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2019	\$180,000	4.140%	\$830.24
2020	\$198,500	3.310%	\$826.91

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For March 2020, new home permits were **up 7%** and new home closings were **up 13%** from March 2019.

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MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20			
\$1 - 49,999	4	1	2	1	5	3	1	4.0	1.2	Seller
\$50,000 - 74,999	5	0	3	3	3	6	3	1.7	1.6	Seller
\$75,000 - 99,999	12	10	2	1	7	6	12	1.0	1.7	Seller
\$100,000 - 124,999	10	19	15	9	9	8	6	1.7	1.0	Seller
\$125,000 - 149,999	13	29	22	24	18	22	14	0.9	0.8	Seller
\$150,000 - 174,999	33	26	27	17	35	21	25	1.3	1.2	Seller
\$175,000 - 199,999	43	23	30	22	28	31	32	1.3	1.5	Seller
\$200,000 - 224,999	27	14	12	16	14	24	15	1.8	1.3	Seller
\$225,000 - 249,999	42	15	13	13	13	21	18	2.3	2.2	Seller
\$250,000 - 274,999	32	14	14	18	11	11	14	2.3	2.6	Seller
\$275,000 - 299,999	26	12	7	9	6	13	9	2.9	3.0	Seller
\$300,000 - 349,999	35	10	10	10	22	15	11	3.2	1.7	Seller
\$350,000 - 399,999	29	14	12	9	11	14	7	4.1	2.5	Seller
\$400,000 - 499,999	27	5	11	1	6	8	6	4.5	3.8	Seller
\$500,000 - 599,999	16	1	1	2	4	3	3	5.3	4.3	Slightly Seller
\$600,000 - 699,999	10	2	0	2	2	3	1	10.0	5.2	Balanced
\$700,000 - 799,999	9	0	2	1	0	2	1	9.0	7.7	Slightly Buyer
\$800,000 - 899,999	3	1	0	0	1	0	0	n/a	10.0	Buyer
\$900,000 - 999,999	1	0	0	0	1	1	0	n/a	2.5	Seller
\$1,000,000 - and over	0	0	0	0	2	0	0	n/a	1.5	Seller
TOTAL	377	196	183	158	198	212	178	2.1	1.8	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 05/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2020-04/30/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2019 – 04/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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27.0%

Tierra Antigua Realty

17.4%

Realty Executives Tucson Elite

9.4%

Keller Williams Southern Arizona

6.9%

Coldwell Banker Residential Brokerage

3.9%

Exp Realty

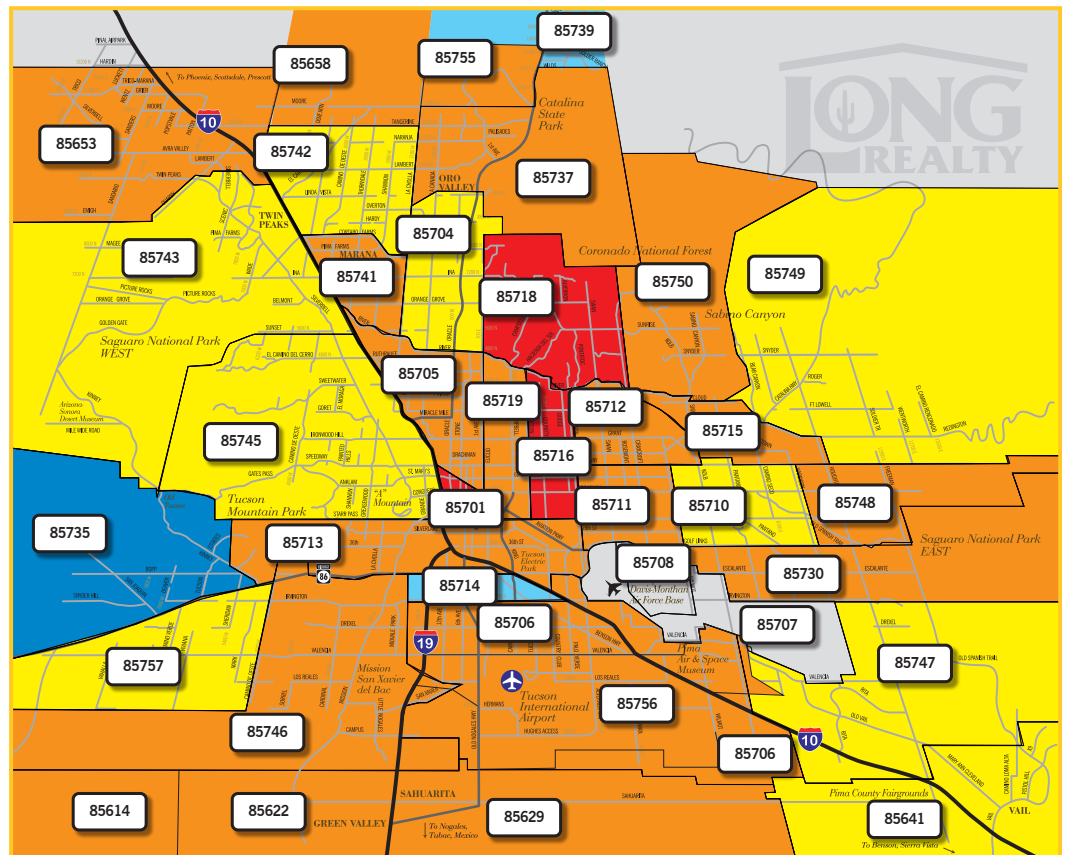
3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2019-APR 2019 TO FEB 2020-APR 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 February 2019-April 2019 to February 2020-April 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2020. Information is believed to be reliable, but not guaranteed.