

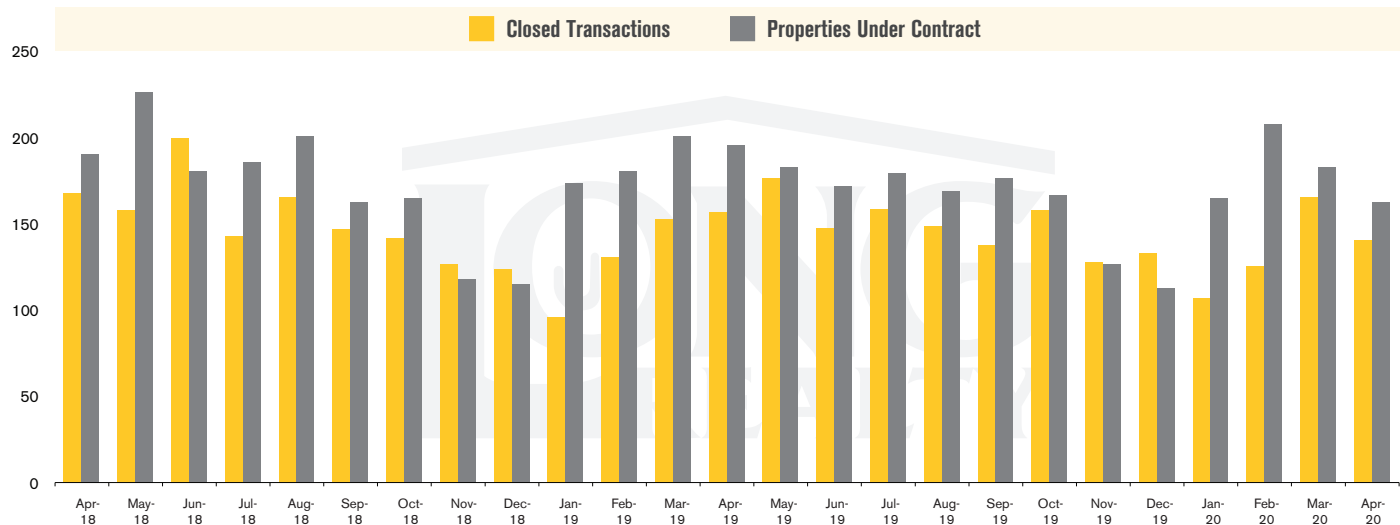
THE HOUSING REPORT

TUCSON EAST | MAY 2020

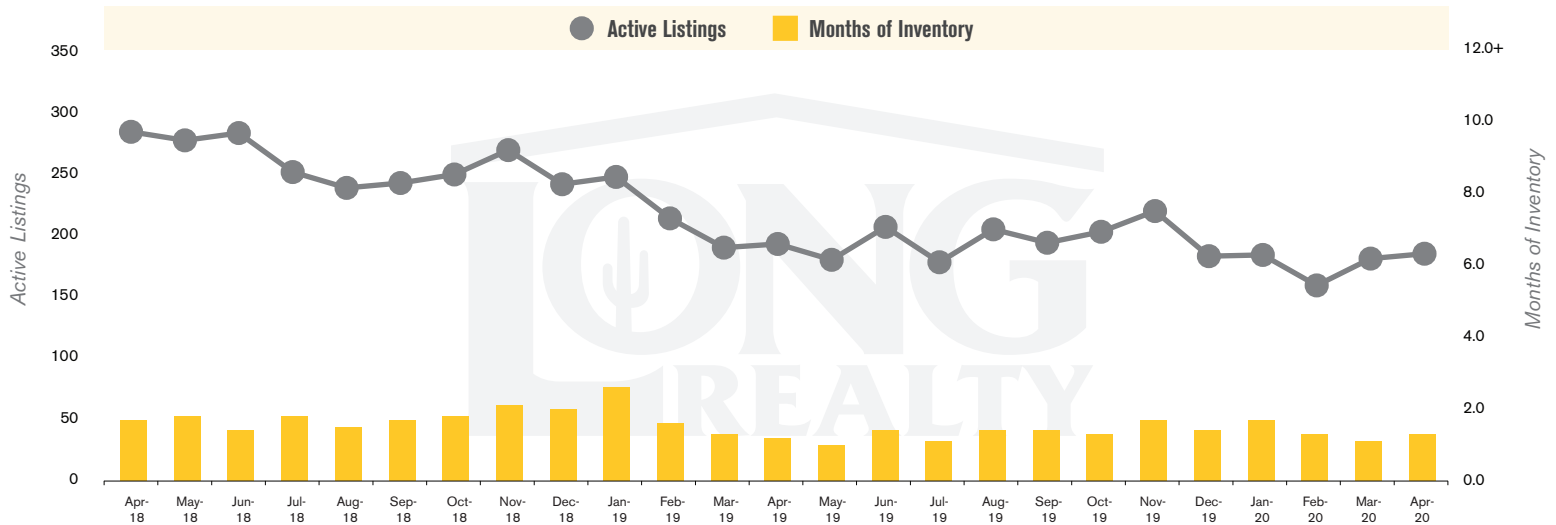


In the Tucson East area, April 2020 active inventory was 187, a 4% decrease from April 2019. There were 141 closings in April 2020, a 10% decrease from April 2019. Year-to-date 2020 there were 562 closings, a 1% decrease from year-to-date 2019. Months of Inventory was 1.3, up from 1.2 in April 2019. Median price of sold homes was \$205,000 for the month of April 2020, up 9% from April 2019. The Tucson East area had 163 new properties under contract in April 2020, down 17% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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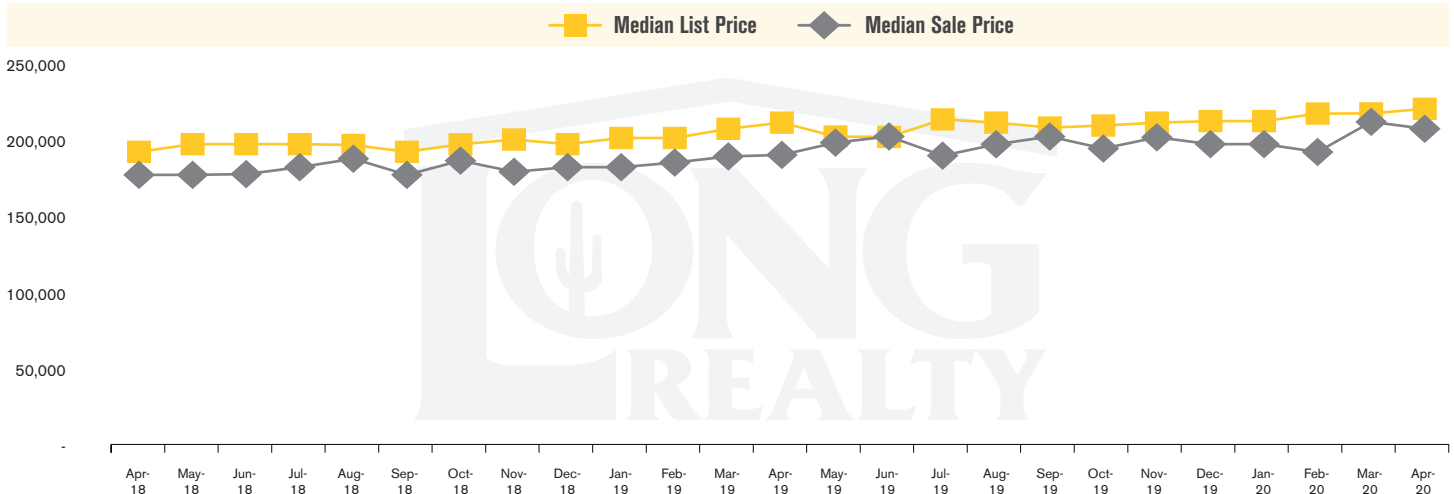
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

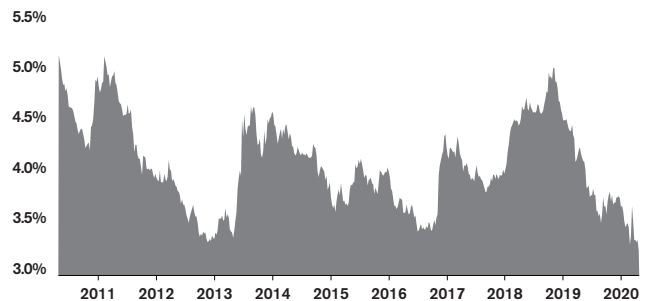


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$188,000	4.140%	\$867.14
2020	\$205,000	3.310%	\$853.99

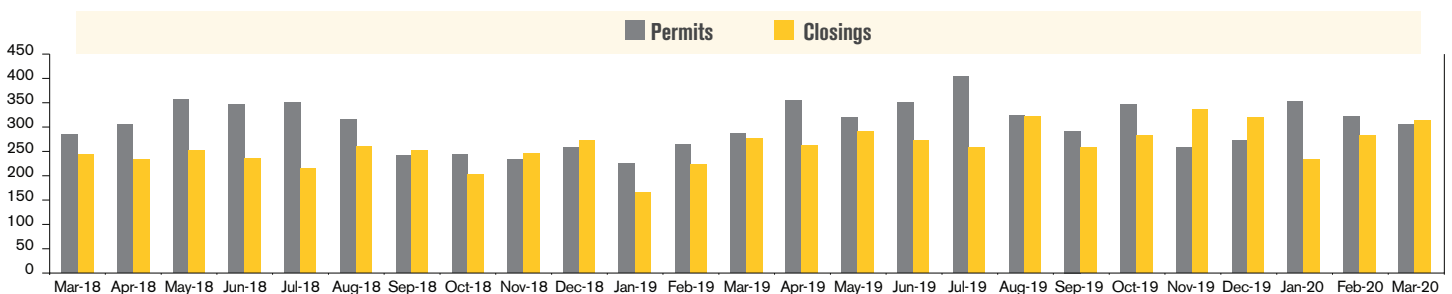
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For 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 EAST)

	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	0	0	0	5	0	1	4.0	2.2	Seller
\$50,000 - 74,999	4	2	3	3	0	0	1	4.0	8.0	Slightly Buyer
\$75,000 - 99,999	7	1	6	6	6	6	0	n/a	2.1	Seller
\$100,000 - 124,999	4	7	4	2	7	9	4	1.0	0.6	Seller
\$125,000 - 149,999	7	9	12	9	10	8	8	0.9	0.7	Seller
\$150,000 - 174,999	9	24	18	18	22	17	23	0.4	0.5	Seller
\$175,000 - 199,999	28	28	31	25	26	35	30	0.9	0.9	Seller
\$200,000 - 224,999	23	32	26	23	19	31	26	0.9	0.9	Seller
\$225,000 - 249,999	32	11	16	10	12	29	22	1.5	1.3	Seller
\$250,000 - 274,999	15	8	9	5	8	14	10	1.5	1.2	Seller
\$275,000 - 299,999	19	5	6	3	9	13	6	3.2	1.9	Seller
\$300,000 - 349,999	10	4	5	3	4	4	5	2.0	2.6	Seller
\$350,000 - 399,999	9	2	3	0	3	4	1	9.0	2.4	Seller
\$400,000 - 499,999	6	3	1	4	0	2	1	6.0	6.7	Slightly Buyer
\$500,000 - 599,999	5	0	1	2	0	2	1	5.0	4.7	Slightly Seller
\$600,000 - 699,999	2	0	1	0	0	3	2	1.0	1.6	Seller
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	187	136	142	113	131	177	141	1.3	1.2	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 EAST)

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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16.8%

Tierra Antigua Realty

15.0%

Realty Executives Tucson Elite

13.8%

Keller Williams Southern Arizona

8.9%

Exp Realty

6.7%

Coldwell Banker Residential Brokerage

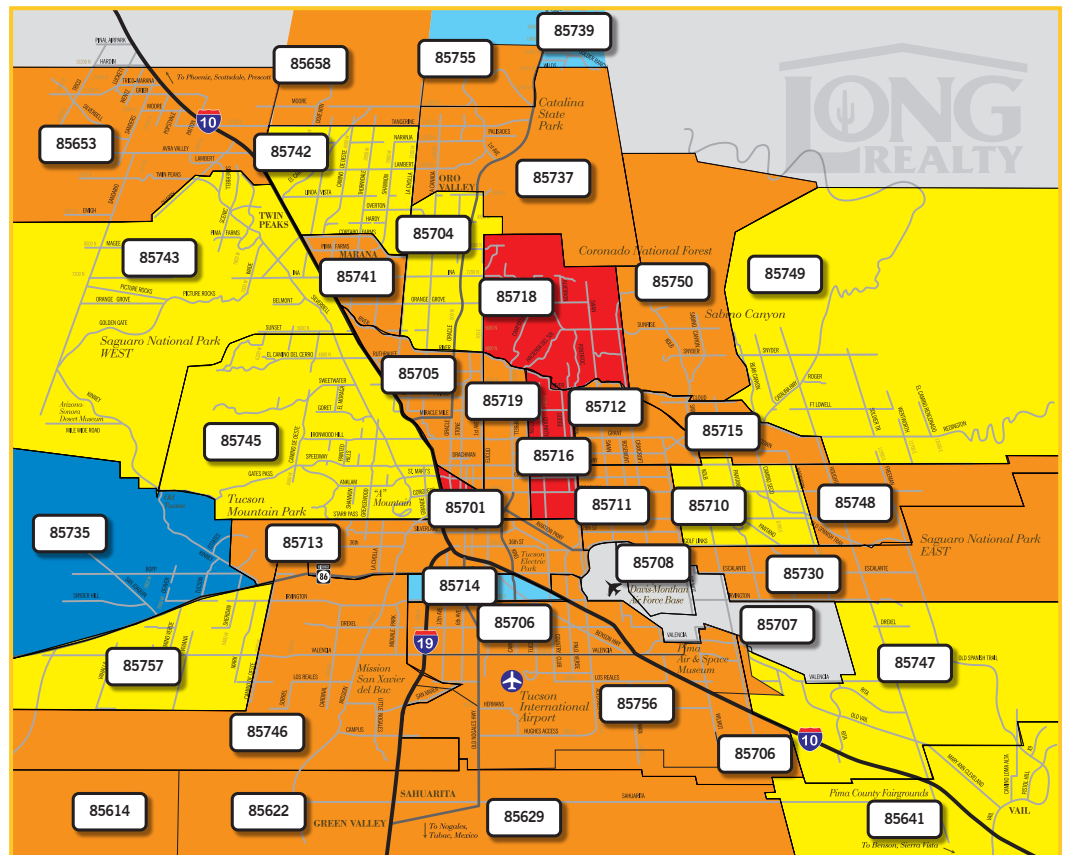
4.9%

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.