

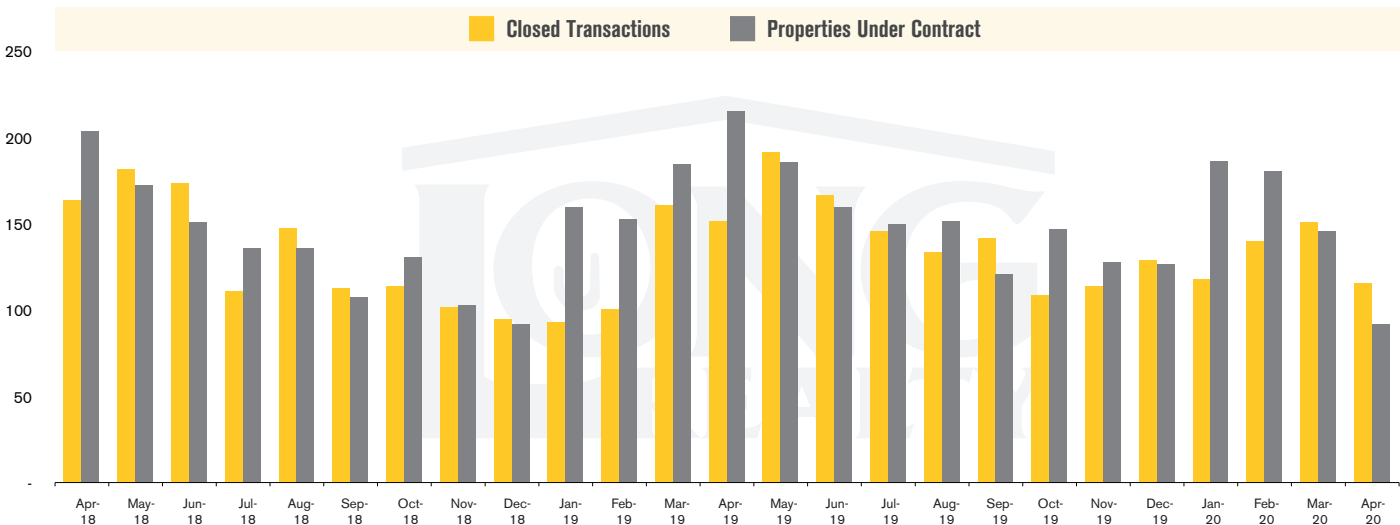
THE HOUSING REPORT

TUCSON NORTH | MAY 2020

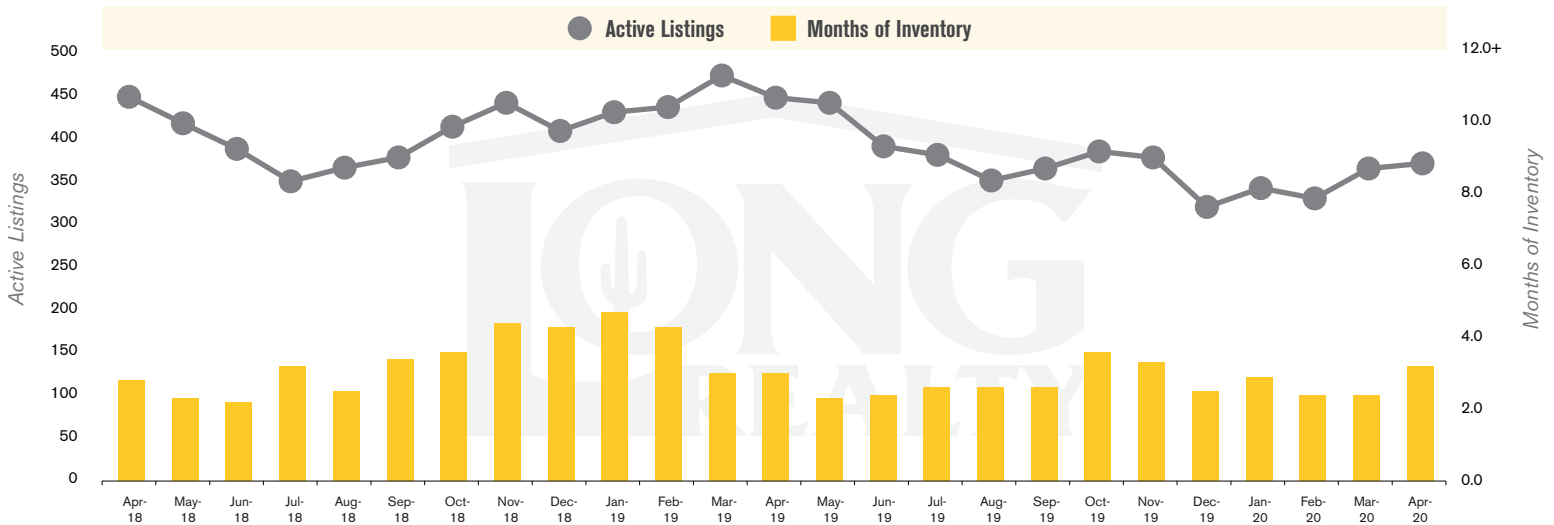


In the Tucson North area, April 2020 active inventory was 373, a 17% decrease from April 2019. There were 116 closings in April 2020, a 24% decrease from April 2019. Year-to-date 2020 there were 535 closings, a 3% increase from year-to-date 2019. Months of Inventory was 3.2, up from 3.0 in April 2019. Median price of sold homes was \$417,500 for the month of April 2020, up 24% from April 2019. The Tucson North area had 92 new properties under contract in April 2020, down 57% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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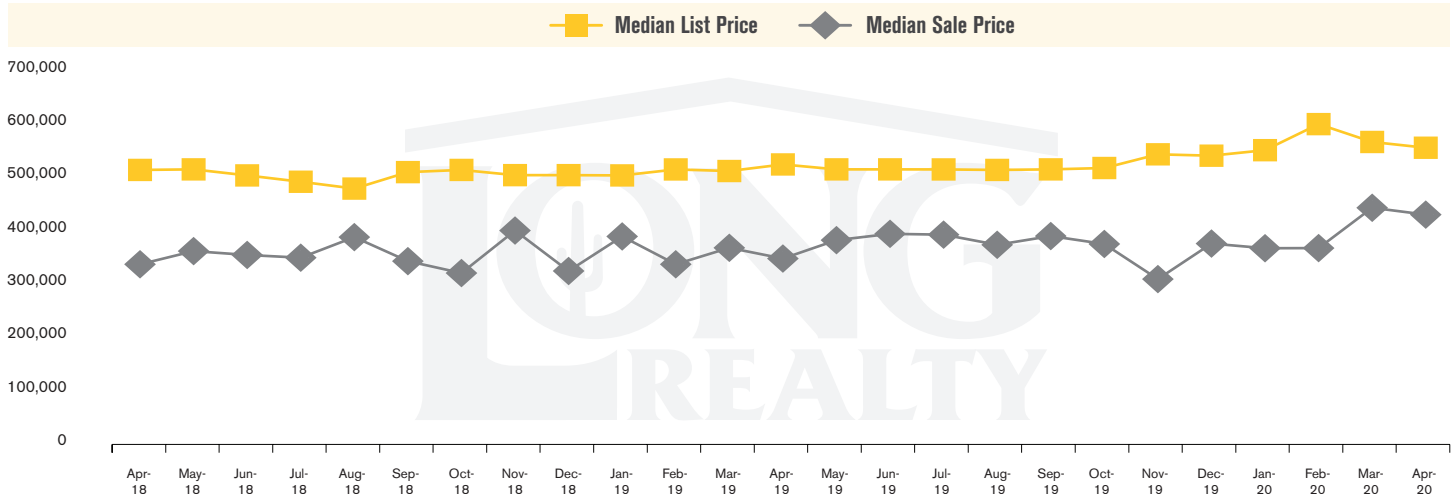
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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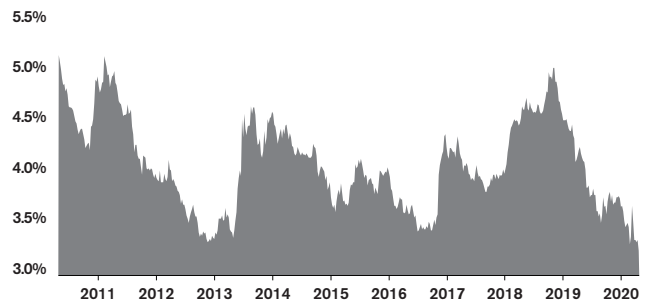
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

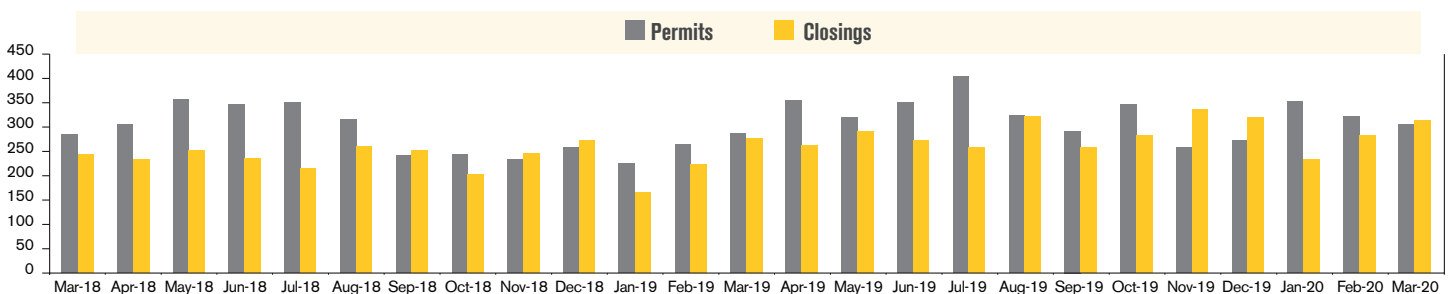
Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$337,450	4.140%	\$1,556.47
2020	\$417,500	3.310%	\$1,739.22

30 YEAR FIXED MORTGAGE RATE



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

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 NORTH)

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	3	1	4	0	2	1	3.0	3.3	Seller
\$75,000 - 99,999	2	1	0	2	1	1	1	2.0	1.0	Seller
\$100,000 - 124,999	2	4	4	2	2	2	0	n/a	1.0	Seller
\$125,000 - 149,999	14	7	2	7	9	4	9	1.6	1.5	Seller
\$150,000 - 174,999	10	2	11	5	12	8	5	2.0	1.4	Seller
\$175,000 - 199,999	22	15	8	12	10	9	5	4.4	1.7	Seller
\$200,000 - 224,999	7	5	6	4	10	7	2	3.5	1.1	Seller
\$225,000 - 249,999	15	3	7	3	7	11	5	3.0	1.4	Seller
\$250,000 - 274,999	5	11	3	3	5	1	6	0.8	1.3	Seller
\$275,000 - 299,999	4	6	5	6	4	4	3	1.3	1.1	Seller
\$300,000 - 349,999	15	13	12	10	8	10	8	1.9	1.4	Seller
\$350,000 - 399,999	23	7	16	12	15	9	11	2.1	1.8	Seller
\$400,000 - 499,999	32	18	17	16	17	32	18	1.8	1.7	Seller
\$500,000 - 599,999	40	7	11	12	15	16	17	2.4	2.3	Seller
\$600,000 - 699,999	53	9	13	3	13	9	9	5.9	4.9	Slightly Seller
\$700,000 - 799,999	27	1	2	4	8	9	7	3.9	4.0	Seller
\$800,000 - 899,999	27	0	4	3	5	8	5	5.4	4.2	Slightly Seller
\$900,000 - 999,999	19	2	1	6	0	5	2	9.5	7.7	Slightly Buyer
\$1,000,000 - and over	53	2	7	9	2	6	2	26.5	16.9	Buyer
TOTAL	373	116	130	123	143	153	116	3.2	2.6	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 NORTH)

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.

LONG REALTY COMPANY

41.7%

Tierra Antigua Realty

14.2%

Realty Executives Tucson Elite

6.0%

Coldwell Banker Residential Brokerage

5.8%

Keller Williams Southern Arizona

5.1%

Russ Lyon Sotheby's International Realty

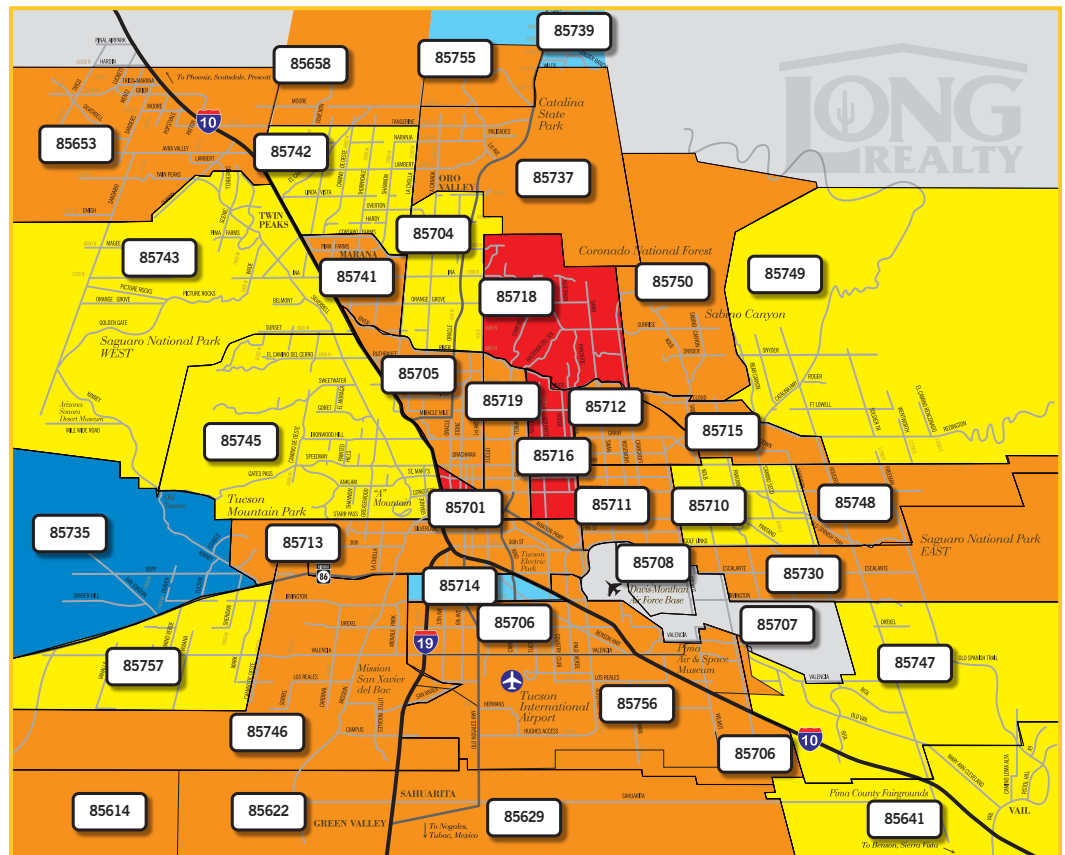
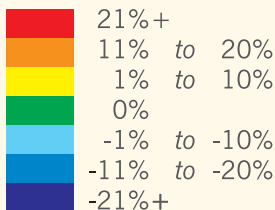
4.9%

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.