

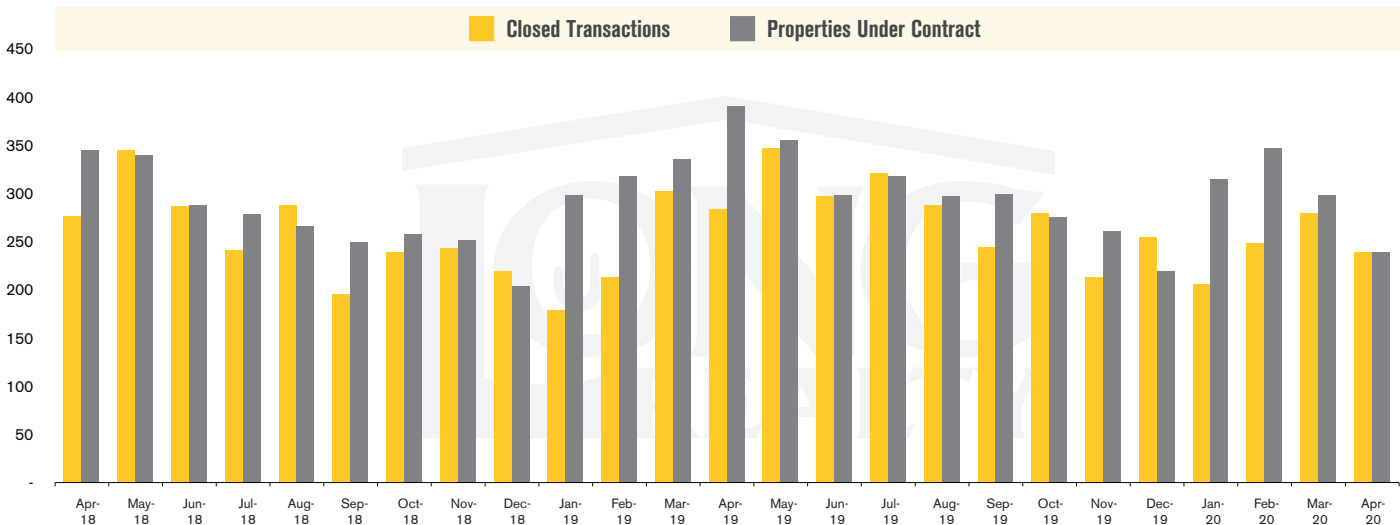
THE HOUSING REPORT

TUCSON NORTHWEST | MAY 2020

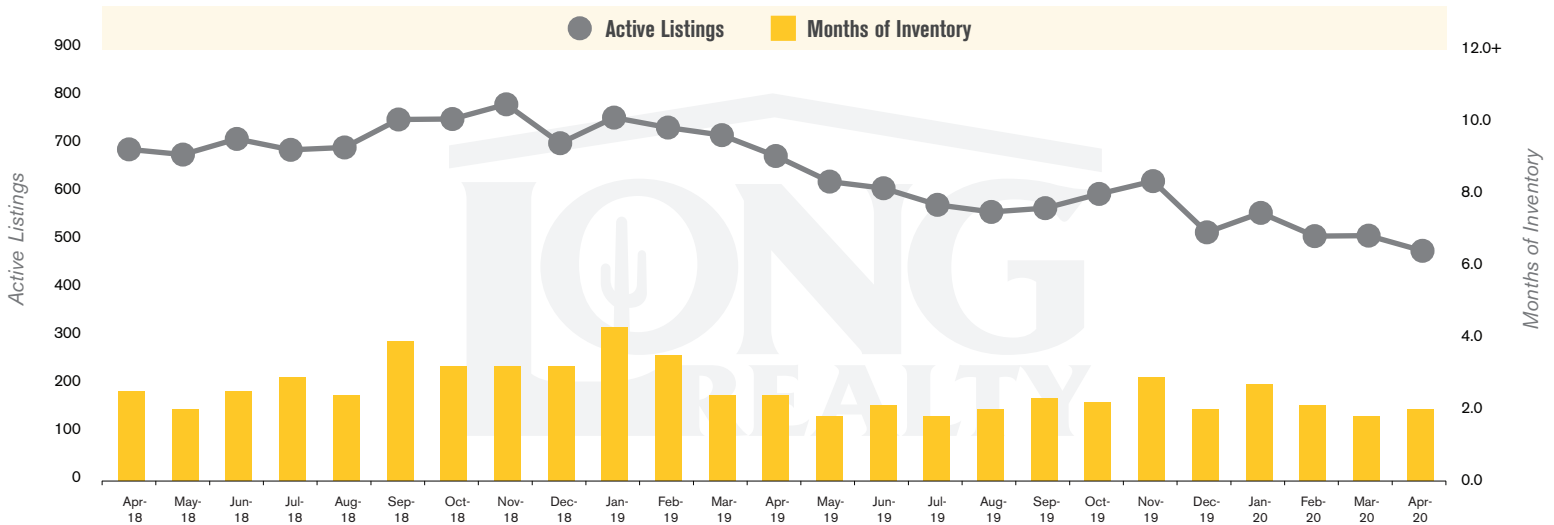


In the Tucson Northwest area, April 2020 active inventory was 487, a 29% decrease from April 2019. There were 241 closings in April 2020, a 16% decrease from April 2019. Year-to-date 2020 there were 1,015 closings, a 1% decrease from year-to-date 2019. Months of Inventory was 2.0, down from 2.4 in April 2019. Median price of sold homes was \$286,360 for the month of April 2020, up 4% from April 2019. The Tucson Northwest area had 241 new properties under contract in April 2020, down 39% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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

Long Realty Company

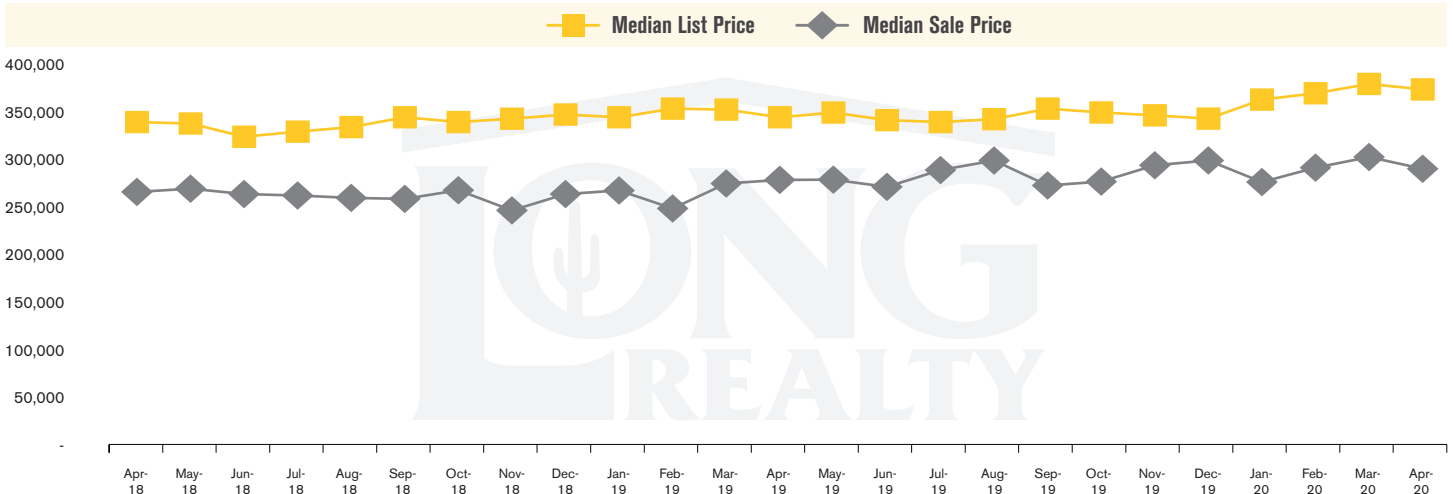
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTHWEST | MAY 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

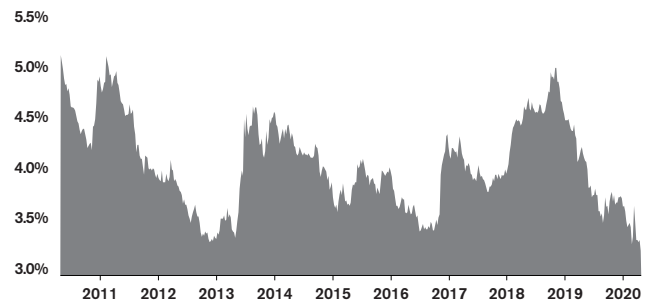


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$274,772	4.140%	\$1,267.37
2020	\$286,360	3.310%	\$1,192.92

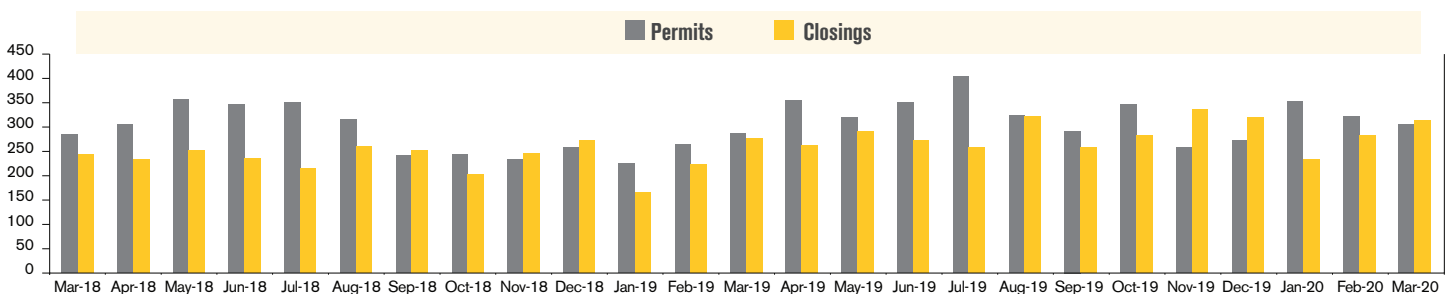
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

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 05/05/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTHWEST | MAY 2020



MARKET CONDITIONS BY PRICE BAND (TUCSON NORTHWEST)

	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	2	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	0	1	1	0	0	0	1	0.0	1.0	Seller
\$75,000 - 99,999	4	1	1	0	2	0	0	n/a	5.0	Balanced
\$100,000 - 124,999	6	1	3	2	2	3	1	6.0	2.2	Seller
\$125,000 - 149,999	4	2	2	3	6	1	1	4.0	1.4	Seller
\$150,000 - 174,999	2	6	6	8	6	5	7	0.3	0.3	Seller
\$175,000 - 199,999	8	19	22	15	20	25	9	0.9	0.5	Seller
\$200,000 - 224,999	19	30	25	25	30	30	30	0.6	0.7	Seller
\$225,000 - 249,999	40	21	29	30	31	32	30	1.3	1.0	Seller
\$250,000 - 274,999	26	26	20	23	24	21	33	0.8	1.1	Seller
\$275,000 - 299,999	29	7	28	18	20	35	14	2.1	1.4	Seller
\$300,000 - 349,999	41	39	45	27	36	31	26	1.6	1.4	Seller
\$350,000 - 399,999	55	24	28	26	28	37	41	1.3	1.9	Seller
\$400,000 - 499,999	92	20	30	18	29	27	25	3.7	3.2	Seller
\$500,000 - 599,999	25	11	8	6	7	17	9	2.8	2.8	Seller
\$600,000 - 699,999	31	5	7	7	7	12	4	7.8	4.2	Slightly Seller
\$700,000 - 799,999	26	3	4	3	3	8	5	5.2	4.9	Slightly Seller
\$800,000 - 899,999	24	3	2	0	3	4	1	24.0	9.4	Buyer
\$900,000 - 999,999	13	0	0	1	1	4	1	13.0	7.5	Slightly Buyer
\$1,000,000 - and over	42	2	5	2	4	6	3	14.0	11.0	Buyer
TOTAL	487	221	266	216	260	298	241	2.0	1.9	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 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.

THE HOUSING REPORT

TUCSON NORTHWEST | MAY 2020



MARKET SHARE (TUCSON NORTHWEST)

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

28.6%

Tierra Antigua Realty

11.9%

Coldwell Banker Residential Brokerage

9.0%

Realty Executives Tucson Elite

6.7%

Keller Williams Southern Arizona

6.3%

Exp Realty

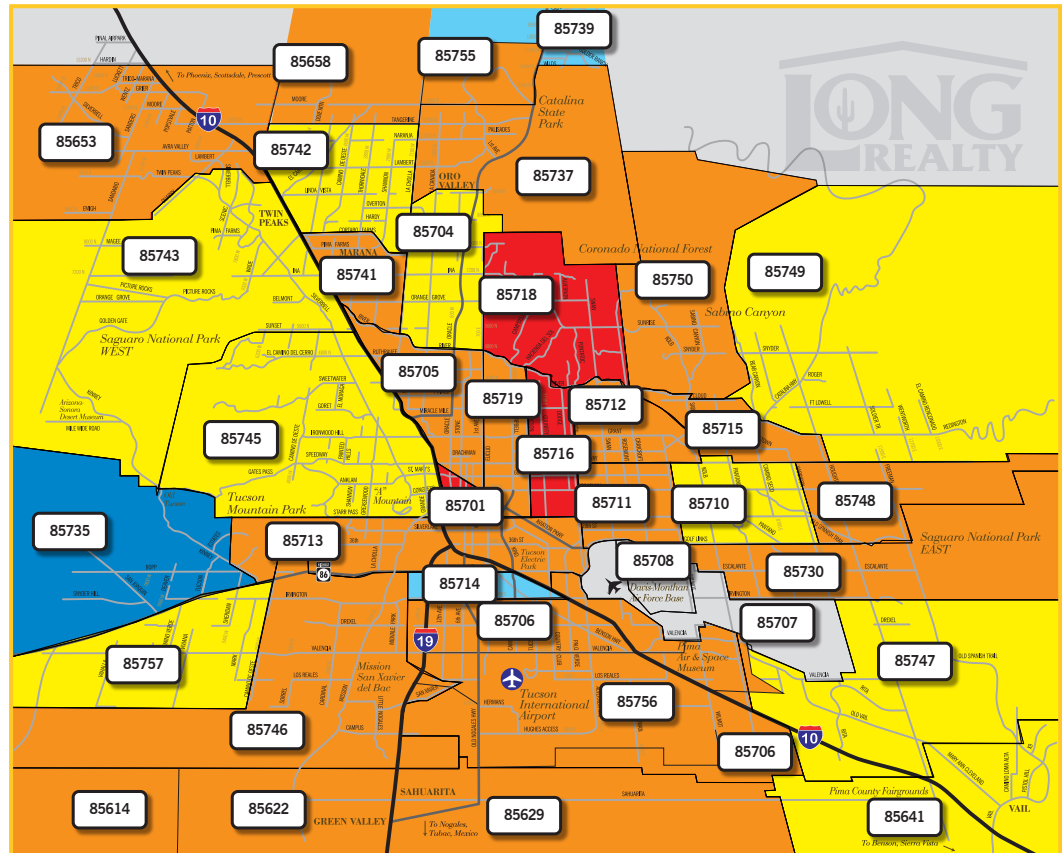
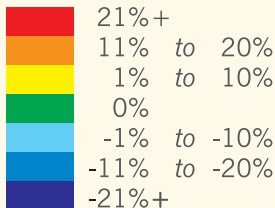
3.6%

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.

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 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.