

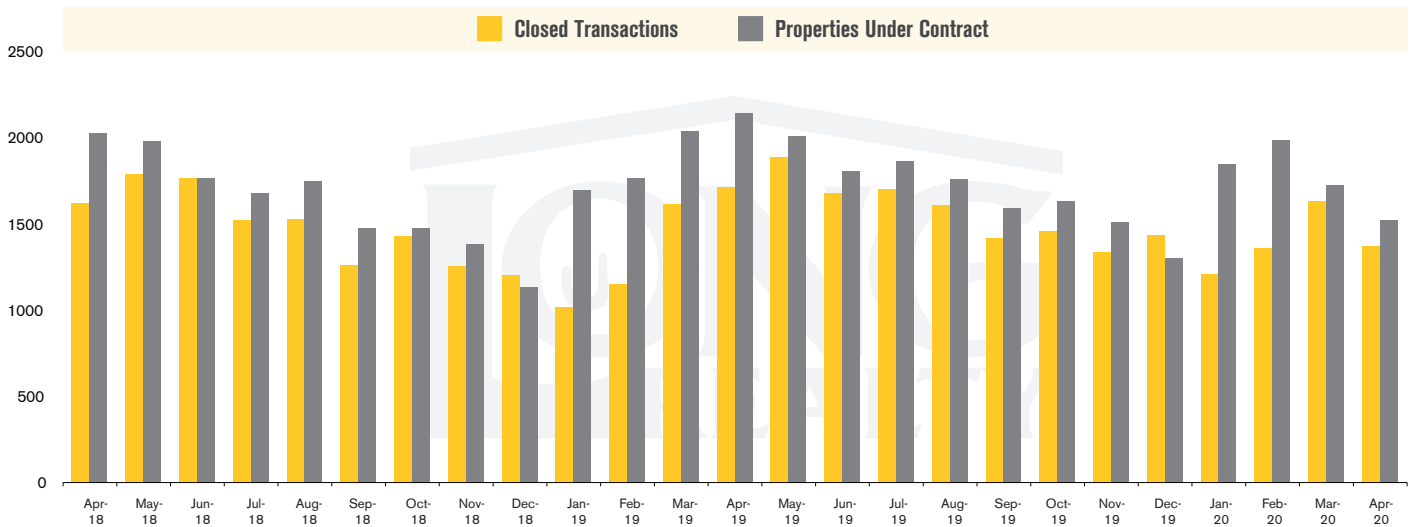
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | MAY 2020

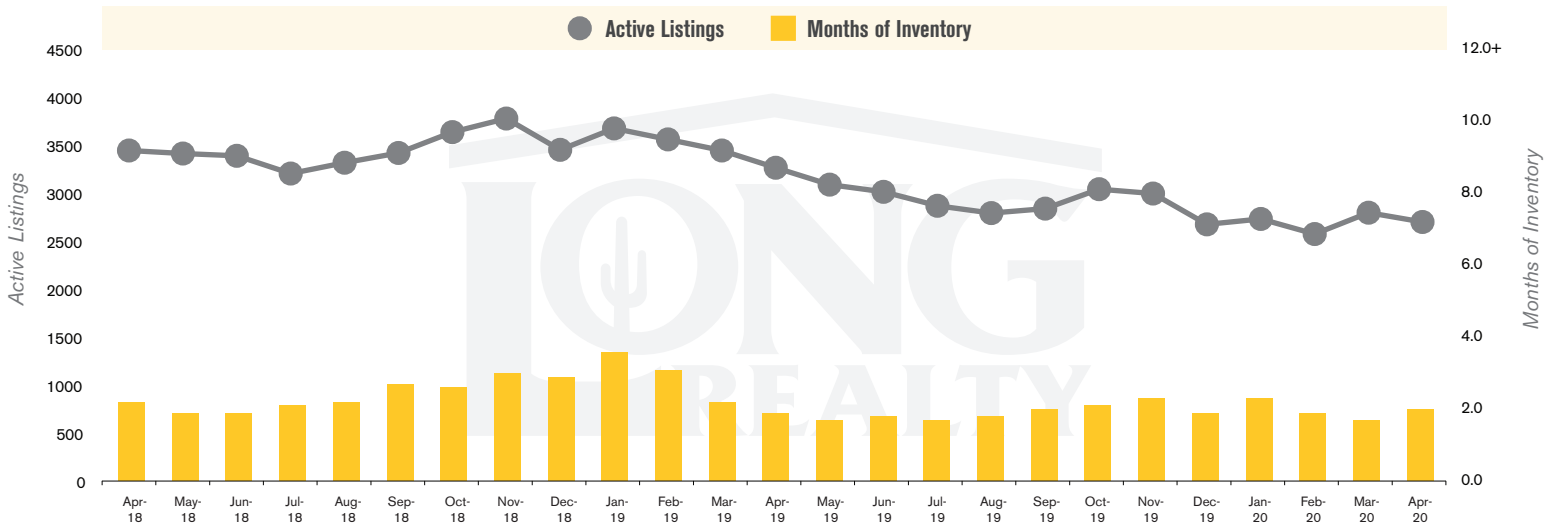


In the Tucson Main Market area, April 2020 active inventory was 2,739, a 17% decrease from April 2019. There were 1,373 closings in April 2020, a 20% decrease from April 2019. Year-to-date 2020 there were 5,761 closings, a 1% decrease from year-to-date 2019. Months of Inventory was 2.0, up from 1.9 in April 2019. Median price of sold homes was \$241,000 for the month of April 2020, up 12% from April 2019. The Tucson Main Market area had 1,523 new properties under contract in April 2020, down 29% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (GREATER TUCSON MAIN MARKET)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (GREATER TUCSON MAIN MARKET)



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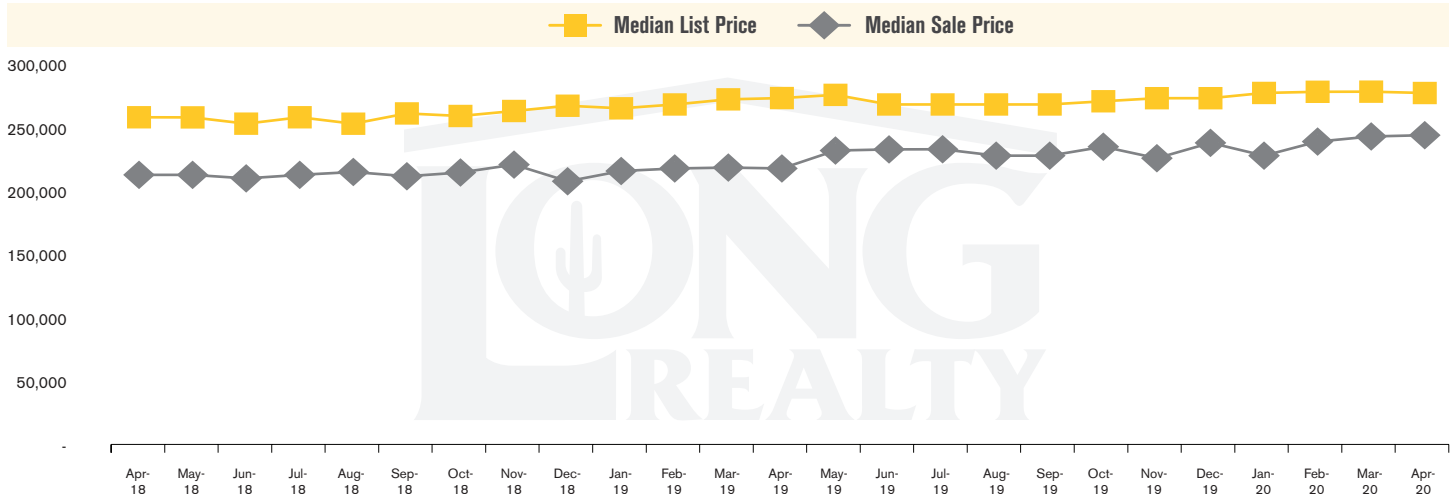
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (GREATER TUCSON MAIN MARKET)

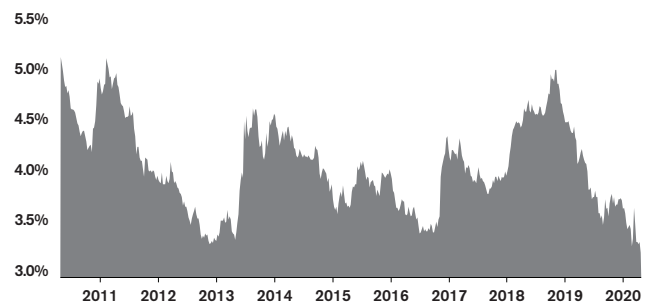


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$215,000	4.140%	\$991.68
2020	\$241,000	3.310%	\$1,003.96

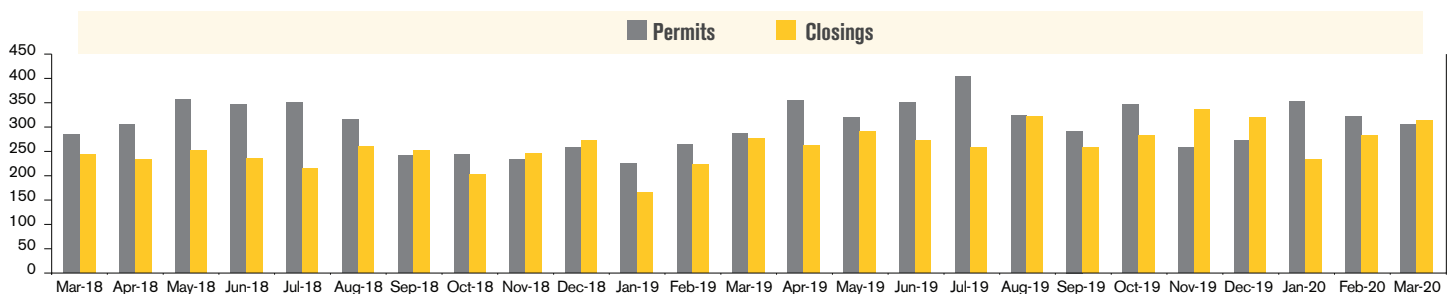
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (GREATER TUCSON MAIN MARKET)



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 (GREATER TUCSON MAIN MARKET)

	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	13	6	4	8	17	5	3	4.3	1.4	Seller
\$50,000 - 74,999	37	22	16	23	14	21	20	1.9	2.3	Seller
\$75,000 - 99,999	75	29	37	30	30	33	30	2.5	2.5	Seller
\$100,000 - 124,999	62	57	49	43	47	44	27	2.3	1.4	Seller
\$125,000 - 149,999	94	92	80	83	82	79	65	1.4	1.2	Seller
\$150,000 - 174,999	130	131	129	110	132	109	117	1.1	1.0	Seller
\$175,000 - 199,999	188	188	195	165	160	248	165	1.1	1.0	Seller
\$200,000 - 224,999	159	178	158	152	155	192	157	1.0	0.9	Seller
\$225,000 - 249,999	221	146	165	129	148	202	153	1.4	1.2	Seller
\$250,000 - 274,999	189	114	121	97	128	137	135	1.4	1.4	Seller
\$275,000 - 299,999	212	77	106	68	89	128	93	2.3	2.1	Seller
\$300,000 - 349,999	279	126	136	109	117	129	117	2.4	2.2	Seller
\$350,000 - 399,999	224	83	98	81	97	108	105	2.1	2.3	Seller
\$400,000 - 499,999	261	76	90	63	85	128	84	3.1	2.6	Seller
\$500,000 - 599,999	141	31	40	39	44	56	47	3.0	2.9	Seller
\$600,000 - 699,999	142	22	27	18	28	39	23	6.2	4.8	Slightly Seller
\$700,000 - 799,999	76	7	10	11	17	24	15	5.1	4.5	Slightly Seller
\$800,000 - 899,999	68	5	7	7	12	13	7	9.7	6.3	Balanced
\$900,000 - 999,999	47	3	3	10	3	12	4	11.8	7.5	Slightly Buyer
\$1,000,000 - and over	121	4	13	12	8	13	6	20.2	15.2	Buyer
TOTAL	2,739	1,397	1,484	1,258	1,413	1,720	1,373	2.0	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 (GREATER TUCSON MAIN MARKET)

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

25.9%

Tierra Antigua Realty

13.9%

Realty Executives Tucson Elite

9.1%

Coldwell Banker Residential Brokerage

7.4%

Keller Williams Southern Arizona

7.0%

Exp Realty

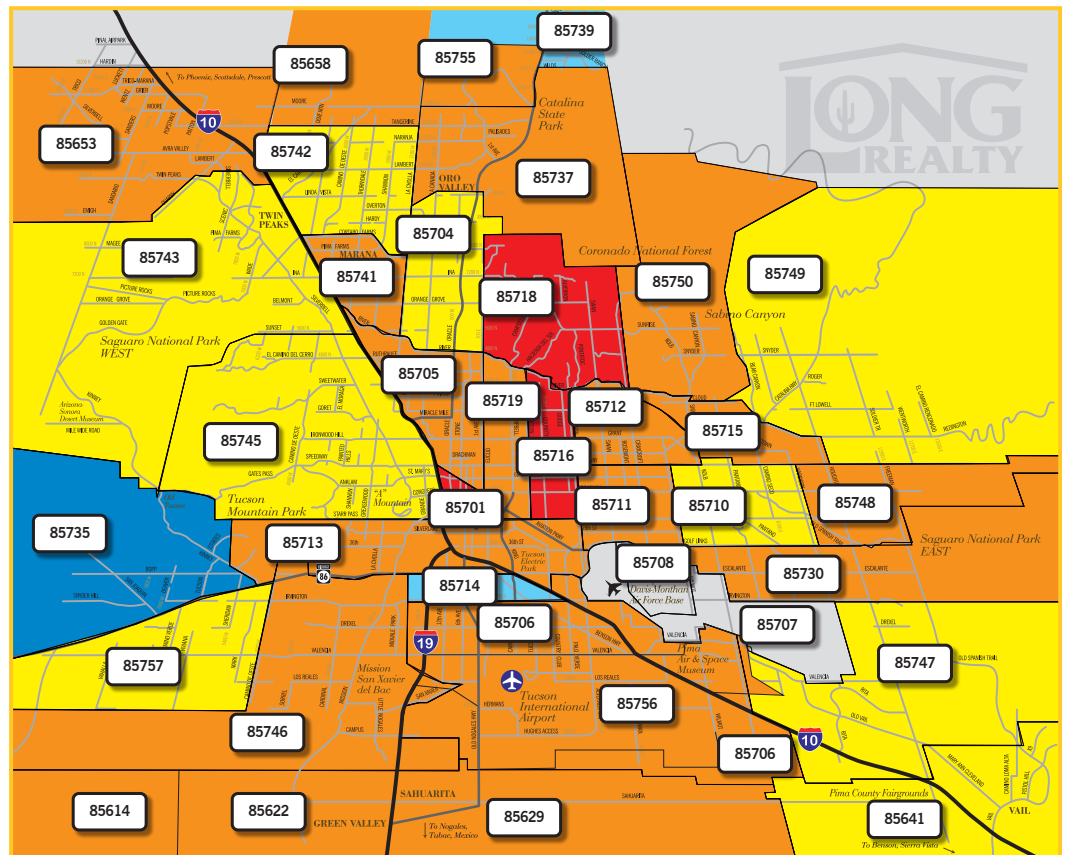
3.5%

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.