

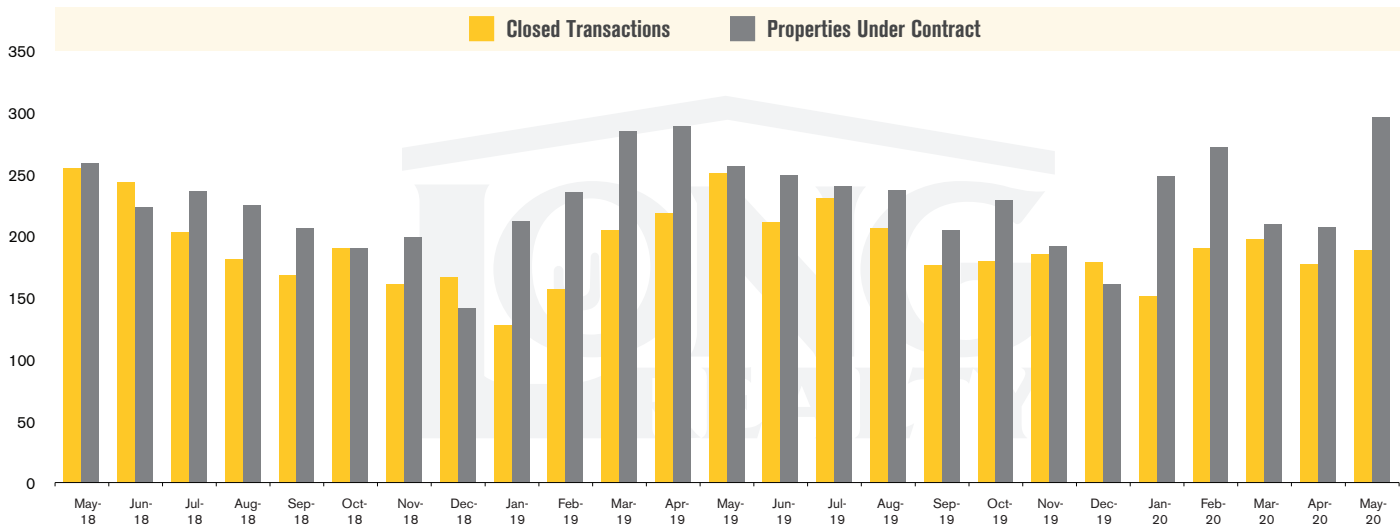
THE HOUSING REPORT

TUCSON CENTRAL | JUNE 2020

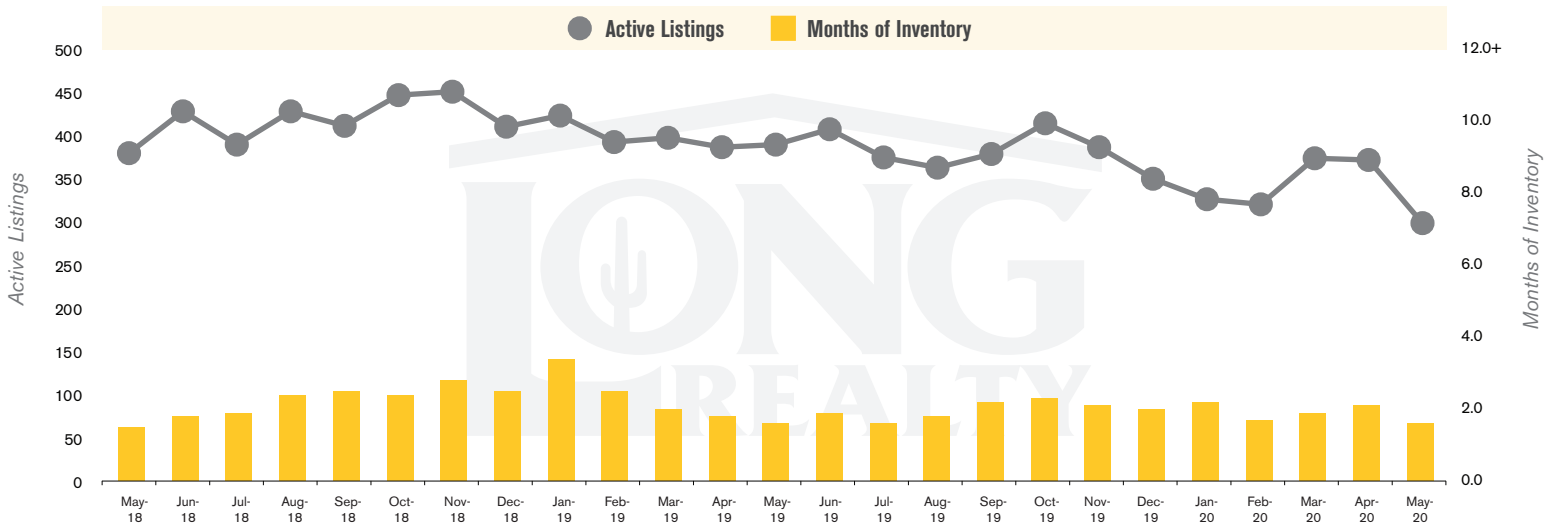


In the Tucson Central area, May 2020 active inventory was 303, a 23% decrease from May 2019. There were 189 closings in May 2020, a 25% decrease from May 2019. Year-to-date 2020 there were 943 closings, an 8% decrease from year-to-date 2019. Months of Inventory was 1.6, unchanged from 1.6 in May 2019. Median price of sold homes was \$200,000 for the month of May 2020, up 7% from May 2019. The Tucson Central area had 297 new properties under contract in May 2020, up 16% from May 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



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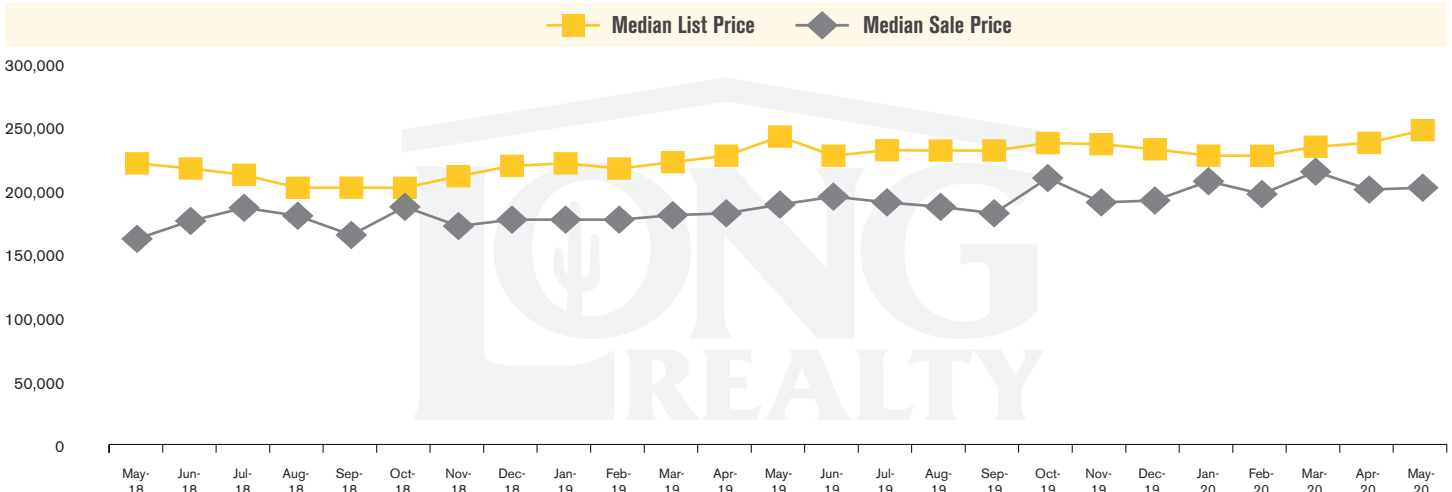
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

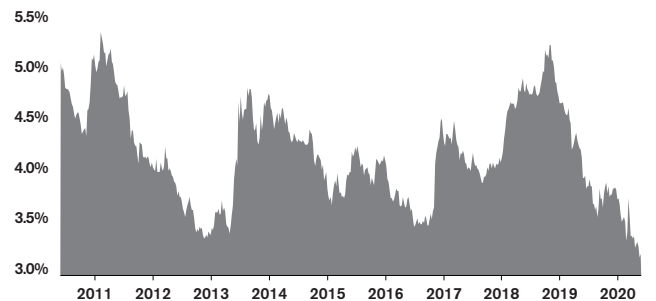


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2019	\$186,750	4.070%	\$854.17
2020	\$200,000	3.230%	\$824.81

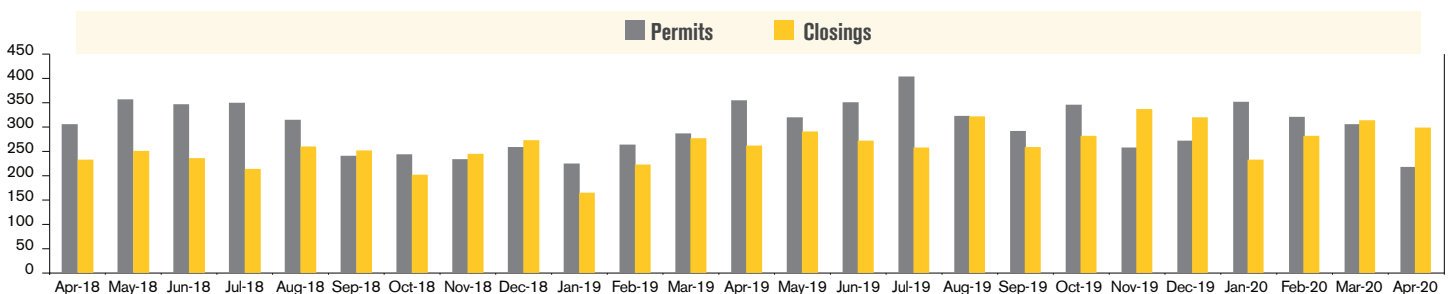
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For April 2020, new home permits were **down 39%** and new home closings were **up 14%** from April 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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20			
\$1 - 49,999	4	2	1	5	3	1	3	1.3	1.9	Seller
\$50,000 - 74,999	5	3	3	3	6	3	5	1.0	1.2	Seller
\$75,000 - 99,999	6	2	1	7	6	12	9	0.7	1.2	Seller
\$100,000 - 124,999	7	15	9	9	8	6	3	2.3	1.4	Seller
\$125,000 - 149,999	19	22	24	18	22	14	12	1.6	1.0	Seller
\$150,000 - 174,999	15	27	17	35	21	25	30	0.5	1.0	Seller
\$175,000 - 199,999	37	30	22	28	32	35	32	1.2	1.3	Seller
\$200,000 - 224,999	14	12	16	14	24	16	27	0.5	1.0	Seller
\$225,000 - 249,999	29	13	13	13	21	18	15	1.9	2.1	Seller
\$250,000 - 274,999	25	14	18	11	11	15	13	1.9	2.4	Seller
\$275,000 - 299,999	27	7	9	6	13	9	11	2.5	2.5	Seller
\$300,000 - 349,999	22	10	10	23	15	11	15	1.5	2.0	Seller
\$350,000 - 399,999	30	12	9	11	14	7	5	6.0	3.3	Seller
\$400,000 - 499,999	25	11	1	6	8	7	5	5.0	4.0	Seller
\$500,000 - 599,999	16	1	2	4	3	3	1	16.0	6.1	Balanced
\$600,000 - 699,999	10	0	2	2	3	1	2	5.0	5.3	Balanced
\$700,000 - 799,999	6	2	1	0	2	1	0	n/a	7.7	Slightly Buyer
\$800,000 - 899,999	3	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	1	1	0	0	n/a	6.0	Balanced
\$1,000,000 - and over	0	0	0	2	0	0	1	0.0	2.0	Seller
TOTAL	303	183	158	199	213	184	189	1.6	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 06/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2020-05/31/2020. 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 06/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2019 – 05/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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27.3%

Tierra Antigua Realty

16.7%

Realty Executives Tucson Elite

9.6%

Keller Williams Southern Arizona

7.1%

Coldwell Banker Residential Brokerage

4.0%

Exp Realty

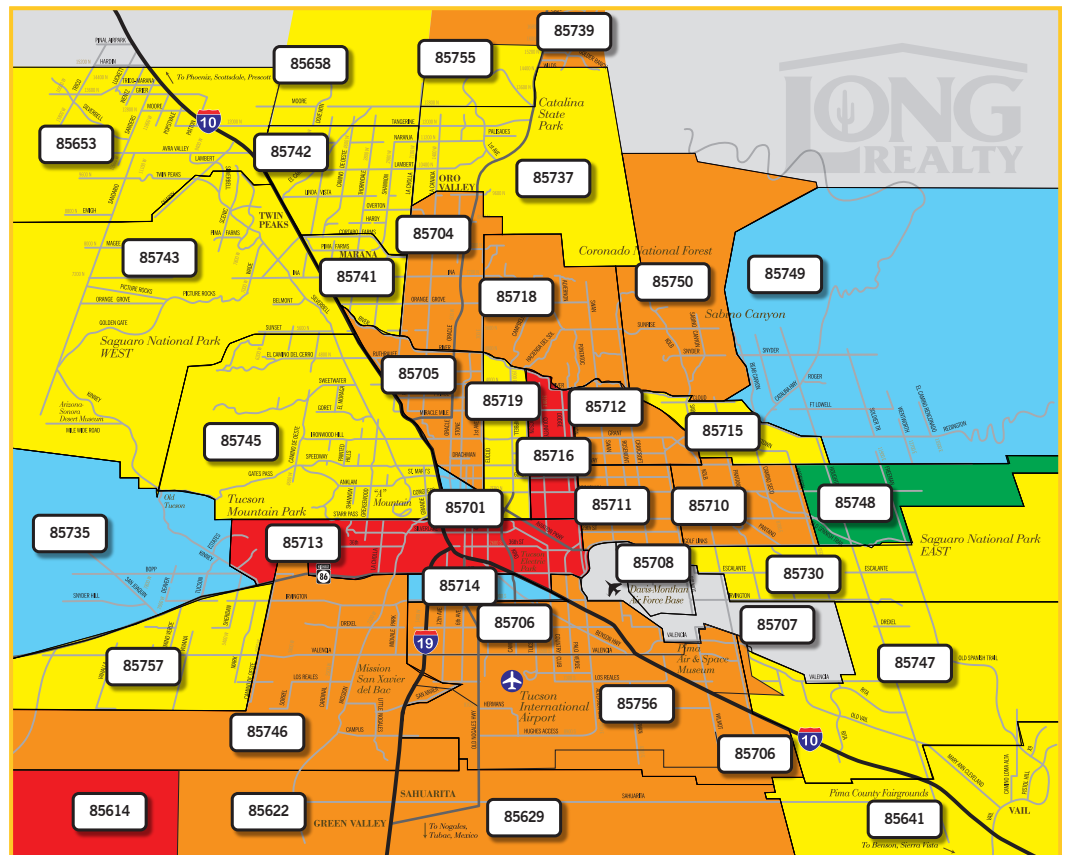
3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2019-MAY 2019 TO MAR 2020-MAY 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 March 2019-May 2019 to March 2020-May 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/03/2020. Information is believed to be reliable, but not guaranteed.