

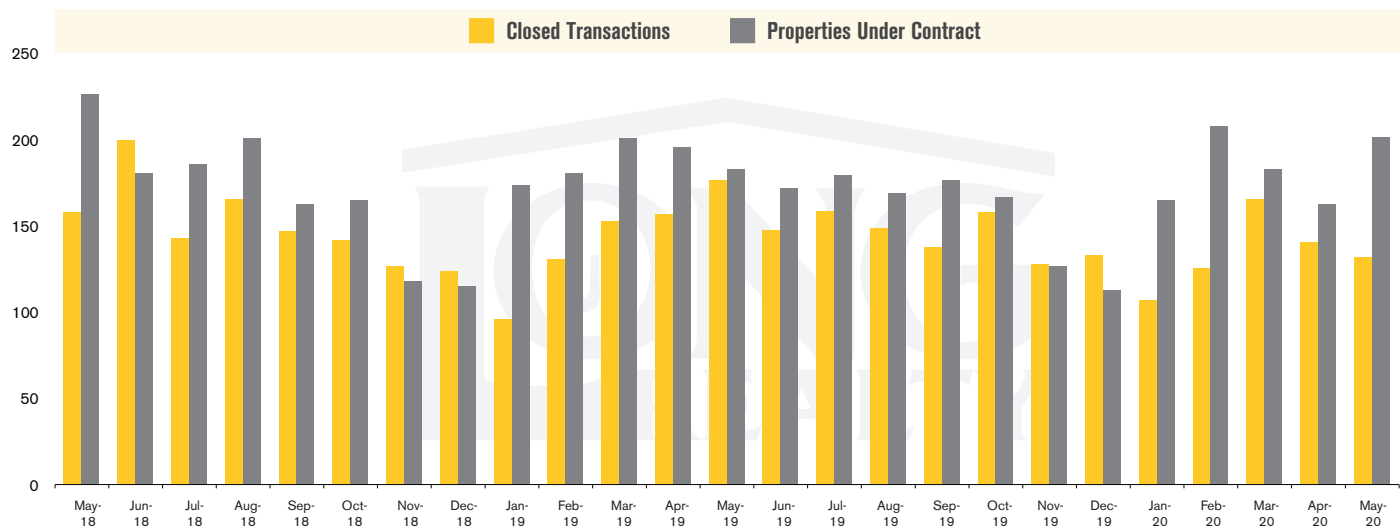
# THE HOUSING REPORT

TUCSON EAST | JUNE 2020

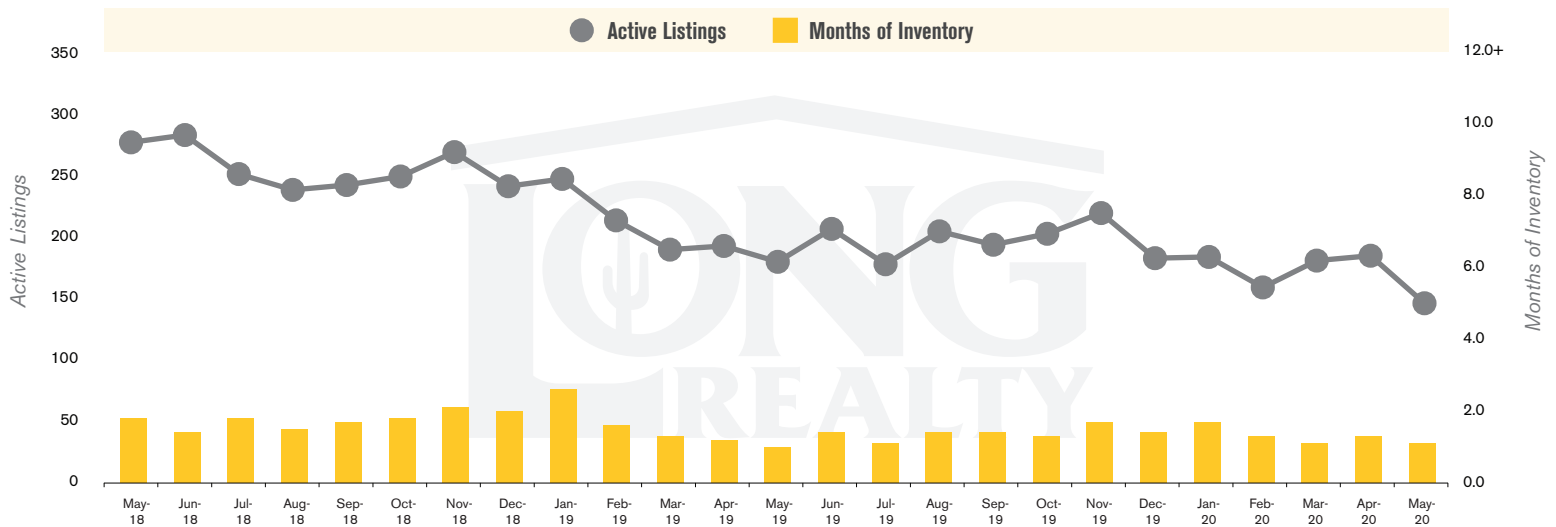


In the Tucson East area, May 2020 active inventory was 148, a 19% decrease from May 2019. There were 132 closings in May 2020, a 25% decrease from May 2019. Year-to-date 2020 there were 700 closings, an 8% decrease from year-to-date 2019. Months of Inventory was 1.1, up from 1.0 in May 2019. Median price of sold homes was \$214,500 for the month of May 2020, up 9% from May 2019. The Tucson East area had 202 new properties under contract in May 2020, up 10% from May 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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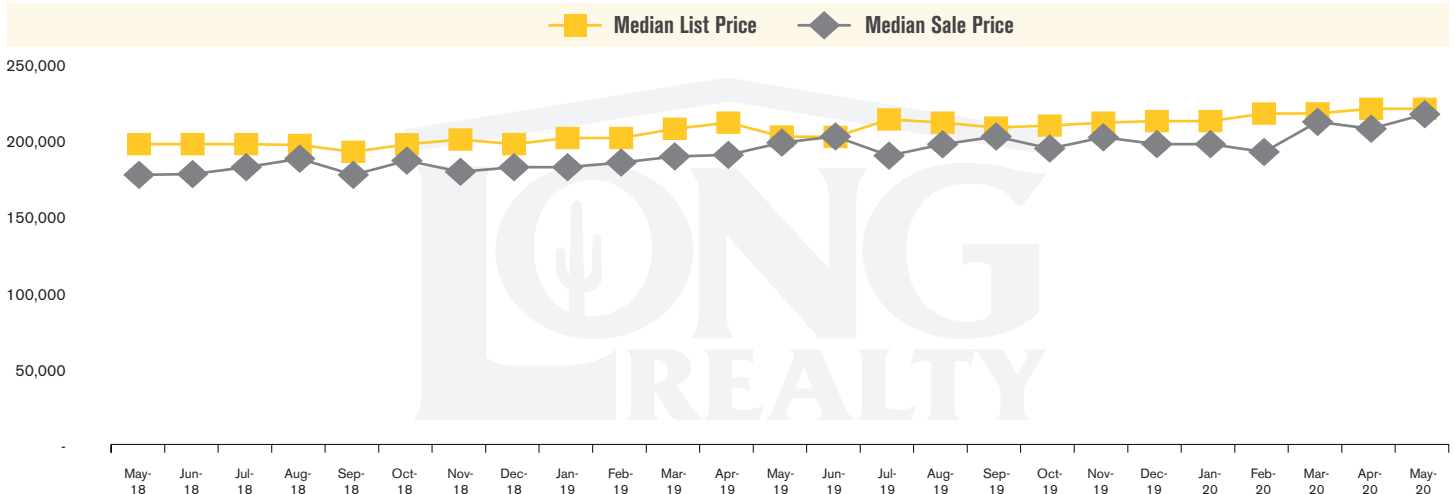
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

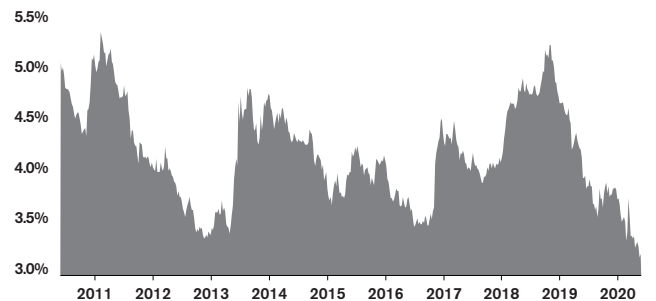


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$196,000	4.070%	\$896.48
2020	\$214,500	3.230%	\$884.61

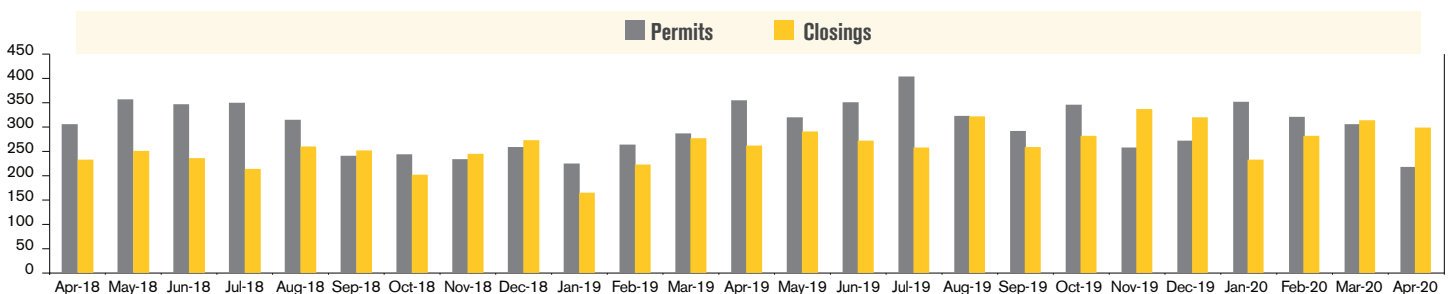
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For April 2020, new home permits were **down 39%** and new home closings were **up 14%** from April 2019.

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TUCSON EAST | JUNE 2020



## 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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20			
\$1 - 49,999	3	0	0	5	0	1	0	n/a	11.0	Buyer
\$50,000 - 74,999	3	3	3	0	0	1	0	n/a	9.0	Buyer
\$75,000 - 99,999	6	6	6	6	6	0	5	1.2	1.8	Seller
\$100,000 - 124,999	4	4	2	7	9	4	3	1.3	0.8	Seller
\$125,000 - 149,999	5	12	9	10	8	9	8	0.6	0.7	Seller
\$150,000 - 174,999	9	18	18	22	17	24	16	0.6	0.5	Seller
\$175,000 - 199,999	18	31	25	26	35	32	22	0.8	0.8	Seller
\$200,000 - 224,999	20	26	23	19	32	28	24	0.8	0.8	Seller
\$225,000 - 249,999	28	16	10	12	29	22	20	1.4	1.3	Seller
\$250,000 - 274,999	10	9	5	8	14	10	12	0.8	1.0	Seller
\$275,000 - 299,999	8	6	3	9	13	6	5	1.6	1.9	Seller
\$300,000 - 349,999	8	5	3	4	4	5	8	1.0	1.7	Seller
\$350,000 - 399,999	8	3	0	3	4	1	4	2.0	2.7	Seller
\$400,000 - 499,999	5	1	4	0	2	1	3	1.7	3.5	Seller
\$500,000 - 599,999	4	1	2	0	2	1	1	4.0	3.8	Seller
\$600,000 - 699,999	4	1	0	0	3	2	1	4.0	1.3	Seller
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	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	4	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>148</b>	<b>142</b>	<b>113</b>	<b>131</b>	<b>178</b>	<b>147</b>	<b>132</b>	<b>1.1</b>	<b>1.1</b>	<b>Seller</b>



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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TUCSON EAST | JUNE 2020



## MARKET SHARE (TUCSON EAST)

**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.*

### LONG REALTY COMPANY

16.5%

Tierra Antigua Realty

15.2%

Realty Executives Tucson Elite

13.6%

Keller Williams Southern Arizona

8.7%

Exp Realty

6.7%

Coldwell Banker Residential Brokerage

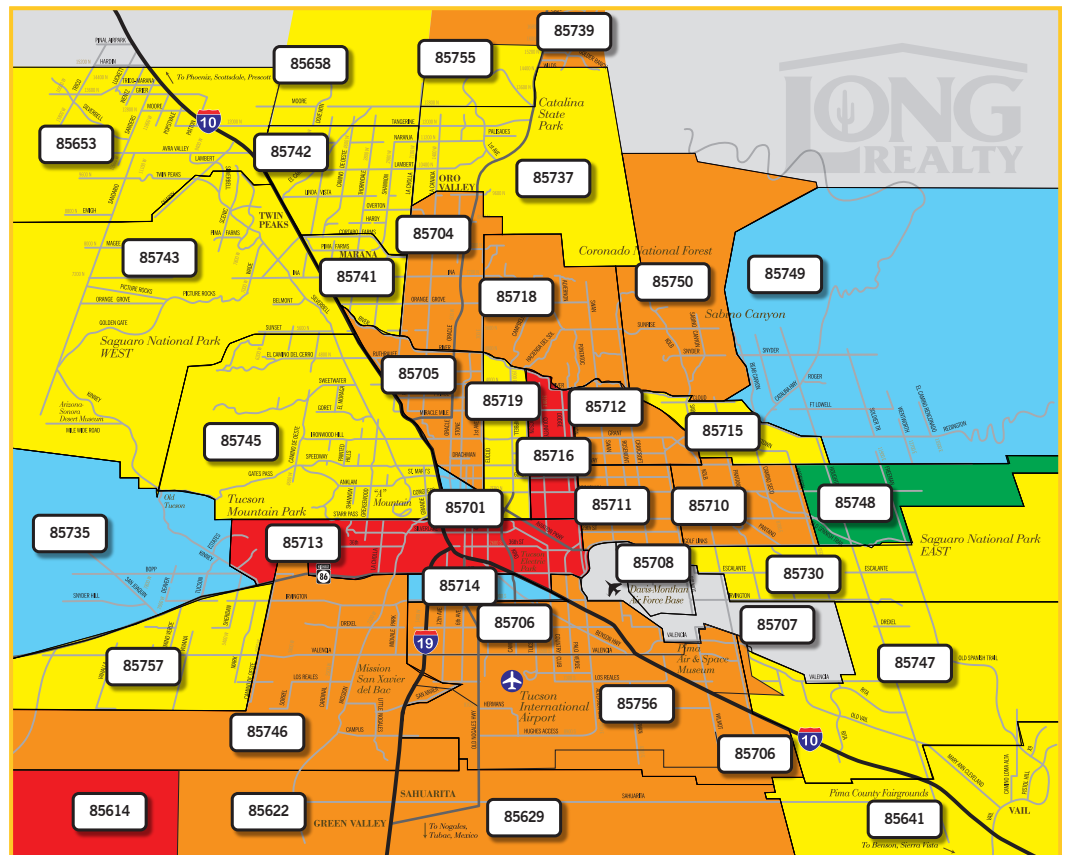
4.6%

## 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.*