

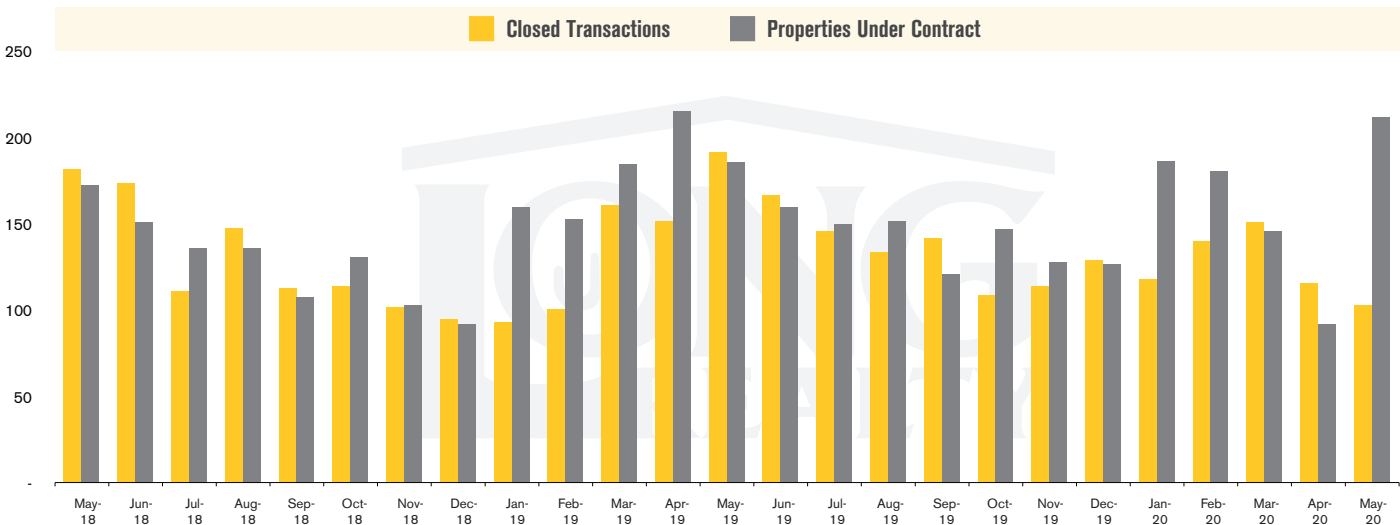
THE HOUSING REPORT

TUCSON NORTH | JUNE 2020

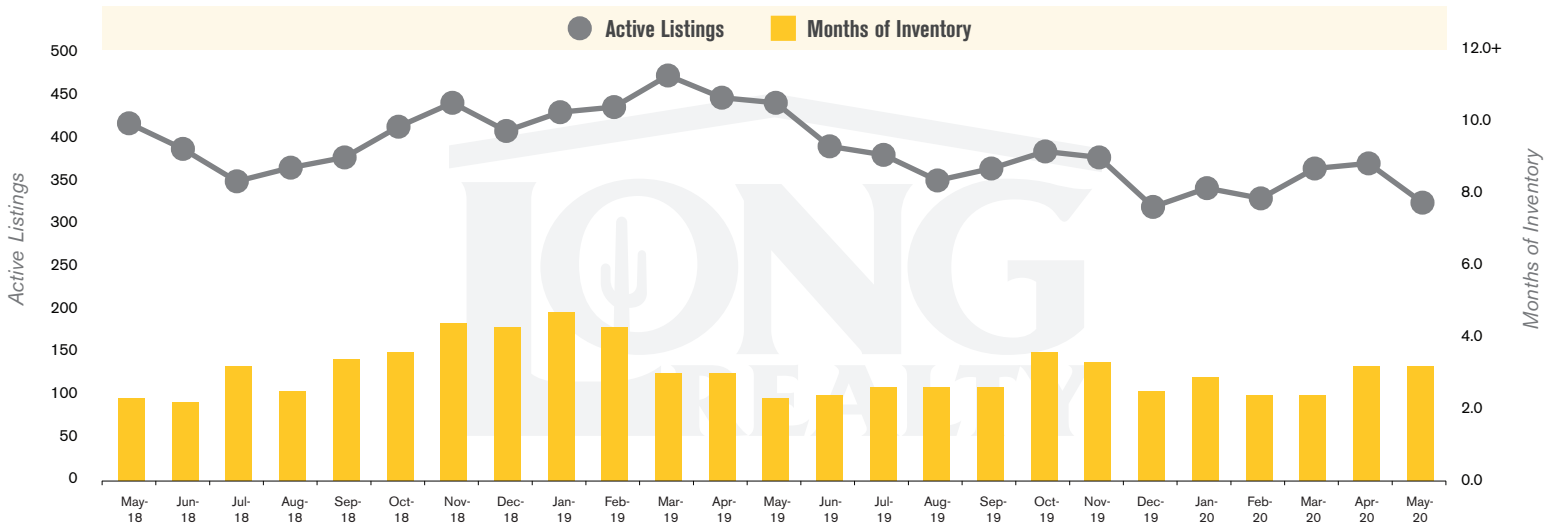


In the Tucson North area, May 2020 active inventory was 327, a 26% decrease from May 2019. There were 103 closings in May 2020, a 46% decrease from May 2019. Year-to-date 2020 there were 641 closings, an 11% decrease from year-to-date 2019. Months of Inventory was 3.2, up from 2.3 in May 2019. Median price of sold homes was \$450,000 for the month of May 2020, up 21% from May 2019. The Tucson North area had 212 new properties under contract in May 2020, up 14% from May 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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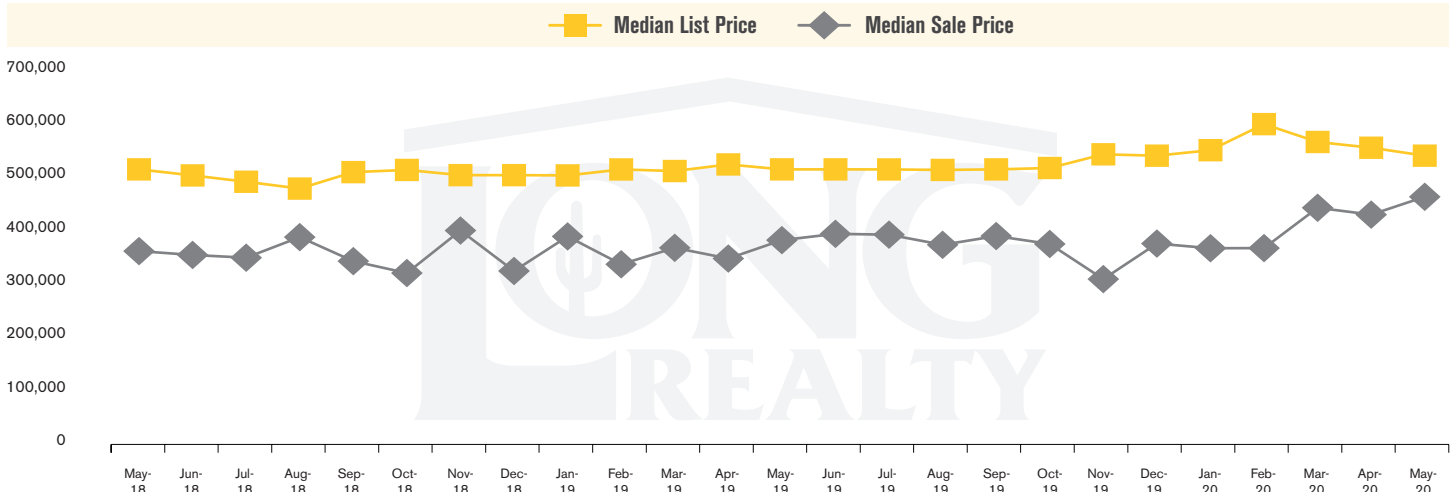
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

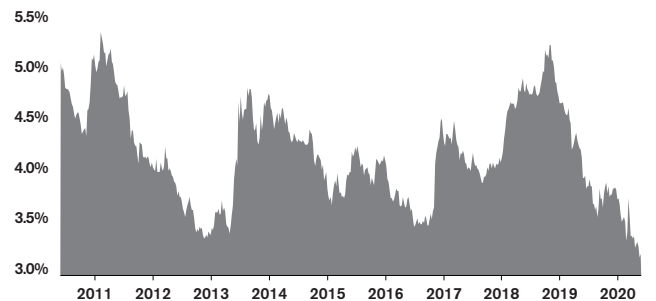


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$371,000	4.070%	\$1,696.90
2020	\$450,000	3.230%	\$1,855.82

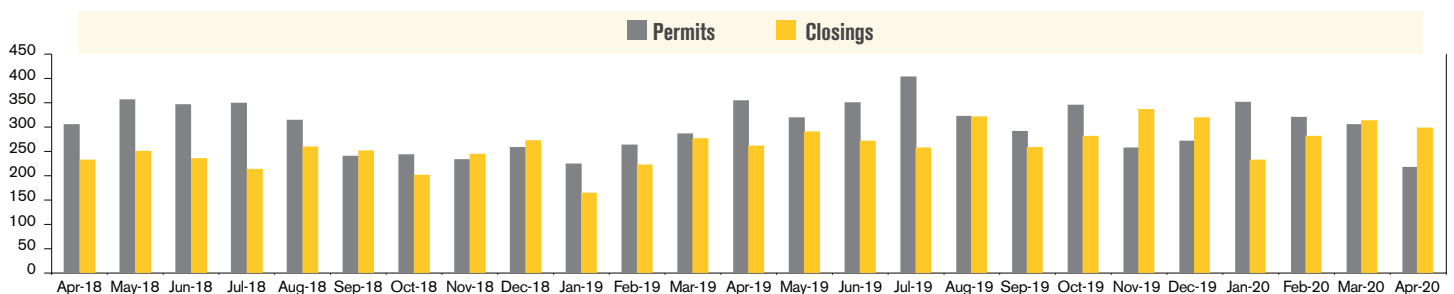
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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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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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	1	4	0	2	1	1	2.0	2.3	Seller
\$75,000 - 99,999	1	0	2	1	1	1	0	n/a	1.5	Seller
\$100,000 - 124,999	1	4	2	2	2	0	1	1.0	1.3	Seller
\$125,000 - 149,999	5	2	7	9	4	9	6	0.8	1.6	Seller
\$150,000 - 174,999	11	12	5	12	8	5	3	3.7	2.1	Seller
\$175,000 - 199,999	14	8	12	10	9	5	5	2.8	2.4	Seller
\$200,000 - 224,999	7	6	4	10	7	2	2	3.5	2.0	Seller
\$225,000 - 249,999	13	7	3	7	11	6	2	6.5	1.9	Seller
\$250,000 - 274,999	3	3	3	5	1	6	2	1.5	1.6	Seller
\$275,000 - 299,999	8	5	6	4	4	4	5	1.6	1.2	Seller
\$300,000 - 349,999	22	12	10	8	10	8	11	2.0	1.7	Seller
\$350,000 - 399,999	13	16	12	15	9	12	5	2.6	2.3	Seller
\$400,000 - 499,999	32	17	16	17	32	18	19	1.7	1.6	Seller
\$500,000 - 599,999	38	11	12	15	16	17	9	4.2	2.8	Seller
\$600,000 - 699,999	38	13	3	13	9	9	12	3.2	4.7	Slightly Seller
\$700,000 - 799,999	30	2	4	8	9	7	8	3.8	3.8	Seller
\$800,000 - 899,999	22	4	3	5	8	5	4	5.5	4.2	Slightly Seller
\$900,000 - 999,999	14	1	6	0	5	2	3	4.7	5.2	Balanced
\$1,000,000 - and over	53	7	9	2	6	2	5	10.6	12.5	Buyer
TOTAL	327	131	123	143	153	119	103	3.2	2.8	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 NORTH)

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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41.4%

Tierra Antigua Realty

13.6%

Realty Executives Tucson Elite

6.3%

Coldwell Banker Residential Brokerage

5.6%

Keller Williams Southern Arizona

5.1%

Russ Lyon Sotheby's International Realty

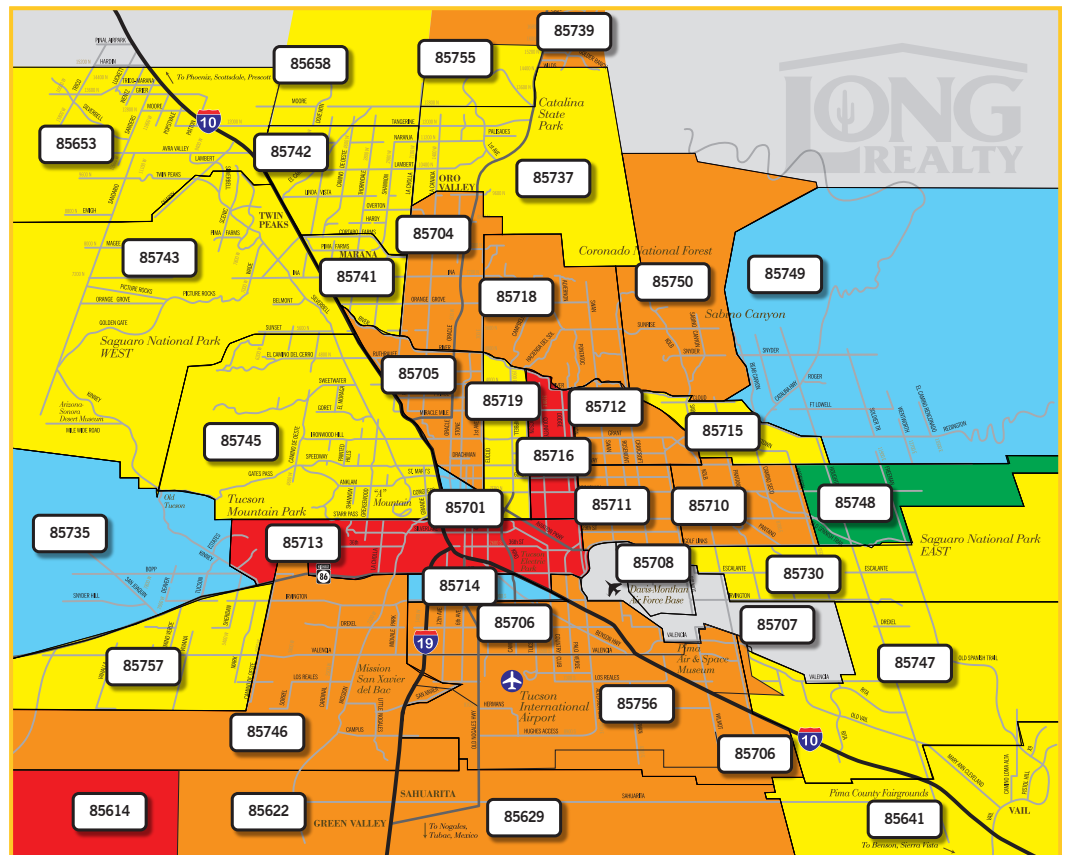
4.6%

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.