

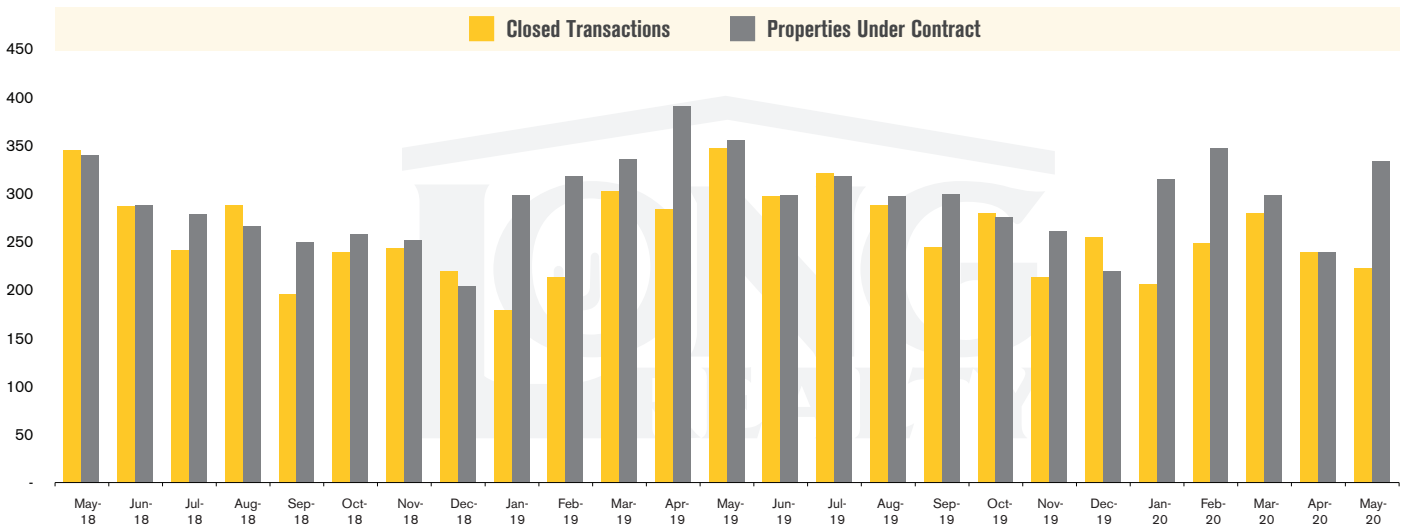
THE HOUSING REPORT

TUCSON NORTHWEST | JUNE 2020

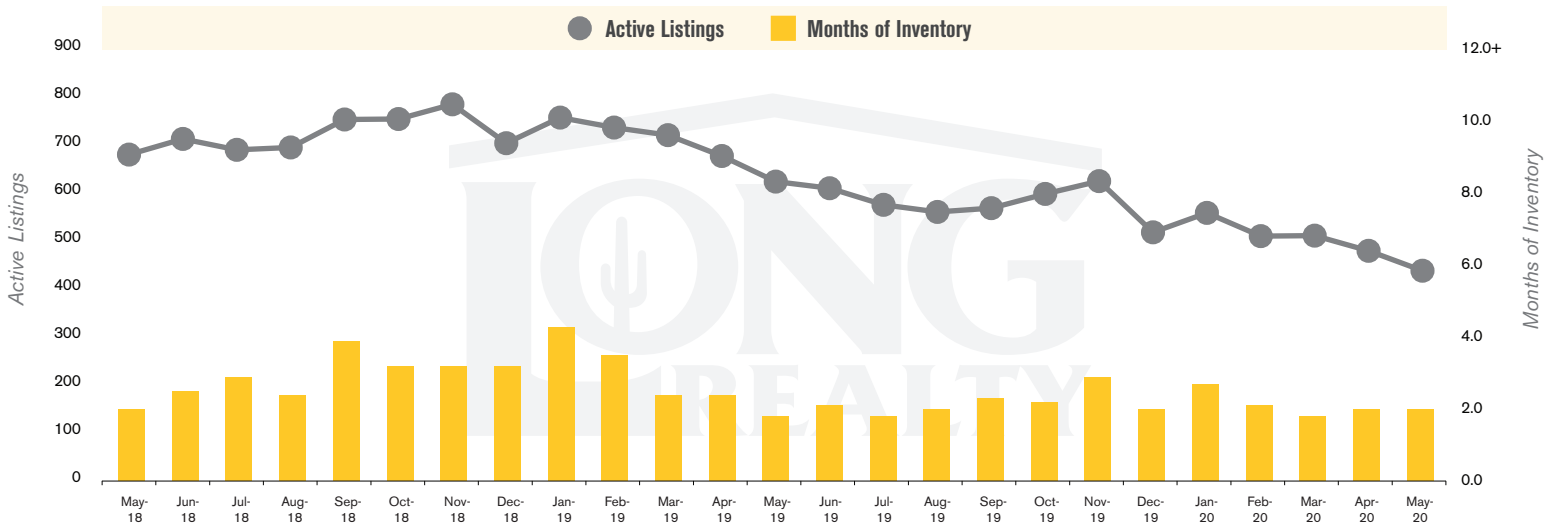


In the Tucson Northwest area, May 2020 active inventory was 445, a 30% decrease from May 2019. There were 224 closings in May 2020, a 36% decrease from May 2019. Year-to-date 2020 there were 1,250 closings, a 10% decrease from year-to-date 2019. Months of Inventory was 2.0, up from 1.8 in May 2019. Median price of sold homes was \$275,000 for the month of May 2020, virtually unchanged % from May 2019. The Tucson Northwest area had 336 new properties under contract in May 2020, down 6% from May 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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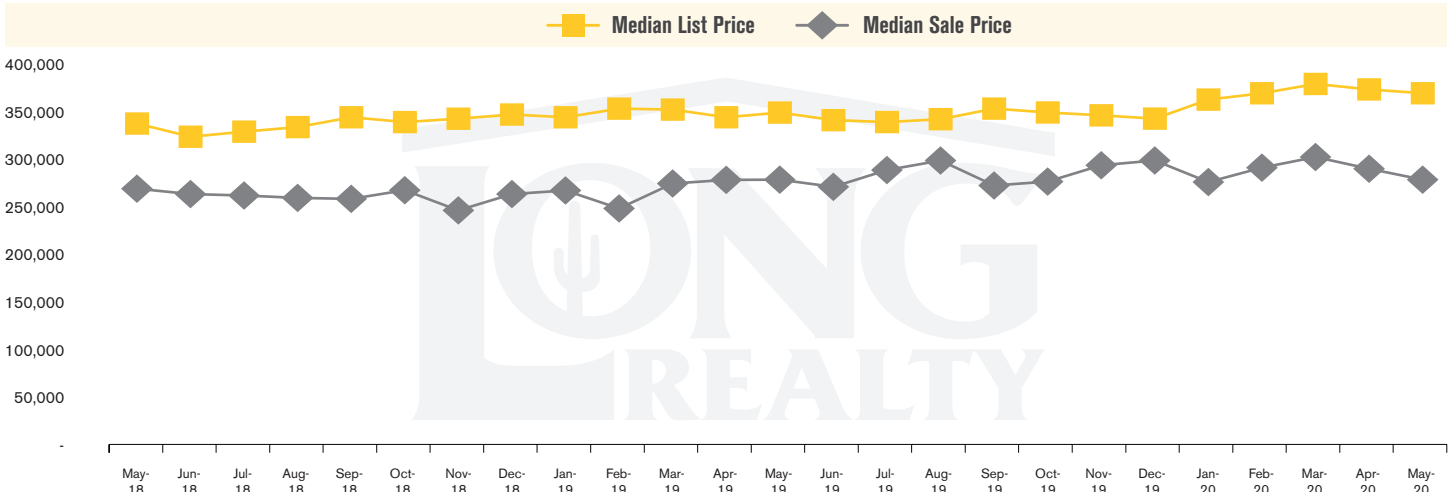
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

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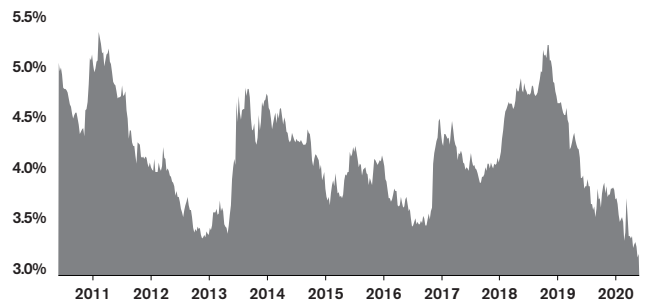
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

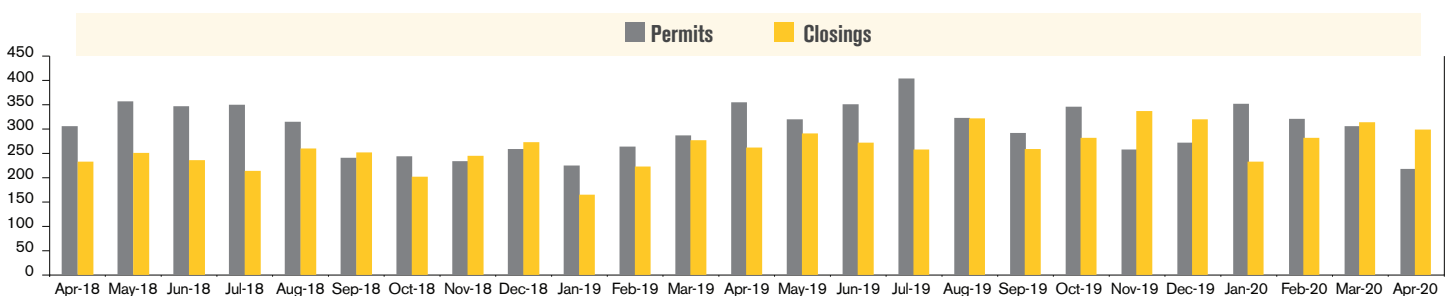
Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$275,000	4.070%	\$1,257.81
2020	\$275,000	3.230%	\$1,134.11

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 NORTHWEST)

	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	1	0	2	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	1	0	0	0	1	0	n/a	2.0	Seller
\$75,000 - 99,999	4	1	0	2	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	6	3	2	2	3	1	3	2.0	2.4	Seller
\$125,000 - 149,999	3	2	3	6	1	1	0	n/a	6.0	Balanced
\$150,000 - 174,999	1	6	8	6	5	7	2	0.5	0.4	Seller
\$175,000 - 199,999	12	22	15	20	25	9	14	0.9	0.6	Seller
\$200,000 - 224,999	15	25	25	30	31	35	34	0.4	0.6	Seller
\$225,000 - 249,999	29	29	30	32	32	31	32	0.9	1.0	Seller
\$250,000 - 274,999	26	20	23	24	22	33	26	1.0	1.0	Seller
\$275,000 - 299,999	22	28	18	20	35	14	17	1.3	1.3	Seller
\$300,000 - 349,999	32	45	27	36	31	26	32	1.0	1.3	Seller
\$350,000 - 399,999	57	28	26	28	37	41	19	3.0	1.9	Seller
\$400,000 - 499,999	87	30	18	29	27	25	20	4.4	3.8	Seller
\$500,000 - 599,999	27	8	6	7	17	10	8	3.4	2.4	Seller
\$600,000 - 699,999	27	7	7	7	12	4	9	3.0	3.6	Seller
\$700,000 - 799,999	28	4	3	3	8	6	3	9.3	4.6	Slightly Seller
\$800,000 - 899,999	17	2	0	3	4	1	3	5.7	8.5	Buyer
\$900,000 - 999,999	11	0	1	1	4	1	1	11.0	6.8	Slightly Buyer
\$1,000,000 - and over	38	5	2	4	6	3	1	38.0	12.8	Buyer
TOTAL	445	266	216	261	300	249	224	2.0	1.9	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 NORTHWEST)

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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28.3%

Tierra Antigua Realty

12.0%

Coldwell Banker Residential Brokerage

8.8%

Realty Executives Tucson Elite

6.7%

Keller Williams Southern Arizona

6.5%

Exp Realty

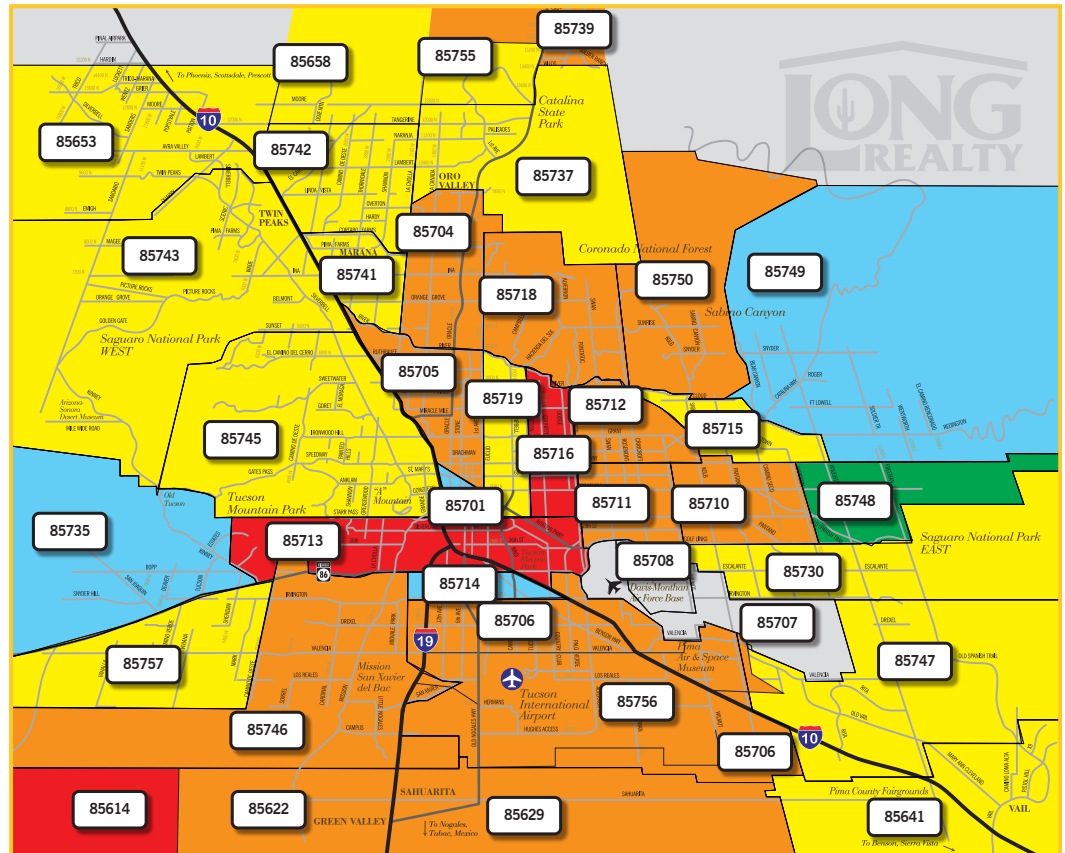
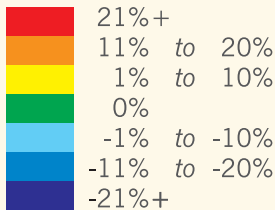
3.7%

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.