

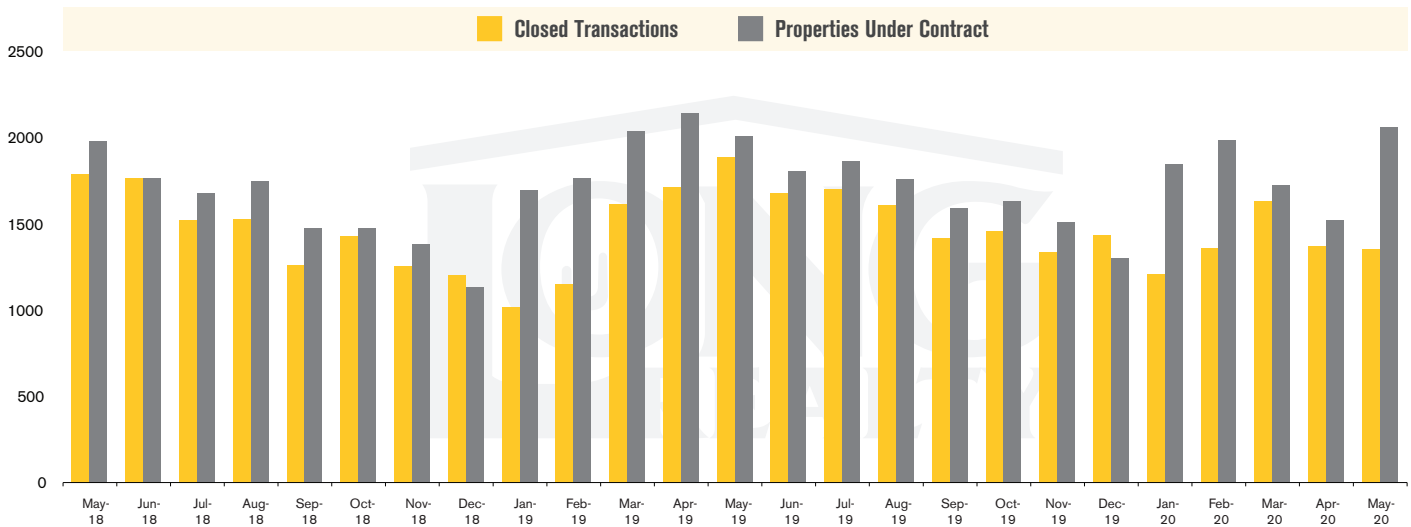
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JUNE 2020

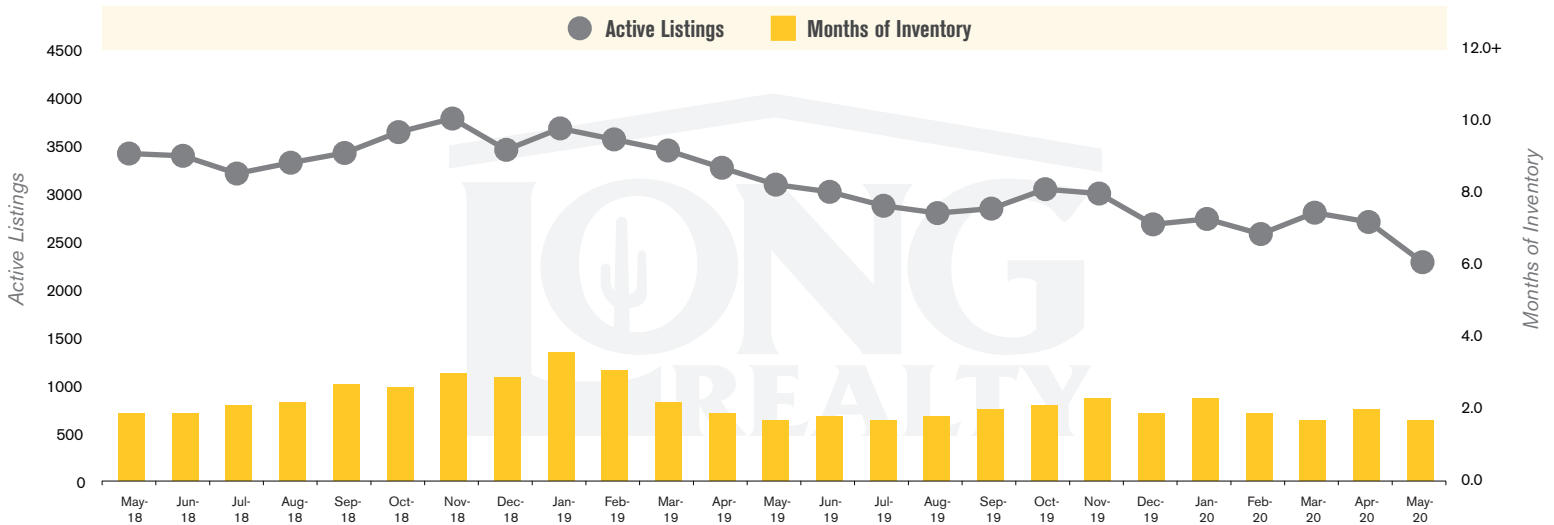


In the Tucson Main Market area, May 2020 active inventory was 2,315, a 26% decrease from May 2019. There were 1,355 closings in May 2020, a 28% decrease from May 2019. Year-to-date 2020 there were 7,181 closings, an 8% decrease from year-to-date 2019. Months of Inventory was 1.7, unchanged from 1.7 in May 2019. Median price of sold homes was \$235,000 for the month of May 2020, up 3% from May 2019. The Tucson Main Market area had 2,064 new properties under contract in May 2020, up 3% from May 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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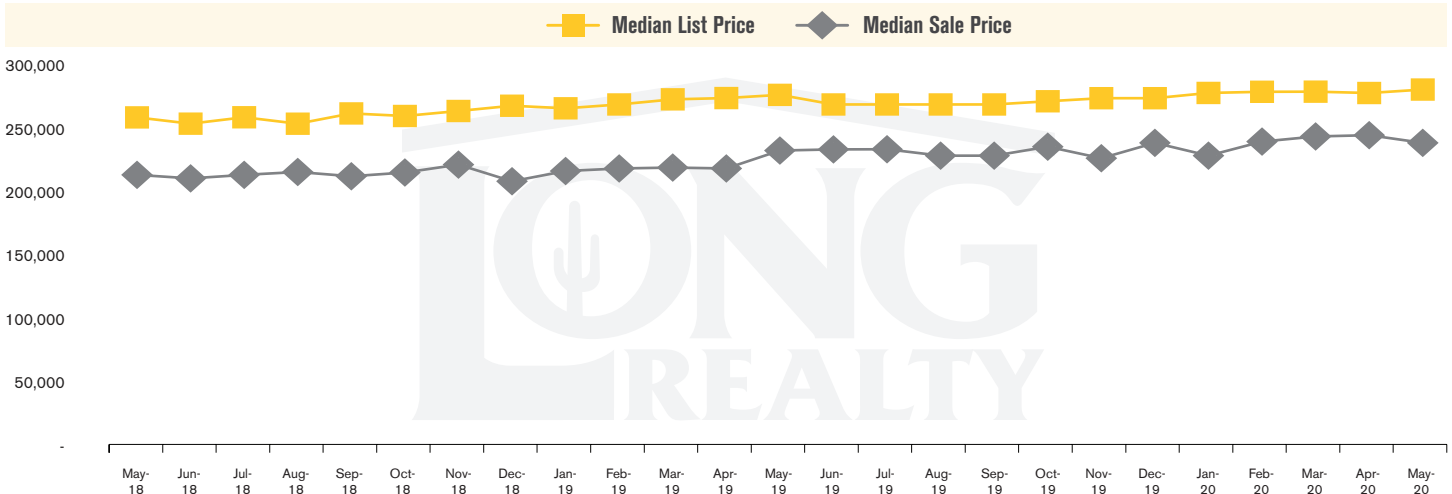
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

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

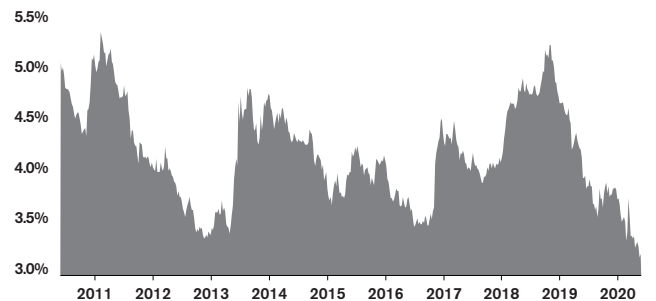


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$229,000	4.070%	\$1,047.42
2020	\$235,000	3.230%	\$969.15

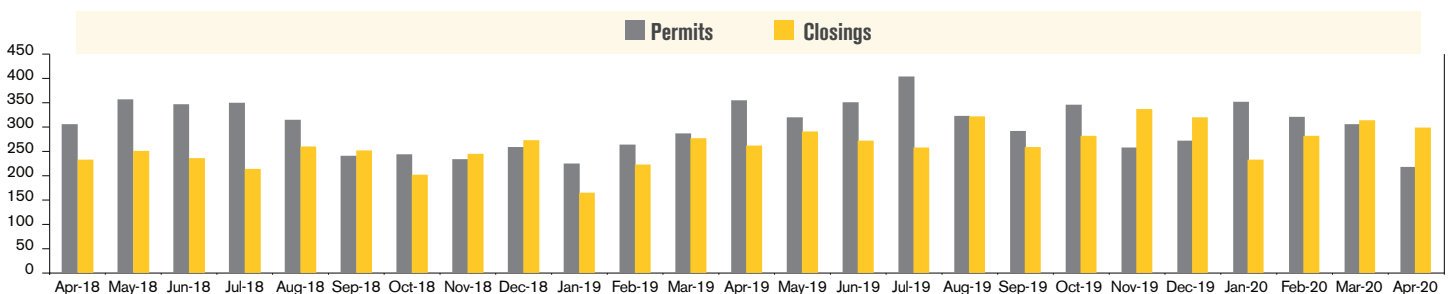
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 (GREATER TUCSON MAIN MARKET)

	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	13	4	8	17	5	3	8	1.6	2.4	Seller
\$50,000 - 74,999	30	16	23	14	21	20	14	2.1	2.1	Seller
\$75,000 - 99,999	58	37	30	30	33	30	23	2.5	2.4	Seller
\$100,000 - 124,999	57	49	43	47	44	29	27	2.1	1.8	Seller
\$125,000 - 149,999	80	80	83	82	79	67	59	1.4	1.3	Seller
\$150,000 - 174,999	90	130	110	132	109	120	118	0.8	1.0	Seller
\$175,000 - 199,999	144	195	165	160	249	175	170	0.8	0.9	Seller
\$200,000 - 224,999	105	158	152	155	194	172	181	0.6	0.8	Seller
\$225,000 - 249,999	169	165	129	150	202	161	149	1.1	1.2	Seller
\$250,000 - 274,999	150	121	98	128	139	140	128	1.2	1.3	Seller
\$275,000 - 299,999	180	106	68	89	128	96	90	2.0	2.0	Seller
\$300,000 - 349,999	231	136	109	118	129	121	130	1.8	2.0	Seller
\$350,000 - 399,999	198	98	81	97	109	107	75	2.6	2.3	Seller
\$400,000 - 499,999	240	90	63	85	128	85	85	2.8	2.6	Seller
\$500,000 - 599,999	141	40	39	44	56	48	35	4.0	3.1	Seller
\$600,000 - 699,999	124	27	18	28	39	23	30	4.1	4.5	Slightly Seller
\$700,000 - 799,999	79	10	11	17	24	16	15	5.3	4.4	Slightly Seller
\$800,000 - 899,999	65	7	7	12	13	7	7	9.3	7.4	Slightly Buyer
\$900,000 - 999,999	41	3	10	3	12	4	4	10.3	7.0	Slightly Buyer
\$1,000,000 - and over	120	13	12	8	13	6	7	17.1	14.5	Buyer
TOTAL	2,315	1,485	1,259	1,416	1,726	1,430	1,355	1.7	1.7	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 (GREATER TUCSON MAIN MARKET)

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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25.8%

Tierra Antigua Realty

13.8%

Realty Executives Tucson Elite

9.1%

Coldwell Banker Residential Brokerage

7.2%

Keller Williams Southern Arizona

7.0%

Exp Realty

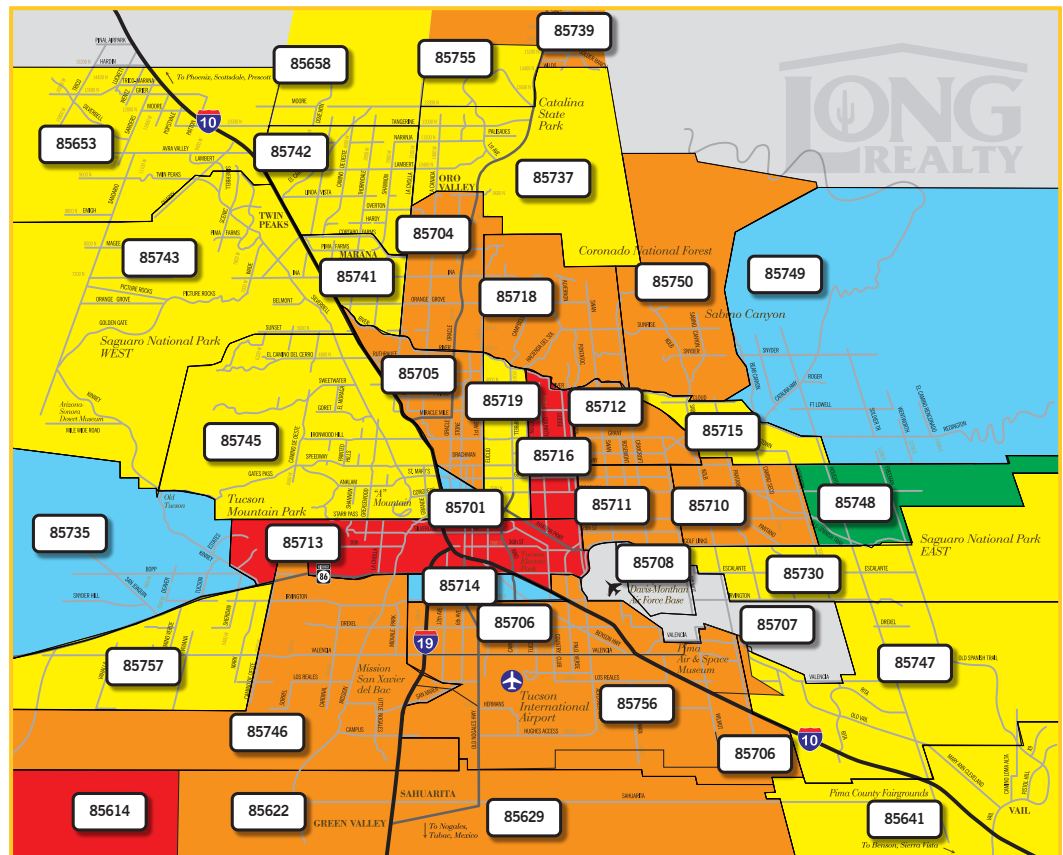
3.5%

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.