

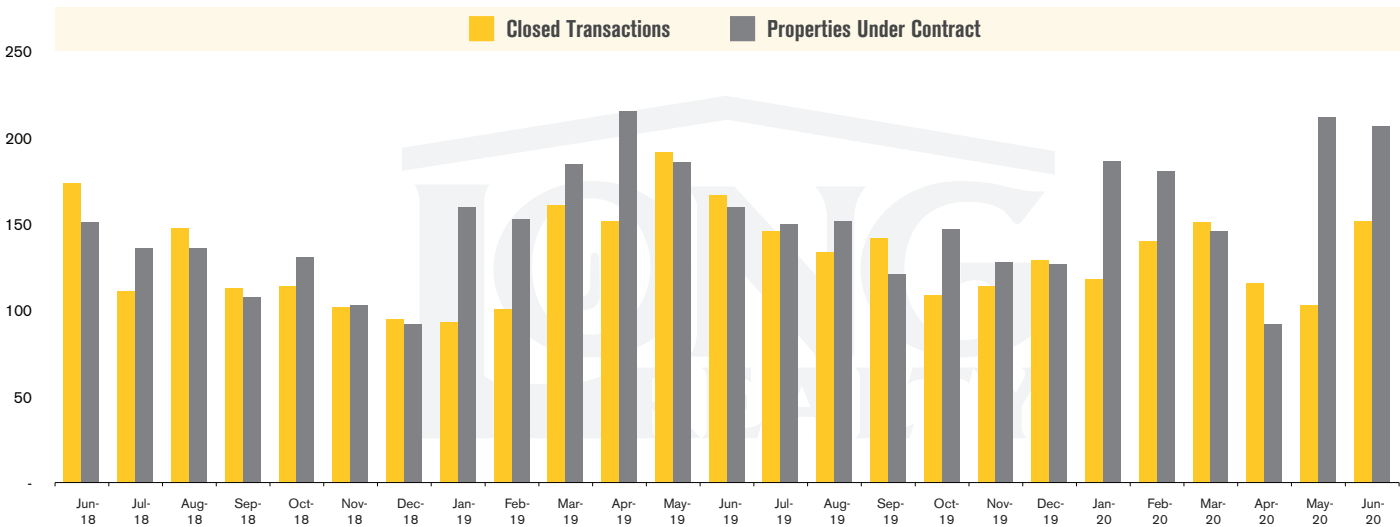
THE HOUSING REPORT

TUCSON NORTH | JULY 2020

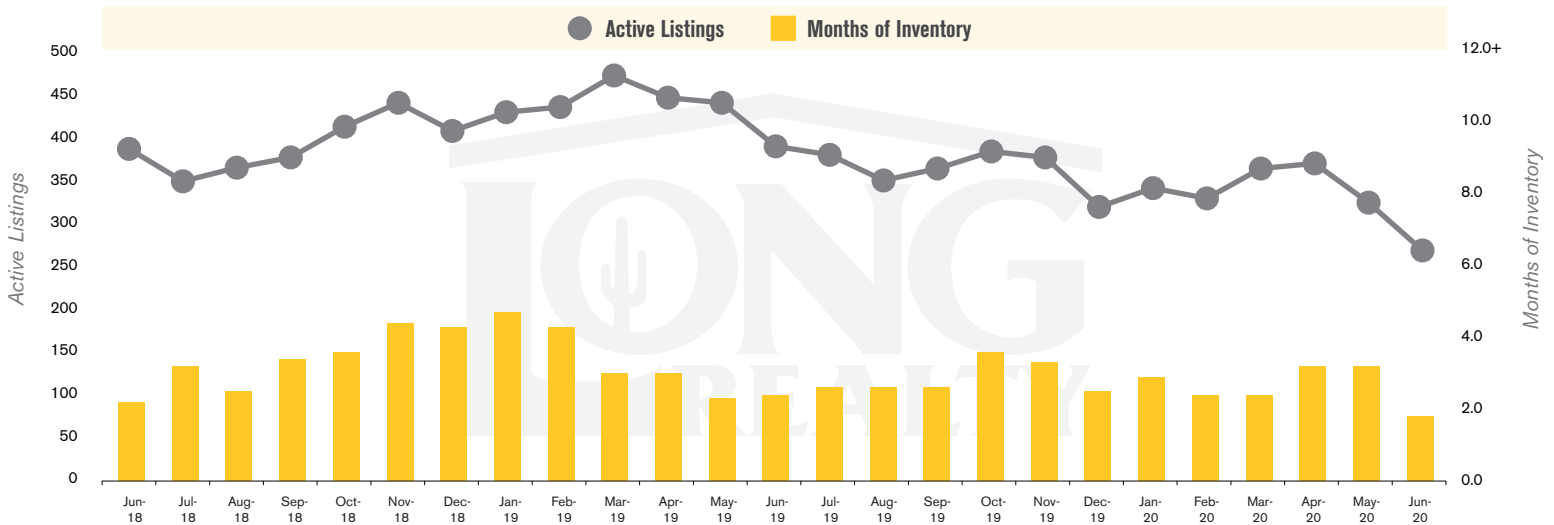


In the Tucson North area, June 2020 active inventory was 271, a 31% decrease from June 2019. There were 152 closings in June 2020, a 9% decrease from June 2019. Year-to-date 2020 there were 800 closings, a 10% decrease from year-to-date 2019. Months of Inventory was 1.8, down from 2.4 in June 2019. Median price of sold homes was \$400,000 for the month of June 2020, up 5% from June 2019. The Tucson North area had 207 new properties under contract in June 2020, up 29% from June 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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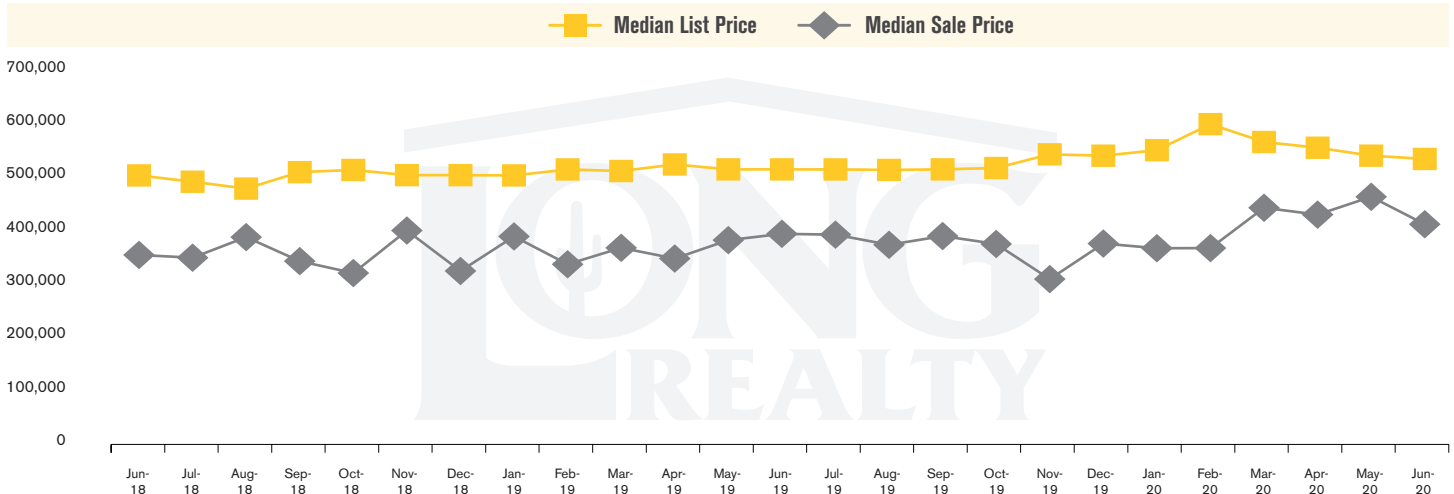
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

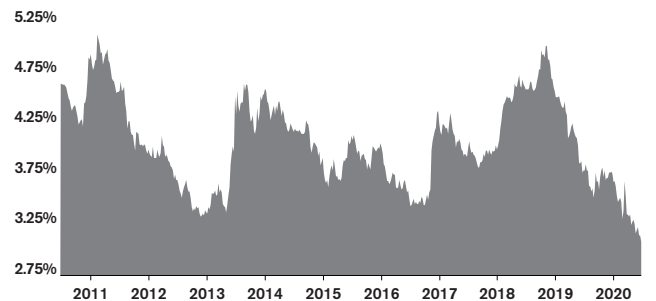


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$382,500	3.800%	\$1,693.17
2020	\$400,000	3.160%	\$1,635.07

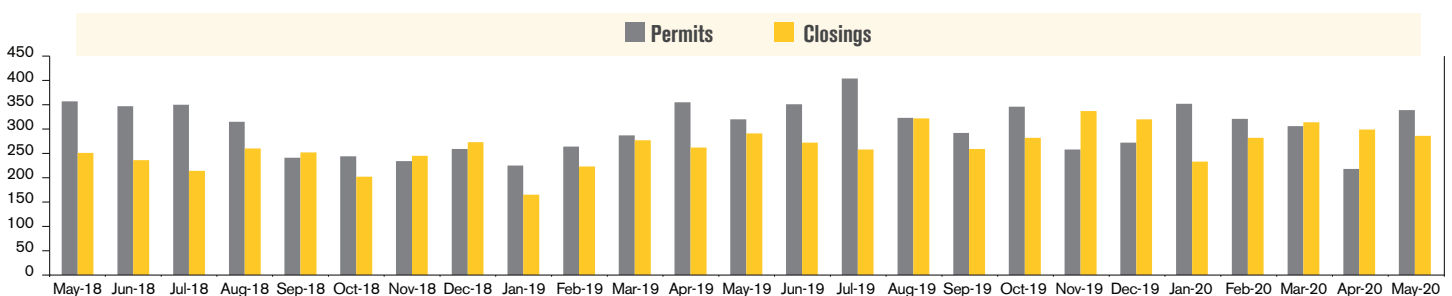
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For May 2020, new home permits were **up 6%** and new home closings were **down 2%** from May 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
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20			
\$1 - 49,999	0	0	0	0	0	0	1	0.0	0.0	Seller
\$50,000 - 74,999	2	4	0	2	1	1	2	1.0	1.8	Seller
\$75,000 - 99,999	0	2	1	1	1	0	4	0.0	0.6	Seller
\$100,000 - 124,999	0	2	2	2	0	2	1	0.0	1.0	Seller
\$125,000 - 149,999	0	7	9	4	9	6	8	0.0	0.8	Seller
\$150,000 - 174,999	9	5	12	8	5	3	4	2.3	2.5	Seller
\$175,000 - 199,999	13	12	10	9	5	5	12	1.1	2.2	Seller
\$200,000 - 224,999	7	4	10	7	2	2	9	0.8	1.6	Seller
\$225,000 - 249,999	7	3	7	11	6	3	9	0.8	1.9	Seller
\$250,000 - 274,999	2	3	5	1	6	2	2	1.0	1.0	Seller
\$275,000 - 299,999	4	6	4	4	4	6	3	1.3	1.2	Seller
\$300,000 - 349,999	12	11	8	10	8	12	10	1.2	1.6	Seller
\$350,000 - 399,999	13	12	15	9	12	6	9	1.4	1.8	Seller
\$400,000 - 499,999	29	16	17	32	18	20	24	1.2	1.5	Seller
\$500,000 - 599,999	32	12	15	16	17	9	18	1.8	2.5	Seller
\$600,000 - 699,999	38	3	13	9	9	12	14	2.7	3.7	Seller
\$700,000 - 799,999	27	4	8	9	7	8	8	3.4	3.7	Seller
\$800,000 - 899,999	15	3	5	8	5	4	4	3.8	4.9	Slightly Seller
\$900,000 - 999,999	13	6	0	5	2	3	5	2.6	4.6	Slightly Seller
\$1,000,000 - and over	48	9	2	6	2	5	5	9.6	12.8	Buyer
TOTAL	271	124	143	153	119	109	152	1.8	2.6	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 07/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2020-06/30/2020. 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 07/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2019 – 06/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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41.0%

Tierra Antigua Realty

13.3%

Realty Executives Tucson Elite

6.6%

Coldwell Banker Residential Brokerage

5.8%

Keller Williams Southern Arizona

5.0%

Russ Lyon Sotheby's International Realty

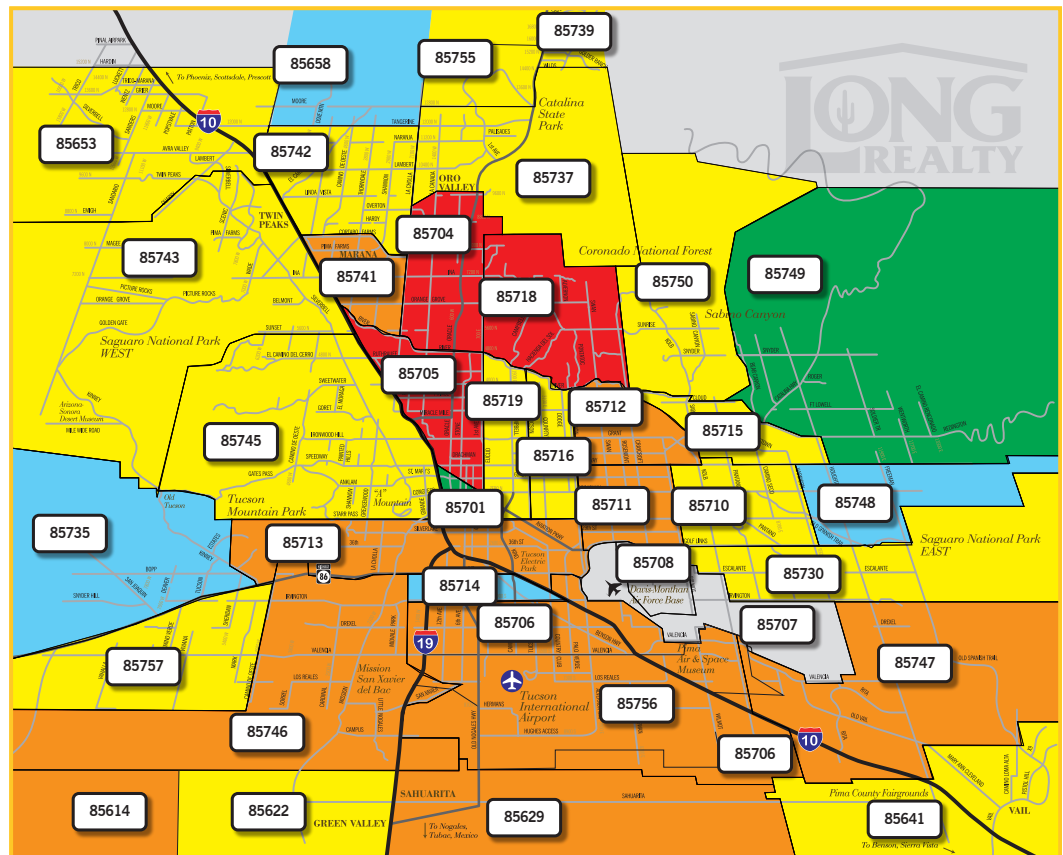
4.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2019-JUN 2019 TO
APR 2020-JUN 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 April 2019-June 2019 to April 2020-June 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/06/2020. Information is believed to be reliable, but not guaranteed.