

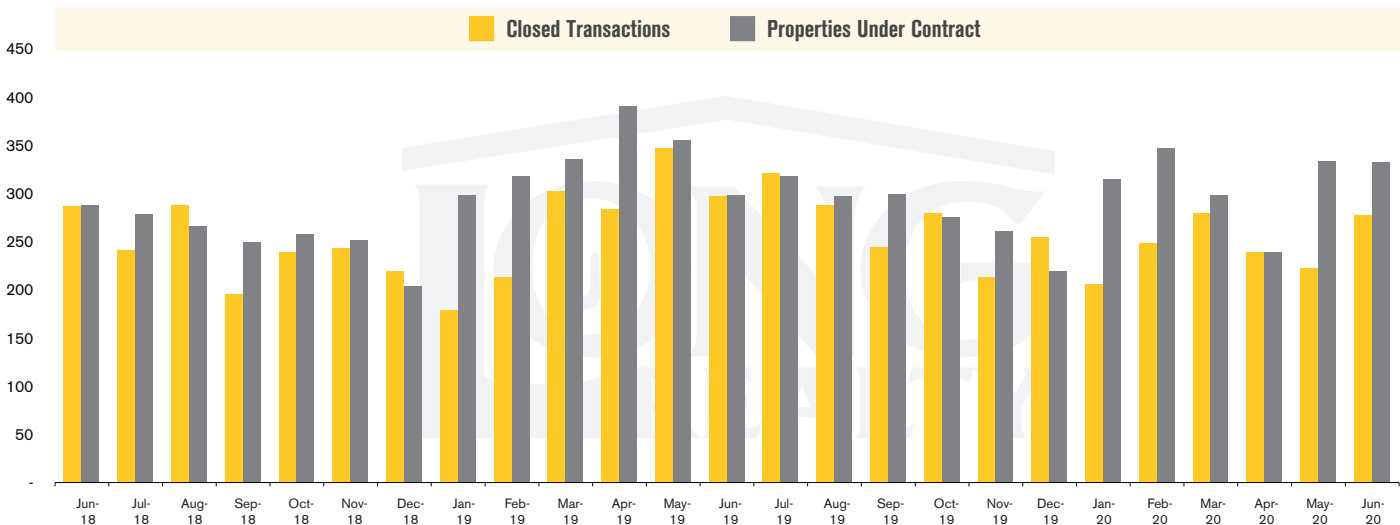
THE HOUSING REPORT

TUCSON NORTHWEST | JULY 2020

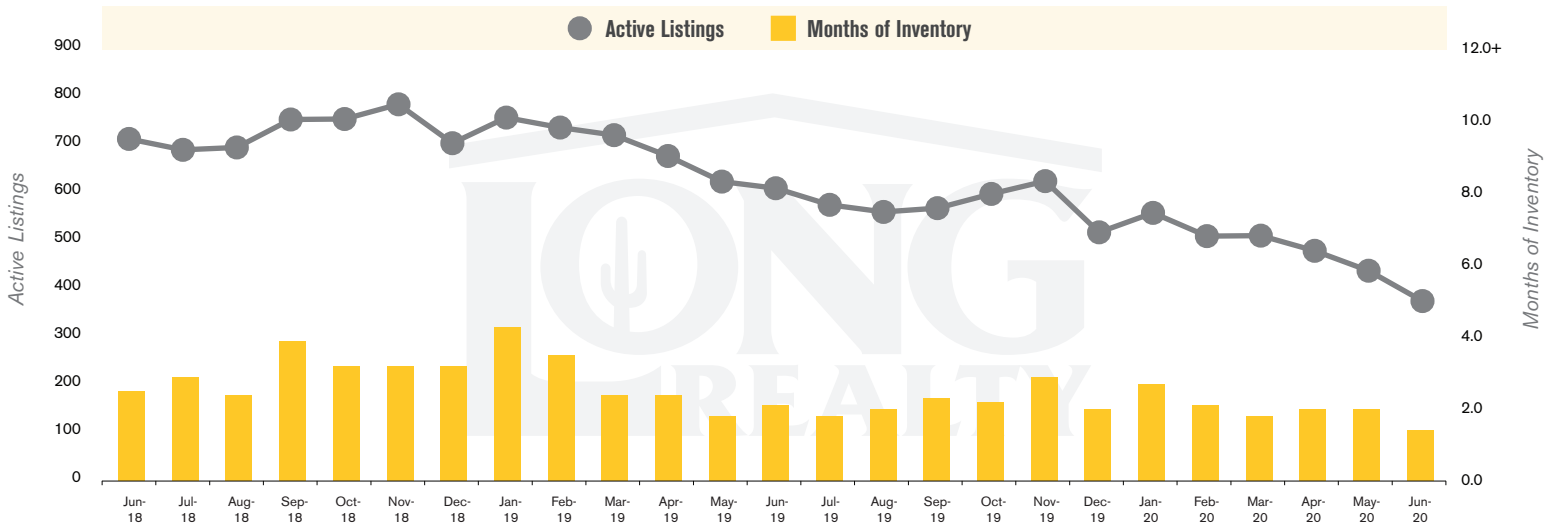


In the Tucson Northwest area, June 2020 active inventory was 381, a 38% decrease from June 2019. There were 280 closings in June 2020, a 7% decrease from June 2019. Year-to-date 2020 there were 1,543 closings, a 9% decrease from year-to-date 2019. Months of Inventory was 1.4, down from 2.1 in June 2019. Median price of sold homes was \$319,950 for the month of June 2020, up 20% from June 2019. The Tucson Northwest area had 335 new properties under contract in June 2020, up 11% from June 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTHWEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTHWEST)



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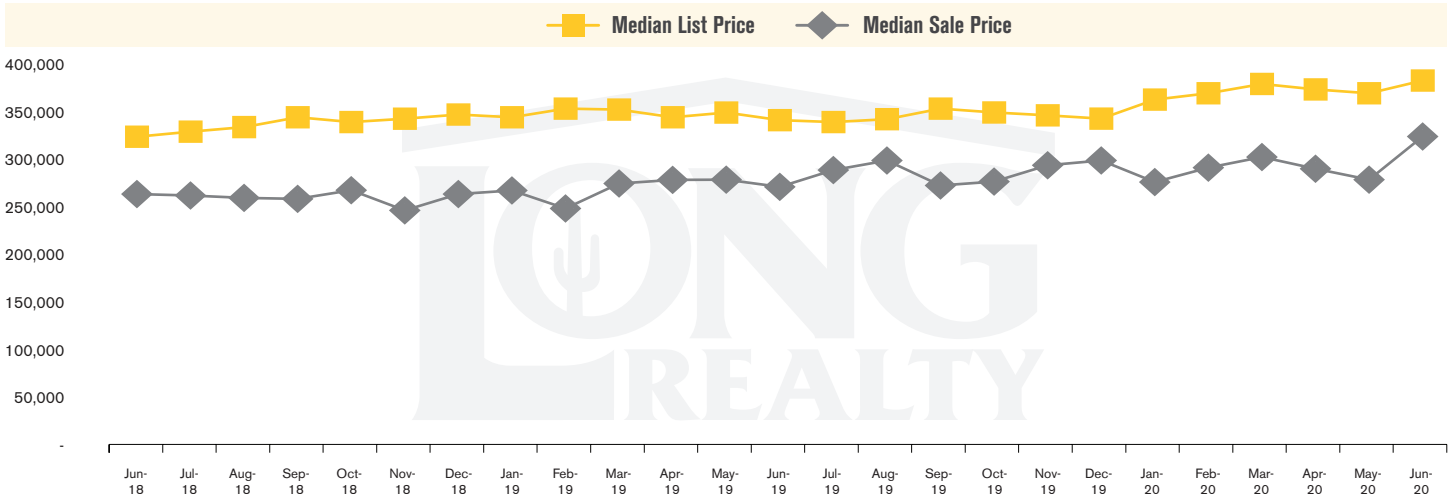
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTHWEST)

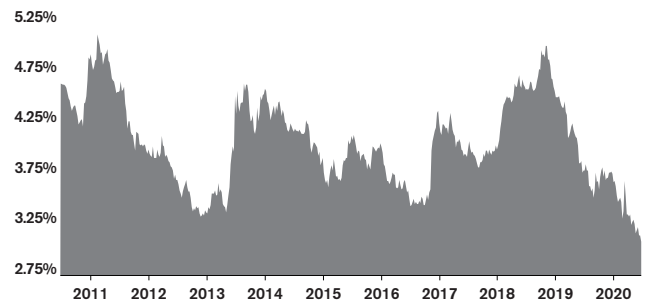


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTHWEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$267,500	3.800%	\$1,184.11
2020	\$319,950	3.160%	\$1,307.85

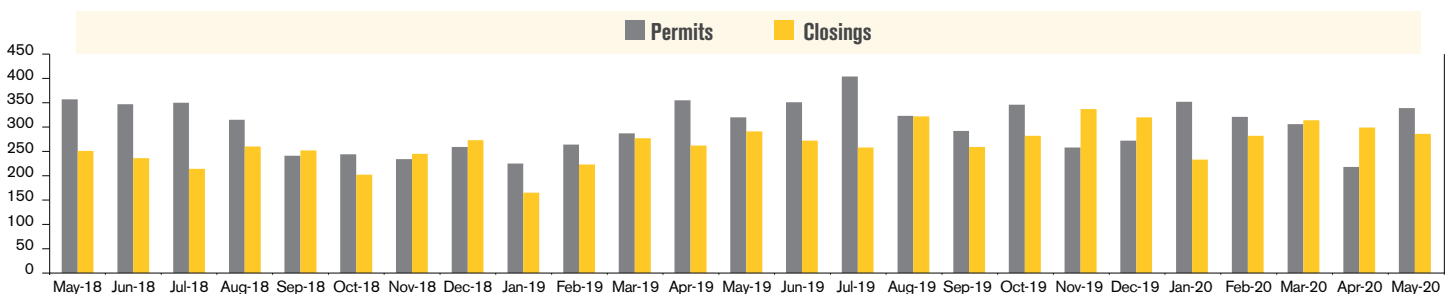
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST)

	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	1	2	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	0	0	1	0	1	1.0	1.5	Seller
\$75,000 - 99,999	2	0	2	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	4	2	2	3	1	3	1	4.0	3.2	Seller
\$125,000 - 149,999	1	3	6	1	2	0	0	n/a	4.0	Seller
\$150,000 - 174,999	1	8	6	5	7	3	3	0.3	0.3	Seller
\$175,000 - 199,999	8	15	20	25	9	15	13	0.6	0.8	Seller
\$200,000 - 224,999	15	25	30	31	35	34	35	0.4	0.5	Seller
\$225,000 - 249,999	17	30	32	32	31	33	29	0.6	0.9	Seller
\$250,000 - 274,999	16	23	24	22	33	27	28	0.6	0.8	Seller
\$275,000 - 299,999	19	18	20	35	14	18	20	1.0	1.3	Seller
\$300,000 - 349,999	30	27	36	31	26	33	37	0.8	1.1	Seller
\$350,000 - 399,999	49	26	28	37	41	21	36	1.4	1.6	Seller
\$400,000 - 499,999	79	18	29	28	25	20	37	2.1	3.1	Seller
\$500,000 - 599,999	26	6	7	17	10	9	13	2.0	2.4	Seller
\$600,000 - 699,999	27	7	7	12	4	9	8	3.4	4.0	Slightly Seller
\$700,000 - 799,999	20	3	3	8	6	3	7	2.9	4.6	Slightly Seller
\$800,000 - 899,999	19	0	3	4	1	3	5	3.8	6.7	Slightly Buyer
\$900,000 - 999,999	9	1	1	4	1	1	3	3.0	6.6	Slightly Buyer
\$1,000,000 - and over	37	2	4	6	3	1	4	9.3	14.6	Buyer
TOTAL	381	216	261	301	250	233	280	1.4	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 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 NORTHWEST)

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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28.0%

Tierra Antigua Realty

12.0%

Coldwell Banker Residential Brokerage

8.4%

Keller Williams Southern Arizona

6.9%

Realty Executives Tucson Elite

6.7%

Exp Realty

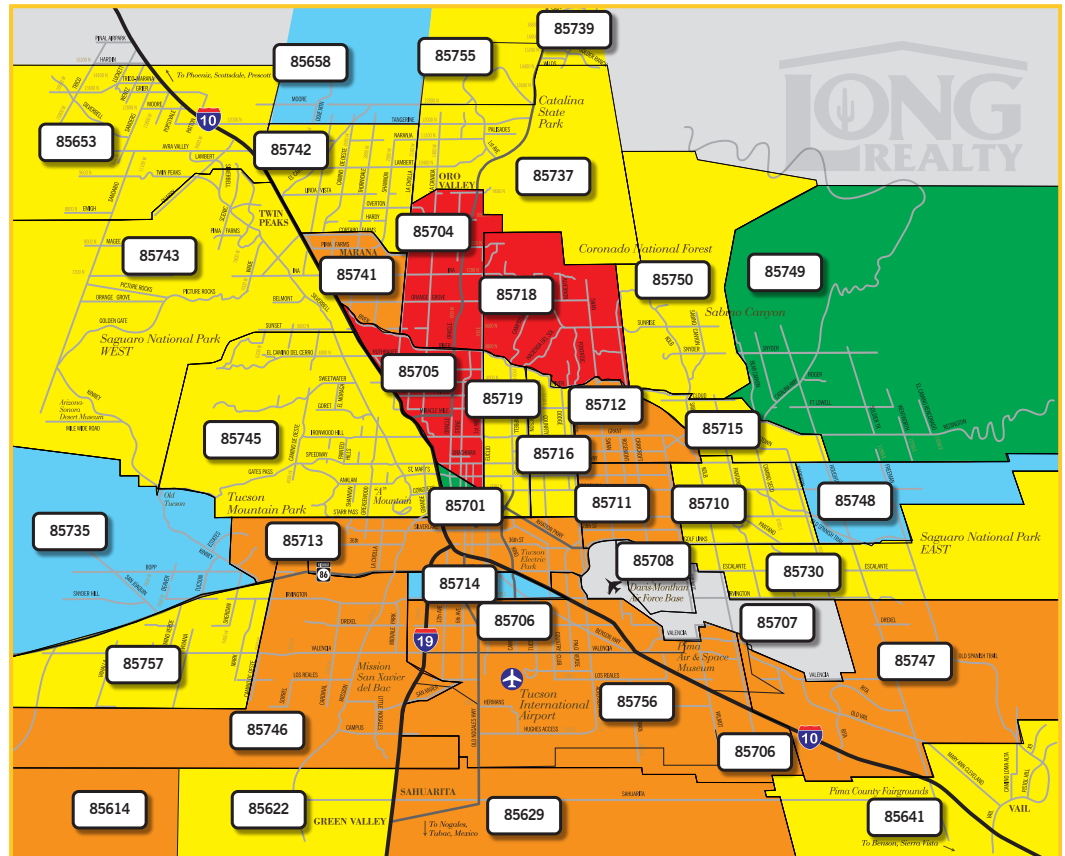
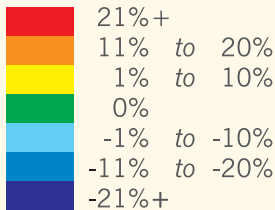
3.9%

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.