

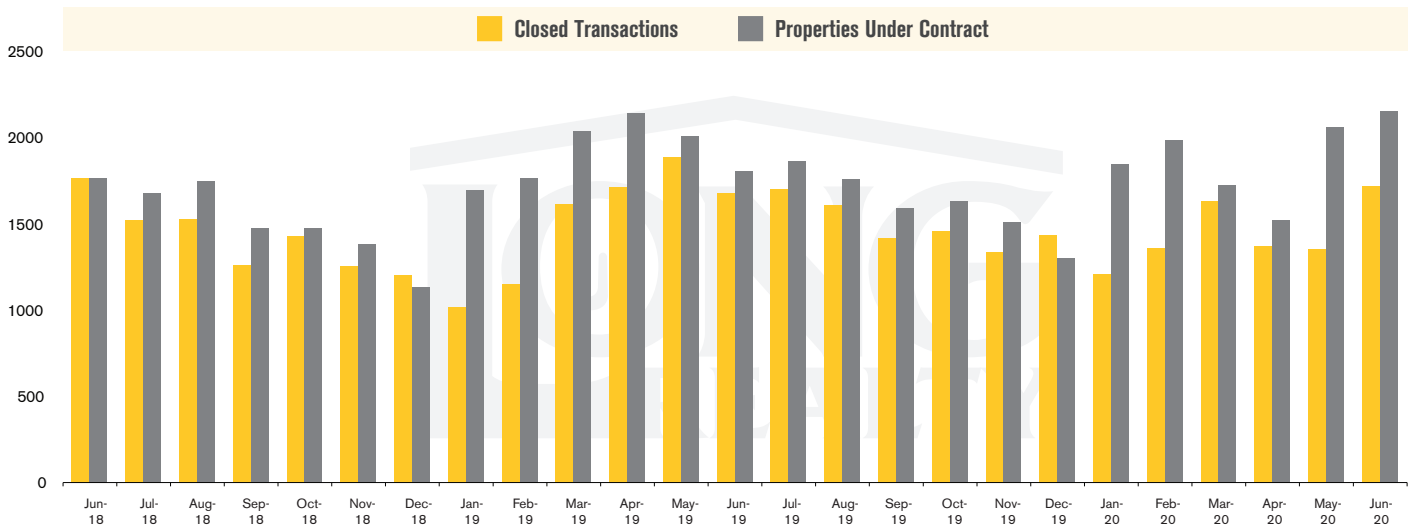
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JULY 2020

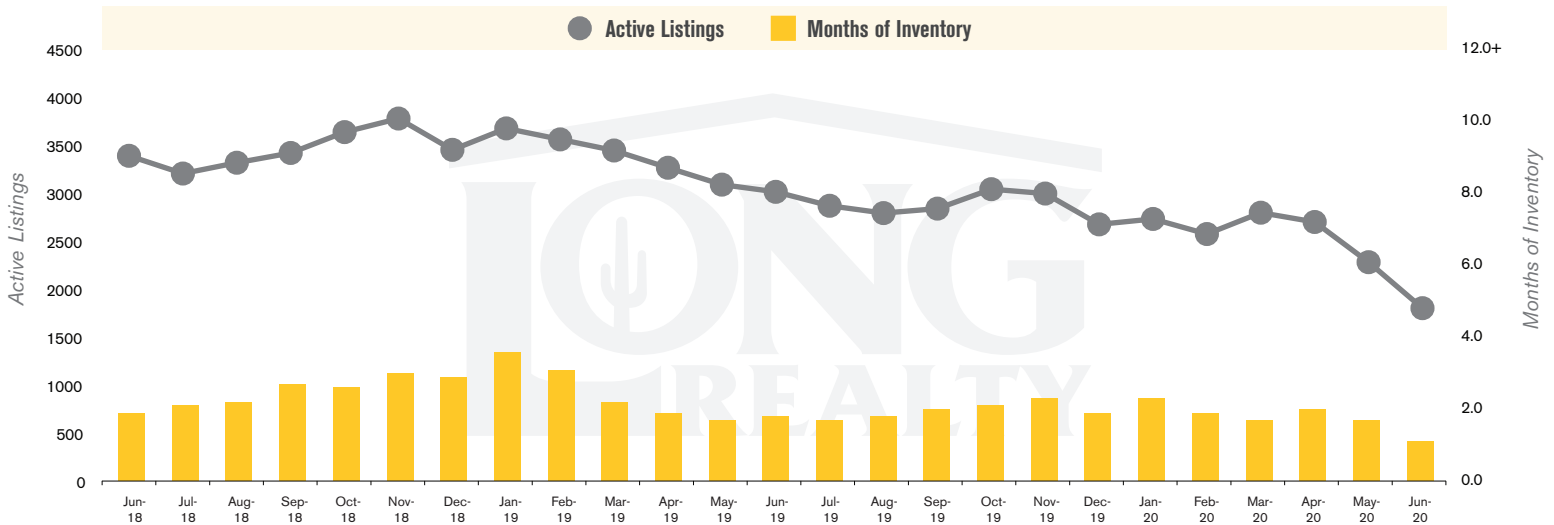


In the Tucson Main Market area, June 2020 active inventory was 1,830, a 40% decrease from June 2019. There were 1,723 closings in June 2020, a 2% increase from June 2019. Year-to-date 2020 there were 8,995 closings, a 6% decrease from year-to-date 2019. Months of Inventory was 1.1, down from 1.8 in June 2019. Median price of sold homes was \$242,000 for the month of June 2020, up 5% from June 2019. The Tucson Main Market area had 2,156 new properties under contract in June 2020, up 19% from June 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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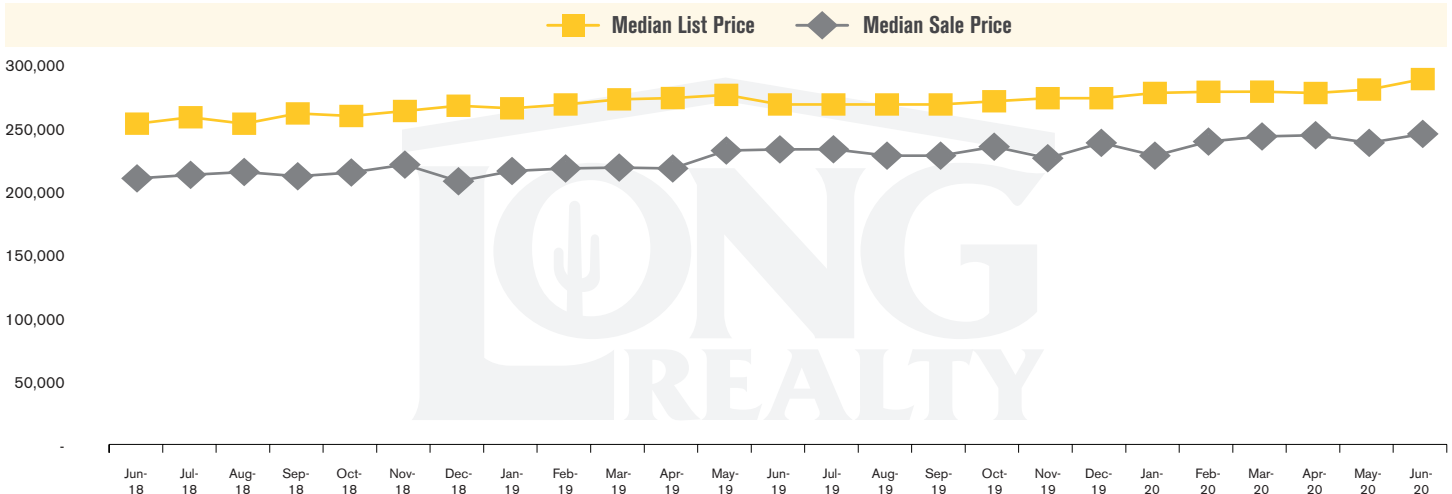
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

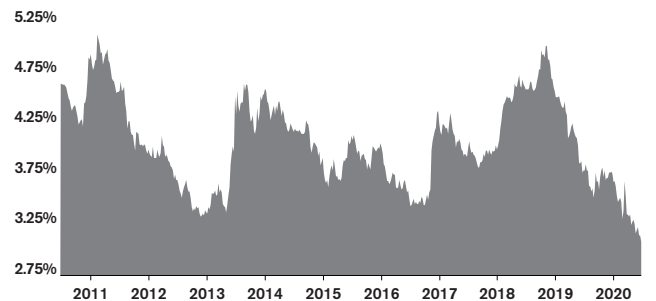


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$229,900	3.800%	\$1,017.67
2020	\$242,000	3.160%	\$989.22

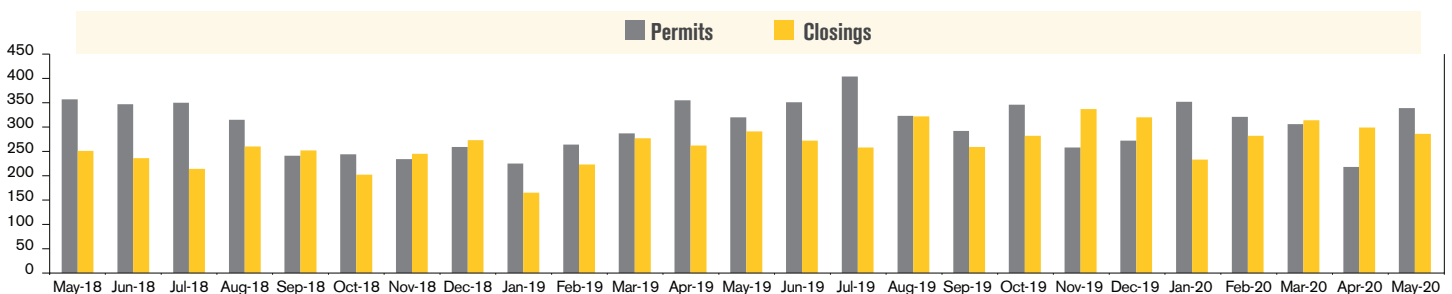
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 May 2020, new home permits were **up 6%** and new home closings were **down 2%** from May 2019.

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# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JULY 2020



## 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
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20			
\$1 - 49,999	9	8	17	6	3	10	8	1.1	1.7	Seller
\$50,000 - 74,999	19	23	14	21	20	14	25	0.8	1.5	Seller
\$75,000 - 99,999	50	30	30	34	30	24	38	1.3	2.0	Seller
\$100,000 - 124,999	36	43	47	44	29	28	41	0.9	1.6	Seller
\$125,000 - 149,999	45	83	82	79	69	60	78	0.6	1.1	Seller
\$150,000 - 174,999	65	110	132	110	122	124	120	0.5	0.8	Seller
\$175,000 - 199,999	93	165	160	249	175	175	200	0.5	0.8	Seller
\$200,000 - 224,999	88	152	155	195	172	184	212	0.4	0.6	Seller
\$225,000 - 249,999	122	129	151	202	162	164	196	0.6	1.0	Seller
\$250,000 - 274,999	110	98	128	139	140	135	163	0.7	1.0	Seller
\$275,000 - 299,999	130	68	89	128	97	95	130	1.0	1.6	Seller
\$300,000 - 349,999	172	110	118	129	123	135	154	1.1	1.7	Seller
\$350,000 - 399,999	166	81	97	109	108	79	110	1.5	2.0	Seller
\$400,000 - 499,999	212	63	85	129	85	87	111	1.9	2.5	Seller
\$500,000 - 599,999	124	39	44	56	48	36	51	2.4	3.0	Seller
\$600,000 - 699,999	110	18	28	39	23	30	32	3.4	4.4	Slightly Seller
\$700,000 - 799,999	76	11	17	24	16	15	16	4.8	4.9	Slightly Seller
\$800,000 - 899,999	55	7	12	13	7	8	13	4.2	6.7	Slightly Buyer
\$900,000 - 999,999	35	10	3	12	4	4	10	3.5	6.8	Slightly Buyer
\$1,000,000 - and over	113	12	8	13	6	7	15	7.5	12.6	Buyer
<b>TOTAL</b>	<b>1,830</b>	<b>1,260</b>	<b>1,417</b>	<b>1,731</b>	<b>1,439</b>	<b>1,414</b>	<b>1,723</b>	<b>1.1</b>	<b>1.5</b>	<b>Seller</b>



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.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JULY 2020



## MARKET SHARE (GREATER TUCSON MAIN MARKET)

**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.

### LONG REALTY COMPANY

25.5%

Tierra Antigua Realty

13.7%

Realty Executives Tucson Elite

9.2%

Keller Williams Southern Arizona

7.2%

Coldwell Banker Residential Brokerage

7.1%

Exp Realty

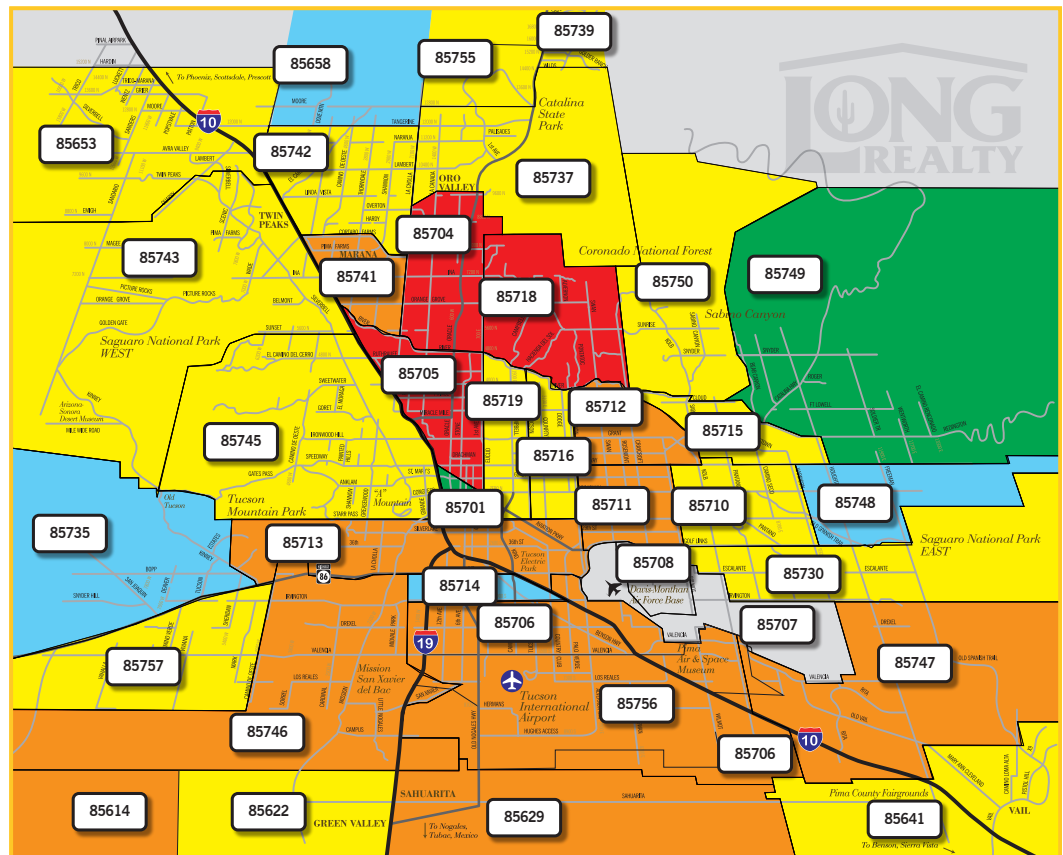
3.6%

## 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.