

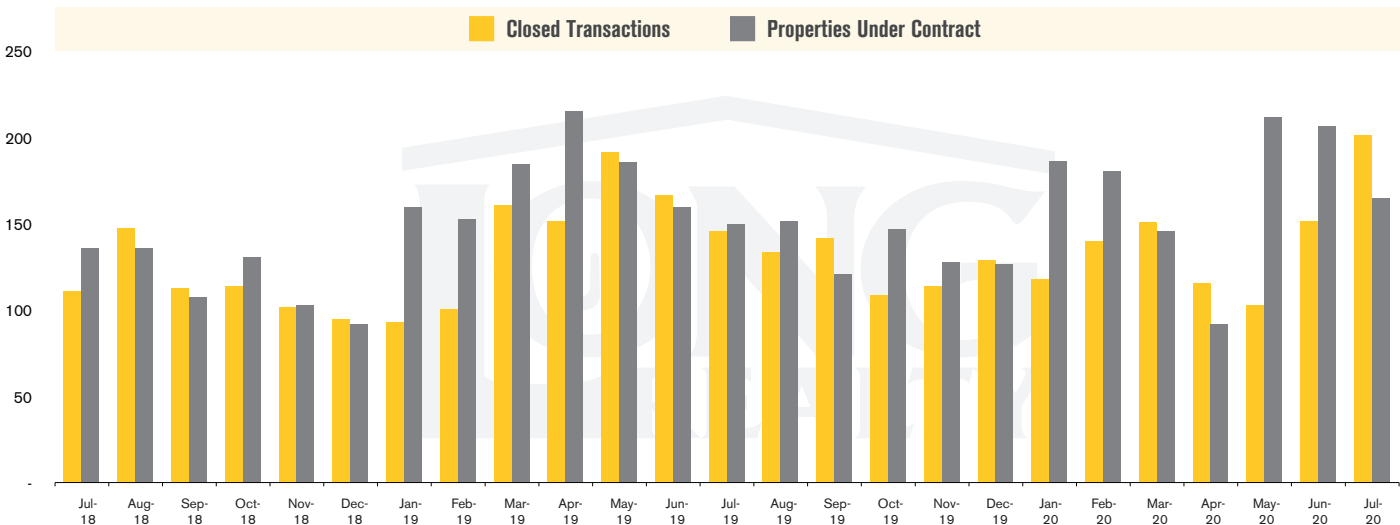
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TUCSON NORTH | AUGUST 2020

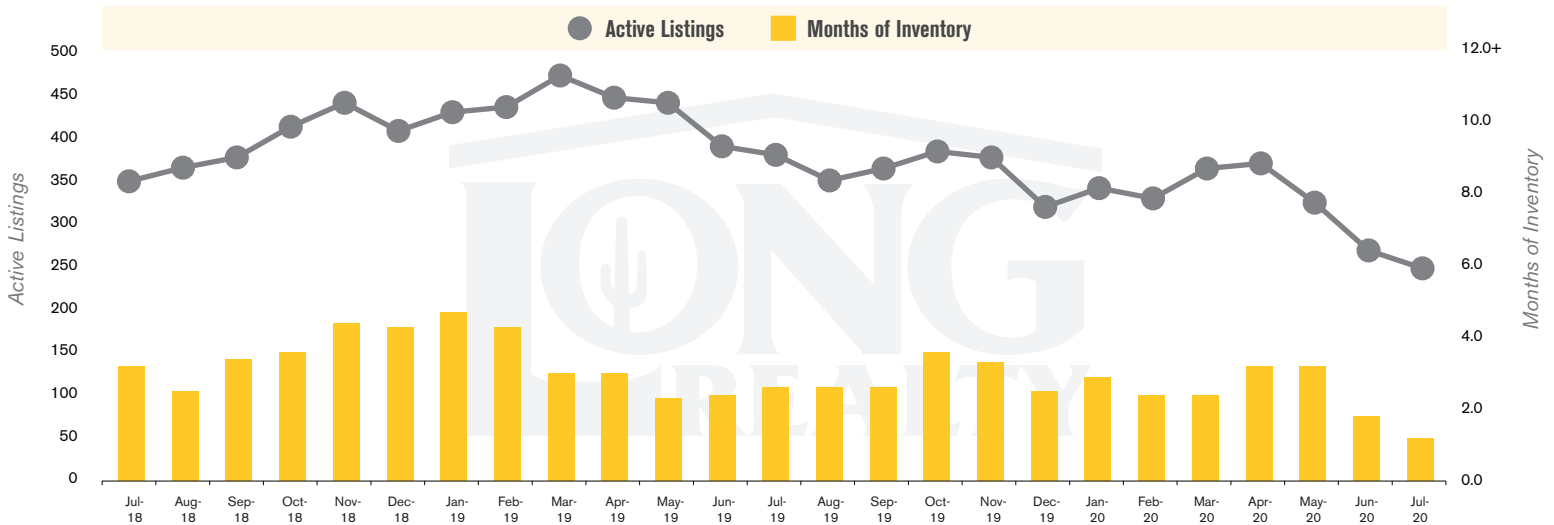


In the Tucson North area, July 2020 active inventory was 250, a 35% decrease from July 2019. There were 202 closings in July 2020, a 38% increase from July 2019. Year-to-date 2020 there were 1,007 closings, a 4% decrease from year-to-date 2019. Months of Inventory was 1.2, down from 2.6 in July 2019. Median price of sold homes was \$425,000 for the month of July 2020, up 12% from July 2019. The Tucson North area had 165 new properties under contract in July 2020, up 10% from July 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON NORTH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON NORTH)



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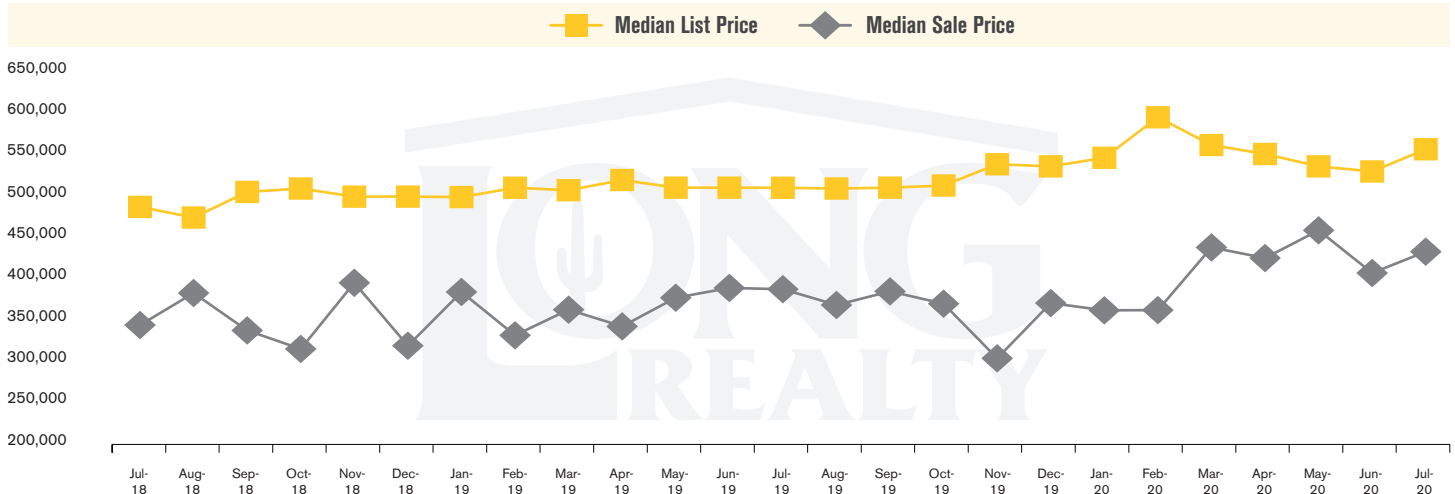
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON NORTH)

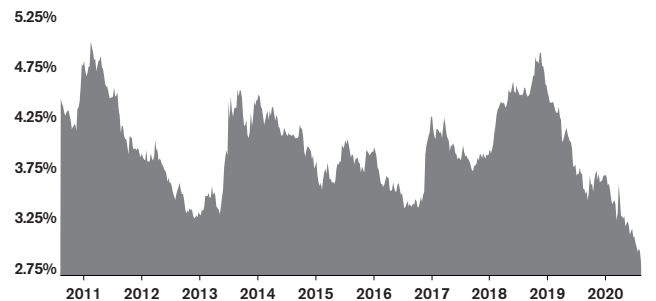


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON NORTH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$381,000	3.770%	\$1,680.36
2020	\$425,000	3.020%	\$1,706.58

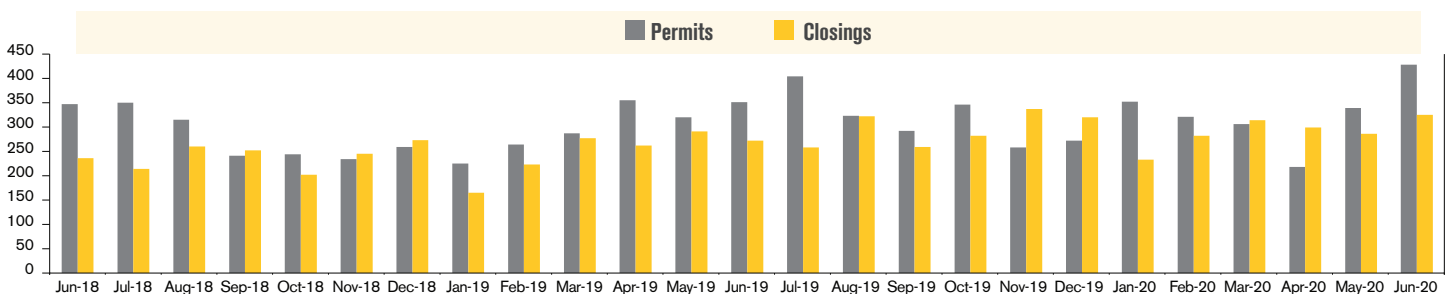
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For June 2020, new home permits were **up 22%** and new home closings were **up 19%** from June 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
		Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20			
\$1 - 49,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	0	0	2	1	1	2	5	0.0	0.5	Seller
\$75,000 - 99,999	1	1	1	1	0	4	3	0.3	0.3	Seller
\$100,000 - 124,999	0	2	2	0	2	1	0	n/a	0.3	Seller
\$125,000 - 149,999	1	9	4	9	6	8	12	0.1	0.2	Seller
\$150,000 - 174,999	9	12	8	5	3	4	4	2.3	2.6	Seller
\$175,000 - 199,999	9	10	9	5	5	13	12	0.8	1.2	Seller
\$200,000 - 224,999	5	10	7	2	2	10	9	0.6	0.9	Seller
\$225,000 - 249,999	5	7	11	6	3	9	9	0.6	1.2	Seller
\$250,000 - 274,999	6	5	1	6	2	2	7	0.9	1.0	Seller
\$275,000 - 299,999	3	4	4	4	6	4	6	0.5	0.9	Seller
\$300,000 - 349,999	15	8	10	8	12	11	18	0.8	1.2	Seller
\$350,000 - 399,999	11	15	9	12	6	10	12	0.9	1.3	Seller
\$400,000 - 499,999	32	17	32	18	20	24	31	1.0	1.2	Seller
\$500,000 - 599,999	26	15	16	17	9	18	26	1.0	1.8	Seller
\$600,000 - 699,999	30	13	9	9	12	14	15	2.0	2.6	Seller
\$700,000 - 799,999	14	8	9	7	8	8	12	1.2	2.5	Seller
\$800,000 - 899,999	18	5	8	5	4	4	10	1.8	3.1	Seller
\$900,000 - 999,999	13	0	5	2	3	5	6	2.2	2.9	Seller
\$1,000,000 - and over	52	2	6	2	5	5	5	10.4	10.2	Buyer
TOTAL	250	143	153	119	109	157	202	1.2	1.8	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 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. 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 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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41.0%

Tierra Antigua Realty

12.9%

Realty Executives Tucson Elite

6.8%

Coldwell Banker Residential Brokerage

5.8%

Keller Williams Southern Arizona

5.2%

Russ Lyon Sotheby's International Realty

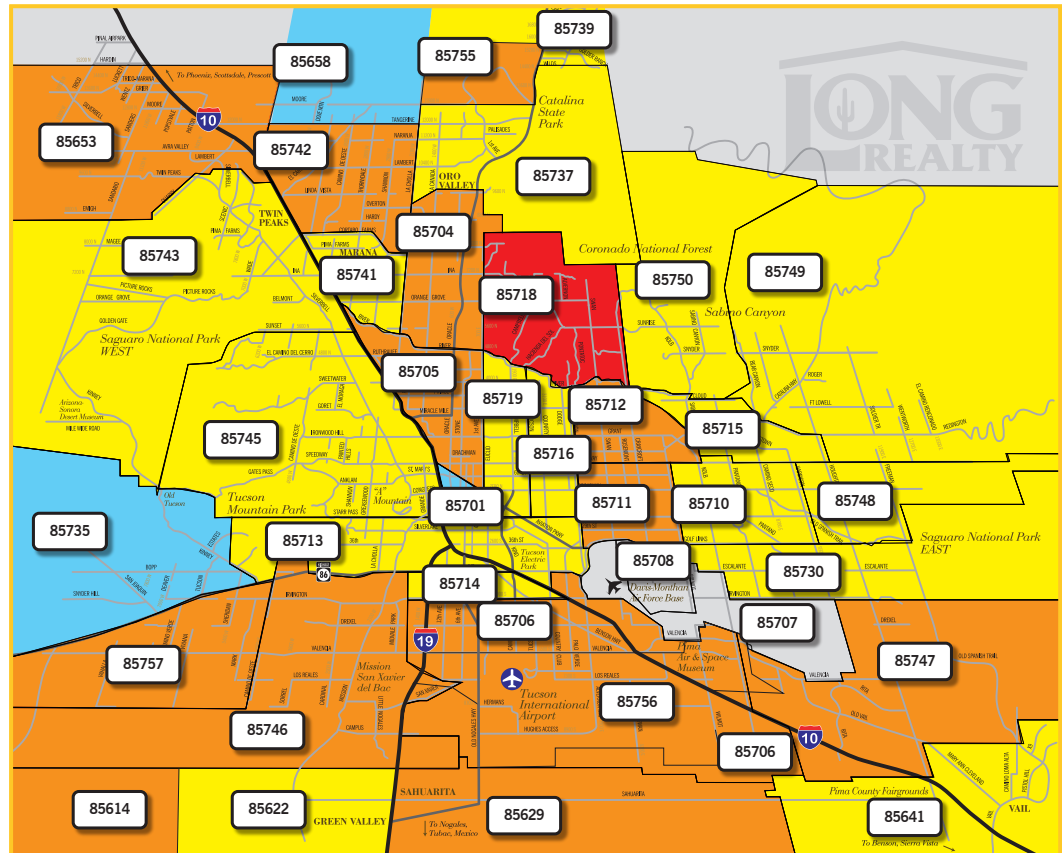
4.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2019-JUL 2019 TO
MAY 2020-JUL 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 May 2019-July 2019 to May 2020-July 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2020. Information is believed to be reliable, but not guaranteed.