

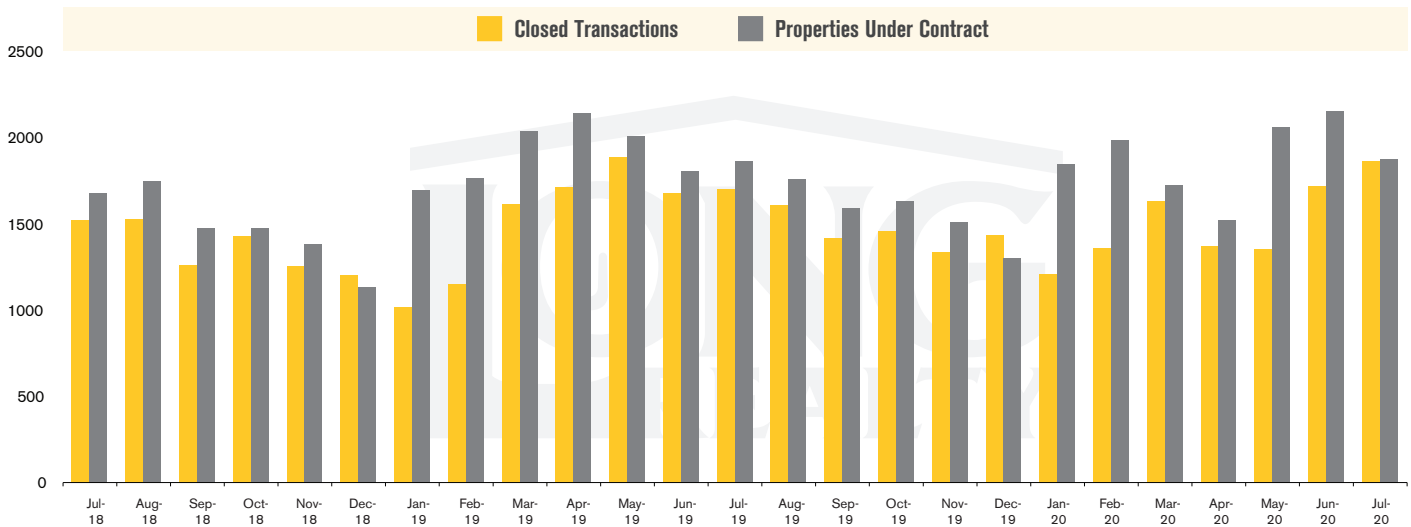
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | AUGUST 2020

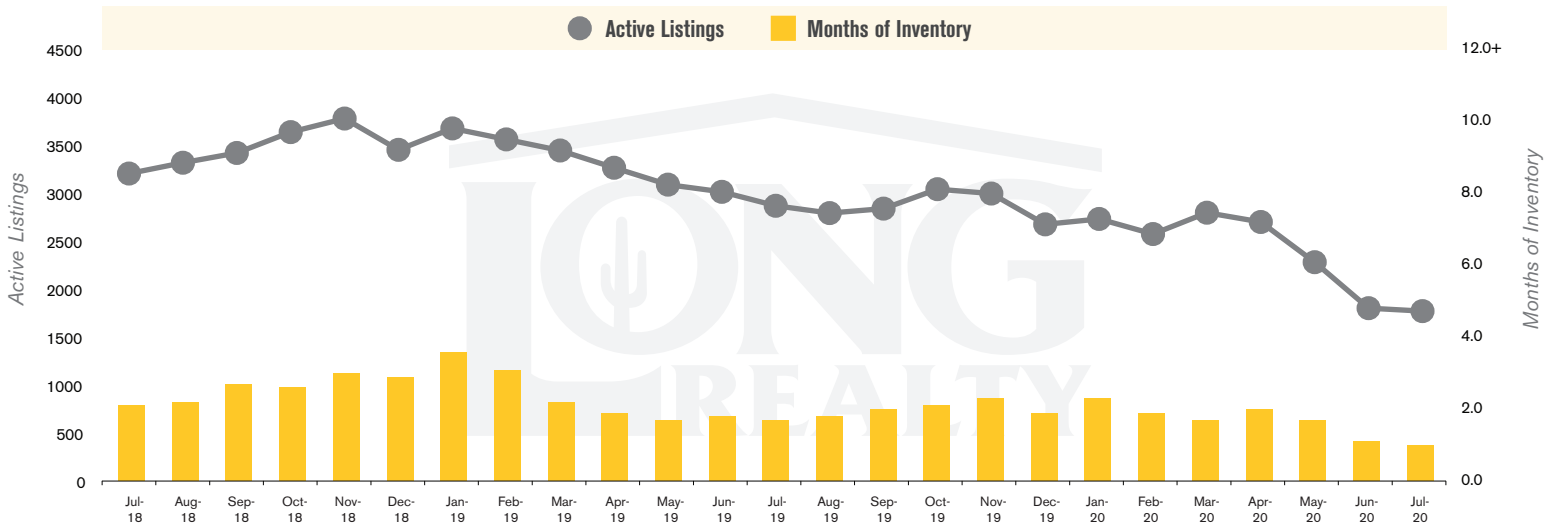


In the Tucson Main Market area, July 2020 active inventory was 1,799, a 38% decrease from July 2019. There were 1,866 closings in July 2020, a 10% increase from July 2019. Year-to-date 2020 there were 10,923 closings, a 3% decrease from year-to-date 2019. Months of Inventory was 1.0, down from 1.7 in July 2019. Median price of sold homes was \$250,000 for the month of July 2020, up 9% from July 2019. The Tucson Main Market area had 1,880 new properties under contract in July 2020, up 1% from July 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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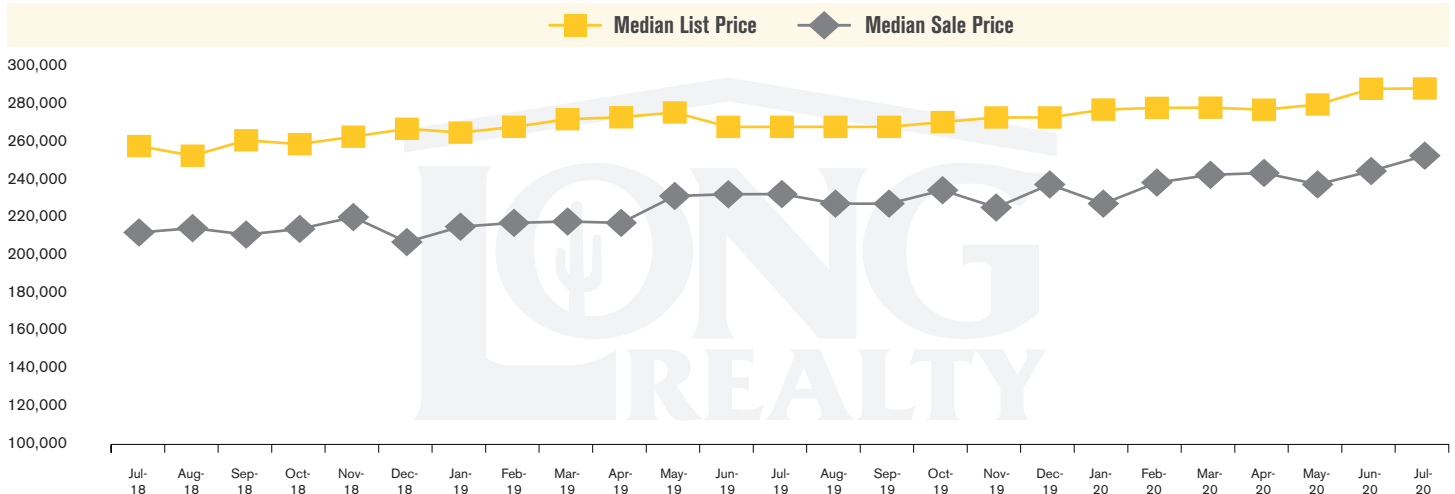
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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

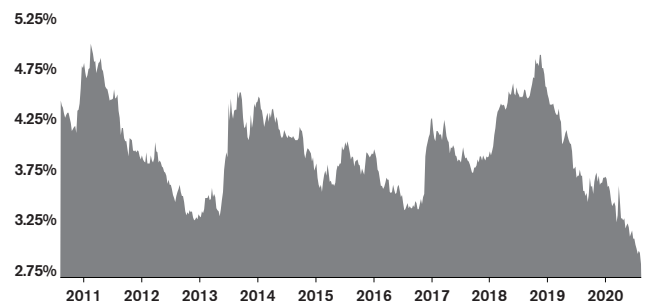


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$230,000	3.770%	\$1,014.39
2020	\$250,000	3.020%	\$1,003.87

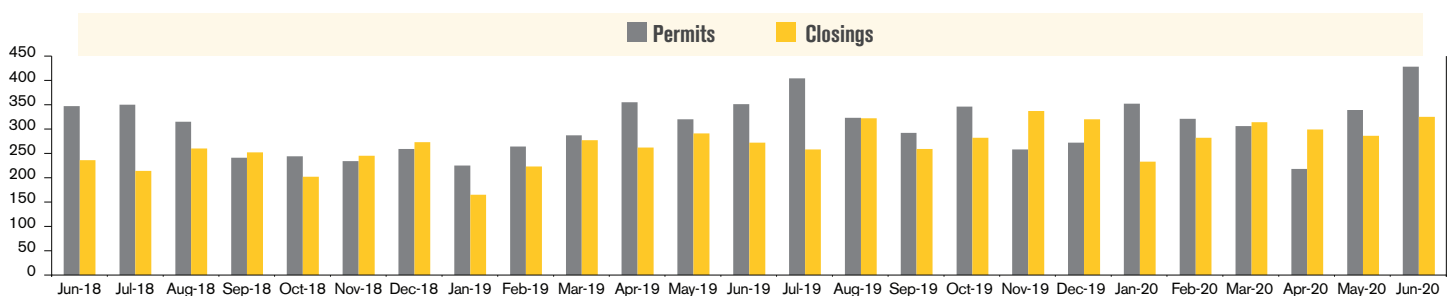
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 (GREATER TUCSON MAIN MARKET)

	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	10	17	6	3	10	9	12	0.8	1.0	Seller
\$50,000 - 74,999	18	14	21	20	14	26	20	0.9	1.1	Seller
\$75,000 - 99,999	39	30	34	30	24	39	49	0.8	1.3	Seller
\$100,000 - 124,999	39	47	44	29	28	43	32	1.2	1.3	Seller
\$125,000 - 149,999	46	82	78	69	61	84	74	0.6	0.8	Seller
\$150,000 - 174,999	75	132	111	122	124	127	122	0.6	0.6	Seller
\$175,000 - 199,999	87	161	250	175	175	209	184	0.5	0.6	Seller
\$200,000 - 224,999	69	155	195	172	184	223	197	0.4	0.4	Seller
\$225,000 - 249,999	123	151	202	163	164	198	223	0.6	0.7	Seller
\$250,000 - 274,999	129	128	140	140	136	165	172	0.8	0.8	Seller
\$275,000 - 299,999	121	89	129	97	95	135	156	0.8	1.1	Seller
\$300,000 - 349,999	184	118	129	124	135	161	192	1.0	1.2	Seller
\$350,000 - 399,999	158	97	109	108	80	116	112	1.4	1.7	Seller
\$400,000 - 499,999	223	85	129	85	87	114	145	1.5	2.0	Seller
\$500,000 - 599,999	114	45	56	48	37	52	69	1.7	2.4	Seller
\$600,000 - 699,999	104	28	39	23	30	33	39	2.7	3.3	Seller
\$700,000 - 799,999	55	17	24	16	15	17	25	2.2	3.7	Seller
\$800,000 - 899,999	61	12	13	7	8	13	16	3.8	4.9	Slightly Seller
\$900,000 - 999,999	33	3	12	4	4	10	11	3.0	4.4	Slightly Seller
\$1,000,000 - and over	111	8	13	6	7	15	16	6.9	9.1	Buyer
TOTAL	1,799	1,419	1,734	1,441	1,418	1,789	1,866	1.0	1.2	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 (GREATER TUCSON MAIN MARKET)

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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25.6%

Tierra Antigua Realty

13.7%

Realty Executives Tucson Elite

9.2%

Keller Williams Southern Arizona

7.2%

Coldwell Banker Residential Brokerage

7.0%

Exp Realty

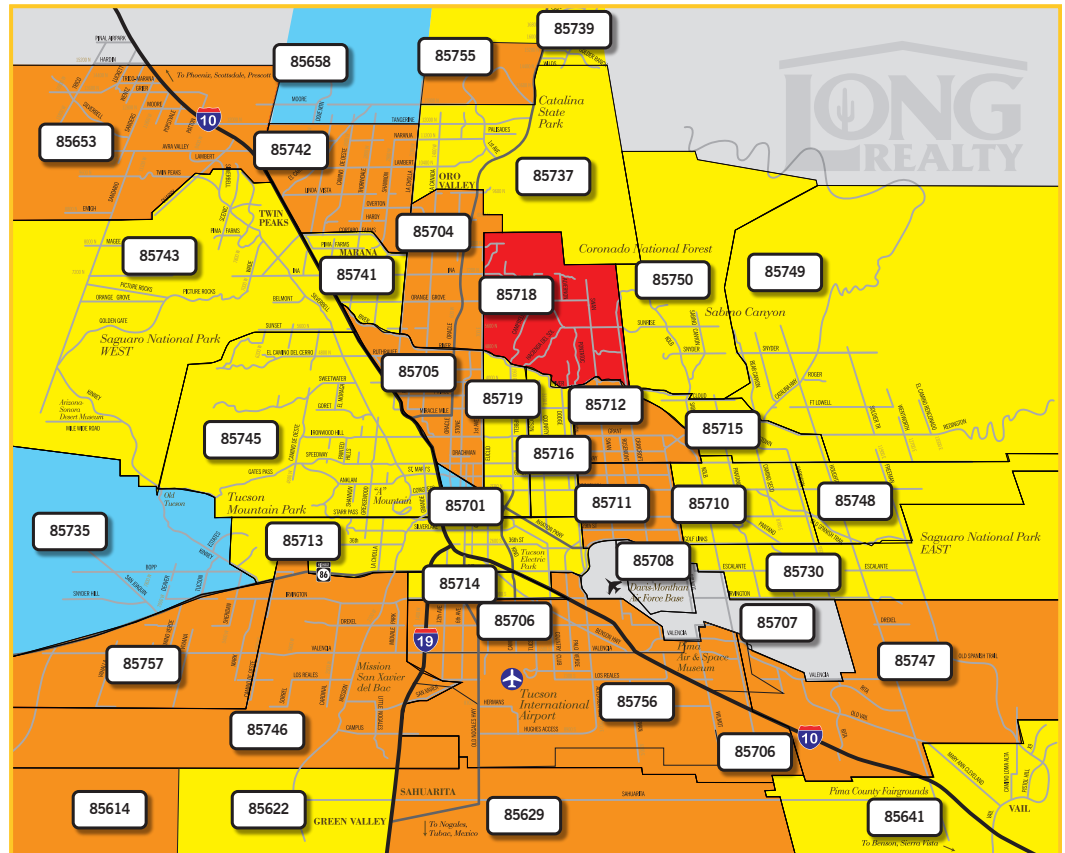
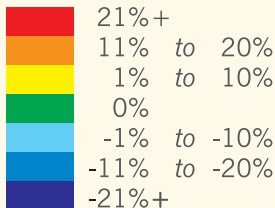
3.7%

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.