

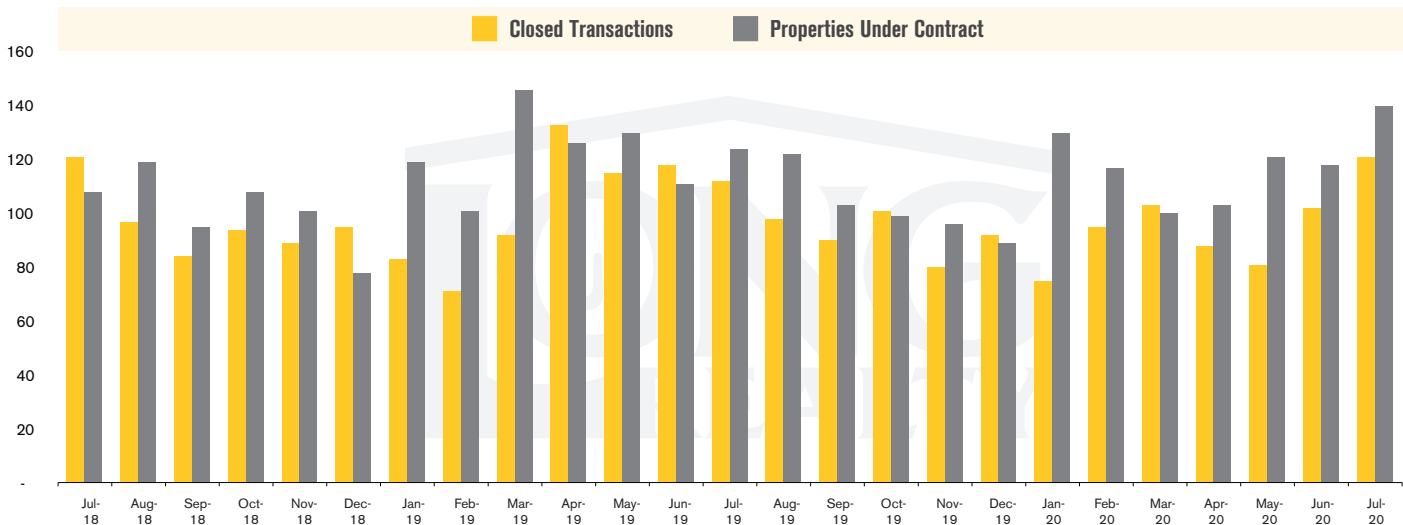
THE HOUSING REPORT

TUCSON WEST | AUGUST 2020

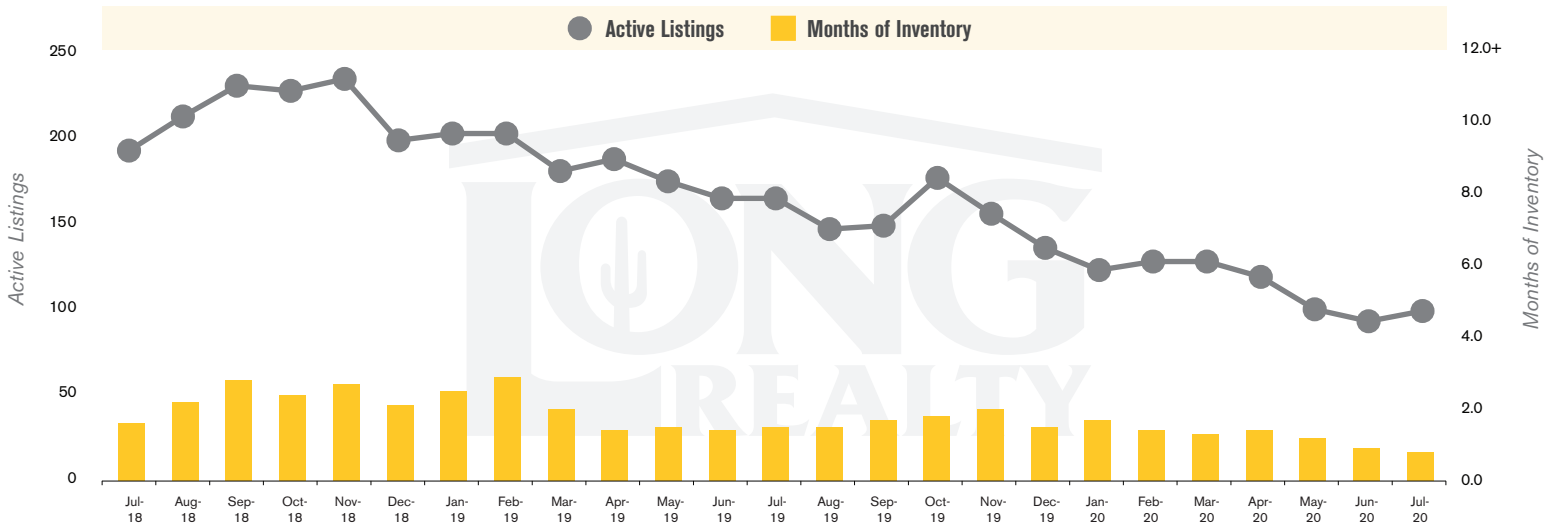


In the Tucson West area, July 2020 active inventory was 100, a 40% decrease from July 2019. There were 121 closings in July 2020, an 8% increase from July 2019. Year-to-date 2020 there were 692 closings, an 8% decrease from year-to-date 2019. Months of Inventory was .8, down from 1.5 in July 2019. Median price of sold homes was \$255,000 for the month of July 2020, up 2% from July 2019. The Tucson West area had 140 new properties under contract in July 2020, up 13% from July 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



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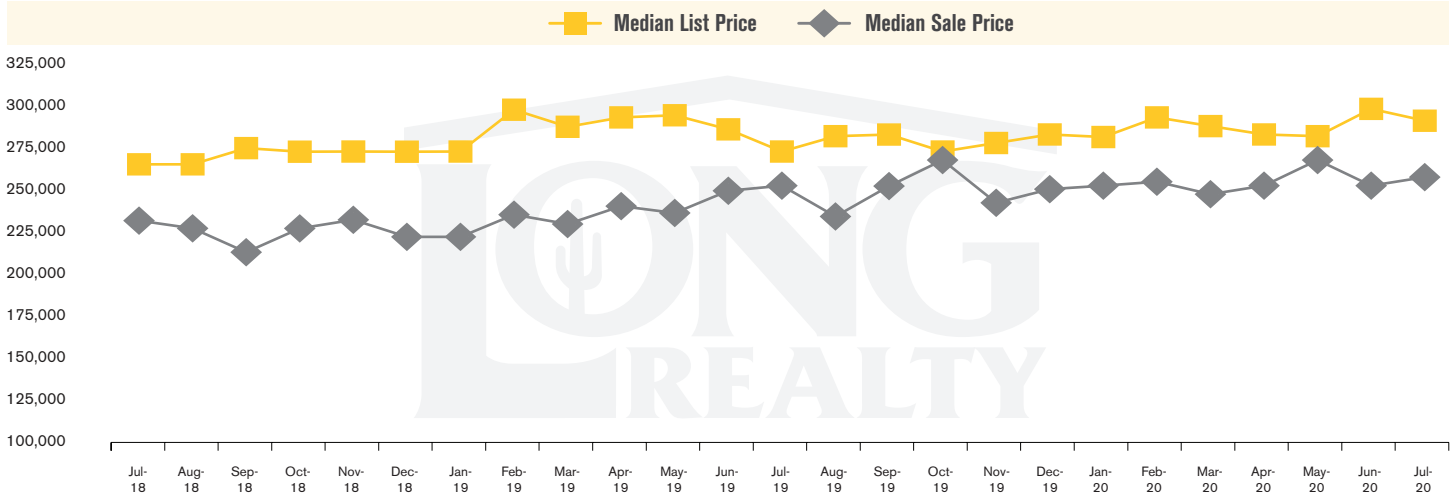
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)

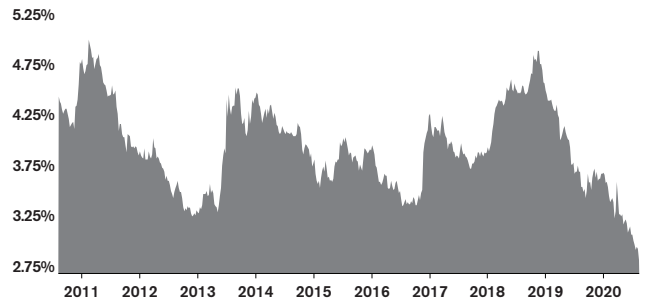


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$250,000	3.770%	\$1,102.60
2020	\$255,000	3.020%	\$1,023.95

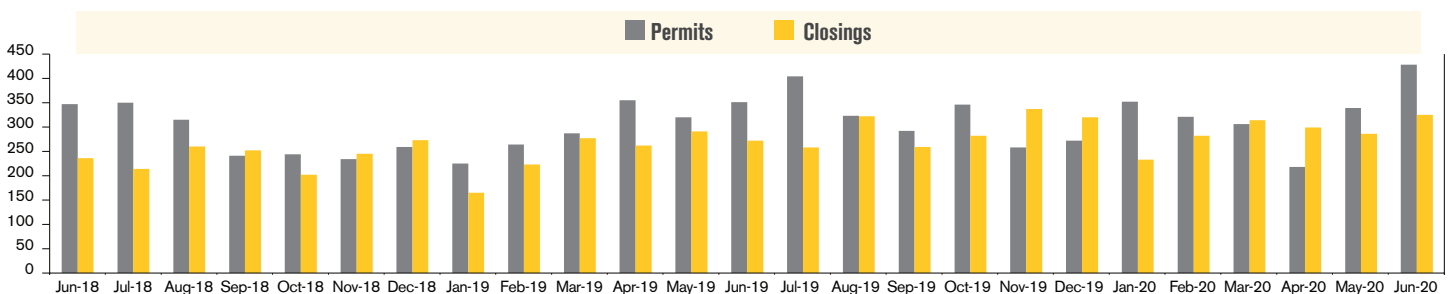
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 WEST)

	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	1	0	0	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	1	3	0	1	0	n/a	0.0	Seller
\$75,000 - 99,999	1	1	1	2	0	3	1	1.0	0.3	Seller
\$100,000 - 124,999	2	3	0	1	1	1	0	n/a	2.5	Seller
\$125,000 - 149,999	1	8	6	0	4	3	2	0.5	0.2	Seller
\$150,000 - 174,999	3	4	2	6	6	10	7	0.4	0.2	Seller
\$175,000 - 199,999	3	6	17	3	7	5	4	0.8	0.6	Seller
\$200,000 - 224,999	1	7	10	15	12	11	13	0.1	0.1	Seller
\$225,000 - 249,999	8	15	23	14	11	17	23	0.3	0.4	Seller
\$250,000 - 274,999	6	13	14	15	9	15	21	0.3	0.6	Seller
\$275,000 - 299,999	9	11	7	8	11	13	13	0.7	1.0	Seller
\$300,000 - 349,999	14	10	5	12	10	8	16	0.9	1.0	Seller
\$350,000 - 399,999	9	8	6	7	6	7	9	1.0	0.8	Seller
\$400,000 - 499,999	13	2	4	4	4	5	6	2.2	2.2	Seller
\$500,000 - 599,999	6	3	4	2	4	1	5	1.2	2.7	Seller
\$600,000 - 699,999	5	2	2	1	1	3	1	5.0	3.4	Seller
\$700,000 - 799,999	9	1	3	1	1	0	0	n/a	22.0	Buyer
\$800,000 - 899,999	3	2	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	0	1	0	0	1	0	n/a	16.0	Buyer
TOTAL	100	97	107	96	87	104	121	0.8	0.9	Seller



Seller's Market



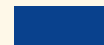
Slight Seller's Market



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 WEST)

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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20.6%

Tierra Antigua Realty

17.6%

Realty Executives Tucson Elite

9.8%

Keller Williams Southern Arizona

1.0%

Coldwell Banker Residential Brokerage

1.0%

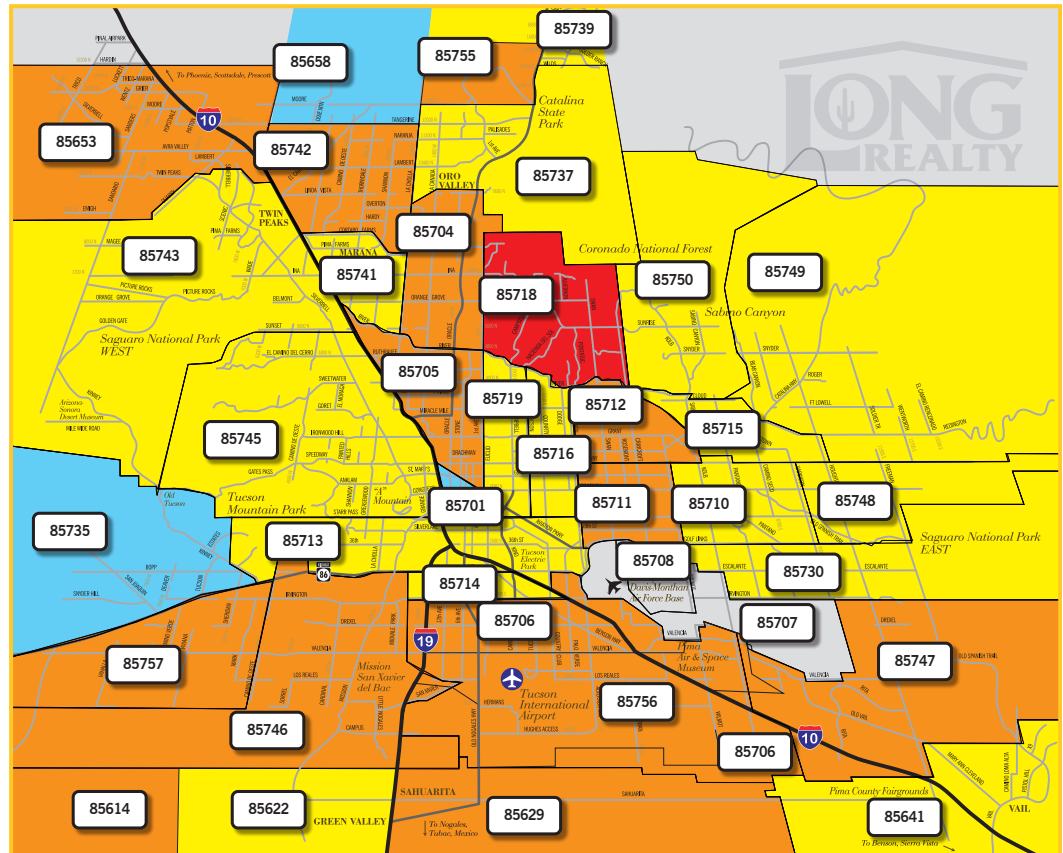
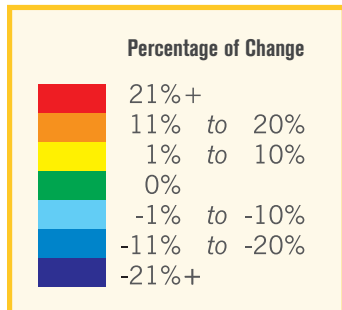
Omni Homes International

1.0%

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.



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.