

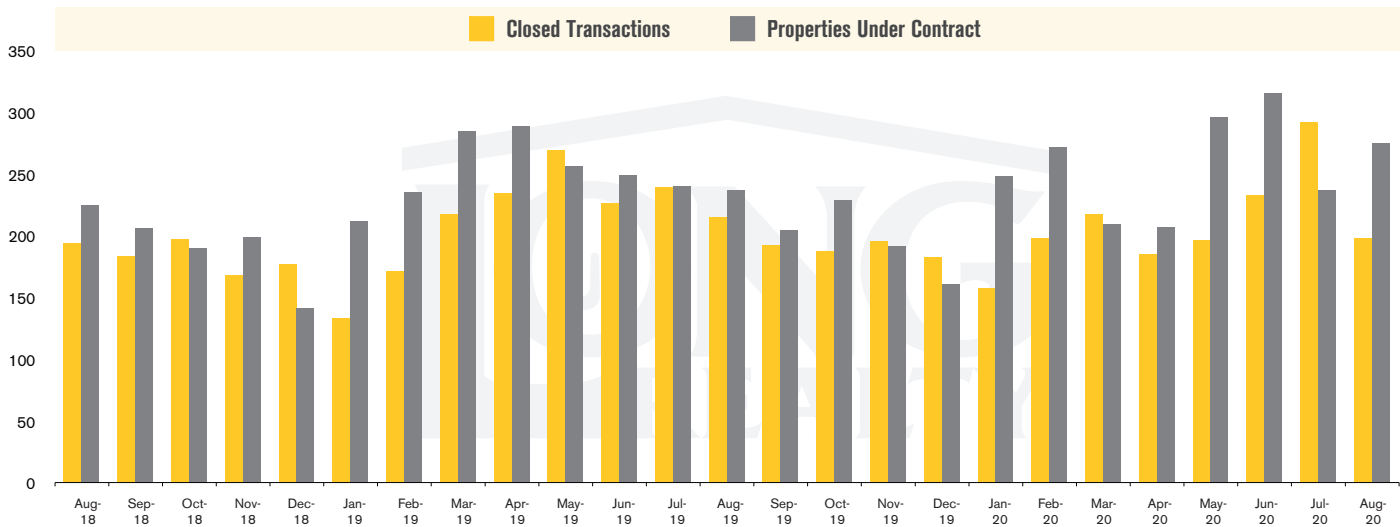
THE HOUSING REPORT

TUCSON CENTRAL | SEPTEMBER 2020

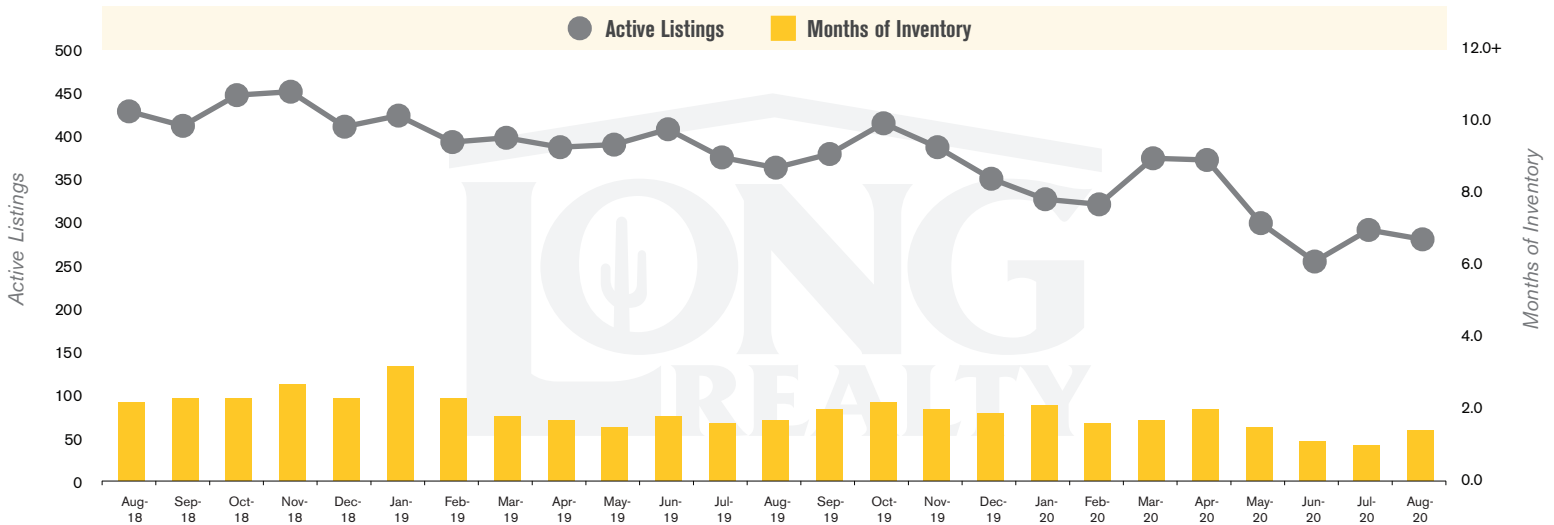


In the Tucson Central area, August 2020 active inventory was 284, a 23% decrease from August 2019. There were 199 closings in August 2020, an 8% decrease from August 2019. Year-to-date 2020 there were 1,684 closings, a 2% decrease from year-to-date 2019. Months of Inventory was 1.4, down from 1.7 in August 2019. Median price of sold homes was \$223,000 for the month of August 2020, up 21% from August 2019. The Tucson Central area had 276 new properties under contract in August 2020, up 16% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON CENTRAL)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON CENTRAL)



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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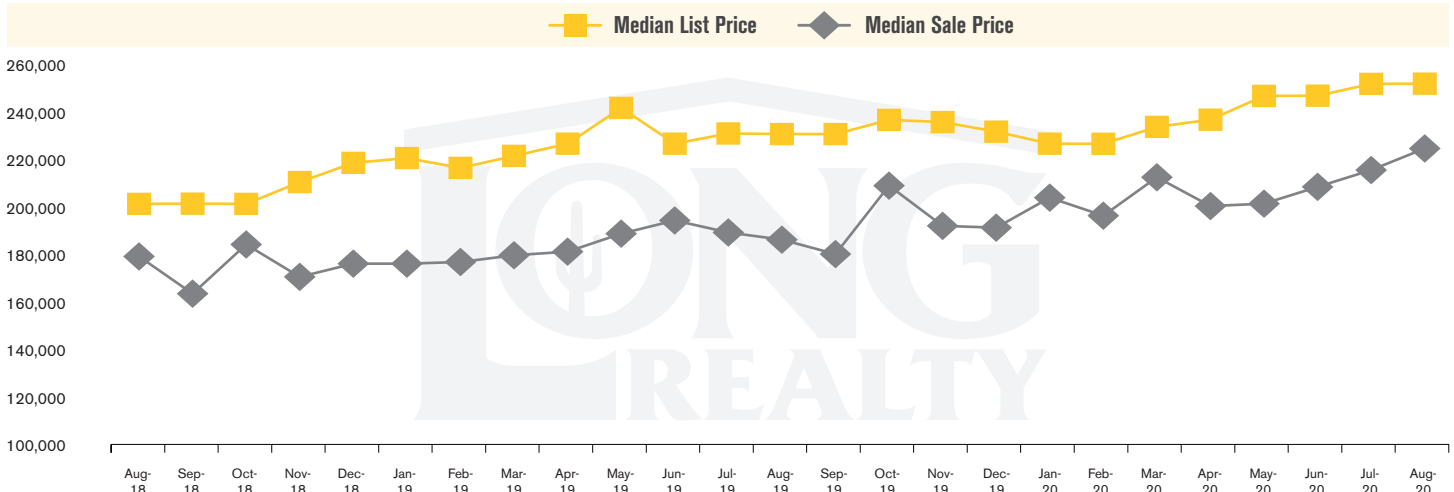
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON CENTRAL)

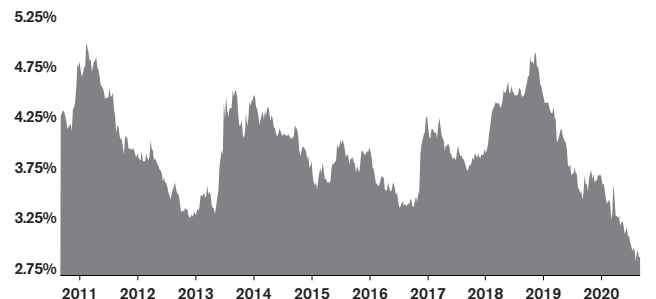


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON CENTRAL)

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2019	\$185,000	3.620%	\$801.02
2020	\$223,000	2.940%	\$886.33

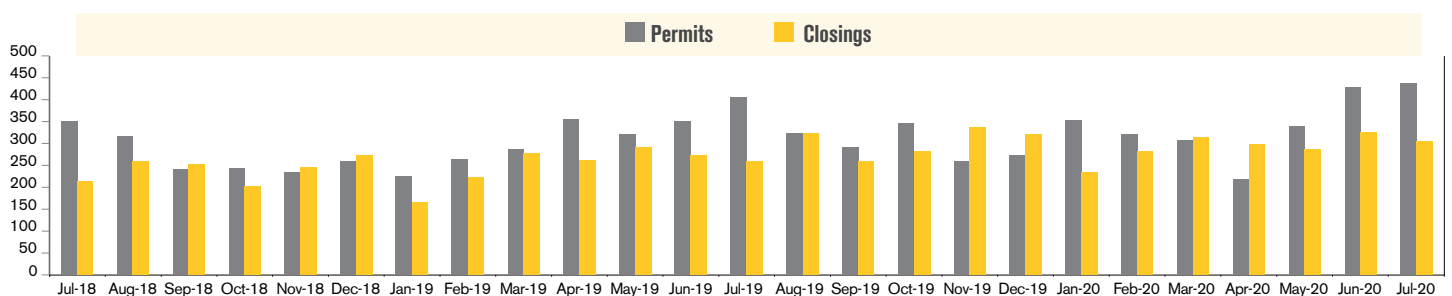
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON CENTRAL)



Source: RLBrownReports/Bright Future Real Estate Research



For July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 2019.

Stephen Woodall - Team Woodall
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MARKET CONDITIONS BY PRICE BAND (TUCSON CENTRAL)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$1 - 49,999	2	3	1	3	2	4	2	1.0	0.8	Seller
\$50,000 - 74,999	6	6	3	5	1	9	3	2.0	1.3	Seller
\$75,000 - 99,999	8	7	12	9	6	13	6	1.3	0.9	Seller
\$100,000 - 124,999	4	8	6	3	6	8	8	0.5	0.6	Seller
\$125,000 - 149,999	9	22	14	13	22	17	24	0.4	0.5	Seller
\$150,000 - 174,999	17	22	25	32	33	34	21	0.8	0.6	Seller
\$175,000 - 199,999	26	33	35	33	37	40	22	1.2	0.7	Seller
\$200,000 - 224,999	13	25	16	27	23	34	14	0.9	0.5	Seller
\$225,000 - 249,999	24	21	19	16	21	25	31	0.8	1.0	Seller
\$250,000 - 274,999	22	11	15	15	22	22	14	1.6	1.2	Seller
\$275,000 - 299,999	19	14	10	11	15	15	18	1.1	1.5	Seller
\$300,000 - 349,999	26	15	11	15	20	27	16	1.6	1.2	Seller
\$350,000 - 399,999	27	14	7	5	12	18	5	5.4	2.2	Seller
\$400,000 - 499,999	28	8	7	5	9	13	11	2.5	2.4	Seller
\$500,000 - 599,999	11	3	3	1	3	8	1	11.0	3.6	Seller
\$600,000 - 699,999	18	3	1	2	1	5	1	18.0	5.7	Balanced
\$700,000 - 799,999	11	2	1	0	1	0	2	5.5	9.0	Buyer
\$800,000 - 899,999	4	0	0	1	0	1	0	n/a	13.0	Buyer
\$900,000 - 999,999	3	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	6	0	0	1	0	0	0	n/a	n/a	n/a
TOTAL	284	218	186	197	234	293	199	1.4	1.2	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON CENTRAL)

Long Realty leads the market in successful real estate sales.

Data Obtained 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

25.7%

Tierra Antigua Realty

16.5%

Realty Executives Tucson Elite

10.1%

Keller Williams Southern Arizona

8.0%

Exp Realty

4.0%

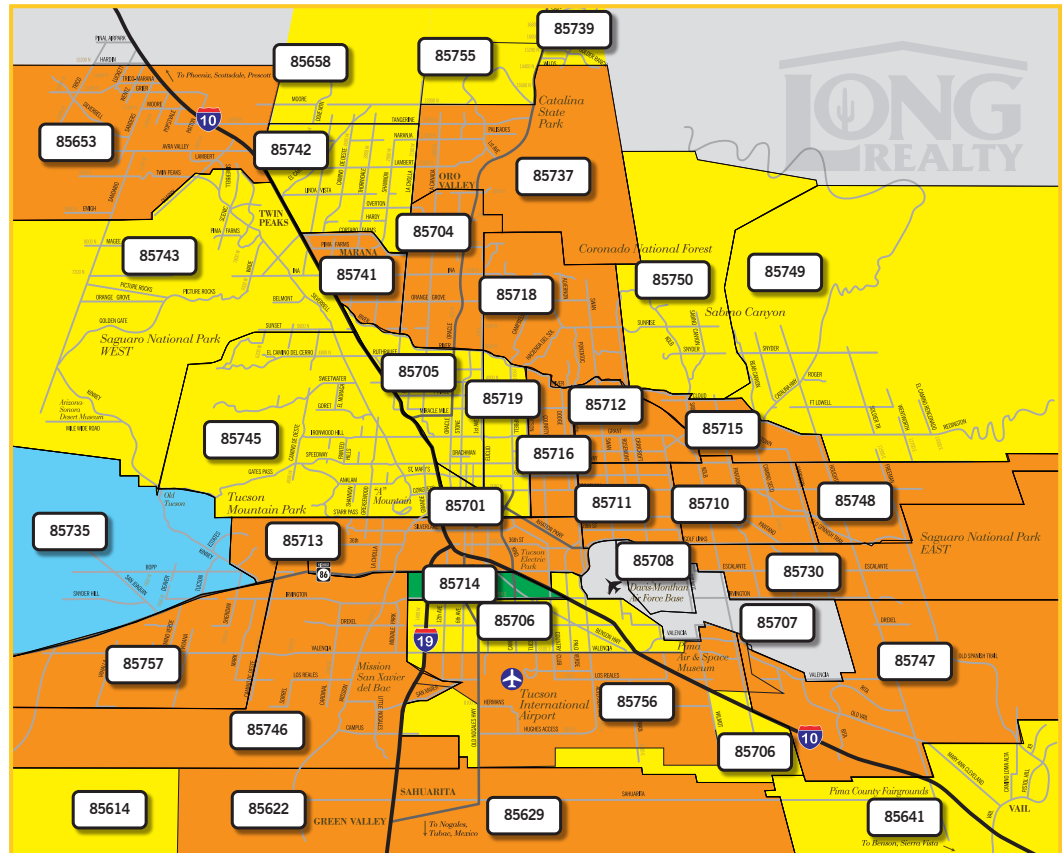
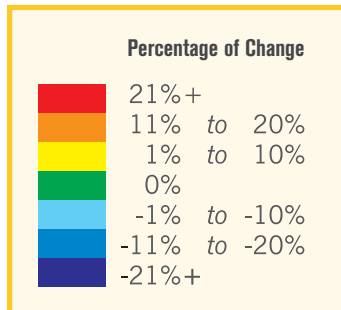
Coldwell Banker Residential Brokerage

3.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN 2019-AUG 2019 TO JUN 2020-AUG 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.



Stephen Woodall - Team Woodall
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This heat map represents the percentage of change in Tucson metro median sales prices from June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.