

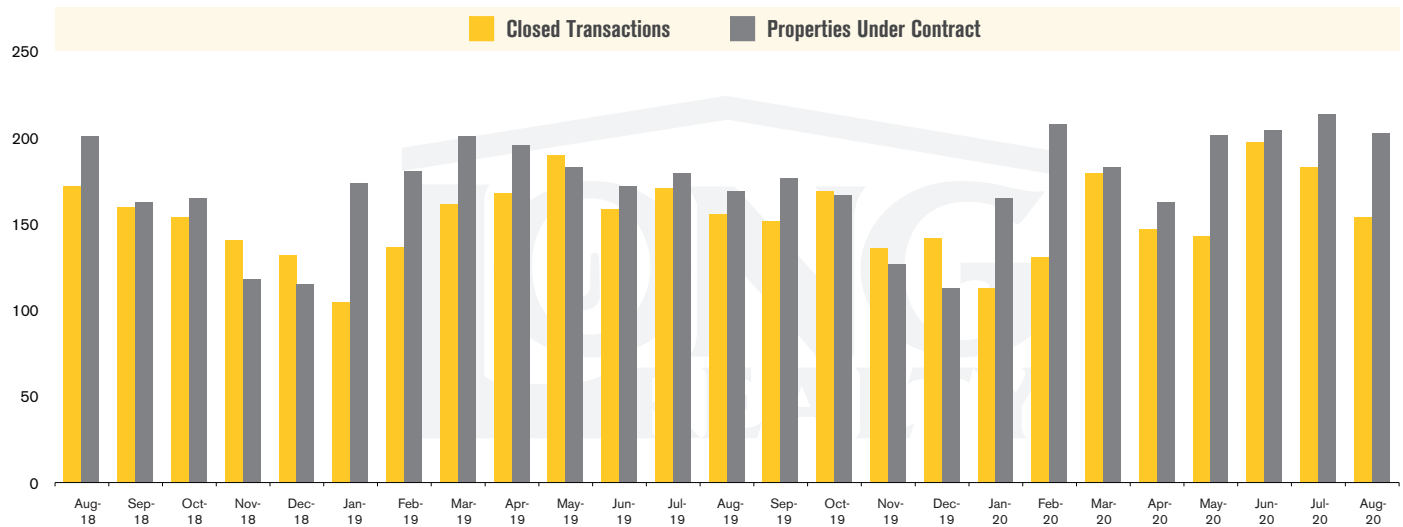
THE HOUSING REPORT

TUCSON EAST | SEPTEMBER 2020

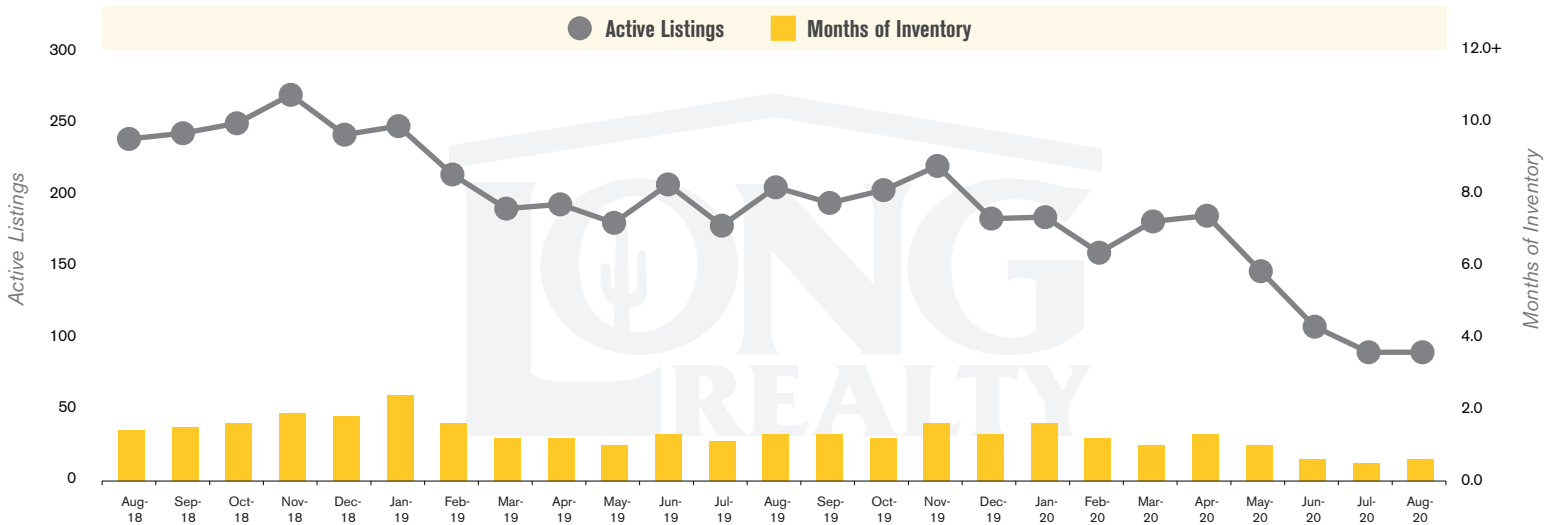


In the Tucson East area, August 2020 active inventory was 91, a 56% decrease from August 2019. There were 154 closings in August 2020, a 1% decrease from August 2019. Year-to-date 2020 there were 1,249 closings, virtually unchanged from year-to-date 2019. Months of Inventory was .6, down from 1.3 in August 2019. Median price of sold homes was \$229,450 for the month of August 2020, up 18% from August 2019. The Tucson East area had 203 new properties under contract in August 2020, up 20% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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

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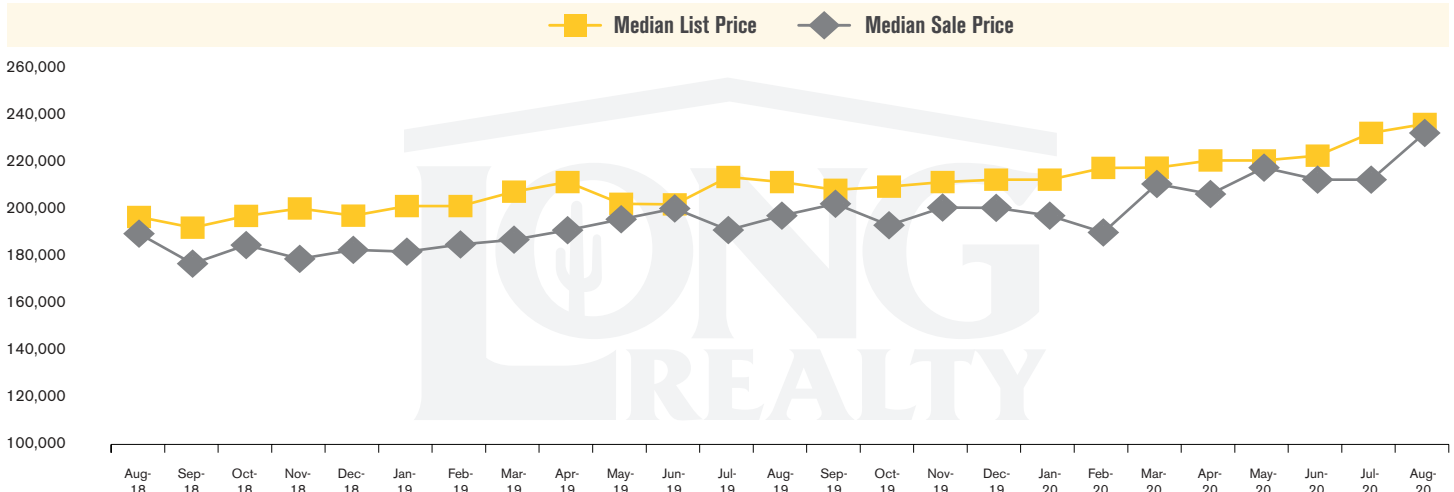
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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TUCSON EAST | SEPTEMBER 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

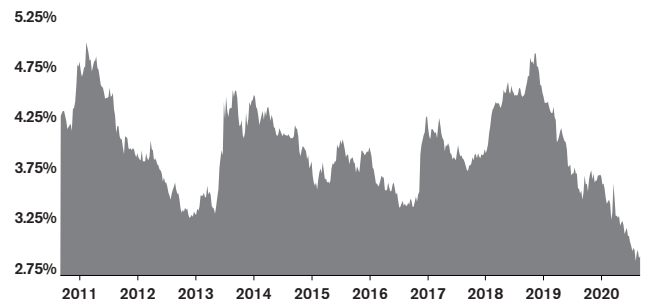


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

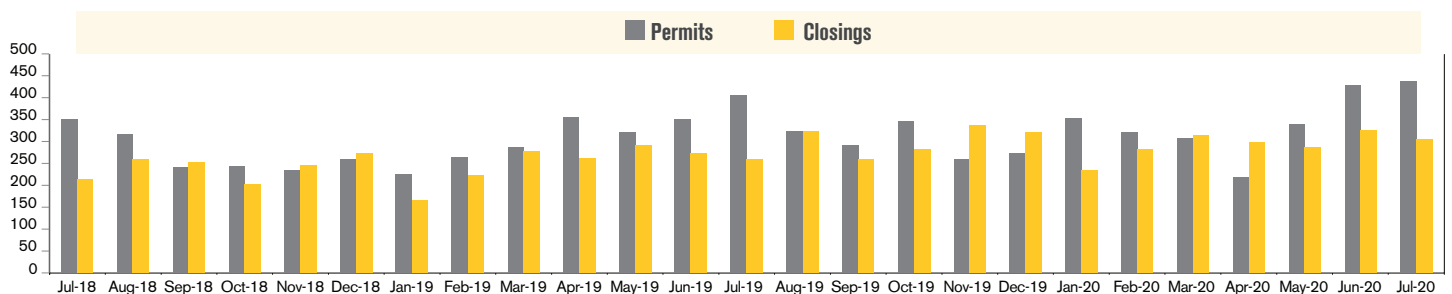
Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$195,000	3.620%	\$844.31
2020	\$229,450	2.940%	\$911.96

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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

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TUCSON EAST | SEPTEMBER 2020



MARKET CONDITIONS BY PRICE BAND (TUCSON EAST)

	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	1	0	1	1	3	0	n/a	2.3	Seller
\$50,000 - 74,999	0	0	1	0	2	1	1	0.0	0.5	Seller
\$75,000 - 99,999	0	6	0	6	3	4	5	0.0	0.3	Seller
\$100,000 - 124,999	3	9	4	3	7	7	0	n/a	0.6	Seller
\$125,000 - 149,999	2	8	9	8	8	10	8	0.3	0.5	Seller
\$150,000 - 174,999	5	17	24	17	15	20	15	0.3	0.3	Seller
\$175,000 - 199,999	9	36	32	22	46	33	24	0.4	0.2	Seller
\$200,000 - 224,999	7	32	28	24	49	28	20	0.4	0.3	Seller
\$225,000 - 249,999	16	29	22	25	27	37	30	0.5	0.6	Seller
\$250,000 - 274,999	12	14	10	13	15	10	22	0.5	0.6	Seller
\$275,000 - 299,999	13	13	7	7	13	11	14	0.9	0.7	Seller
\$300,000 - 349,999	4	4	5	8	4	8	7	0.6	1.0	Seller
\$350,000 - 399,999	6	4	1	4	4	4	3	2.0	1.5	Seller
\$400,000 - 499,999	3	2	1	3	2	3	2	1.5	1.4	Seller
\$500,000 - 599,999	2	2	1	1	2	2	1	2.0	1.6	Seller
\$600,000 - 699,999	1	3	2	1	0	1	0	n/a	7.0	Slightly Buyer
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	0	0	1	2	1.0	2.7	Seller
TOTAL	91	180	147	143	198	183	154	0.6	0.5	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 EAST)

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.

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16.8%

Tierra Antigua Realty

15.6%

Realty Executives Tucson Elite

13.7%

Keller Williams Southern Arizona

8.8%

Exp Realty

6.7%

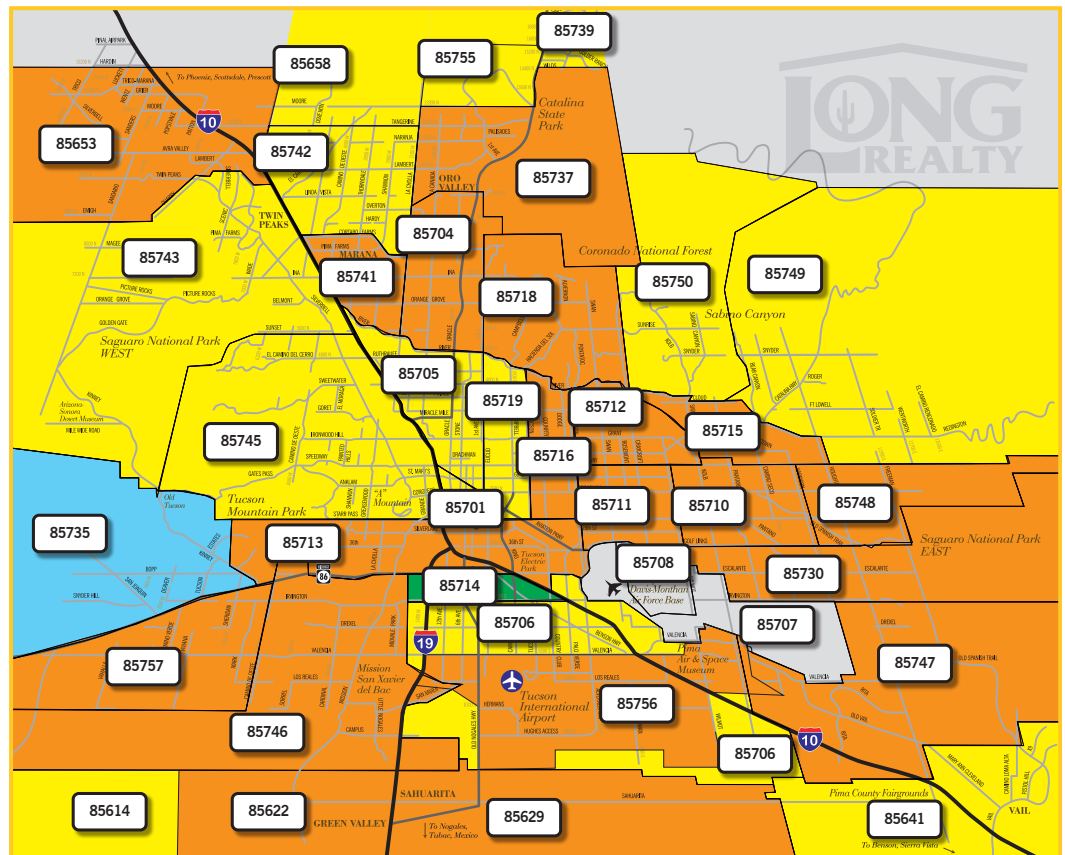
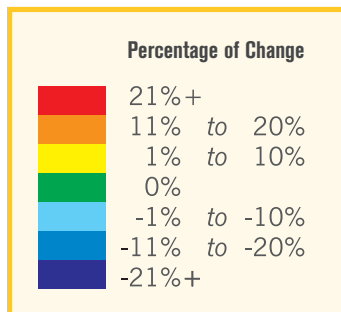
Coldwell Banker Residential Brokerage

4.2%

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.