

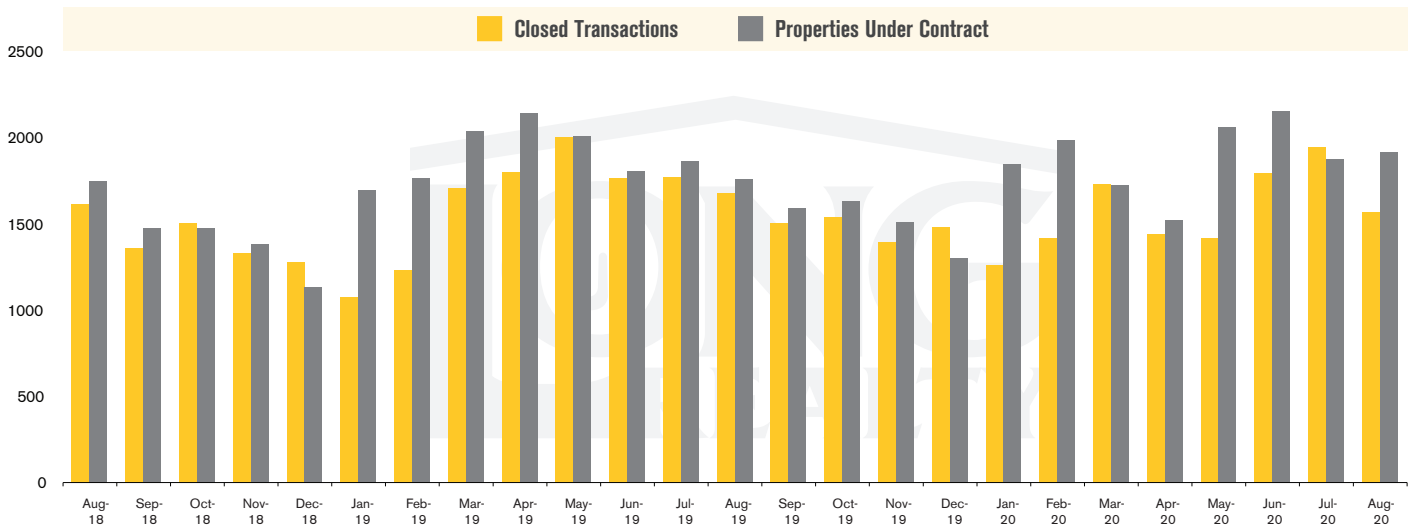
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | SEPTEMBER 2020

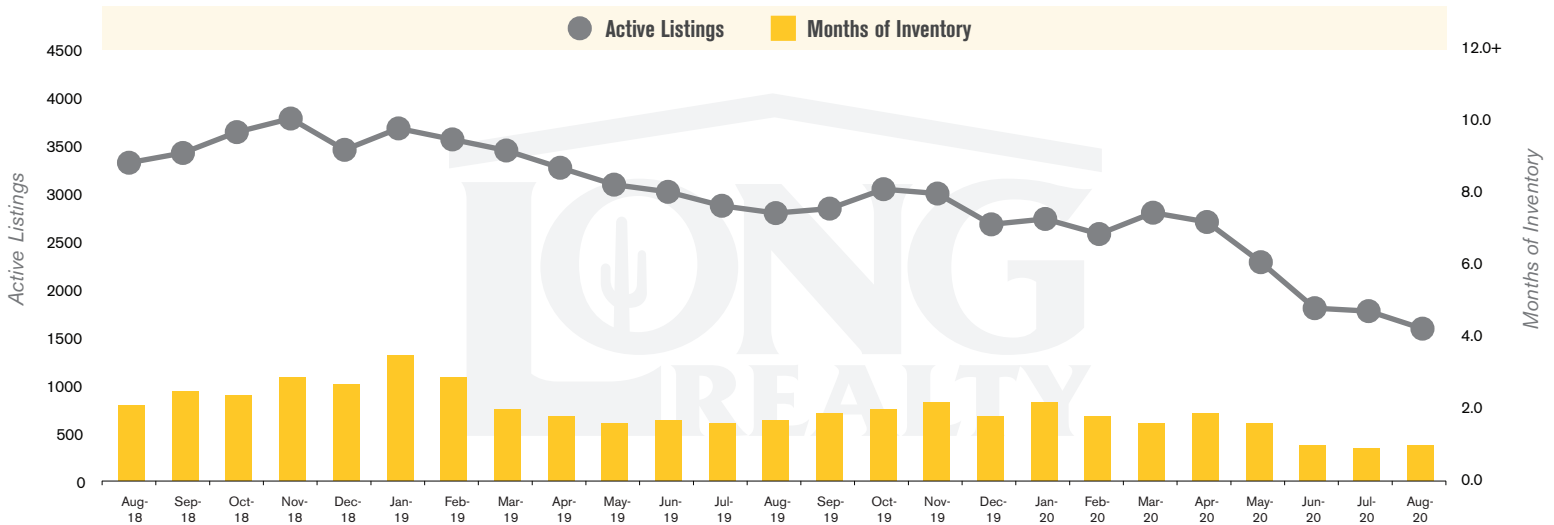


In the Tucson Main Market area, August 2020 active inventory was 1,614, a 43% decrease from August 2019. There were 1,571 closings in August 2020, a 7% decrease from August 2019. Year-to-date 2020 there were 12,600 closings, a 3% decrease from year-to-date 2019. Months of Inventory was 1.0, down from 1.7 in August 2019. Median price of sold homes was \$250,000 for the month of August 2020, up 11% from August 2019. The Tucson Main Market area had 1,922 new properties under contract in August 2020, up 9% from August 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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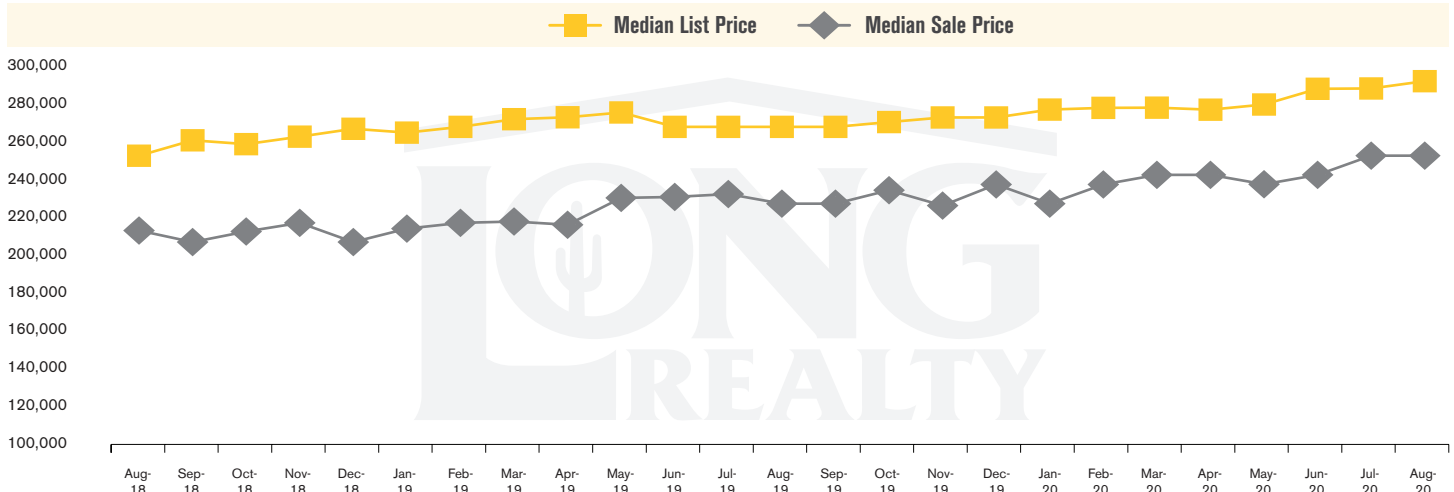
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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

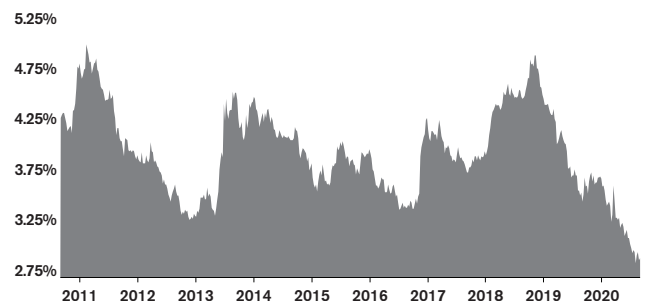


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$225,000	3.620%	\$974.21
2020	\$250,000	2.940%	\$993.64

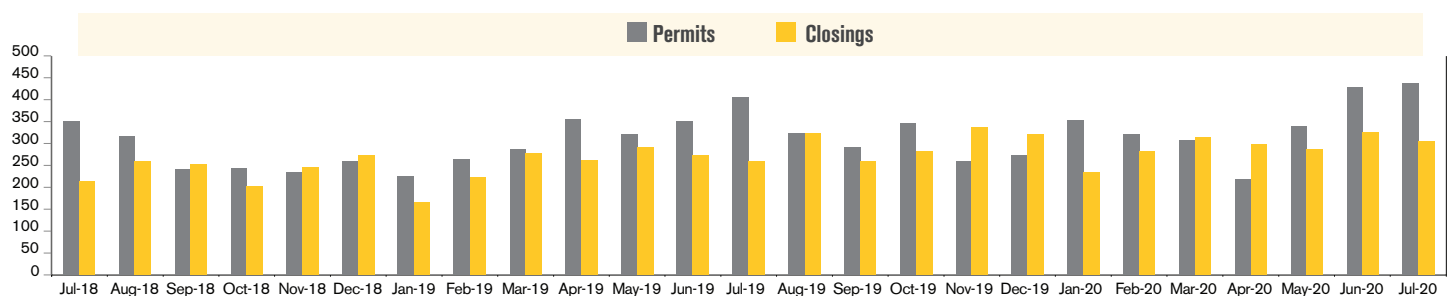
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$1 - 49,999	6	6	3	10	9	13	5	1.2	0.9	Seller
\$50,000 - 74,999	18	21	21	14	26	23	21	0.9	0.8	Seller
\$75,000 - 99,999	38	34	30	24	39	53	33	1.2	1.0	Seller
\$100,000 - 124,999	22	44	29	28	43	33	28	0.8	0.9	Seller
\$125,000 - 149,999	40	78	69	61	86	78	77	0.5	0.5	Seller
\$150,000 - 174,999	57	111	122	124	129	130	97	0.6	0.6	Seller
\$175,000 - 199,999	88	251	175	175	211	191	123	0.7	0.5	Seller
\$200,000 - 224,999	59	195	172	184	225	202	172	0.3	0.4	Seller
\$225,000 - 249,999	105	202	163	164	198	235	210	0.5	0.5	Seller
\$250,000 - 274,999	108	140	140	136	165	188	142	0.8	0.7	Seller
\$275,000 - 299,999	120	130	99	95	136	159	122	1.0	0.9	Seller
\$300,000 - 349,999	158	129	125	135	162	199	152	1.0	1.0	Seller
\$350,000 - 399,999	130	109	108	80	117	115	104	1.3	1.4	Seller
\$400,000 - 499,999	203	129	85	87	114	151	126	1.6	1.6	Seller
\$500,000 - 599,999	102	56	48	37	52	70	65	1.6	1.8	Seller
\$600,000 - 699,999	99	39	23	30	33	40	26	3.8	3.2	Seller
\$700,000 - 799,999	56	25	16	15	17	25	31	1.8	2.6	Seller
\$800,000 - 899,999	53	13	7	8	13	17	9	5.9	4.3	Slightly Seller
\$900,000 - 999,999	34	12	4	4	10	12	1	34.0	4.4	Slightly Seller
\$1,000,000 - and over	118	13	6	7	15	16	27	4.4	5.9	Balanced
TOTAL	1,614	1,737	1,445	1,418	1,800	1,950	1,571	1.0	1.0	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 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 (GREATER TUCSON MAIN MARKET)

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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25.6%

Tierra Antigua Realty

13.6%

Realty Executives Tucson Elite

9.2%

Keller Williams Southern Arizona

7.2%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

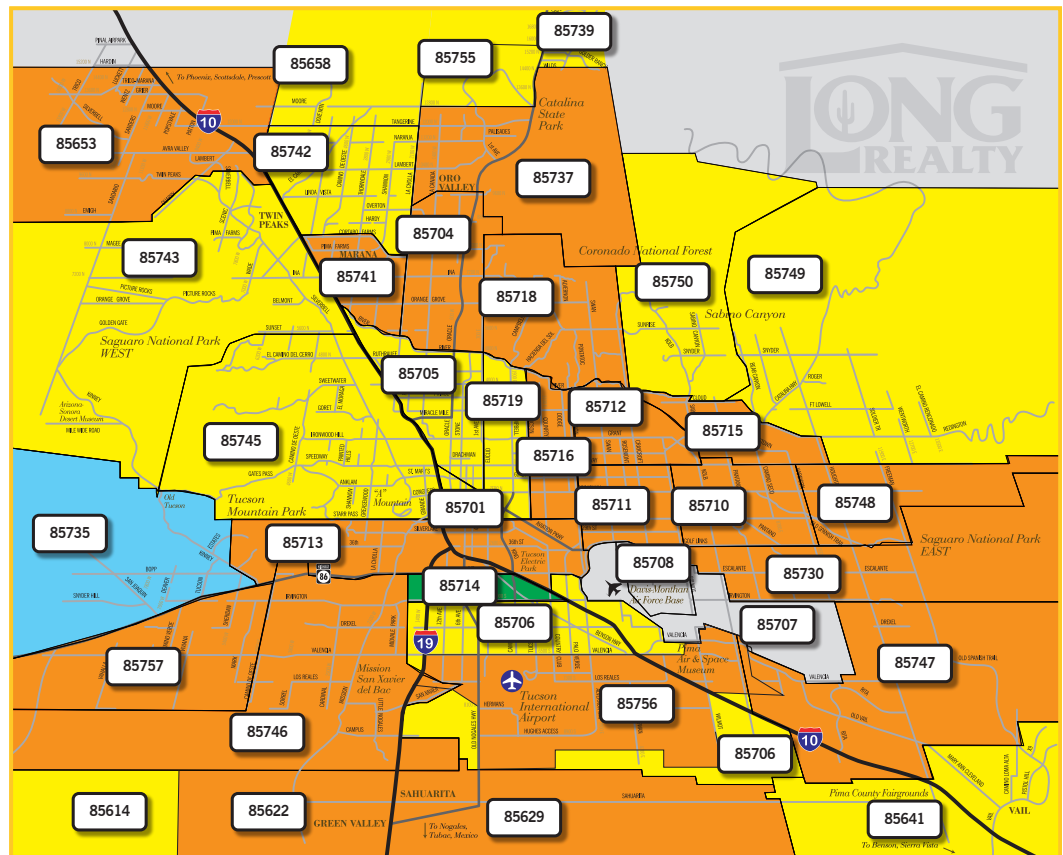
3.8%

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.

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 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.