

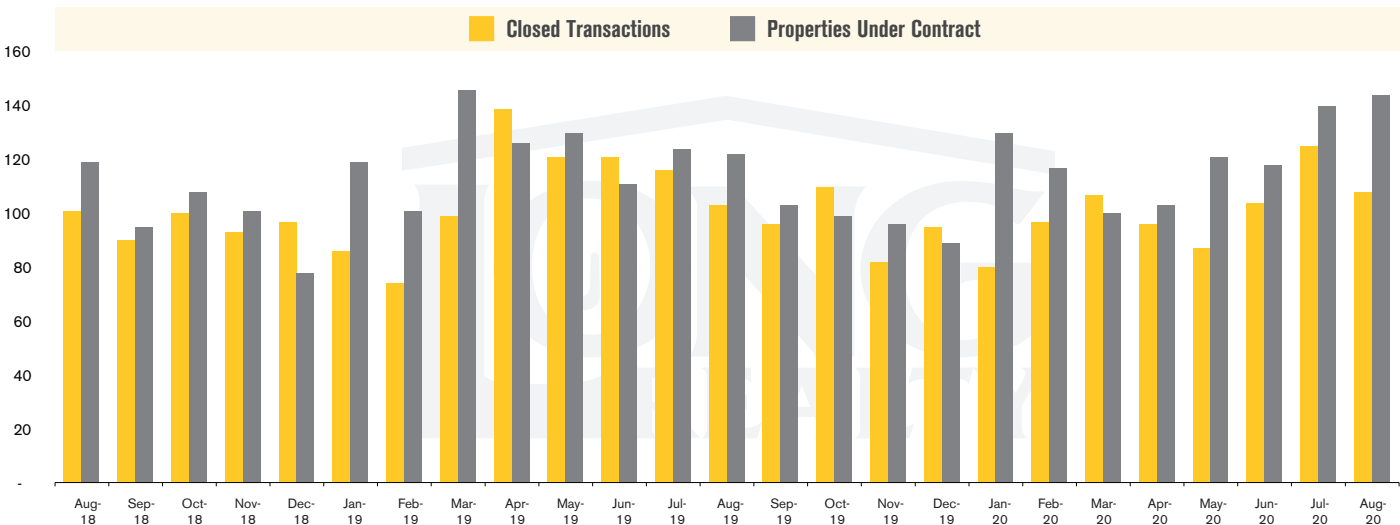
THE HOUSING REPORT

TUCSON WEST | SEPTEMBER 2020

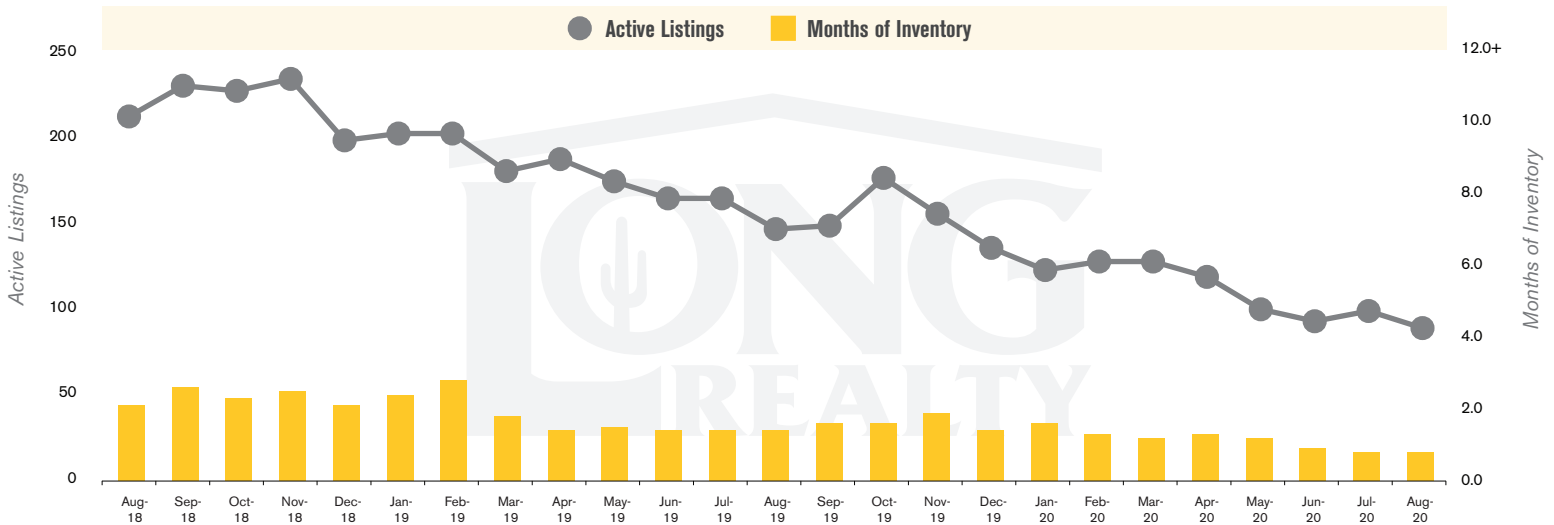


In the Tucson West area, August 2020 active inventory was 90, a 39% decrease from August 2019. There were 108 closings in August 2020, a 5% increase from August 2019. Year-to-date 2020 there were 804 closings, a 6% decrease from year-to-date 2019. Months of Inventory was .8, down from 1.4 in August 2019. Median price of sold homes was \$266,500 for the month of August 2020, up 15% from August 2019. The Tucson West area had 144 new properties under contract in August 2020, up 18% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON WEST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON WEST)



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

Long Realty Company

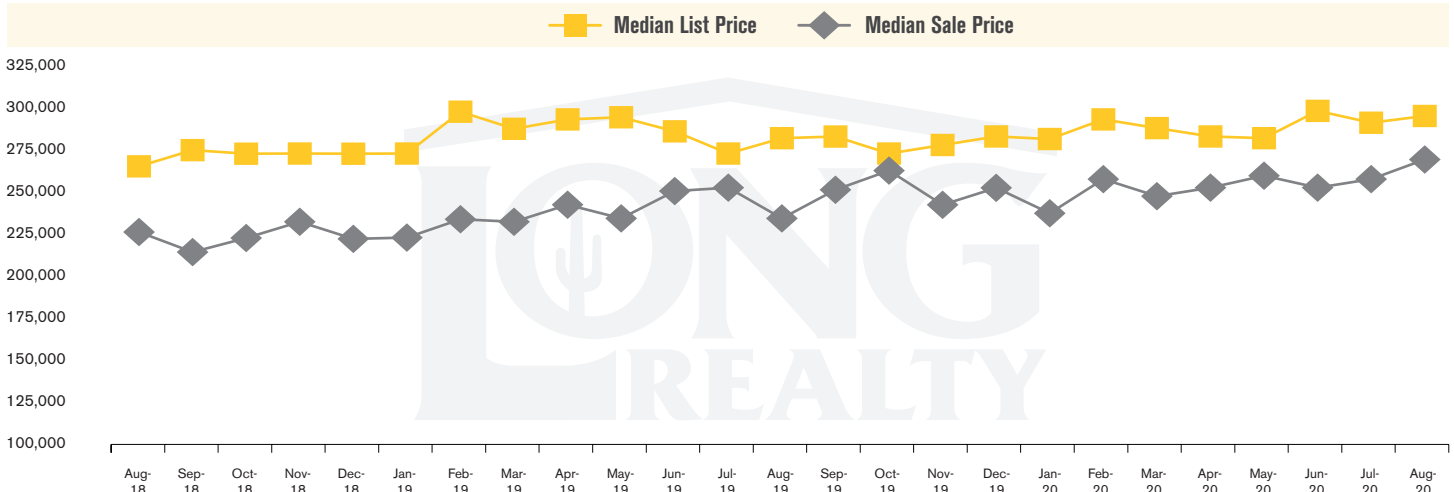
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON WEST | SEPTEMBER 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON WEST)

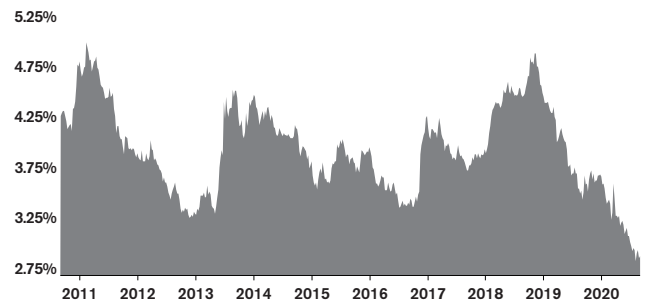


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON WEST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2019	\$232,000	3.620%	\$1,004.52
2020	\$266,500	2.940%	\$1,059.22

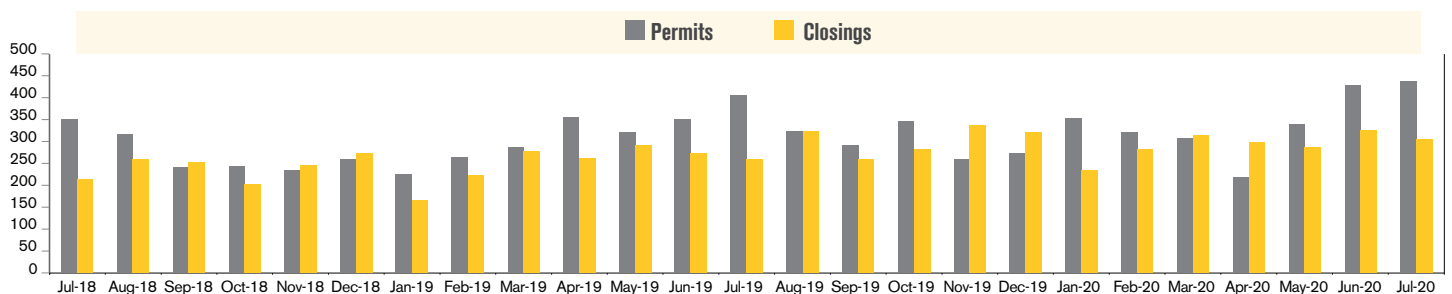
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For 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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 09/03/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON WEST | SEPTEMBER 2020



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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$1 - 49,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	3	0	1	0	0	n/a	0.0	Seller
\$75,000 - 99,999	1	1	2	0	3	2	3	0.3	0.3	Seller
\$100,000 - 124,999	1	0	1	1	1	0	0	n/a	4.0	Seller
\$125,000 - 149,999	1	6	0	4	3	2	7	0.1	0.3	Seller
\$150,000 - 174,999	2	2	6	6	10	7	6	0.3	0.2	Seller
\$175,000 - 199,999	2	17	3	7	5	4	5	0.4	0.5	Seller
\$200,000 - 224,999	1	10	15	12	11	13	7	0.1	0.2	Seller
\$225,000 - 249,999	3	23	14	11	17	23	15	0.2	0.3	Seller
\$250,000 - 274,999	9	14	15	9	15	21	16	0.6	0.4	Seller
\$275,000 - 299,999	14	7	8	11	13	13	11	1.3	1.0	Seller
\$300,000 - 349,999	13	5	12	10	8	16	9	1.4	1.1	Seller
\$350,000 - 399,999	7	6	7	6	7	9	11	0.6	0.8	Seller
\$400,000 - 499,999	13	4	4	4	5	8	5	2.6	2.1	Seller
\$500,000 - 599,999	5	4	2	4	1	5	6	0.8	1.7	Seller
\$600,000 - 699,999	5	2	1	1	3	1	2	2.5	2.3	Seller
\$700,000 - 799,999	5	3	1	1	0	0	3	1.7	7.7	Slightly Buyer
\$800,000 - 899,999	2	0	1	0	0	0	1	2.0	8.0	Slightly Buyer
\$900,000 - 999,999	0	1	0	0	0	1	0	n/a	3.0	Seller
\$1,000,000 - and over	6	1	0	0	1	0	1	6.0	8.0	Slightly Buyer
TOTAL	90	107	96	87	104	125	108	0.8	0.8	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

Long Realty Company

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.

THE HOUSING REPORT

TUCSON WEST | SEPTEMBER 2020



MARKET SHARE (TUCSON WEST)

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

20.8%

Tierra Antigua Realty

17.1%

Realty Executives Tucson Elite

9.7%

Keller Williams Southern Arizona

8.5%

Coldwell Banker Residential Brokerage

5.6%

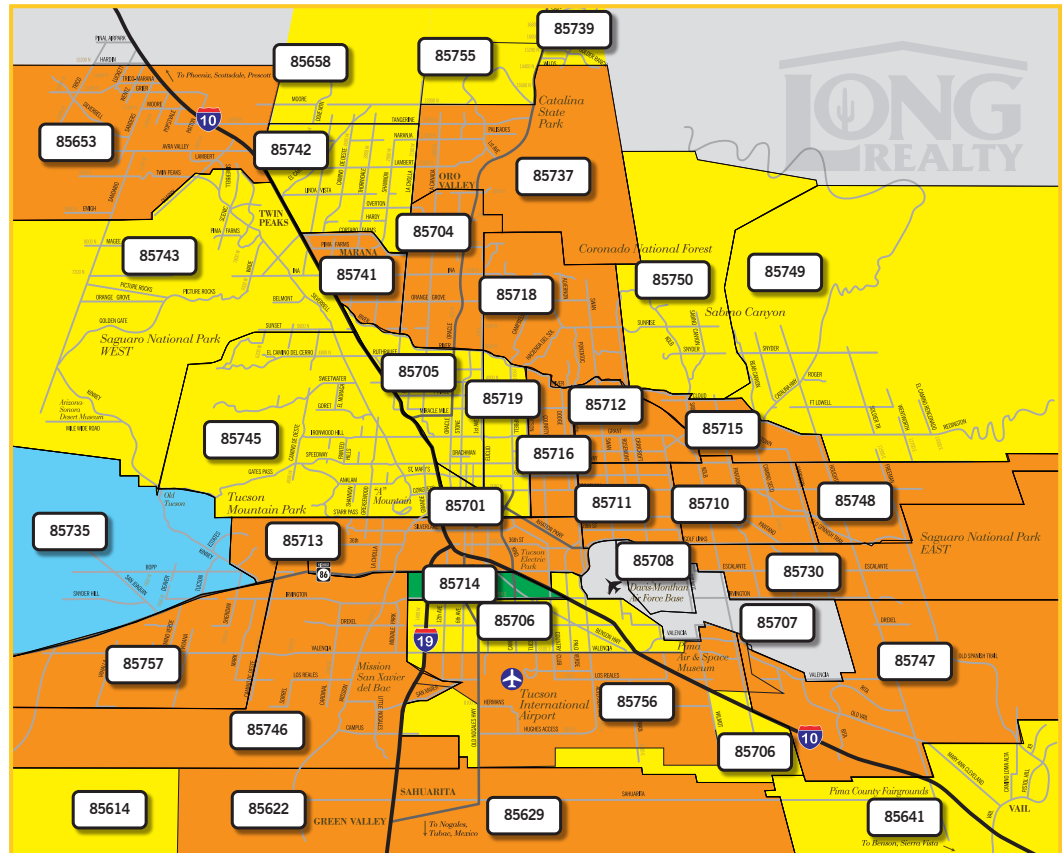
Omni Homes International

3.1%

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

Long Realty Company

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.