

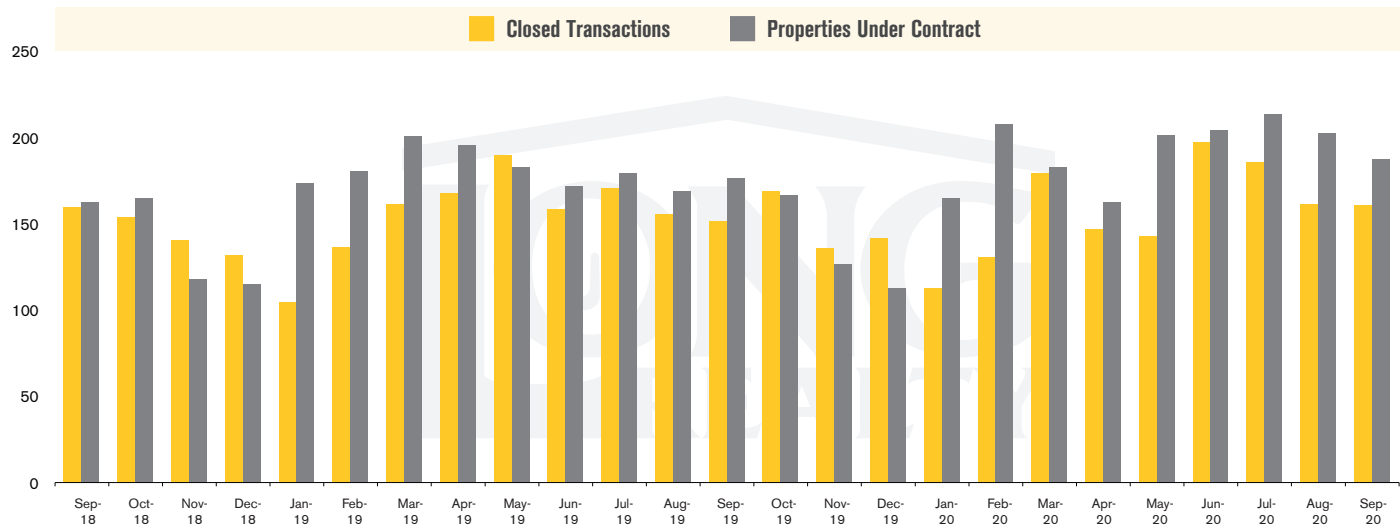
THE HOUSING REPORT

TUCSON EAST | OCTOBER 2020

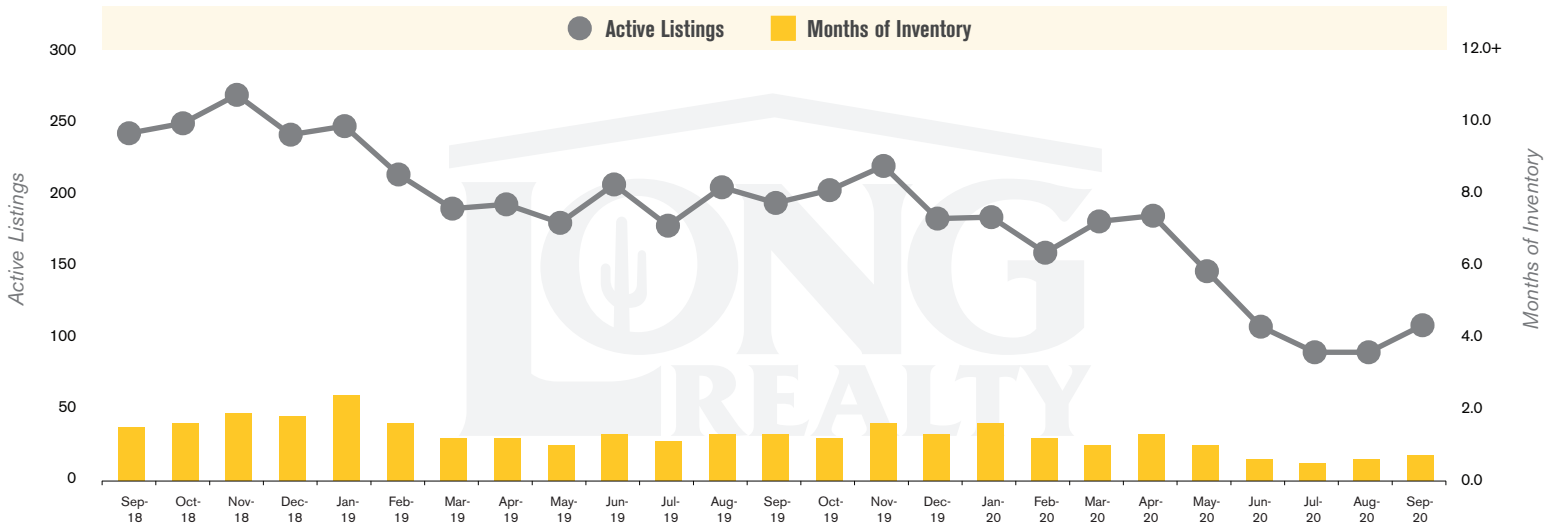


In the Tucson East area, September 2020 active inventory was 110, a 44% decrease from September 2019. There were 161 closings in September 2020, a 6% increase from September 2019. Year-to-date 2020 there were 1,421 closings, a 1% increase from year-to-date 2019. Months of Inventory was .7, down from 1.3 in September 2019. Median price of sold homes was \$225,000 for the month of September 2020, up 13% from September 2019. The Tucson East area had 188 new properties under contract in September 2020, up 6% from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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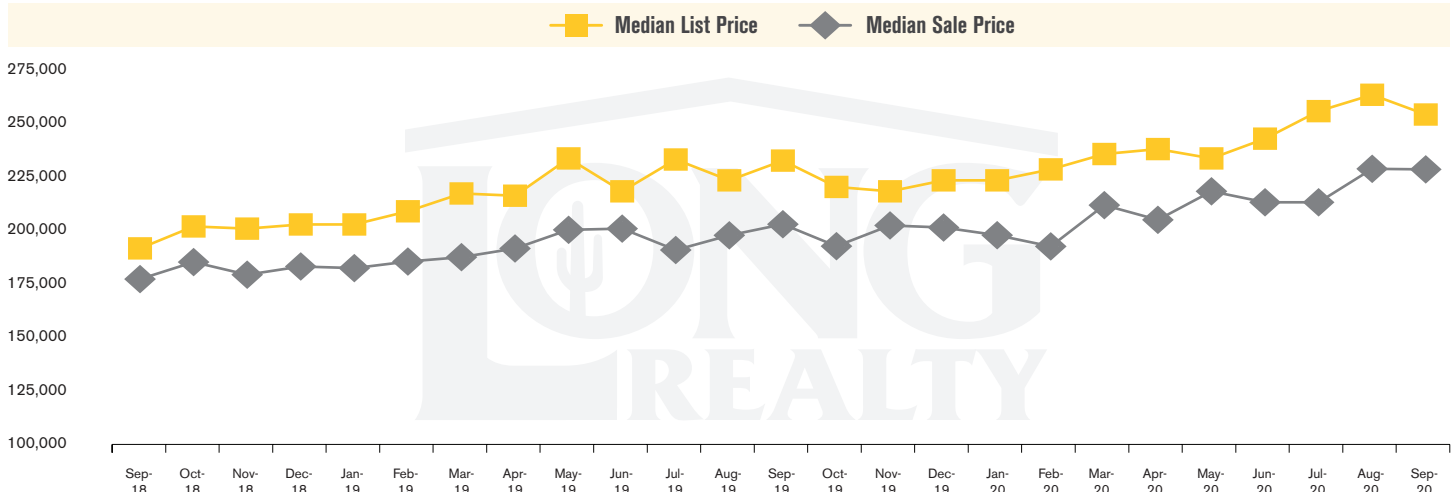
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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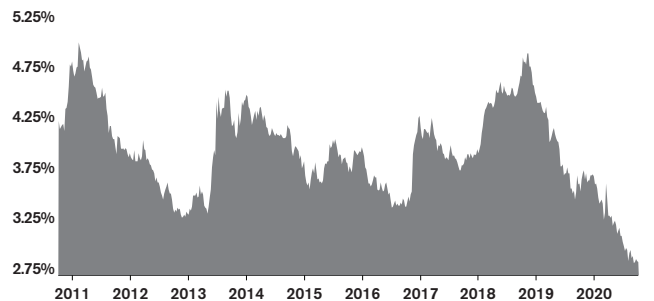
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

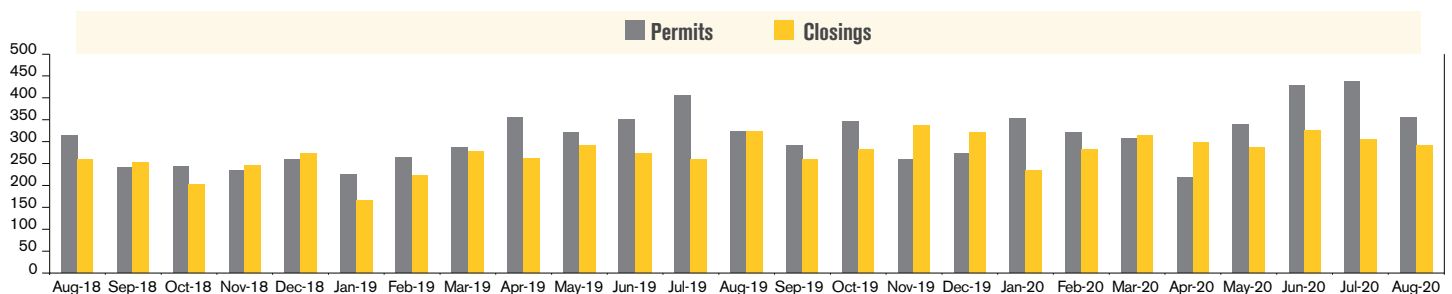
Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$200,000	3.600%	\$863.83
2020	\$225,000	2.890%	\$888.55

30 YEAR FIXED MORTGAGE RATE



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

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For August 2020, new home permits were **up 10%** and new home closings were **down 10%** from August 2019.

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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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20			
\$1 - 49,999	2	0	1	1	4	0	1	2.0	1.6	Seller
\$50,000 - 74,999	0	1	0	2	1	1	0	n/a	0.5	Seller
\$75,000 - 99,999	6	0	6	3	4	5	2	3.0	0.5	Seller
\$100,000 - 124,999	3	4	3	7	7	0	9	0.3	0.6	Seller
\$125,000 - 149,999	1	9	8	8	10	8	6	0.2	0.3	Seller
\$150,000 - 174,999	1	24	17	15	20	15	17	0.1	0.2	Seller
\$175,000 - 199,999	14	32	23	46	34	26	26	0.5	0.3	Seller
\$200,000 - 224,999	10	28	24	49	28	23	19	0.5	0.3	Seller
\$225,000 - 249,999	17	22	25	27	37	33	37	0.5	0.5	Seller
\$250,000 - 274,999	21	10	13	15	10	22	20	1.1	0.8	Seller
\$275,000 - 299,999	9	7	7	13	12	14	11	0.8	0.8	Seller
\$300,000 - 349,999	6	4	8	4	8	7	7	0.9	0.8	Seller
\$350,000 - 399,999	3	1	4	4	4	3	2	1.5	1.4	Seller
\$400,000 - 499,999	5	1	3	2	3	2	1	5.0	2.0	Seller
\$500,000 - 599,999	4	1	1	2	2	1	2	2.0	2.0	Seller
\$600,000 - 699,999	2	2	1	0	1	0	0	n/a	6.0	Balanced
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	0	1	2	1	2.0	1.5	Seller
TOTAL	110	146	144	198	186	162	161	0.7	0.6	Seller



Seller's Market



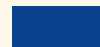
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. 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 10/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2019 – 09/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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16.9%

Tierra Antigua Realty

15.4%

Realty Executives Arizona Properties

13.9%

Keller Williams Southern Arizona

9.0%

Exp Realty

6.7%

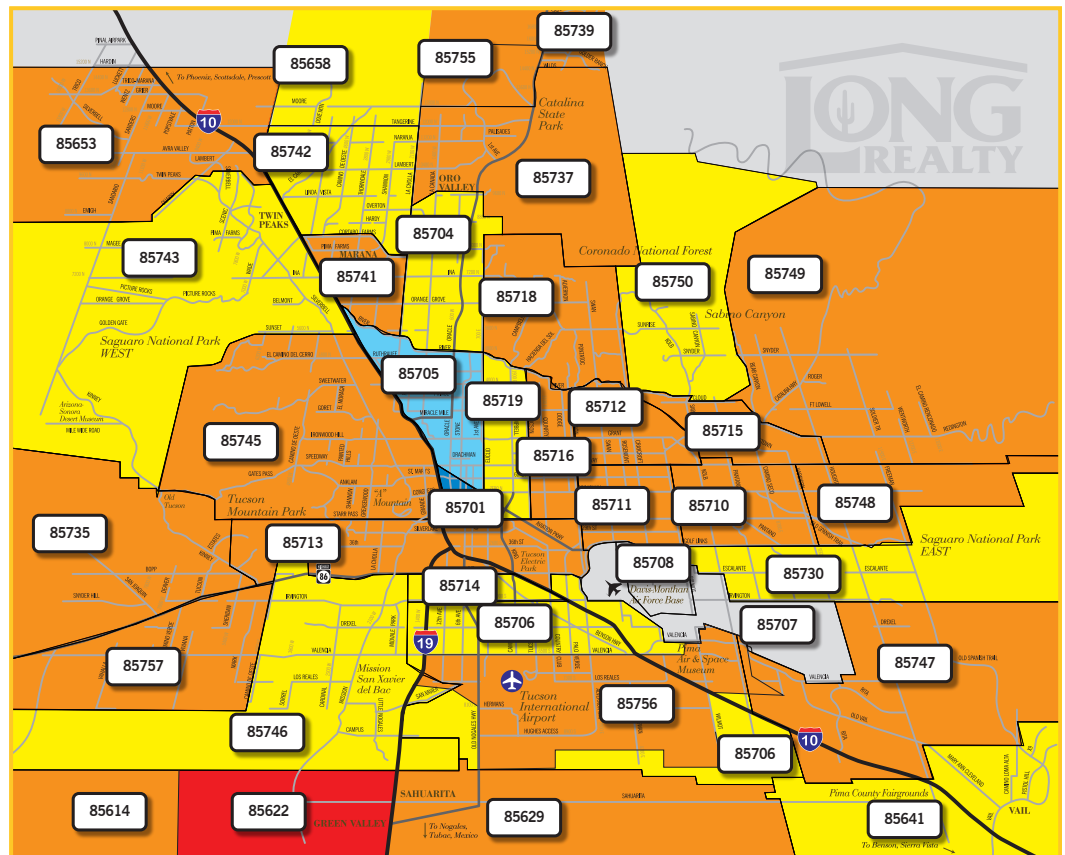
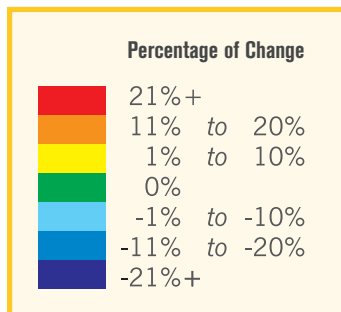
Coldwell Banker Residential Brokerage

4.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2019-SEP 2019 TO
JUL 2020-SEP 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 July 2019-September 2019 to July 2020-September 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2020. Information is believed to be reliable, but not guaranteed.