

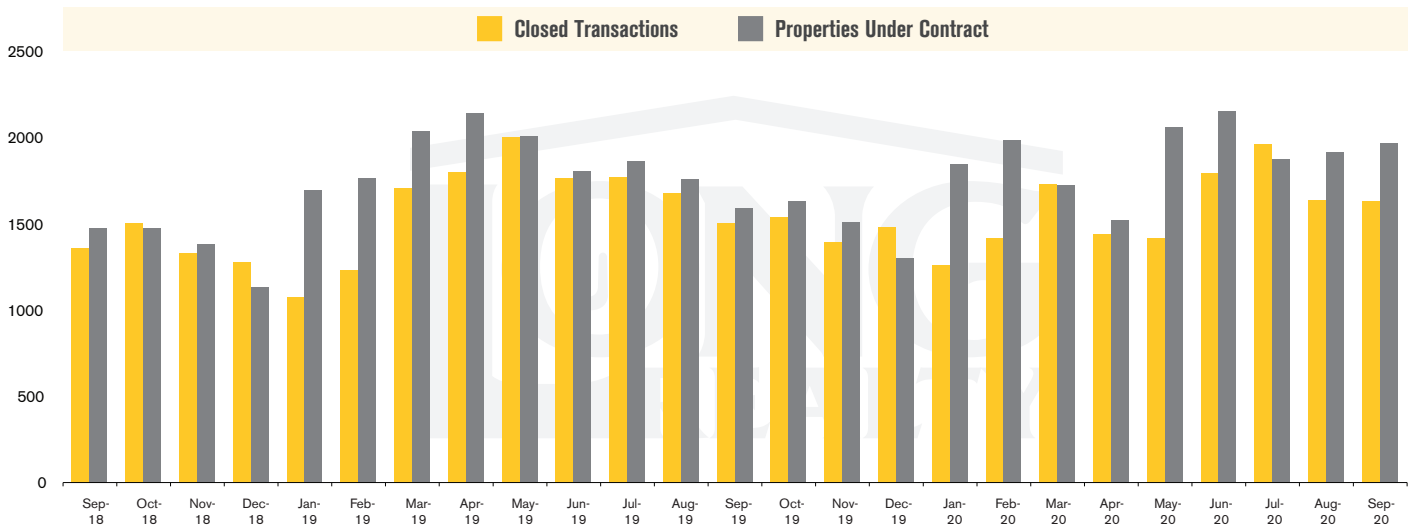
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | OCTOBER 2020

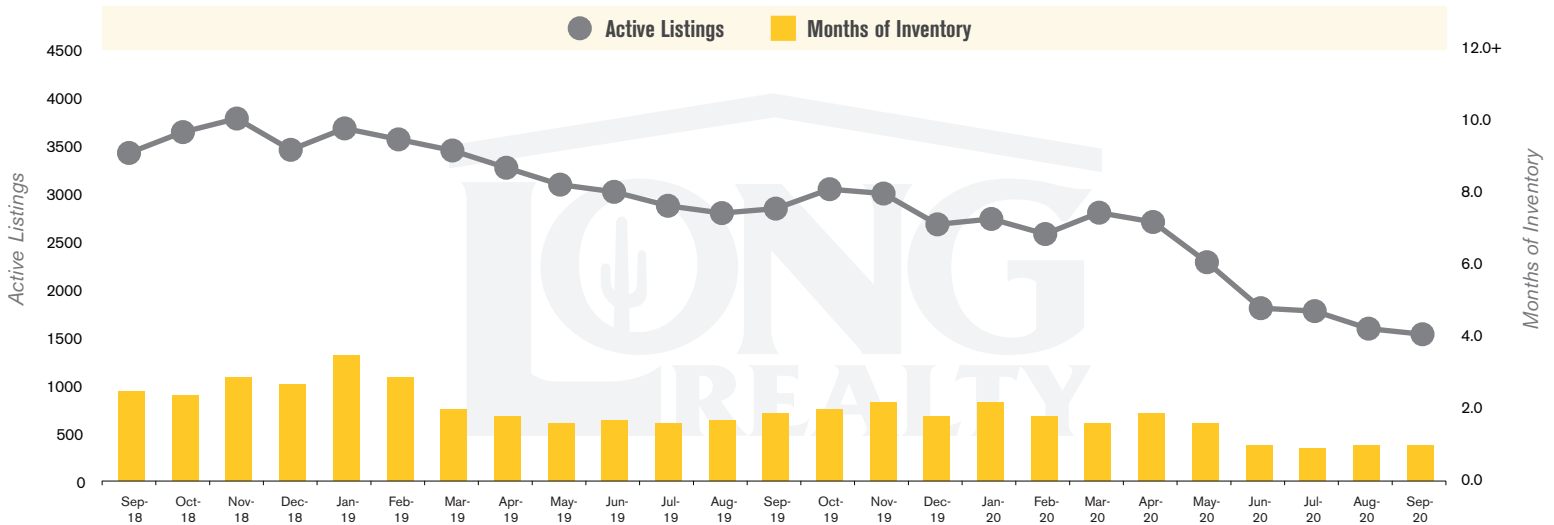


In the Tucson Main Market area, September 2020 active inventory was 1,555, a 46% decrease from September 2019. There were 1,633 closings in September 2020, a 9% increase from September 2019. Year-to-date 2020 there were 14,317 closings, a 2% decrease from year-to-date 2019. Months of Inventory was 1.0, down from 1.9 in September 2019. Median price of sold homes was \$263,996 for the month of September 2020, up 15% from September 2019. The Tucson Main Market area had 1,971 new properties under contract in September 2020, up 23% from September 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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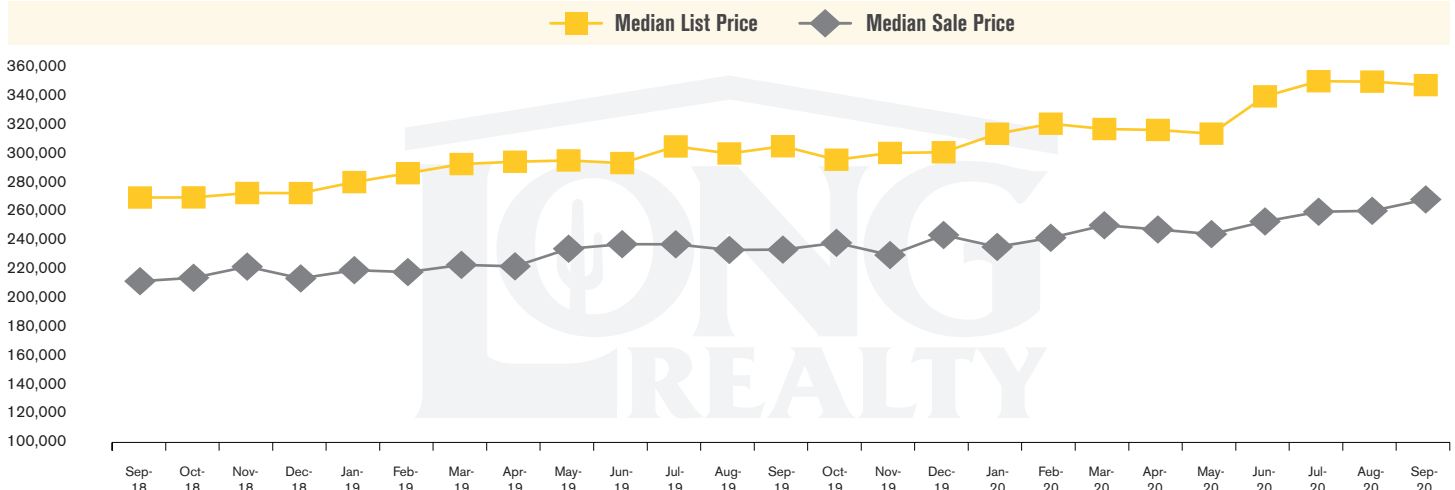
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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

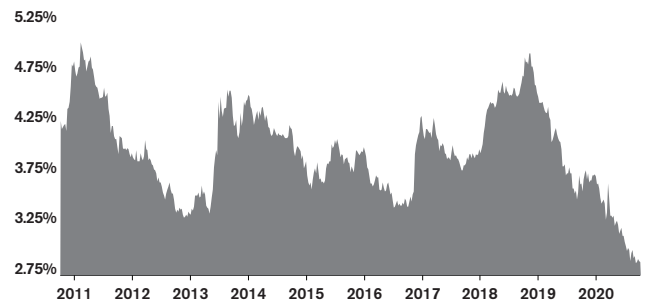


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$230,035	3.600%	\$993.55
2020	\$263,996	2.890%	\$1,042.55

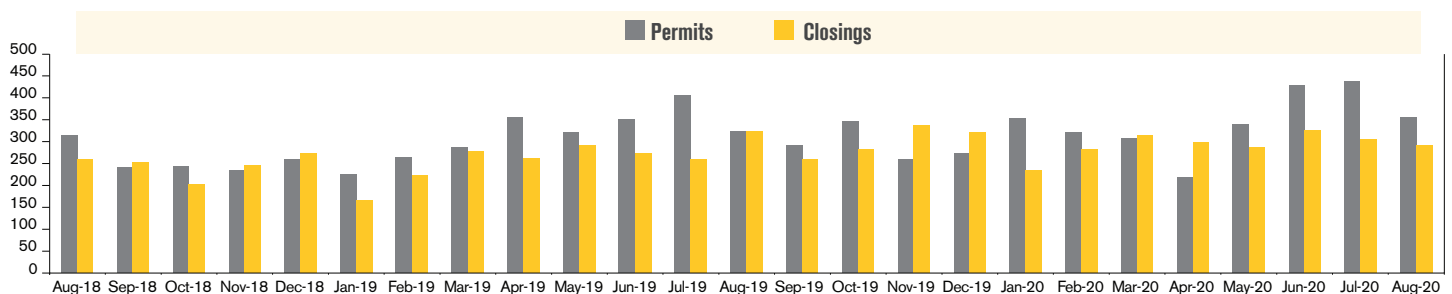
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 (GREATER TUCSON MAIN MARKET)

	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	5	2	10	7	14	5	2	2.5	1.0	Seller
\$50,000 - 74,999	20	20	14	26	24	22	12	1.7	1.0	Seller
\$75,000 - 99,999	48	30	24	39	53	36	30	1.6	1.1	Seller
\$100,000 - 124,999	28	29	28	43	33	31	32	0.9	0.9	Seller
\$125,000 - 149,999	44	71	60	86	78	78	79	0.6	0.6	Seller
\$150,000 - 174,999	50	123	124	130	130	101	107	0.5	0.5	Seller
\$175,000 - 199,999	81	176	176	211	193	132	147	0.6	0.5	Seller
\$200,000 - 224,999	64	172	185	225	204	179	154	0.4	0.4	Seller
\$225,000 - 249,999	94	163	164	198	236	223	190	0.5	0.5	Seller
\$250,000 - 274,999	127	140	138	166	189	146	159	0.8	0.7	Seller
\$275,000 - 299,999	101	100	96	136	161	128	123	0.8	0.8	Seller
\$300,000 - 349,999	141	124	135	162	200	157	179	0.8	0.9	Seller
\$350,000 - 399,999	111	108	80	118	115	111	125	0.9	1.1	Seller
\$400,000 - 499,999	190	86	88	114	154	128	125	1.5	1.5	Seller
\$500,000 - 599,999	106	48	37	53	70	67	63	1.7	1.6	Seller
\$600,000 - 699,999	93	24	30	33	40	27	41	2.3	2.7	Seller
\$700,000 - 799,999	48	16	15	17	25	31	20	2.4	2.1	Seller
\$800,000 - 899,999	55	7	8	13	17	10	20	2.8	3.6	Seller
\$900,000 - 999,999	37	4	4	10	12	1	6	6.2	5.5	Balanced
\$1,000,000 - and over	112	6	7	15	17	27	19	5.9	5.4	Balanced
TOTAL	1,555	1,449	1,423	1,802	1,965	1,640	1,633	1.0	0.9	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 (GREATER TUCSON MAIN MARKET)

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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25.8%

Tierra Antigua Realty

13.7%

Realty Executives Arizona Territory

10.7%

Keller Williams Southern Arizona

7.3%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

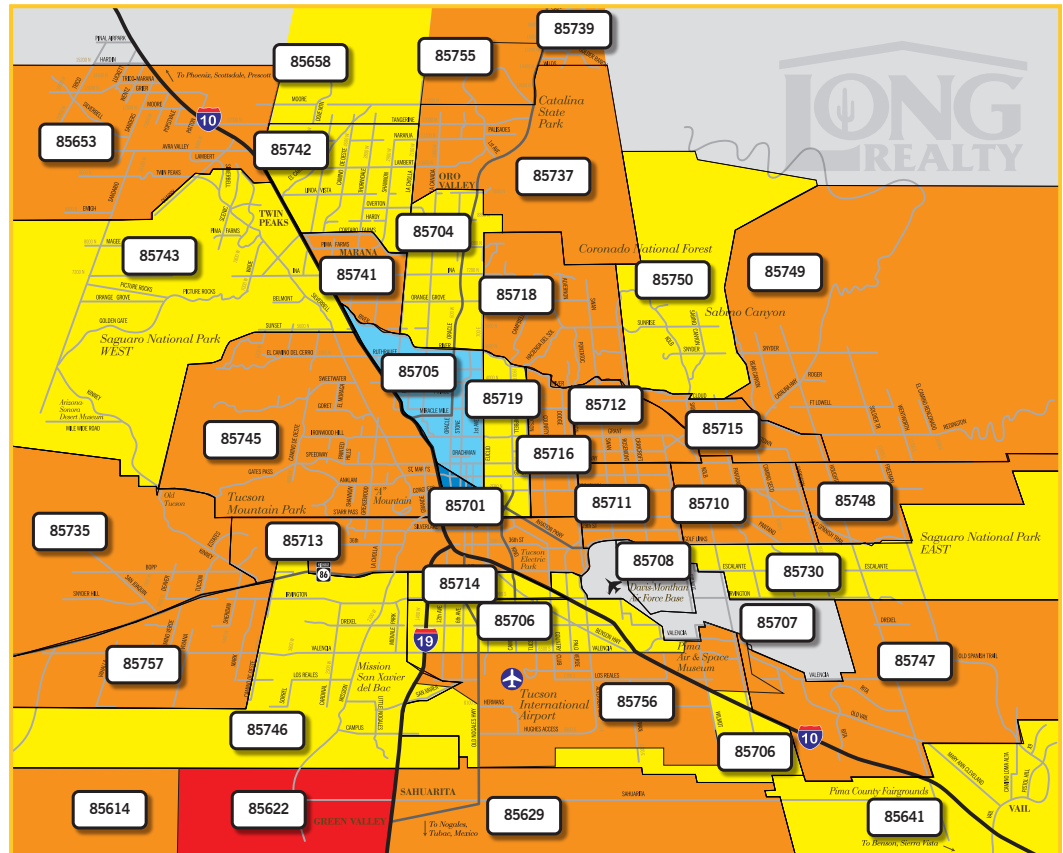
4.5%

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.

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 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.