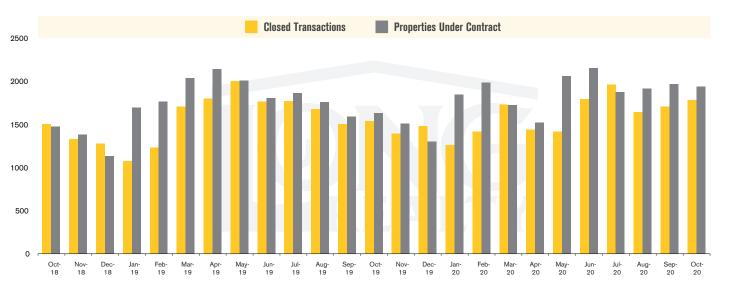


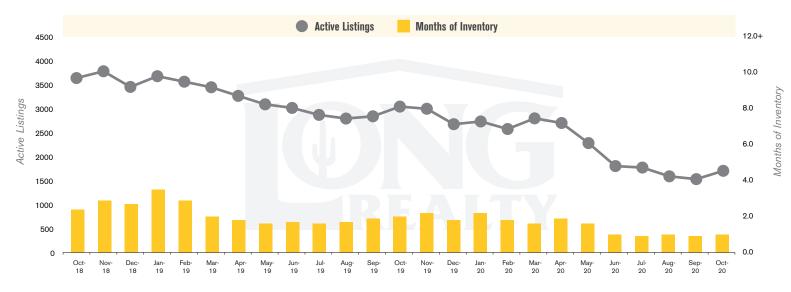
GREATER TUCSON MAIN MARKET | NOVEMBER 2020

In the Tucson Main Market area, October 2020 active inventory was 1,730, a 44% decrease from October 2019. There were 1,784 closings in October 2020, a 16% increase from October 2019. Year-to-date 2020 there were 16,107 closings, virtually unchanged from year-to-date 2019. Months of Inventory was 1.0, down from 2.0 in October 2019. Median price of sold homes was \$280,766 for the month of October 2020, up 20% from October 2019. The Tucson Main Market area had 1,945 new properties under contract in October 2020, up 19% from October 2019.

### **CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT** GREATER TUCSON MAIN MARKET



### **ACTIVE LISTINGS AND MONTHS OF INVENTORY** GREATER TUCSON MAIN MARKET





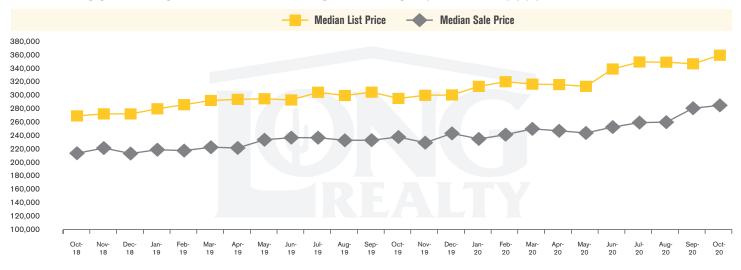
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#### MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE GREATER TUCSON MAIN MARKET

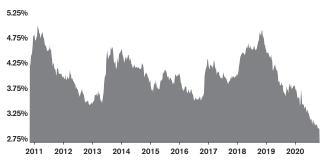


### MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$234,614	3.690%	\$1,024.63
2020	\$280,766	2.830%	\$1,100.23

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



For September 2020, new home permits were up 30% and new home closings were up 12% from September 2019.



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These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. Information is believed to be reliable, but not guaranteed.



GREATER TUCSON MAIN MARKET I NOVEMBER 2020

### MARKET CONDITIONS BY PRICE BAND GREATER TUCSON MAIN MARKET

	Active Listings	May-20		Close	Month ed Sale: Aug-20	S	Oct-20	Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
\$1 - 49,999	6	10	7	14	5	2	3	2.0	1.7	Seller
\$50,000 - 74,999	21	14	26	24	22	12	11	1.9	1.3	Seller
\$75,000 - 99,999	46	24	39	53	36	32	33	1.4	1.3	Seller
\$100,000 - 124,999	31	28	43	33	31	33	34	0.9	0.8	Seller
\$125,000 - 149,999	57	60	86	78	78	80	58	1.0	0.7	Seller
\$150,000 - 174,999	59	124	130	130	101	113	107	0.6	0.5	Seller
\$175,000 - 199,999	77	176	211	193	134	157	143	0.5	0.6	Seller
\$200,000 - 224,999	82	185	225	204	181	165	187	0.4	0.4	Seller
\$225,000 - 249,999	133	164	198	236	224	196	213	0.6	0.5	Seller
\$250,000 - 274,999	137	138	166	189	146	170	183	0.7	0.7	Seller
\$275,000 - 299,999	127	96	136	161	128	128	143	0.9	0.9	Seller
\$300,000 - 349,999	144	135	162	200	157	185	190	0.8	0.8	Seller
\$350,000 - 399,999	114	80	118	115	112	135	128	0.9	0.9	Seller
\$400,000 - 499,999	218	88	114	154	128	129	149	1.5	1.5	Seller
\$500,000 - 599,999	117	37	53	70	67	63	84	1.4	1.5	Seller
\$600,000 - 699,999	85	30	33	40	27	41	41	2.1	2.5	Seller
\$700,000 - 799,999	58	15	17	25	31	22	33	1.8	1.9	Seller
\$800,000 - 899,999	50	8	13	17	10	20	21	2.4	3.1	Seller
\$900,000 - 999,999	33	4	10	12	1	6	6	5.5	8.0	Slightly Buyer
\$1,000,000 - and over	135	7	15	17	27	19	17	7.9	5.8	Balanced
TOTAL	1,730	1,423	1,802	1,965	1,646	1,708	1,784	1.0	1.0	Seller













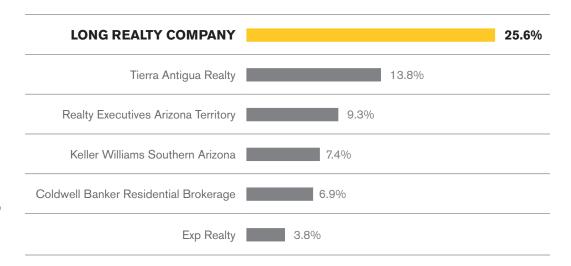


GREATER TUCSON MAIN MARKET I NOVEMBER 2020

# MARKET SHARE GREATER TUCSON MAIN MARKET

### Long Realty leads the market in successful real estate sales.

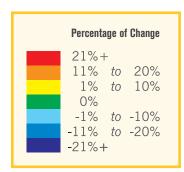
Data Obtained 11/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2019 – 10/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

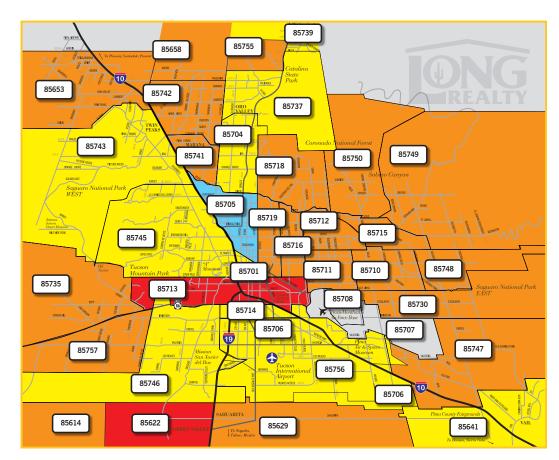


### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

#### AUG 2019-0CT 2019 TO AUG 2020-0CT 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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