

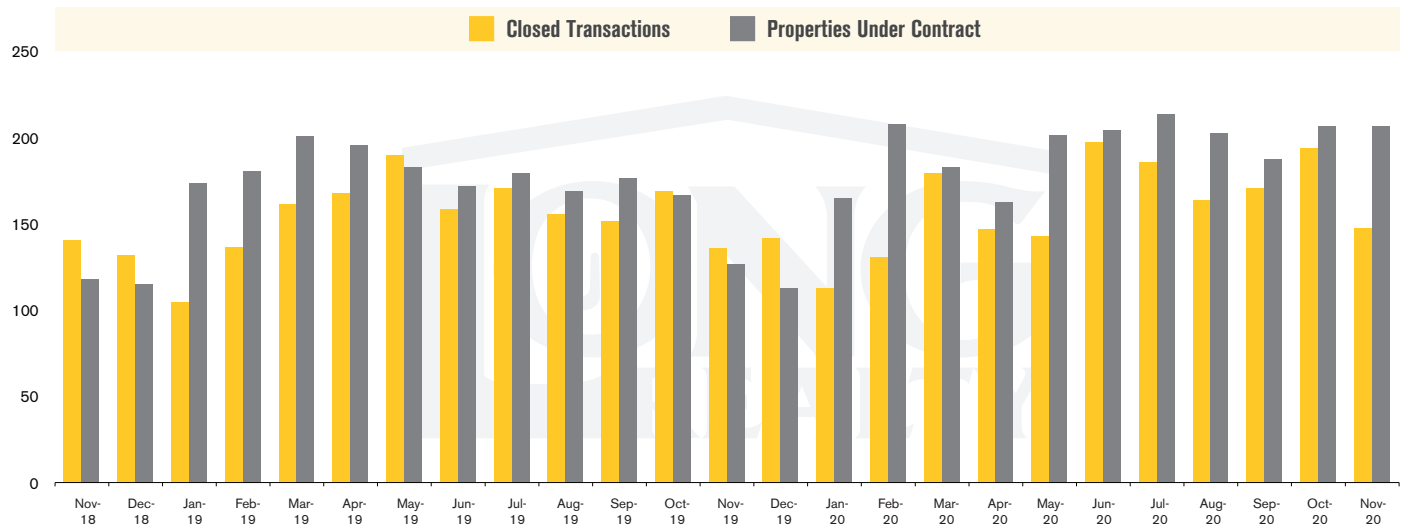
THE HOUSING REPORT

TUCSON EAST | DECEMBER 2020

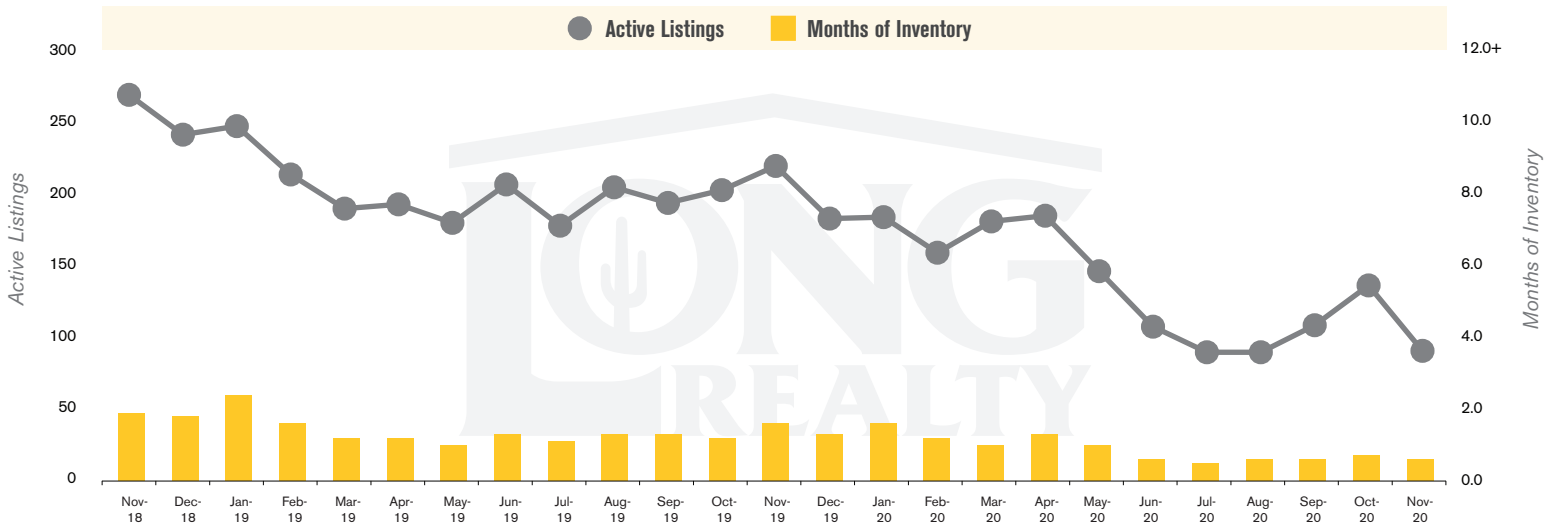


In the Tucson East area, November 2020 active inventory was 92, a 59% decrease from November 2019. There were 148 closings in November 2020, a 9% increase from November 2019. Year-to-date 2020 there were 1,775 closings, a 4% increase from year-to-date 2019. Months of Inventory was .6, down from 1.6 in November 2019. Median price of sold homes was \$236,500 for the month of November 2020, up 19% from November 2019. The Tucson East area had 207 new properties under contract in November 2020, up 63% from November 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON EAST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON EAST



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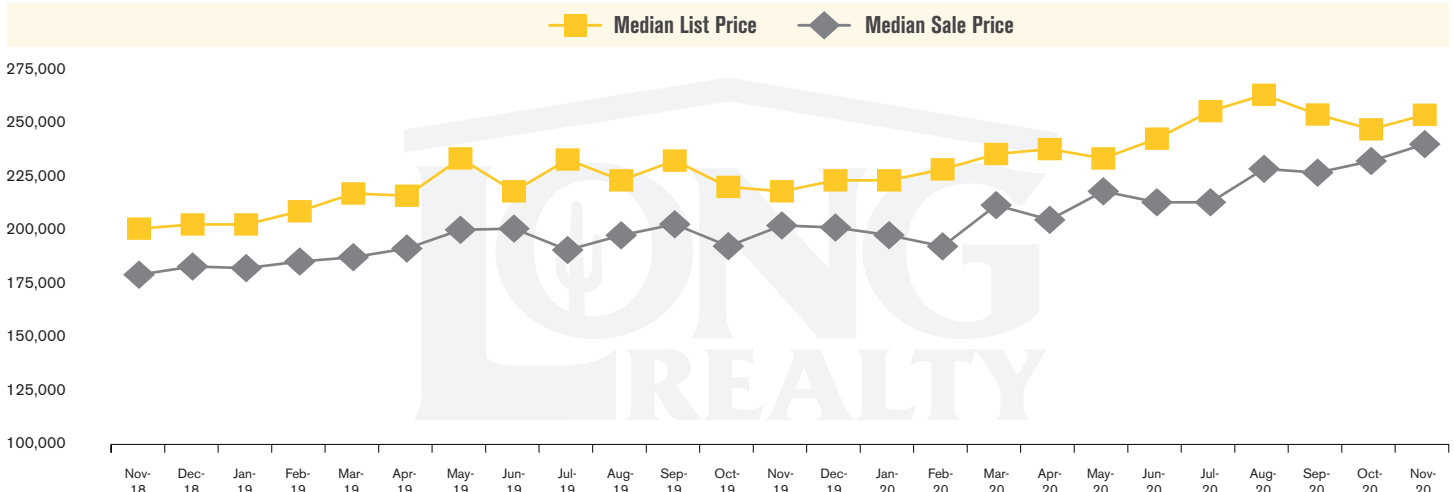
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON EAST

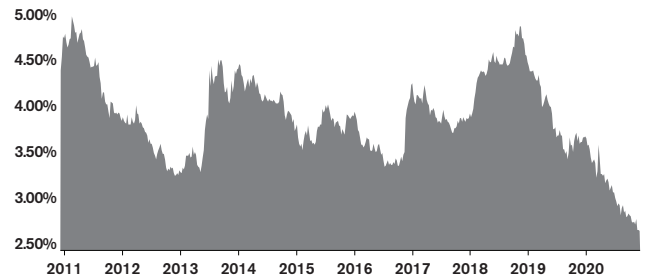


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON EAST

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$199,450	3.700%	\$872.13
2020	\$236,500	2.770%	\$919.60

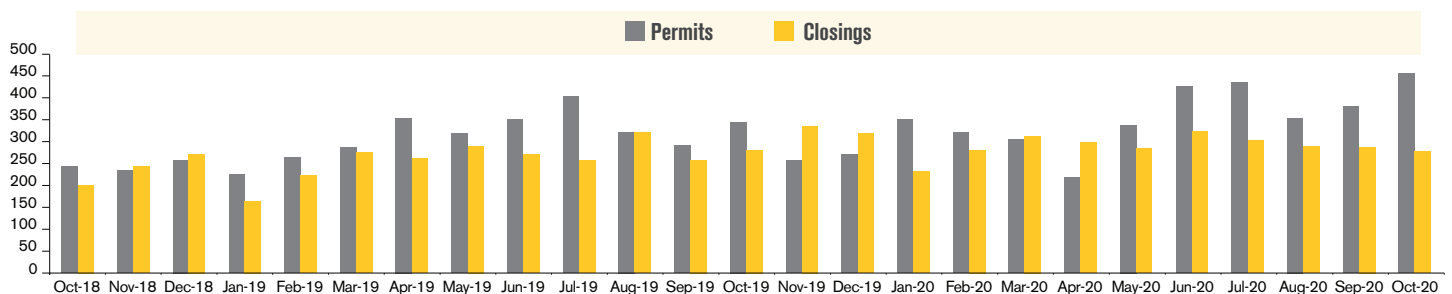
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For October 2020, new home permits were **up 32%** and new home closings were **down 1%** from October 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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20			
\$1 - 49,999	2	1	4	0	1	0	0	n/a	7.0	Slightly Buyer
\$50,000 - 74,999	0	2	1	1	0	1	0	n/a	0.0	Seller
\$75,000 - 99,999	4	3	4	5	2	2	2	2.0	2.7	Seller
\$100,000 - 124,999	4	7	7	0	9	13	2	2.0	0.4	Seller
\$125,000 - 149,999	2	8	10	8	6	5	6	0.3	0.5	Seller
\$150,000 - 174,999	3	15	20	15	18	16	5	0.6	0.3	Seller
\$175,000 - 199,999	8	46	34	26	27	19	17	0.5	0.5	Seller
\$200,000 - 224,999	9	49	28	24	23	34	29	0.3	0.4	Seller
\$225,000 - 249,999	15	27	37	34	39	39	29	0.5	0.6	Seller
\$250,000 - 274,999	16	15	10	22	22	23	19	0.8	1.0	Seller
\$275,000 - 299,999	12	13	12	14	11	16	13	0.9	1.0	Seller
\$300,000 - 349,999	3	4	8	7	7	15	10	0.3	0.5	Seller
\$350,000 - 399,999	4	4	4	3	2	4	5	0.8	1.1	Seller
\$400,000 - 499,999	0	2	3	2	1	3	6	0.0	0.6	Seller
\$500,000 - 599,999	0	2	2	1	2	3	2	0.0	0.7	Seller
\$600,000 - 699,999	0	0	1	0	0	0	1	0.0	3.0	Seller
\$700,000 - 799,999	3	0	0	0	0	0	1	3.0	3.0	Seller
\$800,000 - 899,999	3	0	0	0	0	1	1	3.0	4.0	Seller
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	1	2	1	0	0	n/a	7.0	Slightly Buyer
TOTAL	92	198	186	164	171	194	148	0.6	0.7	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 12/07/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2020-11/30/2020. 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 12/07/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2019 – 11/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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17.2%

Tierra Antigua Realty

15.0%

Realty Executives Arizona Properties

13.8%

Keller Williams Southern Arizona

9.4%

Exp Realty

6.3%

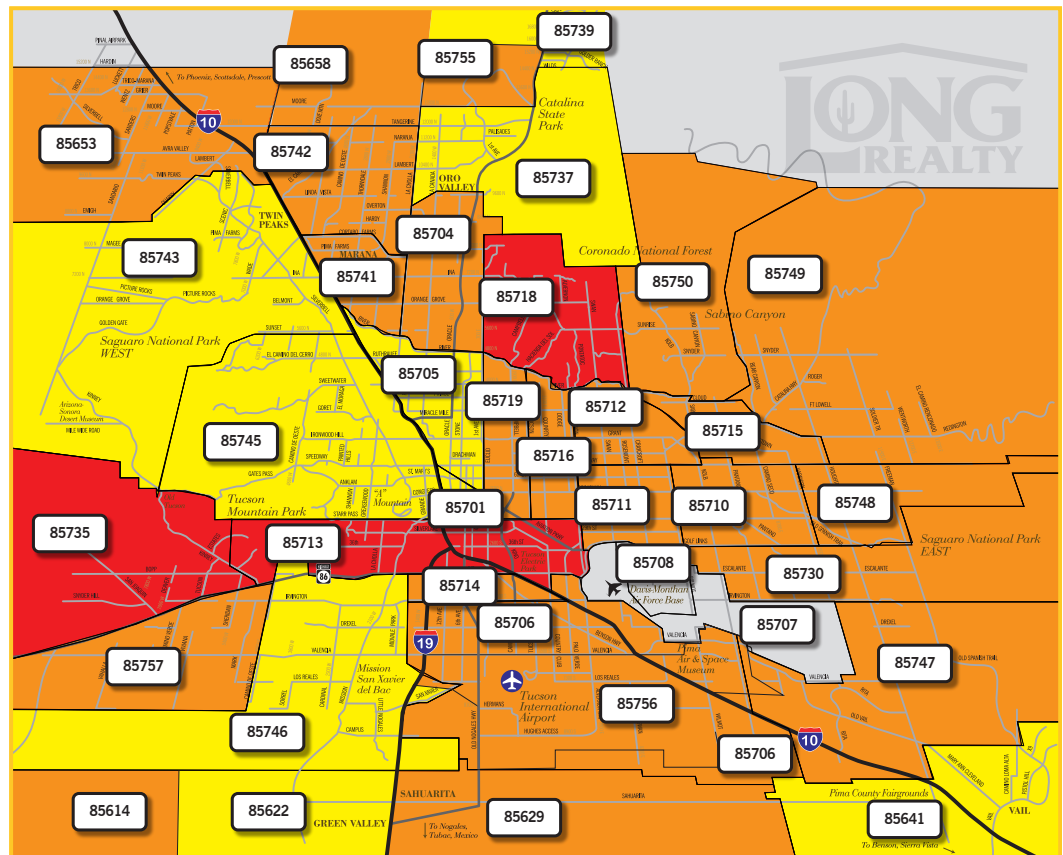
Coldwell Banker Residential Brokerage

4.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2019-NOV 2019 TO
SEP 2020-NOV 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 September 2019-November 2019 to September 2020-November 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2020. Information is believed to be reliable, but not guaranteed.