

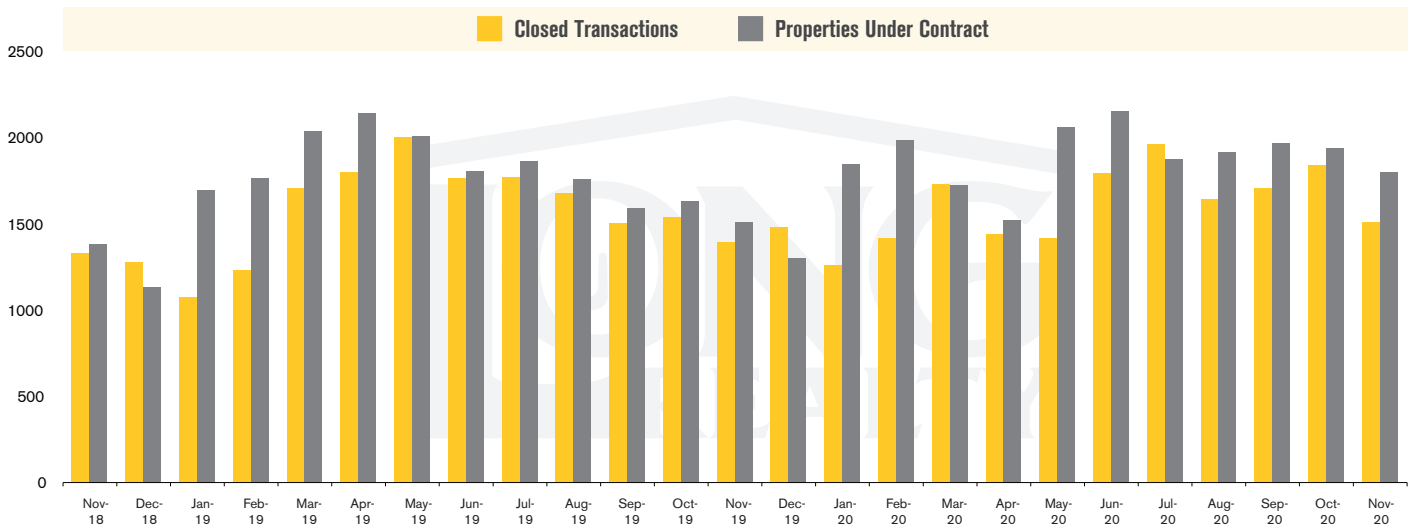
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | DECEMBER 2020

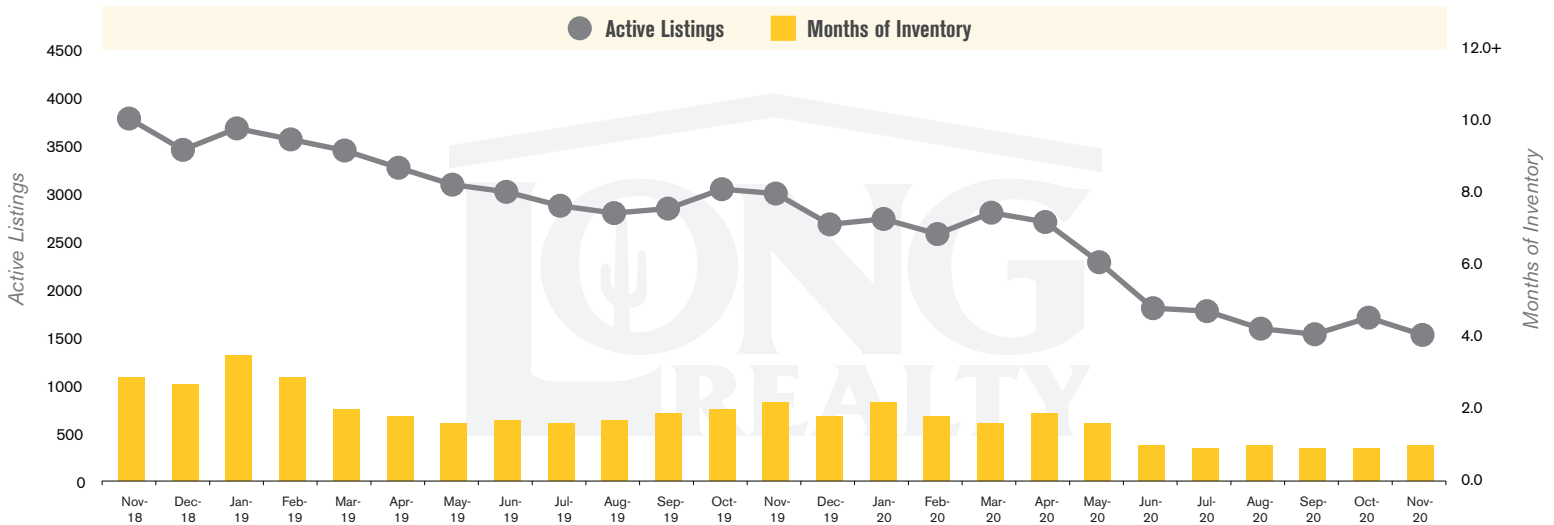


In the Tucson Main Market area, November 2020 active inventory was 1,548, a 49% decrease from November 2019. There were 1,513 closings in November 2020, an 8% increase from November 2019. Year-to-date 2020 there were 17,755 closings, a 1% increase from year-to-date 2019. Months of Inventory was 1.0, down from 2.2 in November 2019. Median price of sold homes was \$286,891 for the month of November 2020, up 27% from November 2019. The Tucson Main Market area had 1,805 new properties under contract in November 2020, up 19% from November 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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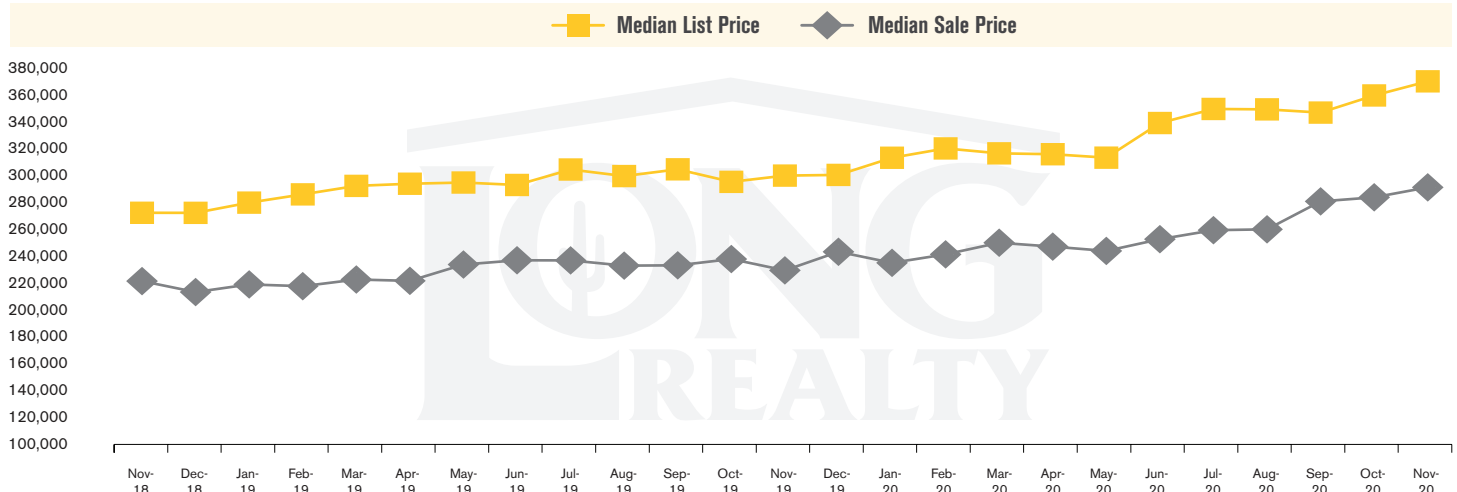
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE GREATER TUCSON MAIN MARKET

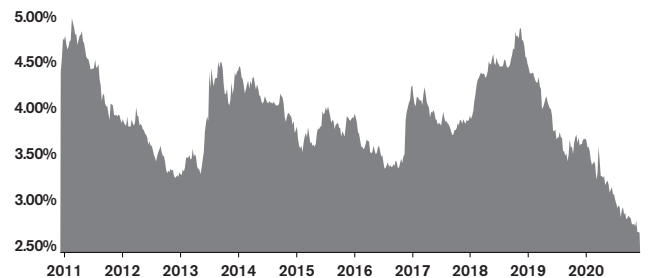


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

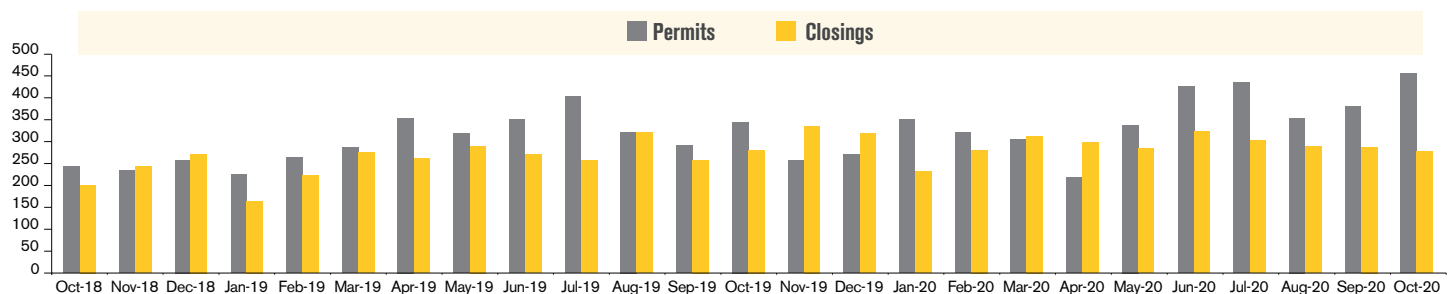
Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$226,351	3.700%	\$989.76
2020	\$286,891	2.770%	\$1,115.54

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS GREATER TUCSON MAIN MARKET



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 GREATER TUCSON MAIN MARKET

	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	6	7	14	5	2	3	4	1.5	1.9	Seller
\$50,000 - 74,999	22	26	24	22	12	13	10	2.2	1.8	Seller
\$75,000 - 99,999	34	39	53	36	32	33	29	1.2	1.4	Seller
\$100,000 - 124,999	27	43	33	31	33	34	30	0.9	0.9	Seller
\$125,000 - 149,999	61	86	78	78	81	59	49	1.2	0.9	Seller
\$150,000 - 174,999	45	130	130	101	113	113	62	0.7	0.5	Seller
\$175,000 - 199,999	81	211	193	134	157	150	118	0.7	0.6	Seller
\$200,000 - 224,999	79	225	204	181	165	190	148	0.5	0.4	Seller
\$225,000 - 249,999	110	198	236	224	196	222	196	0.6	0.5	Seller
\$250,000 - 274,999	101	166	189	146	170	193	156	0.6	0.7	Seller
\$275,000 - 299,999	107	136	161	128	129	147	115	0.9	0.9	Seller
\$300,000 - 349,999	164	162	200	157	186	196	162	1.0	0.8	Seller
\$350,000 - 399,999	102	118	115	112	135	132	106	1.0	0.9	Seller
\$400,000 - 499,999	172	114	154	128	129	150	166	1.0	1.3	Seller
\$500,000 - 599,999	101	53	70	67	63	86	63	1.6	1.5	Seller
\$600,000 - 699,999	74	33	40	27	41	43	33	2.2	2.2	Seller
\$700,000 - 799,999	51	17	25	31	22	33	28	1.8	1.9	Seller
\$800,000 - 899,999	46	13	17	10	20	21	17	2.7	2.6	Seller
\$900,000 - 999,999	39	10	12	1	6	6	3	13.0	7.3	Slightly Buyer
\$1,000,000 - and over	126	15	17	27	19	17	18	7.0	6.9	Slightly Buyer
TOTAL	1,548	1,802	1,965	1,646	1,711	1,841	1,513	1.0	1.0	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 GREATER TUCSON MAIN MARKET

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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25.8%

Tierra Antigua Realty

13.9%

Realty Executives Arizona Territory

9.3%

Keller Williams Southern Arizona

7.4%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

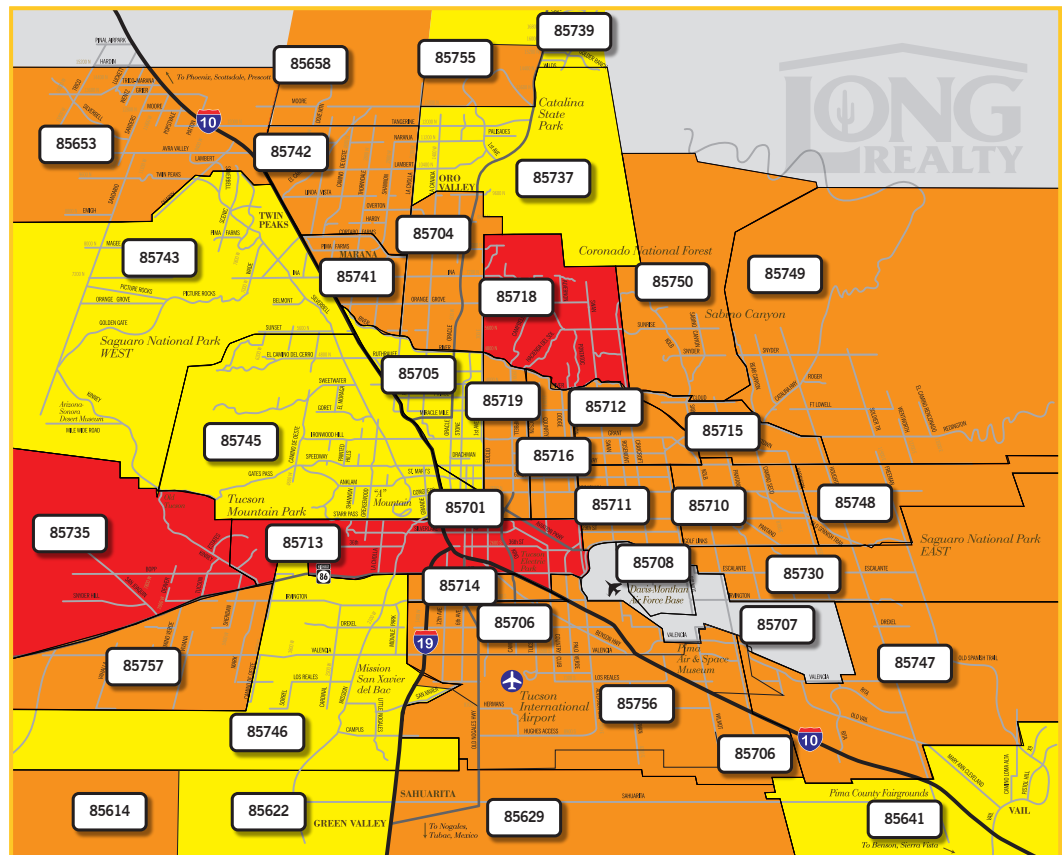
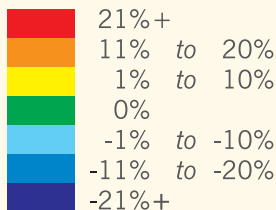
3.8%

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.

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 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.