

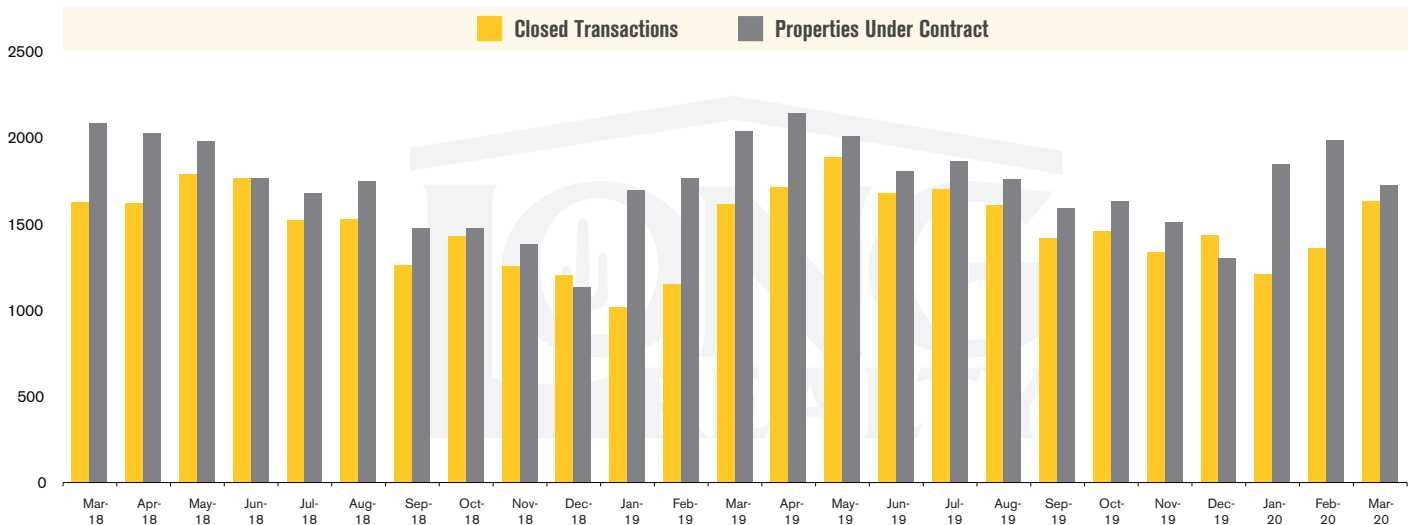
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2020

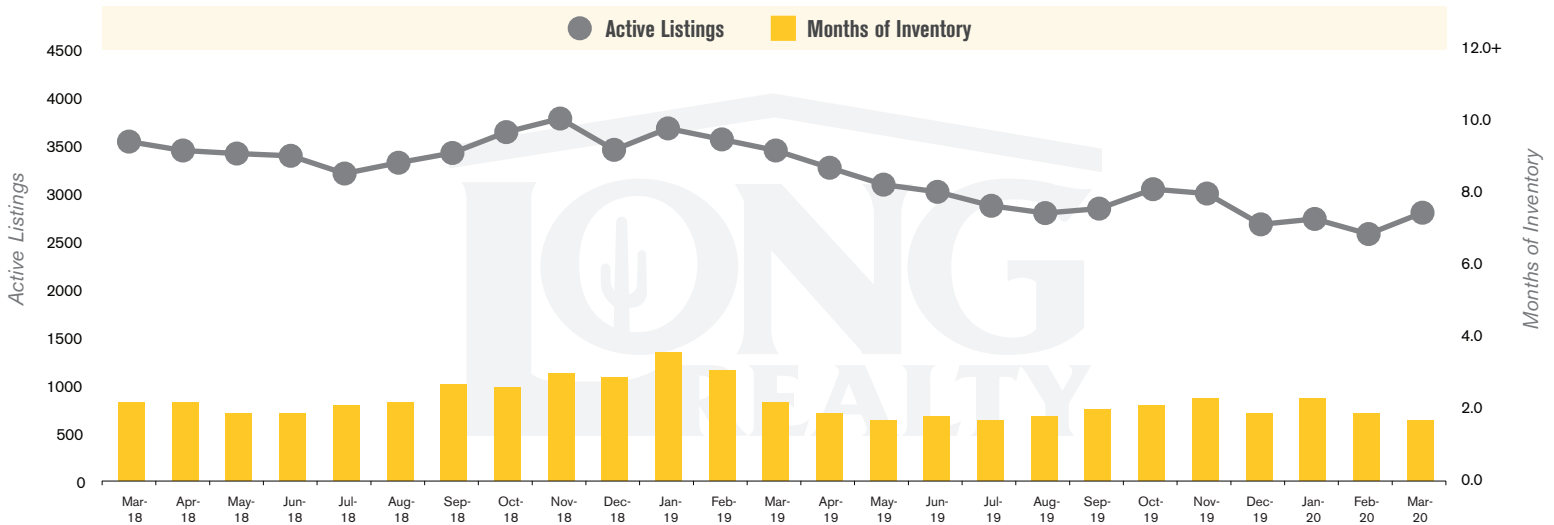


In the Tucson Main Market area, March 2020 active inventory was 2,837, a 19% decrease from March 2019. There were 1,637 closings in March 2020, a 1% increase from March 2019. Year-to-date 2020 there were 4,318 closings, an 8% increase from year-to-date 2019. Months of Inventory was 1.7, down from 2.2 in March 2019. Median price of sold homes was \$240,000 for the month of March 2020, up 11% from March 2019. The Tucson Main Market area had 1,728 new properties under contract in March 2020, down 15% from March 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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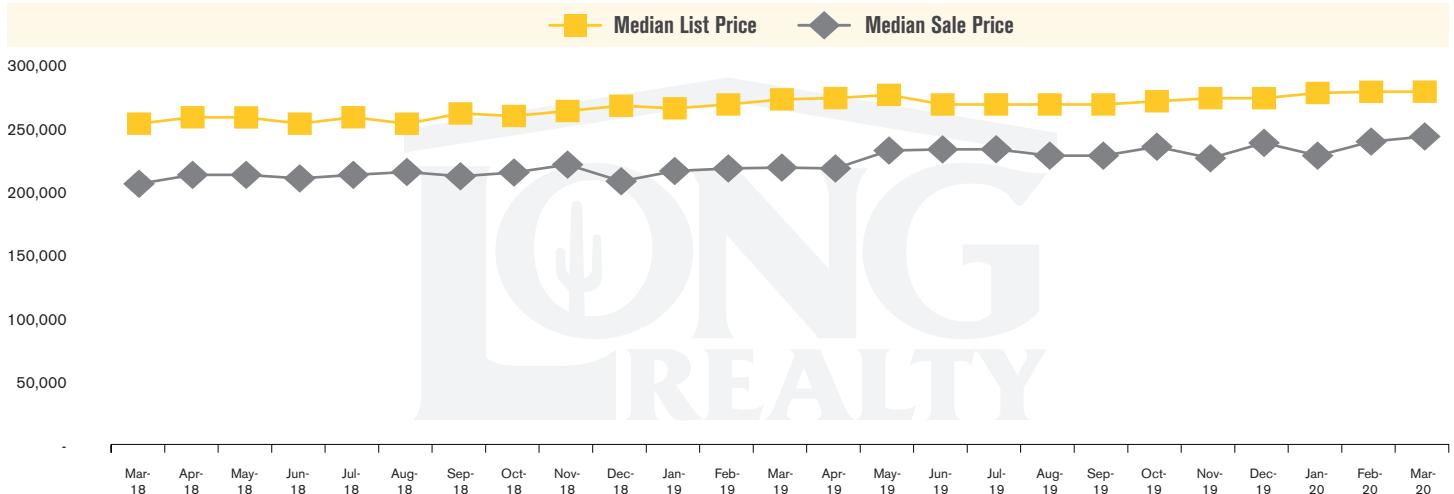
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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

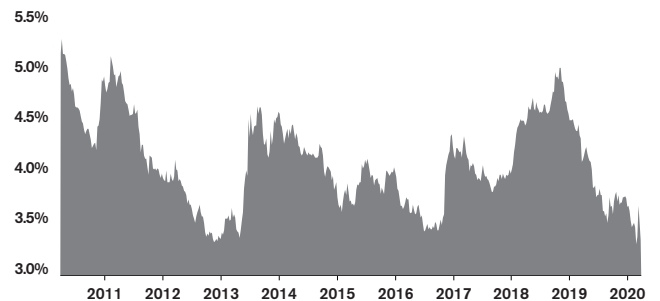


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (GREATER TUCSON MAIN MARKET)

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$215,702	4.375%	\$1,023.12
2020	\$240,000	3.450%	\$1,017.47

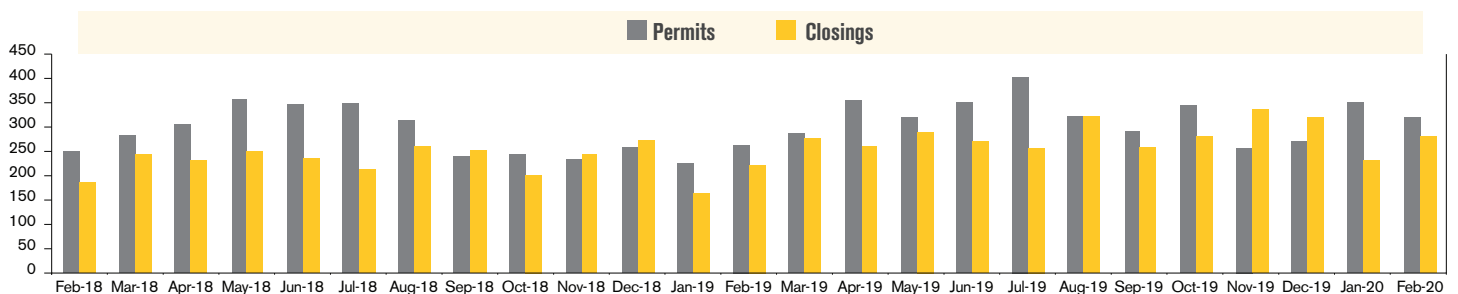
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE

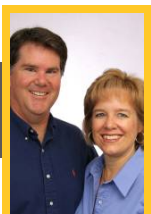


Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (GREATER TUCSON MAIN MARKET)



Source: RLBrownReports/Bright Future Real Estate Research



For February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 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
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20			
\$1 - 49,999	12	7	6	4	8	17	5	2.4	1.1	Seller
\$50,000 - 74,999	46	16	22	16	23	13	21	2.2	2.2	Seller
\$75,000 - 99,999	77	35	29	37	30	30	33	2.3	2.5	Seller
\$100,000 - 124,999	59	40	57	49	42	47	40	1.5	1.3	Seller
\$125,000 - 149,999	95	94	92	80	83	82	76	1.3	1.1	Seller
\$150,000 - 174,999	133	139	131	129	110	132	104	1.3	1.0	Seller
\$175,000 - 199,999	208	194	188	195	165	160	229	0.9	1.1	Seller
\$200,000 - 224,999	162	187	178	158	152	155	184	0.9	1.0	Seller
\$225,000 - 249,999	205	165	146	165	129	146	187	1.1	1.3	Seller
\$250,000 - 274,999	199	123	115	121	97	128	134	1.5	1.6	Seller
\$275,000 - 299,999	226	99	76	106	66	88	121	1.9	2.3	Seller
\$300,000 - 349,999	265	151	126	136	109	114	121	2.2	2.2	Seller
\$350,000 - 399,999	248	92	83	98	80	95	107	2.3	2.5	Seller
\$400,000 - 499,999	273	91	76	90	63	85	124	2.2	2.7	Seller
\$500,000 - 599,999	144	48	31	40	39	44	55	2.6	3.1	Seller
\$600,000 - 699,999	145	26	22	27	18	28	36	4.0	5.2	Balanced
\$700,000 - 799,999	85	9	7	10	11	17	23	3.7	5.2	Balanced
\$800,000 - 899,999	68	11	5	7	7	12	12	5.7	6.7	Slightly Buyer
\$900,000 - 999,999	51	8	3	3	10	3	12	4.3	5.4	Balanced
\$1,000,000 - and over	136	5	4	13	12	8	13	10.5	13.5	Buyer
TOTAL	2,837	1,540	1,397	1,484	1,254	1,404	1,637	1.7	1.9	Seller



Seller's Market



Slight Seller's Market



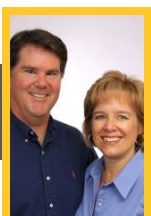
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. 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 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

26.2%

Tierra Antigua Realty

14.0%

Realty Executives Tucson Elite

9.0%

Coldwell Banker Residential Brokerage

7.4%

Keller Williams Southern Arizona

6.9%

Exp Realty

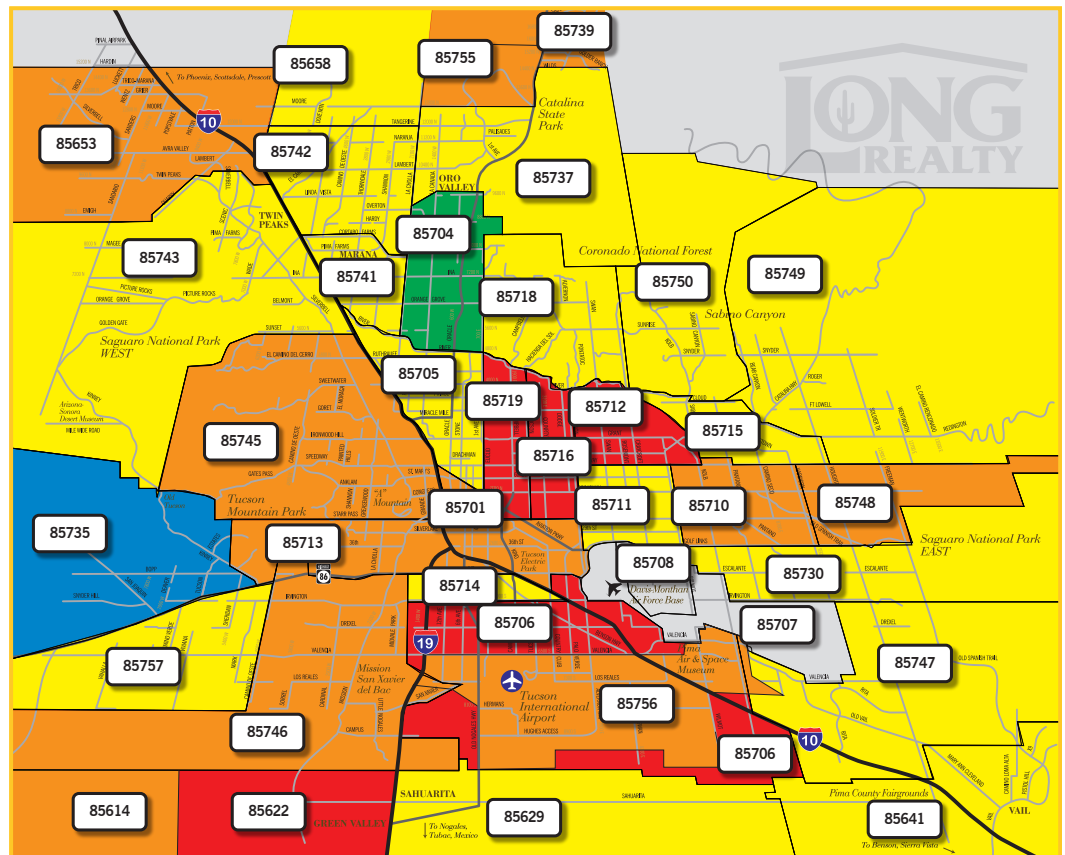
3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO
JAN 2020-MAR 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 January 2019-March 2019 to January 2020-March 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2020. Information is believed to be reliable, but not guaranteed.