

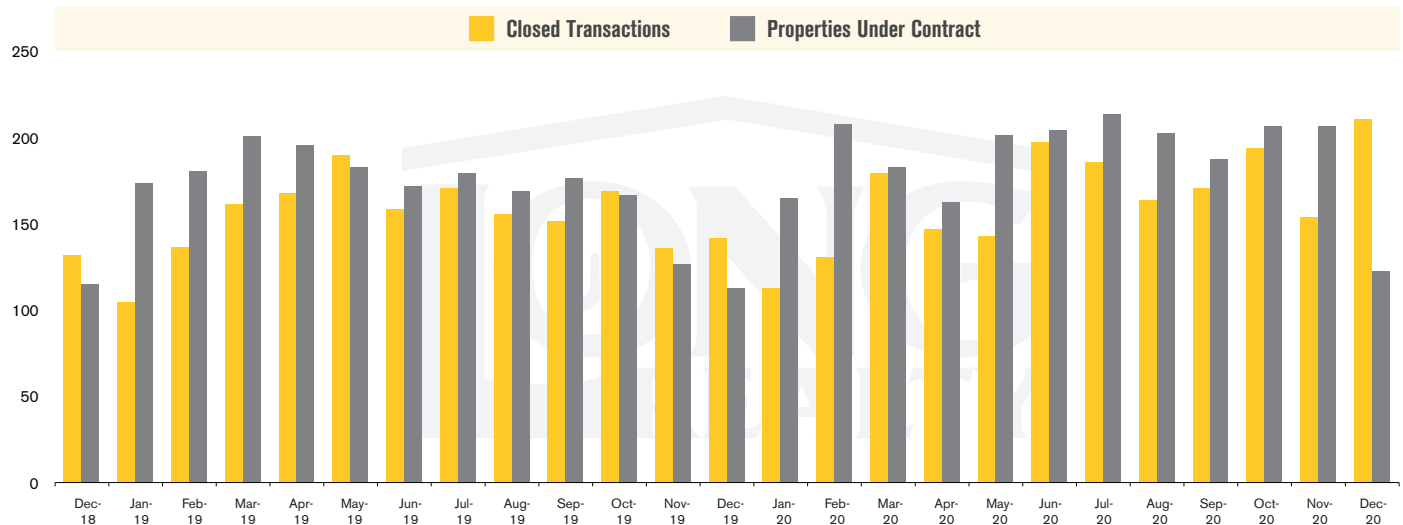
THE HOUSING REPORT

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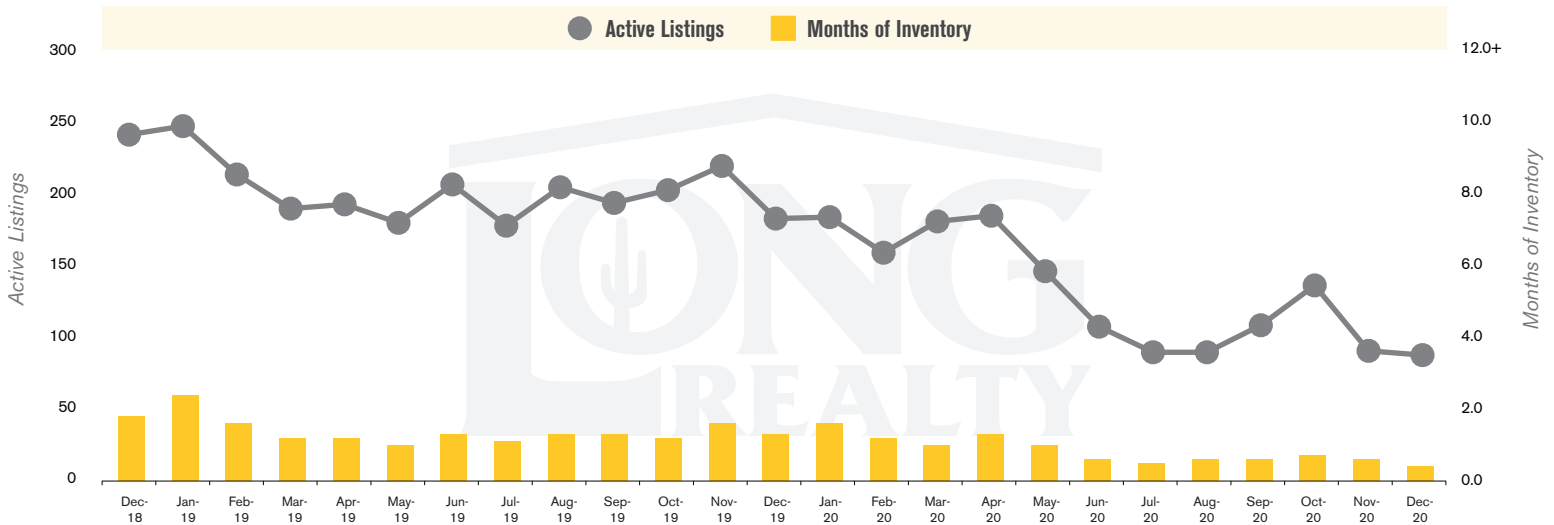


In the Tucson East area, December 2020 active inventory was 89, a 52% decrease from December 2019. There were 211 closings in December 2020, a 49% increase from December 2019. Year-to-date 2020 there were 1,992 closings, an 8% increase from year-to-date 2019. Months of Inventory was .4, down from 1.3 in December 2019. Median price of sold homes was \$233,000 for the month of December 2020, up 17% from December 2019. The Tucson East area had 123 new properties under contract in December 2020, up 9% from December 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON EAST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON EAST



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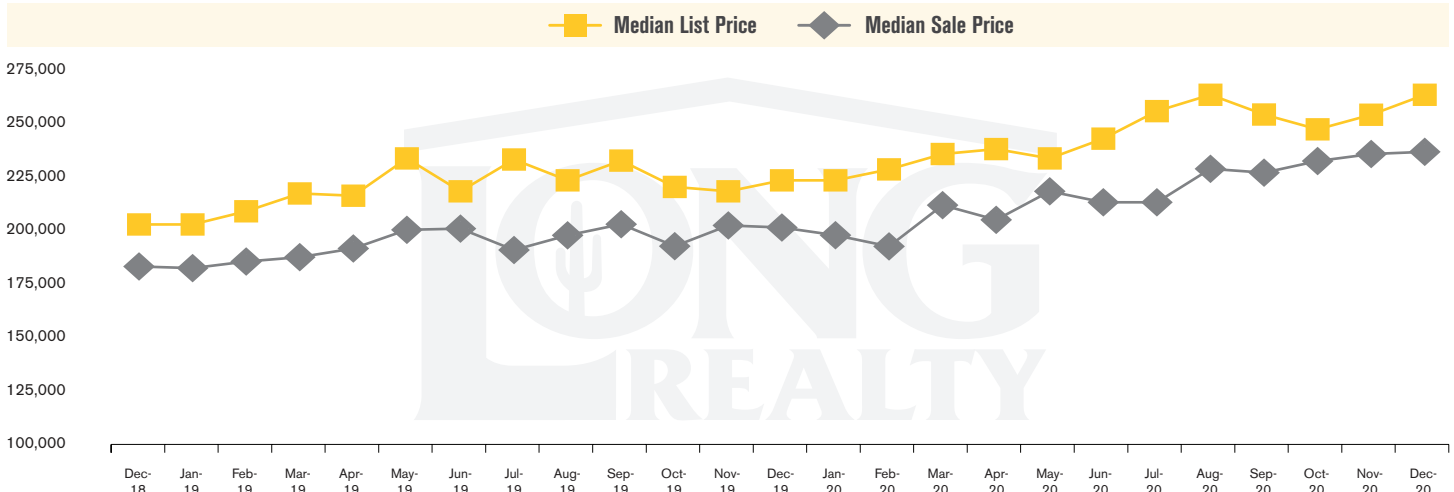
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON EAST

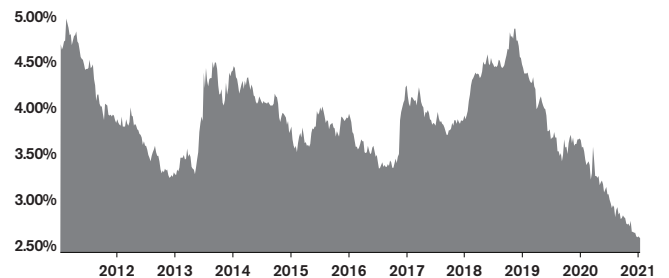


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON EAST

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$198,500	3.720%	\$870.11
2020	\$233,000	2.680%	\$895.46

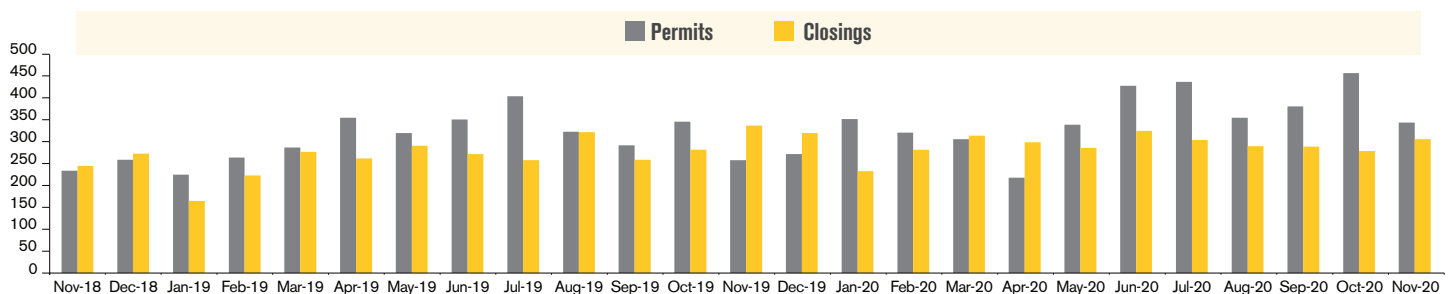
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20			
\$1 - 49,999	3	4	0	1	0	0	1	3.0	8.0	Slightly Buyer
\$50,000 - 74,999	1	1	1	0	1	0	1	1.0	0.5	Seller
\$75,000 - 99,999	4	4	5	2	2	2	5	0.8	1.6	Seller
\$100,000 - 124,999	3	7	0	9	13	3	5	0.6	0.5	Seller
\$125,000 - 149,999	2	10	8	6	5	6	15	0.1	0.3	Seller
\$150,000 - 174,999	3	20	15	18	16	7	16	0.2	0.3	Seller
\$175,000 - 199,999	8	34	26	27	19	18	21	0.4	0.5	Seller
\$200,000 - 224,999	5	28	24	23	34	30	28	0.2	0.3	Seller
\$225,000 - 249,999	12	37	34	39	39	30	40	0.3	0.5	Seller
\$250,000 - 274,999	15	10	22	22	23	19	31	0.5	0.8	Seller
\$275,000 - 299,999	10	12	14	11	16	13	18	0.6	0.9	Seller
\$300,000 - 349,999	2	8	7	7	15	10	12	0.2	0.3	Seller
\$350,000 - 399,999	6	4	3	2	4	5	10	0.6	0.8	Seller
\$400,000 - 499,999	1	3	2	1	3	6	3	0.3	0.2	Seller
\$500,000 - 599,999	2	2	1	2	3	2	3	0.7	0.4	Seller
\$600,000 - 699,999	1	1	0	0	0	1	1	1.0	1.0	Seller
\$700,000 - 799,999	4	0	0	0	0	1	0	n/a	7.0	Slightly Buyer
\$800,000 - 899,999	3	0	0	0	1	1	0	n/a	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	1	2	1	0	0	1	3.0	8.0	Slightly Buyer
TOTAL	89	186	164	171	194	154	211	0.4	0.6	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 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. 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 01/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2020 – 12/31/2020 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

6.0%

Coldwell Banker Residential Brokerage

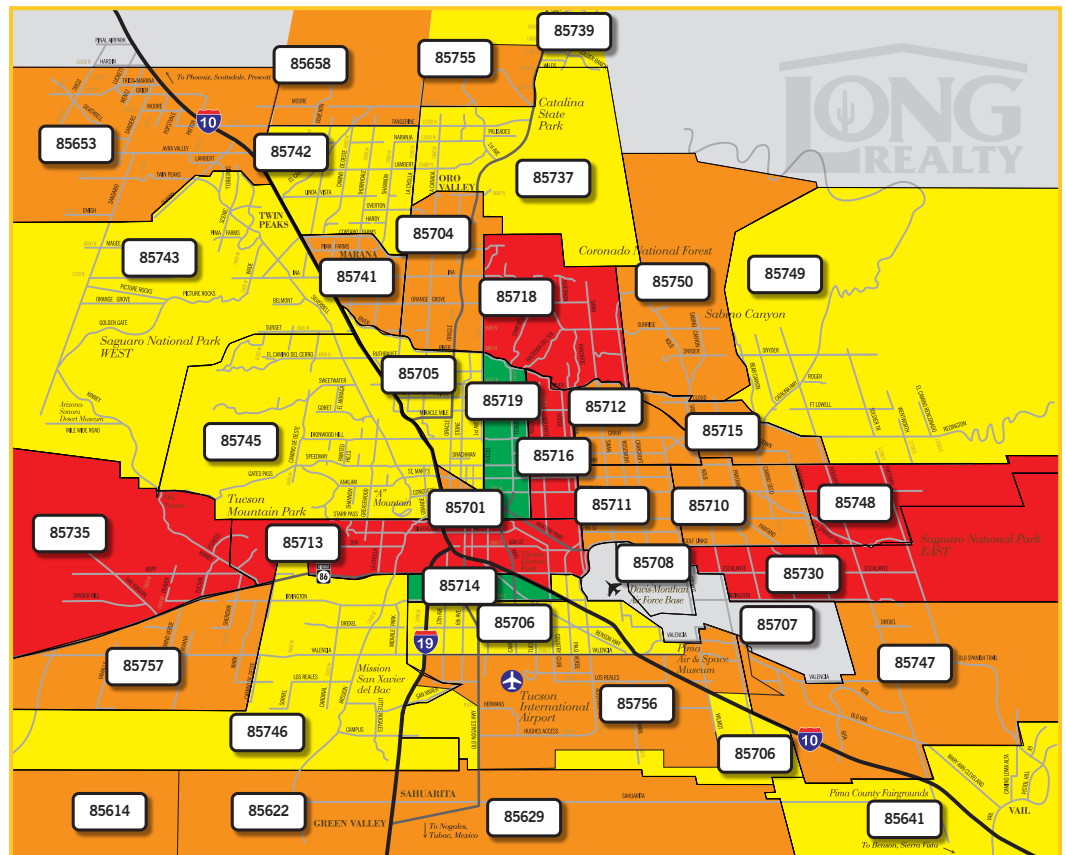
4.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2019-DEC 2019 TO
OCT 2020-DEC 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 October 2019-December 2019 to October 2020-December 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/08/2021. Information is believed to be reliable, but not guaranteed.