

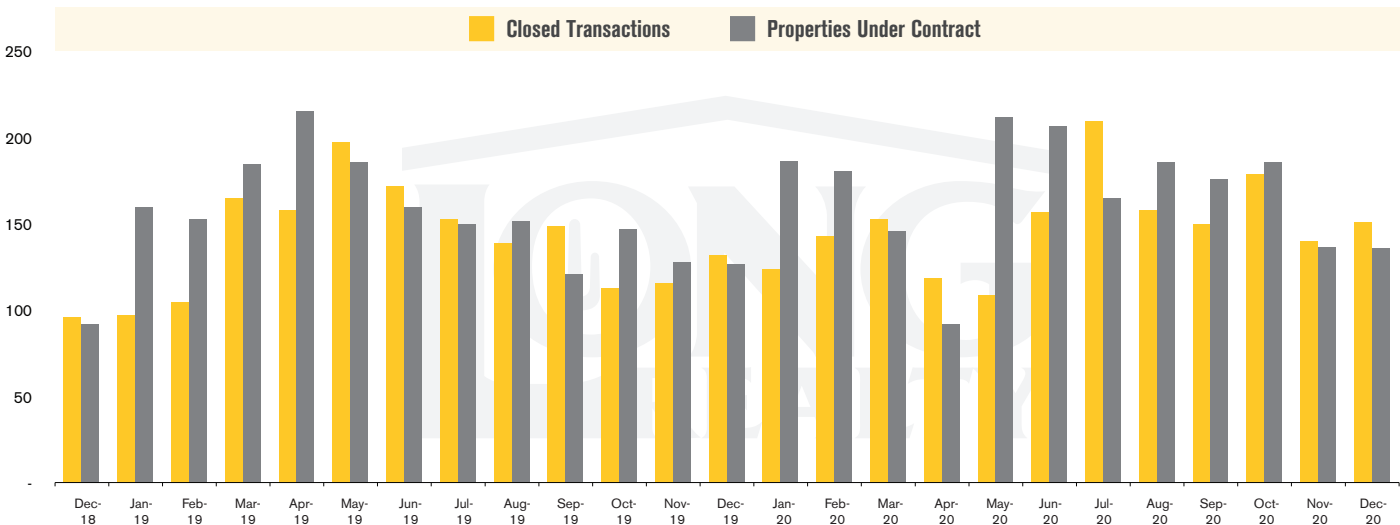
THE HOUSING REPORT

TUCSON NORTH | JANUARY 2021

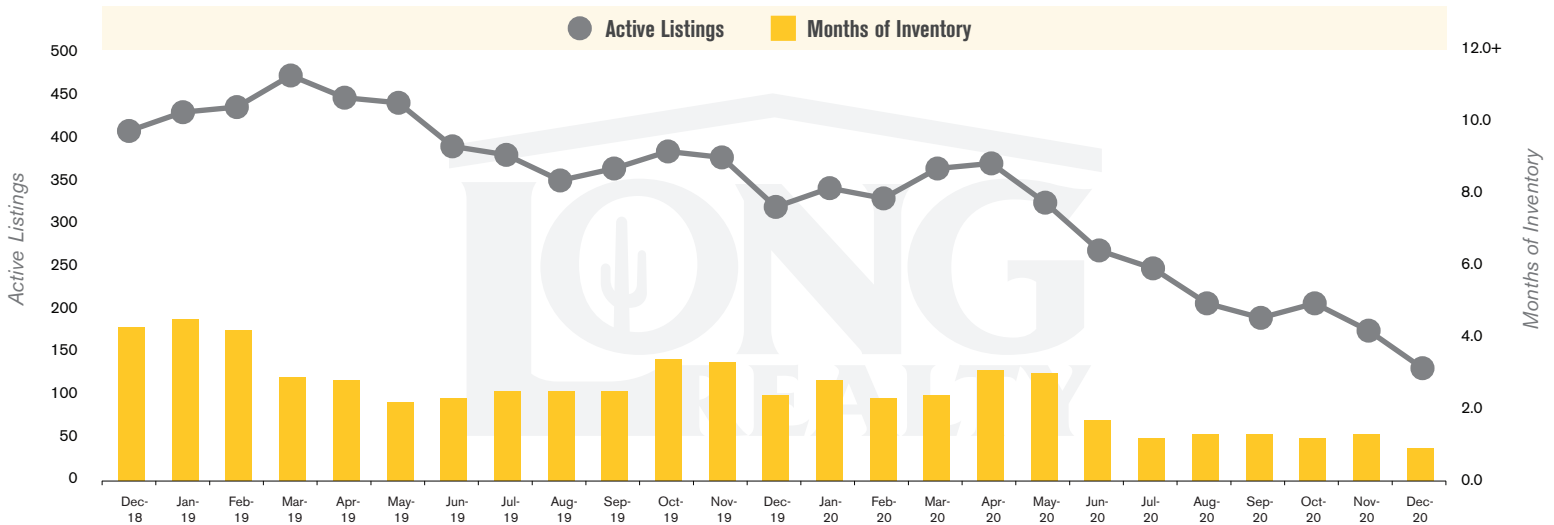


In the Tucson North area, December 2020 active inventory was 133, a 59% decrease from December 2019. There were 151 closings in December 2020, a 14% increase from December 2019. Year-to-date 2020 there were 1,793 closings, a 6% increase from year-to-date 2019. Months of Inventory was .9, down from 2.4 in December 2019. Median price of sold homes was \$394,500 for the month of December 2020, up 8% from December 2019. The Tucson North area had 136 new properties under contract in December 2020, up 7% from December 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

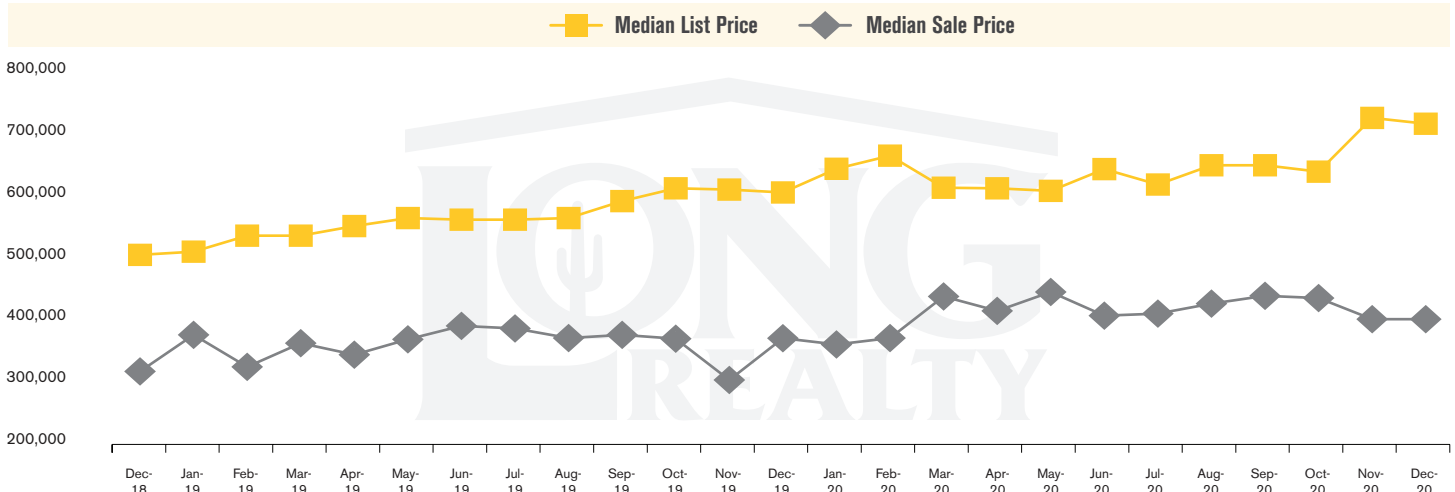
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | JANUARY 2021



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON NORTH

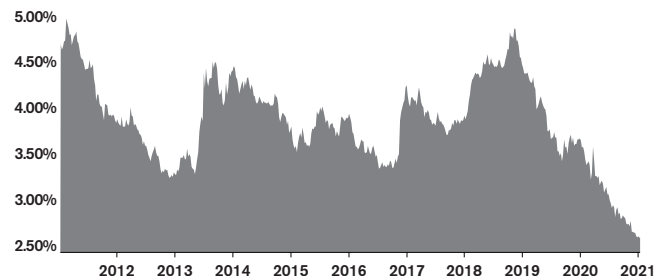


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2019	\$364,750	3.720%	\$1,598.86
2020	\$394,500	2.680%	\$1,516.13

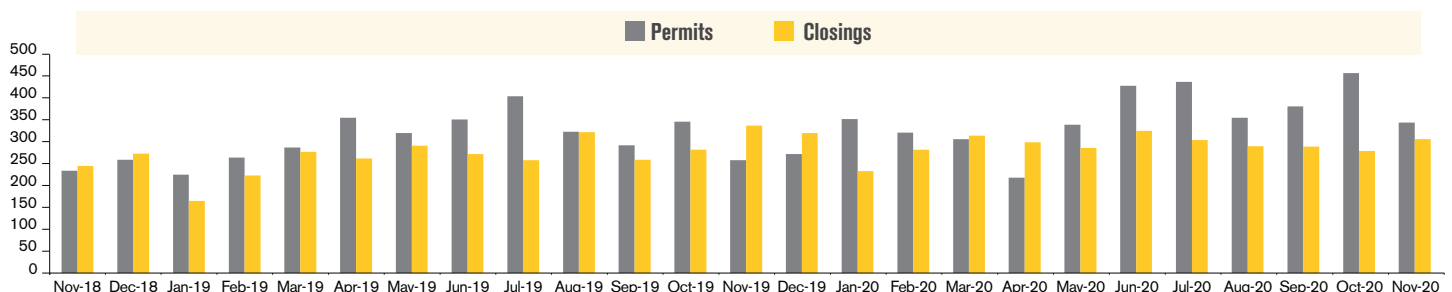
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 01/08/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | JANUARY 2021



MARKET CONDITIONS BY PRICE BAND TUCSON NORTH

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	6	1	0	2	0	2	0.0	0.3	Seller
\$75,000 - 99,999	1	3	1	4	0	2	0	n/a	1.5	Seller
\$100,000 - 124,999	0	0	0	1	1	2	3	0.0	0.0	Seller
\$125,000 - 149,999	2	12	3	7	2	4	5	0.4	0.6	Seller
\$150,000 - 174,999	4	4	8	7	12	6	5	0.8	0.7	Seller
\$175,000 - 199,999	4	12	6	5	10	4	7	0.6	0.5	Seller
\$200,000 - 224,999	2	9	15	8	8	14	13	0.2	0.3	Seller
\$225,000 - 249,999	5	9	5	4	6	7	9	0.6	0.7	Seller
\$250,000 - 274,999	3	8	5	3	4	7	7	0.4	0.6	Seller
\$275,000 - 299,999	2	7	5	4	9	9	3	0.7	0.4	Seller
\$300,000 - 349,999	2	21	7	11	17	7	11	0.2	0.4	Seller
\$350,000 - 399,999	4	12	14	12	14	9	11	0.4	0.3	Seller
\$400,000 - 499,999	15	32	29	27	27	20	18	0.8	1.0	Seller
\$500,000 - 599,999	13	26	20	16	30	17	18	0.7	1.0	Seller
\$600,000 - 699,999	10	16	9	14	11	8	6	1.7	1.4	Seller
\$700,000 - 799,999	10	12	12	8	10	9	12	0.8	1.1	Seller
\$800,000 - 899,999	4	10	4	7	6	6	8	0.5	1.6	Seller
\$900,000 - 999,999	8	6	0	1	3	1	1	8.0	7.0	Slightly Buyer
\$1,000,000 - and over	44	5	14	11	7	8	12	3.7	5.6	Balanced
TOTAL	133	210	158	150	179	140	151	0.9	1.1	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

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.

THE HOUSING REPORT

TUCSON NORTH | JANUARY 2021



MARKET SHARE TUCSON NORTH

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.

LONG REALTY COMPANY

40.8%

Tierra Antigua Realty

12.6%

Realty Executives Arizona Territory

6.1%

Keller Williams Southern Arizona

5.8%

Coldwell Banker Residential Brokerage

5.7%

Russ Lyon Sotheby's International Realty

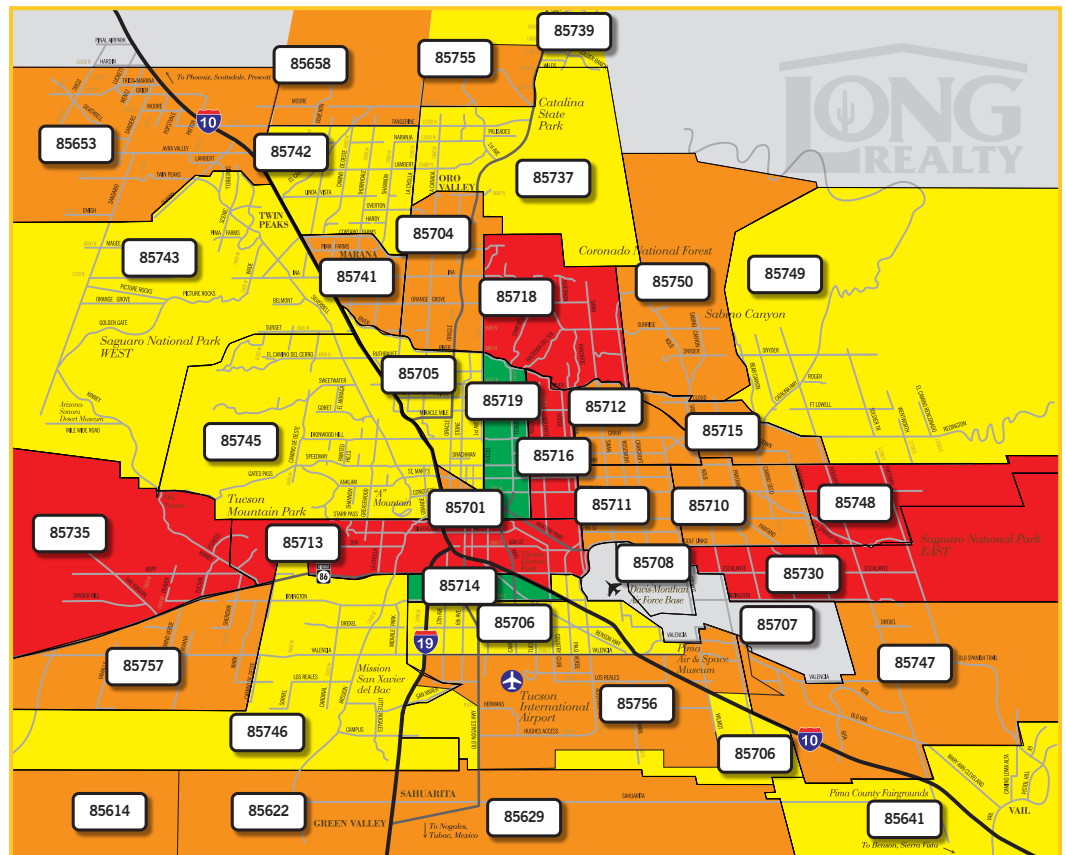
5.0%

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.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

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.