

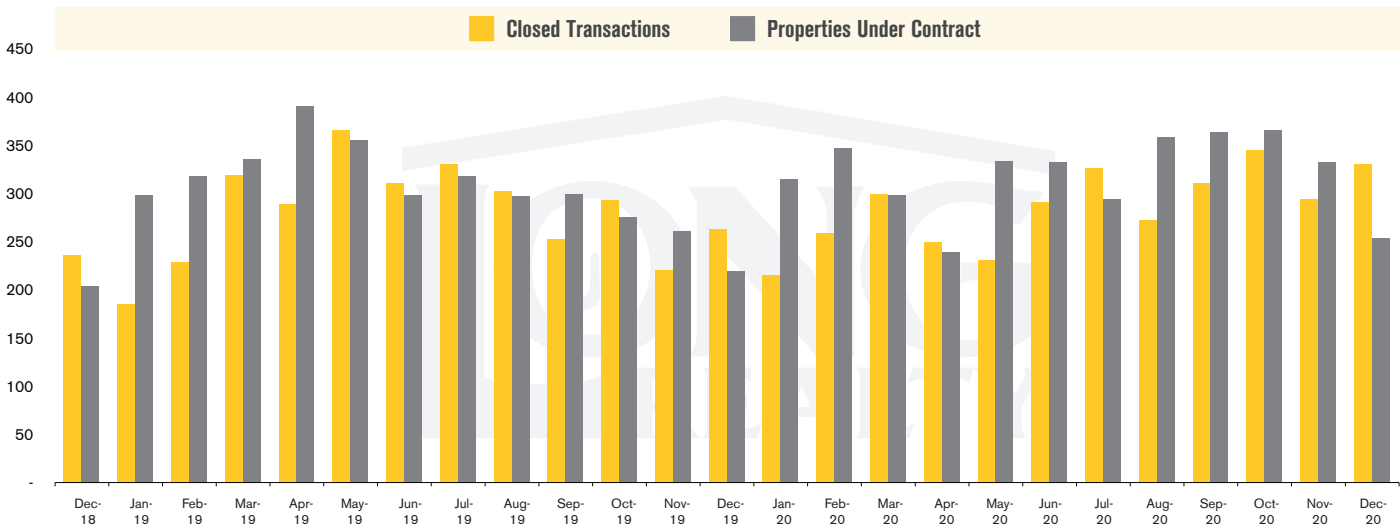
THE HOUSING REPORT

TUCSON NORTHWEST | JANUARY 2021

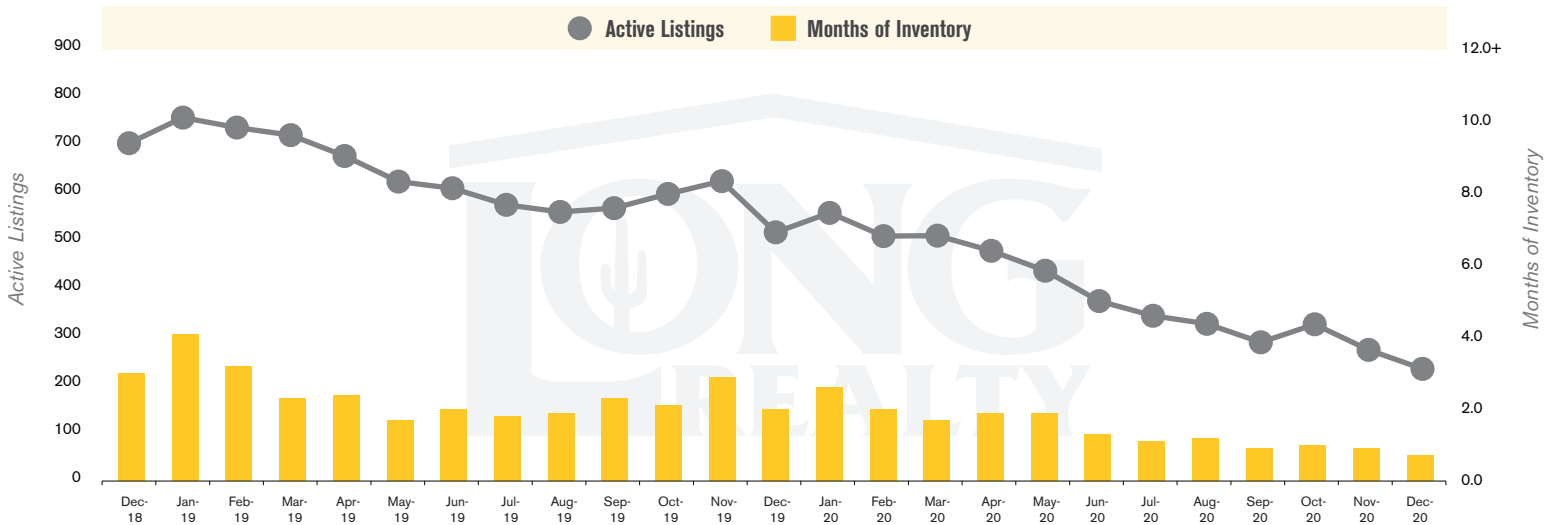


In the Tucson Northwest area, December 2020 active inventory was 238, a 55% decrease from December 2019. There were 333 closings in December 2020, a 26% increase from December 2019. Year-to-date 2020 there were 3,450 closings, a 2% increase from year-to-date 2019. Months of Inventory was .7, down from 2.0 in December 2019. Median price of sold homes was \$321,500 for the month of December 2020, up 9% from December 2019. The Tucson Northwest area had 256 new properties under contract in December 2020, up 16% from December 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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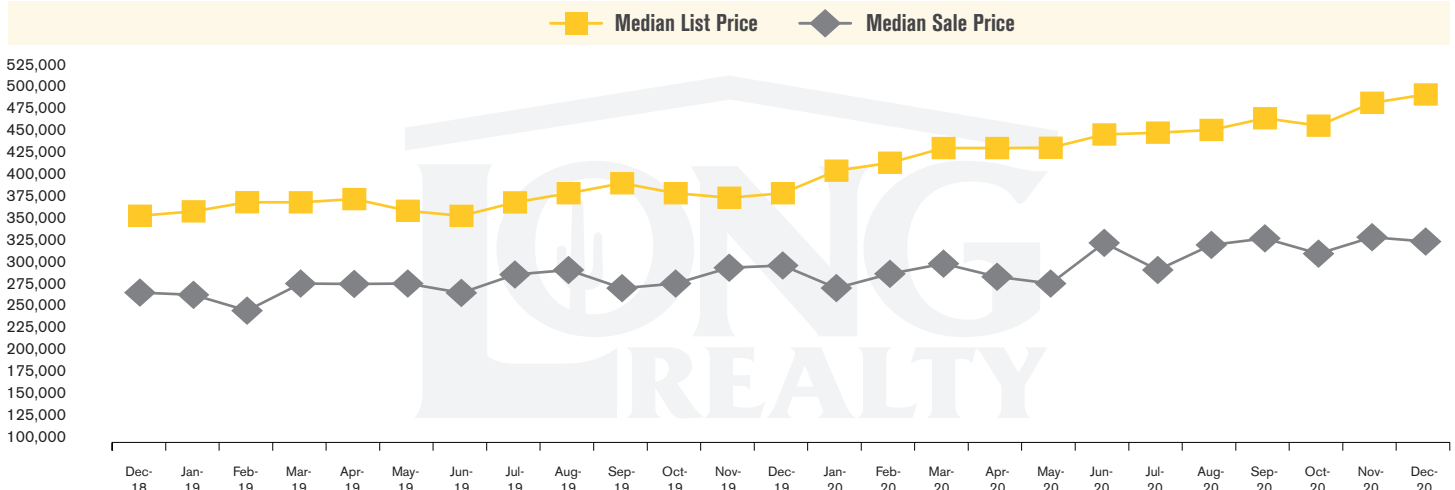
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON NORTHWEST

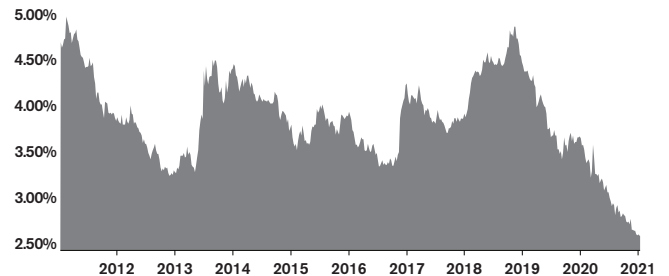


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

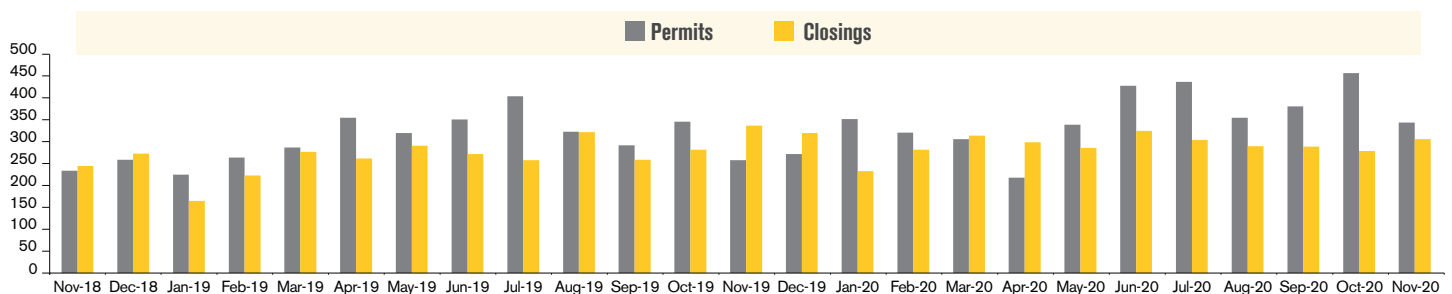
Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2019	\$295,000	3.720%	\$1,293.12
2020	\$321,500	2.680%	\$1,235.58

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 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 NORTHWEST

	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	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	1	1	1	1	0	n/a	0.5	Seller
\$75,000 - 99,999	1	4	0	0	1	0	2	0.5	0.7	Seller
\$100,000 - 124,999	2	4	1	2	0	2	2	1.0	1.5	Seller
\$125,000 - 149,999	2	6	0	8	2	4	4	0.5	0.5	Seller
\$150,000 - 174,999	1	5	5	1	8	3	4	0.3	0.3	Seller
\$175,000 - 199,999	4	13	8	6	9	11	13	0.3	0.4	Seller
\$200,000 - 224,999	0	31	23	21	23	16	11	0.0	0.2	Seller
\$225,000 - 249,999	6	50	40	33	51	37	37	0.2	0.2	Seller
\$250,000 - 274,999	11	35	28	44	41	29	36	0.3	0.5	Seller
\$275,000 - 299,999	8	27	15	18	28	21	41	0.2	0.6	Seller
\$300,000 - 349,999	26	31	38	49	47	34	44	0.6	0.6	Seller
\$350,000 - 399,999	29	33	30	41	35	34	33	0.9	0.8	Seller
\$400,000 - 499,999	42	45	37	36	48	63	53	0.8	1.0	Seller
\$500,000 - 599,999	28	11	17	18	18	13	18	1.6	1.8	Seller
\$600,000 - 699,999	11	11	8	13	13	14	10	1.1	1.4	Seller
\$700,000 - 799,999	14	6	10	7	6	7	5	2.8	2.3	Seller
\$800,000 - 899,999	9	4	4	7	7	3	5	1.8	2.1	Seller
\$900,000 - 999,999	9	2	1	2	3	0	4	2.3	3.6	Seller
\$1,000,000 - and over	35	10	8	5	7	4	11	3.2	5.3	Balanced
TOTAL	238	329	274	313	348	296	333	0.7	0.9	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 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 NORTHWEST

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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29.0%

Tierra Antigua Realty

12.6%

Coldwell Banker Residential Brokerage

7.7%

Keller Williams Southern Arizona

6.4%

Realty Executives Arizona Territory

6.2%

Exp Realty

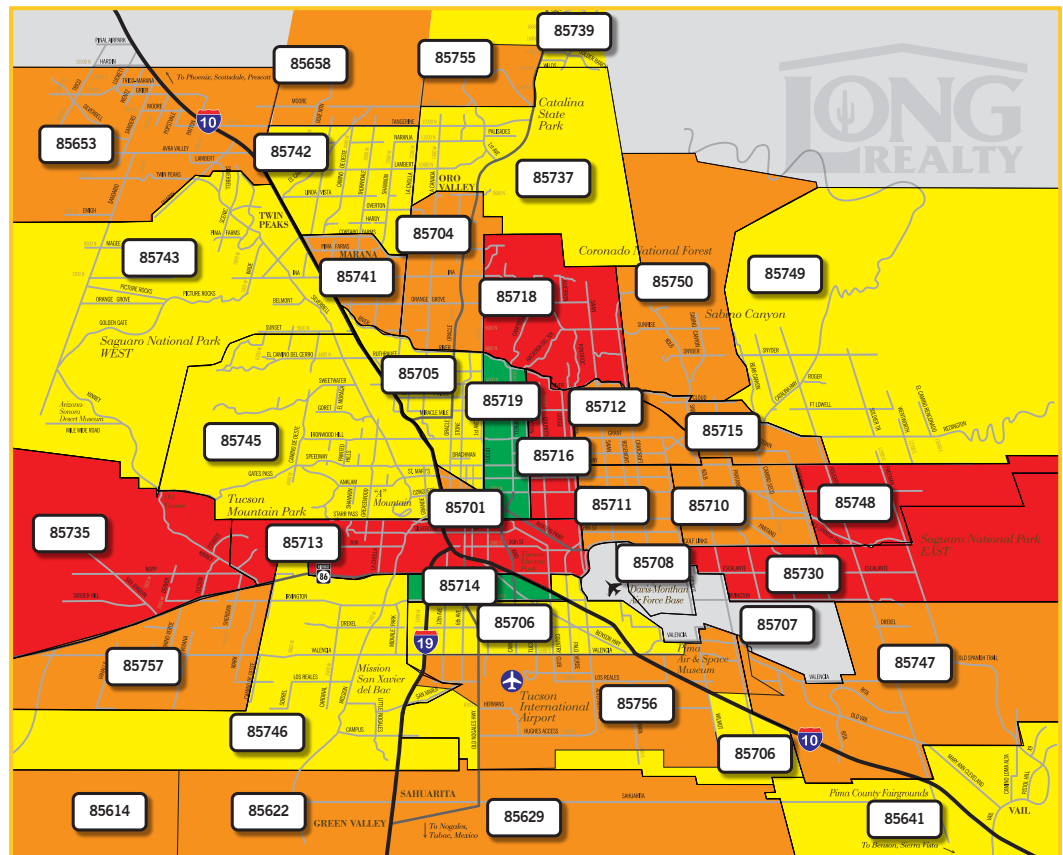
3.8%

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.