

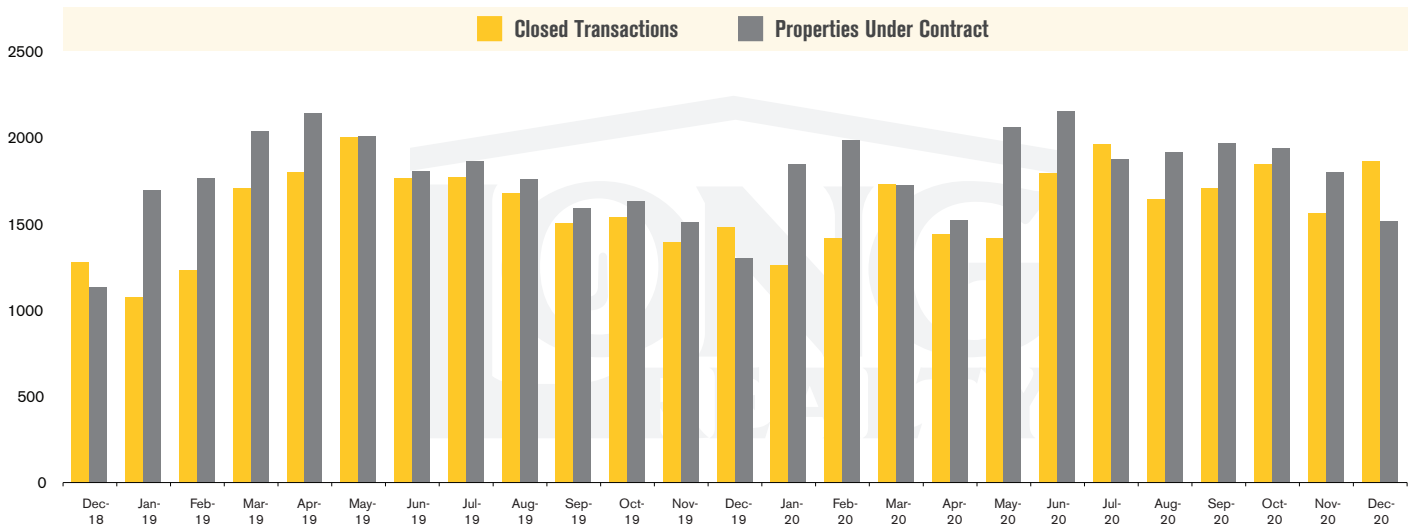
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JANUARY 2021

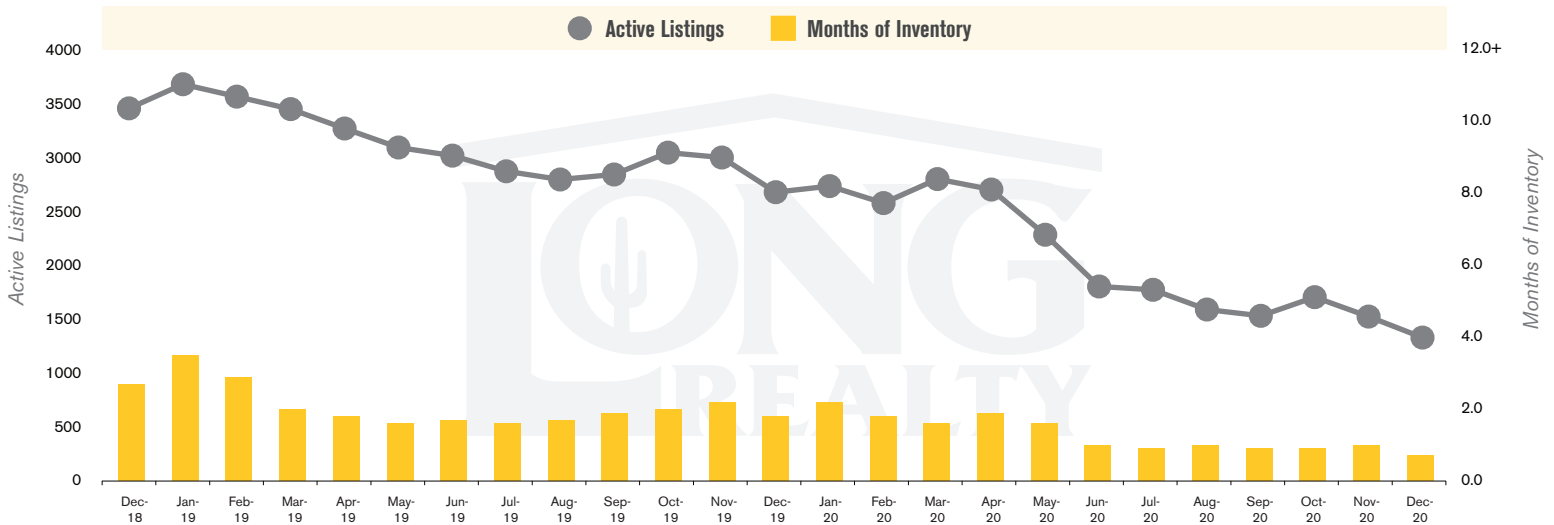


In the Tucson Main Market area, December 2020 active inventory was 1,351, a 50% decrease from December 2019. There were 1,867 closings in December 2020, a 26% increase from December 2019. Year-to-date 2020 there were 19,686 closings, a 4% increase from year-to-date 2019. Months of Inventory was .7, down from 1.8 in December 2019. Median price of sold homes was \$276,874 for the month of December 2020, up 15% from December 2019. The Tucson Main Market area had 1,519 new properties under contract in December 2020, up 17% from December 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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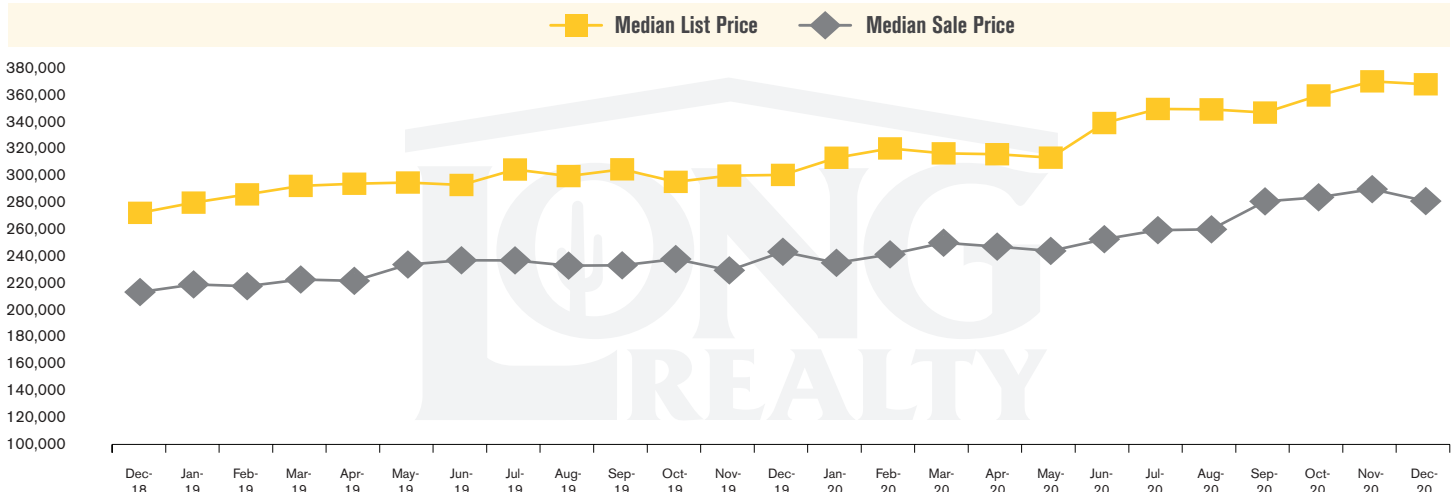
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE GREATER TUCSON MAIN MARKET

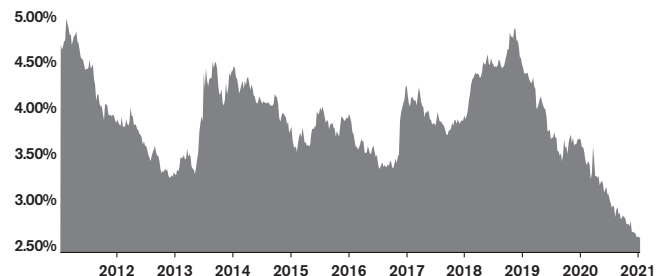


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

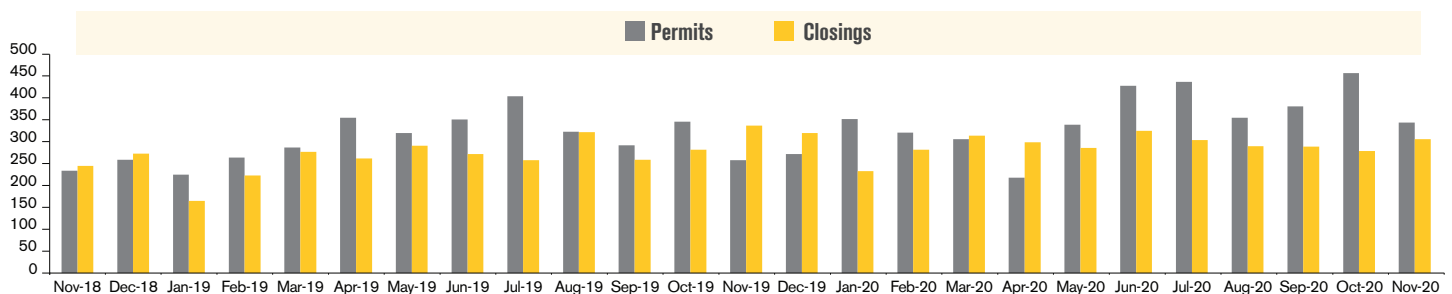
Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2019	\$239,911	3.720%	\$1,051.64
2020	\$276,874	2.680%	\$1,064.07

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 November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 2019.

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# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JANUARY 2021



## 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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20			
\$1 - 49,999	7	14	5	2	3	4	7	1.0	1.4	Seller
\$50,000 - 74,999	20	24	22	12	14	10	16	1.3	1.6	Seller
\$75,000 - 99,999	30	53	36	32	33	29	47	0.6	1.0	Seller
\$100,000 - 124,999	25	33	31	33	34	31	39	0.6	0.8	Seller
\$125,000 - 149,999	59	78	78	81	59	52	82	0.7	0.9	Seller
\$150,000 - 174,999	47	130	101	113	114	68	92	0.5	0.6	Seller
\$175,000 - 199,999	73	193	134	157	151	120	152	0.5	0.5	Seller
\$200,000 - 224,999	63	204	181	165	191	156	175	0.4	0.4	Seller
\$225,000 - 249,999	85	236	224	196	222	206	226	0.4	0.5	Seller
\$250,000 - 274,999	70	189	146	170	194	158	199	0.4	0.6	Seller
\$275,000 - 299,999	90	161	128	129	147	121	153	0.6	0.8	Seller
\$300,000 - 349,999	156	200	157	186	197	168	192	0.8	0.8	Seller
\$350,000 - 399,999	110	115	112	135	133	107	151	0.7	0.8	Seller
\$400,000 - 499,999	136	154	128	129	151	170	156	0.9	1.1	Seller
\$500,000 - 599,999	88	70	67	63	87	65	66	1.3	1.4	Seller
\$600,000 - 699,999	65	40	27	41	44	35	39	1.7	1.9	Seller
\$700,000 - 799,999	53	25	31	22	33	29	25	2.1	1.9	Seller
\$800,000 - 899,999	36	17	10	20	21	17	16	2.3	2.4	Seller
\$900,000 - 999,999	24	12	1	6	6	3	8	3.0	5.6	Balanced
\$1,000,000 - and over	114	17	27	19	17	18	26	4.4	6.1	Balanced
<b>TOTAL</b>	<b>1,351</b>	<b>1,965</b>	<b>1,646</b>	<b>1,711</b>	<b>1,851</b>	<b>1,567</b>	<b>1,867</b>	<b>0.7</b>	<b>0.9</b>	<b>Seller</b>



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.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JANUARY 2021



## MARKET SHARE

GREATER TUCSON MAIN MARKET

**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**

**25.7%**

Tierra Antigua Realty

14.0%

Realty Executives Arizona Territory

9.4%

Keller Williams Southern Arizona

7.5%

Coldwell Banker Residential Brokerage

6.7%

Exp Realty

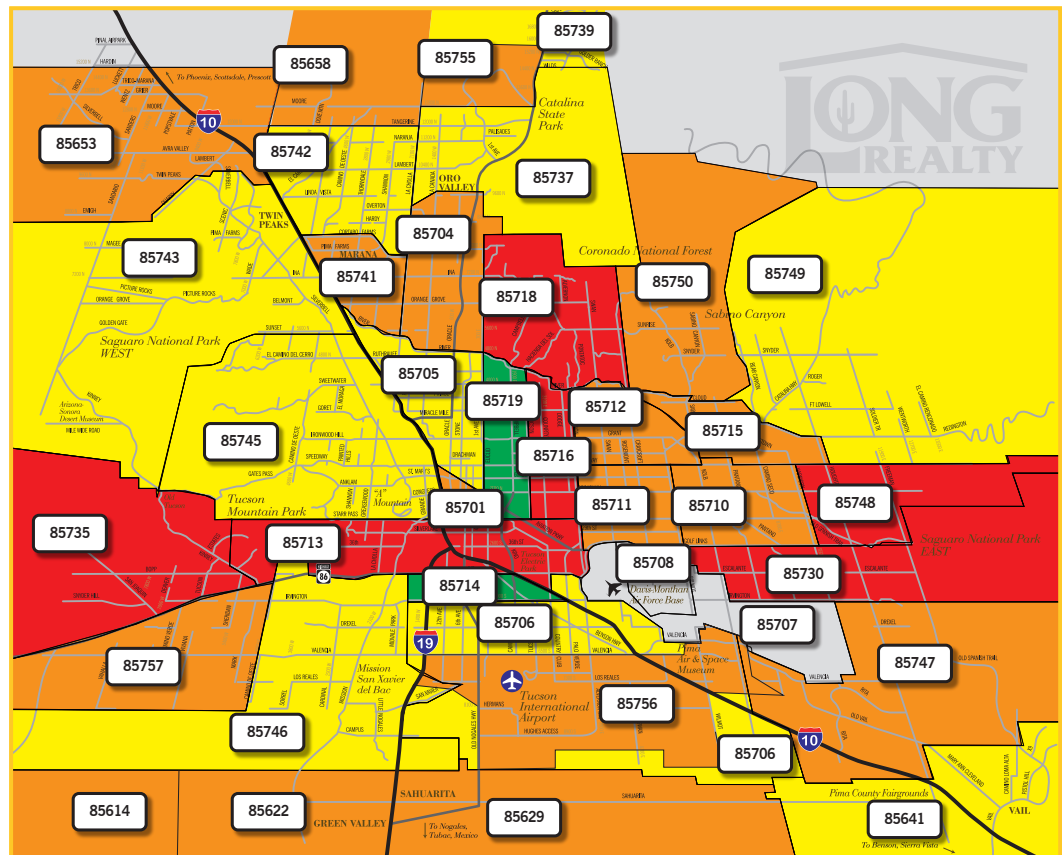
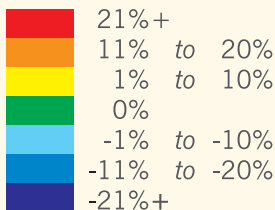
3.7%

## 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.