

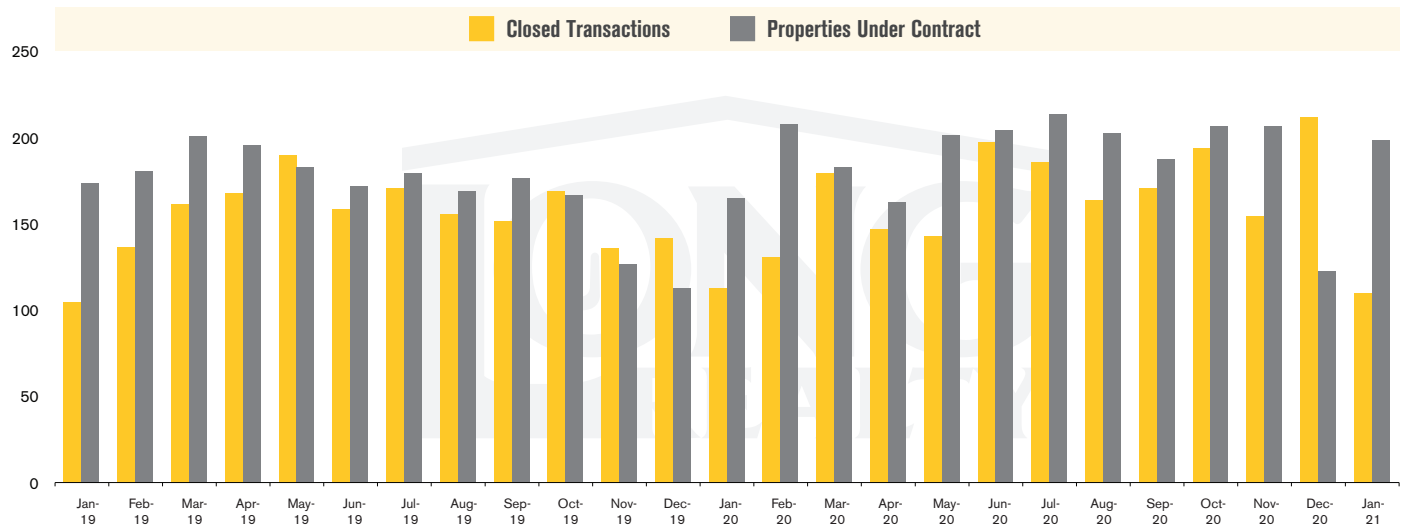
# THE HOUSING REPORT

TUCSON EAST | FEBRUARY 2021

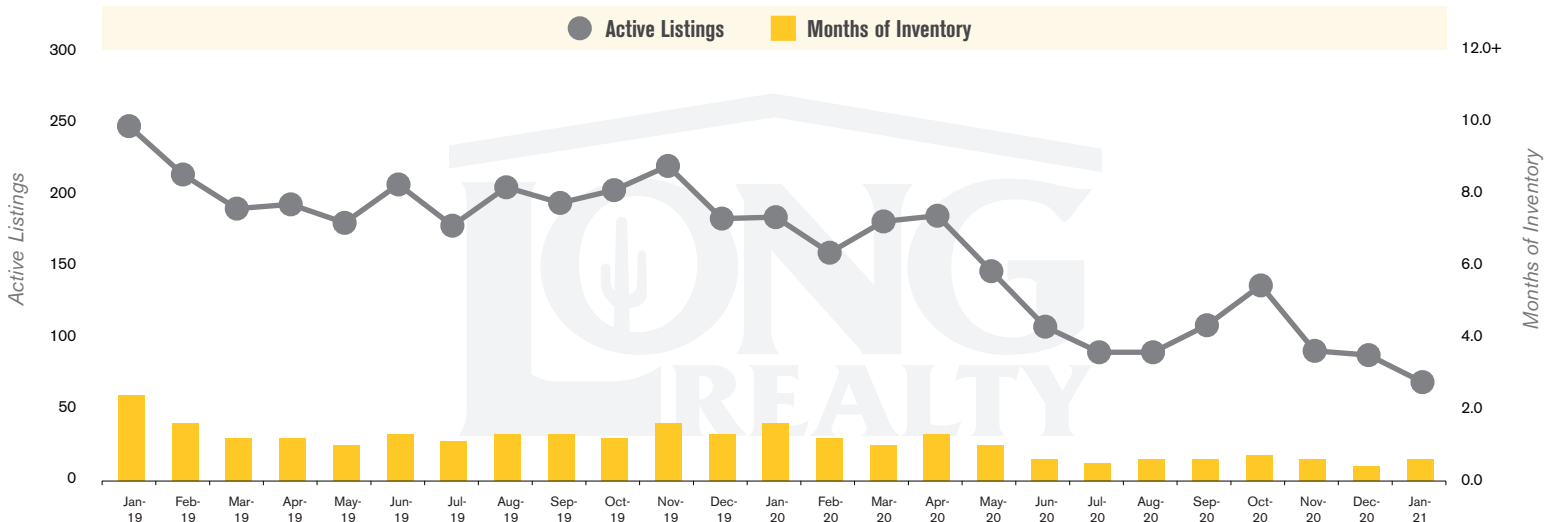


In the Tucson East area, January 2021 active inventory was 70, a 62% decrease from January 2020. There were 110 closings in January 2021, a 3% decrease from January 2020. Months of Inventory was 0.6, down from 1.6 in January 2020. Median price of sold homes was \$240,250 for the month of January 2021, up 23% from January 2020. The Tucson East area had 199 new properties under contract in January 2021, up 21% from January 2020.

## 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 02/05/2021 is believed to be reliable, but not guaranteed.

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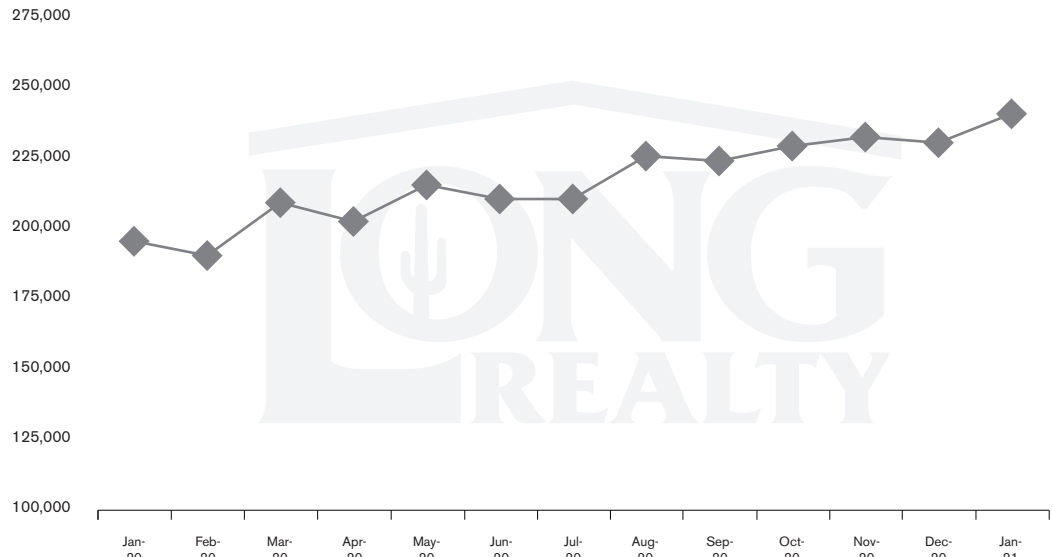
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## MEDIAN SOLD PRICE TUCSON EAST

On average, homes sold this % of original list price.

| Jan 2020 | Jan 2021 |
|----------|----------|
| 97.3%    | 99.1%    |

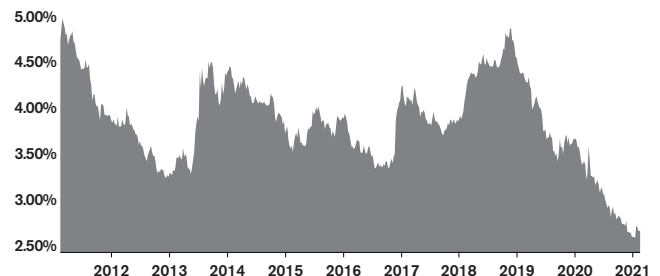


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON EAST

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$218,250    | 6.140%    | \$1,261.82  |
| 2020 | \$195,000    | 3.620%    | \$844.31    |
| 2021 | \$240,250    | 2.740%    | \$930.55    |

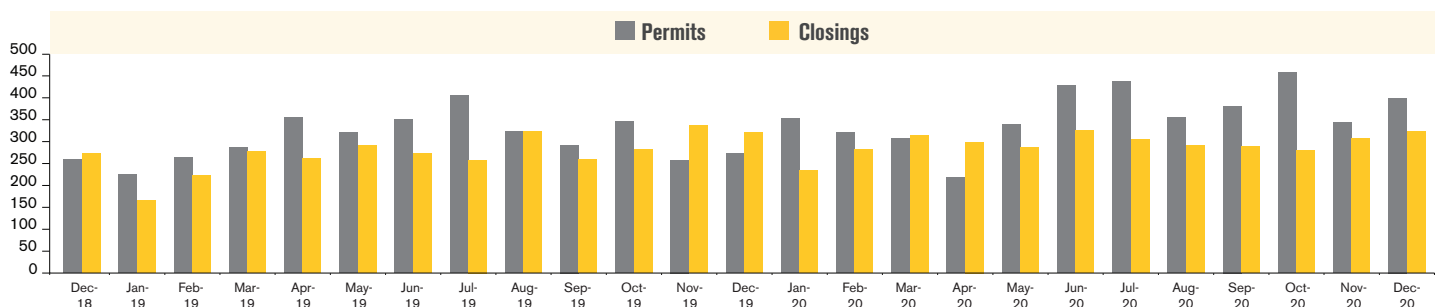
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For December 2020, new home permits were **up 47%** and new home closings were **up 1%** from December 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 |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
|                        |                 | Aug-20                     | Sep-20     | Oct-20     | Nov-20     | Dec-20     | Jan-21     |                             |  |                   |
| \$1 - 49,999           | 1               | 0                          | 1          | 0          | 0          | 1          | 2          | 0.5                         | 2.0                                    | Seller            |
| \$50,000 - 74,999      | 0               | 1                          | 0          | 1          | 0          | 1          | 0          | n/a                         | 1.0                                    | Seller            |
| \$75,000 - 99,999      | 0               | 5                          | 2          | 2          | 2          | 5          | 3          | 0.0                         | 0.8                                    | Seller            |
| \$100,000 - 124,999    | 1               | 0                          | 9          | 13         | 3          | 5          | 2          | 0.5                         | 0.8                                    | Seller            |
| \$125,000 - 149,999    | 1               | 8                          | 6          | 5          | 6          | 15         | 1          | 1.0                         | 0.2                                    | Seller            |
| \$150,000 - 174,999    | 3               | 15                         | 18         | 16         | 7          | 16         | 6          | 0.5                         | 0.3                                    | Seller            |
| \$175,000 - 199,999    | 7               | 26                         | 27         | 19         | 18         | 21         | 11         | 0.6                         | 0.5                                    | Seller            |
| \$200,000 - 224,999    | 6               | 24                         | 23         | 34         | 30         | 28         | 24         | 0.3                         | 0.2                                    | Seller            |
| \$225,000 - 249,999    | 7               | 34                         | 39         | 39         | 31         | 40         | 16         | 0.4                         | 0.4                                    | Seller            |
| \$250,000 - 274,999    | 14              | 22                         | 22         | 23         | 19         | 31         | 18         | 0.8                         | 0.7                                    | Seller            |
| \$275,000 - 299,999    | 11              | 14                         | 11         | 16         | 13         | 18         | 7          | 1.6                         | 0.9                                    | Seller            |
| \$300,000 - 349,999    | 6               | 7                          | 7          | 15         | 10         | 13         | 8          | 0.8                         | 0.4                                    | Seller            |
| \$350,000 - 399,999    | 3               | 3                          | 2          | 4          | 5          | 10         | 7          | 0.4                         | 0.6                                    | Seller            |
| \$400,000 - 499,999    | 0               | 2                          | 1          | 3          | 6          | 3          | 2          | 0.0                         | 0.1                                    | Seller            |
| \$500,000 - 599,999    | 2               | 1                          | 2          | 3          | 2          | 3          | 1          | 2.0                         | 0.7                                    | Seller            |
| \$600,000 - 699,999    | 0               | 0                          | 0          | 0          | 1          | 1          | 1          | 0.0                         | 0.3                                    | Seller            |
| \$700,000 - 799,999    | 2               | 0                          | 0          | 0          | 1          | 0          | 0          | n/a                         | 9.0                                    | Buyer             |
| \$800,000 - 899,999    | 0               | 0                          | 0          | 1          | 1          | 0          | 0          | n/a                         | 6.0                                    | Balanced          |
| \$900,000 - 999,999    | 2               | 0                          | 0          | 0          | 0          | 0          | 1          | 2.0                         | 4.0                                    | Seller            |
| \$1,000,000 - and over | 4               | 2                          | 1          | 0          | 0          | 1          | 0          | n/a                         | 10.0                                   | Buyer             |
| <b>TOTAL</b>           | <b>70</b>       | <b>164</b>                 | <b>171</b> | <b>194</b> | <b>155</b> | <b>212</b> | <b>110</b> | <b>0.6</b>                  | <b>0.5</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 02/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2020-01/31/2021. 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 02/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2020 – 01/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

17.3%

Tierra Antigua Realty

15.4%

Realty Executives Arizona Properties

13.7%

Keller Williams Southern Arizona

9.2%

Exp Realty

5.9%

Coldwell Banker Residential Brokerage

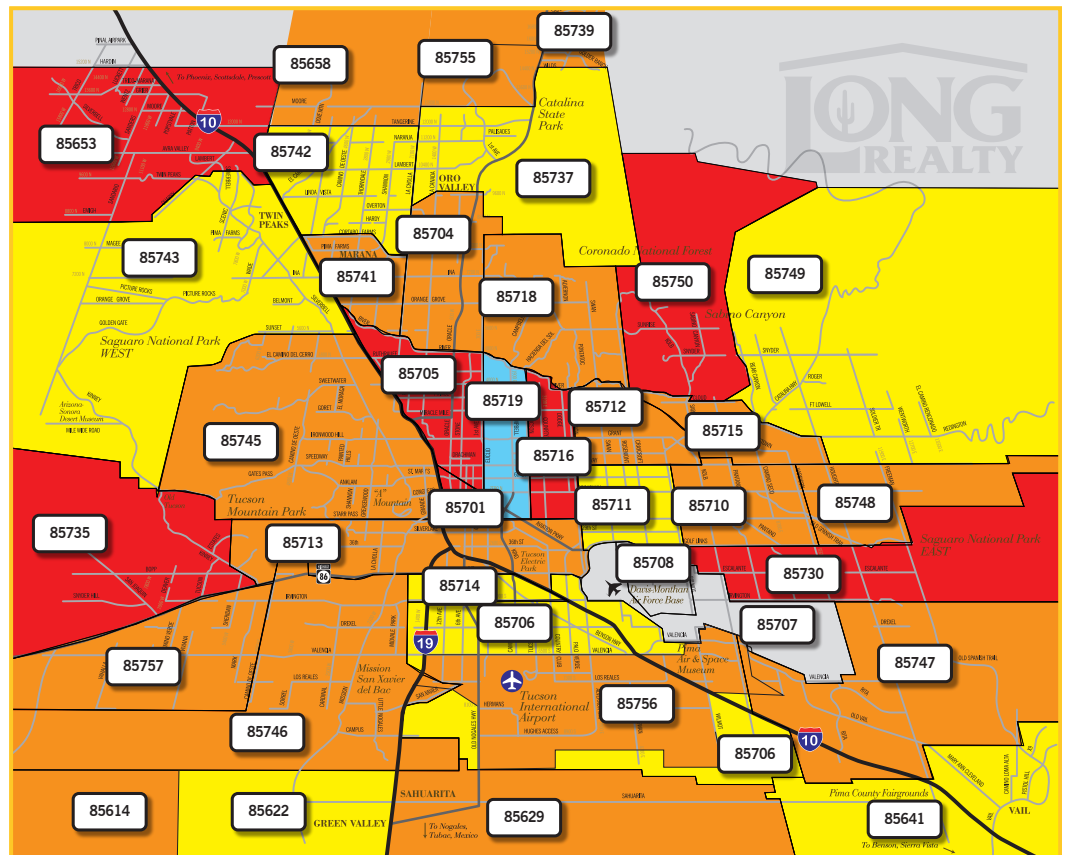
5.0%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2019-JAN 2020 TO  
NOV 2020-JAN 2021

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 November 2019-January 2020 to November 2020-January 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2021. Information is believed to be reliable, but not guaranteed.*