

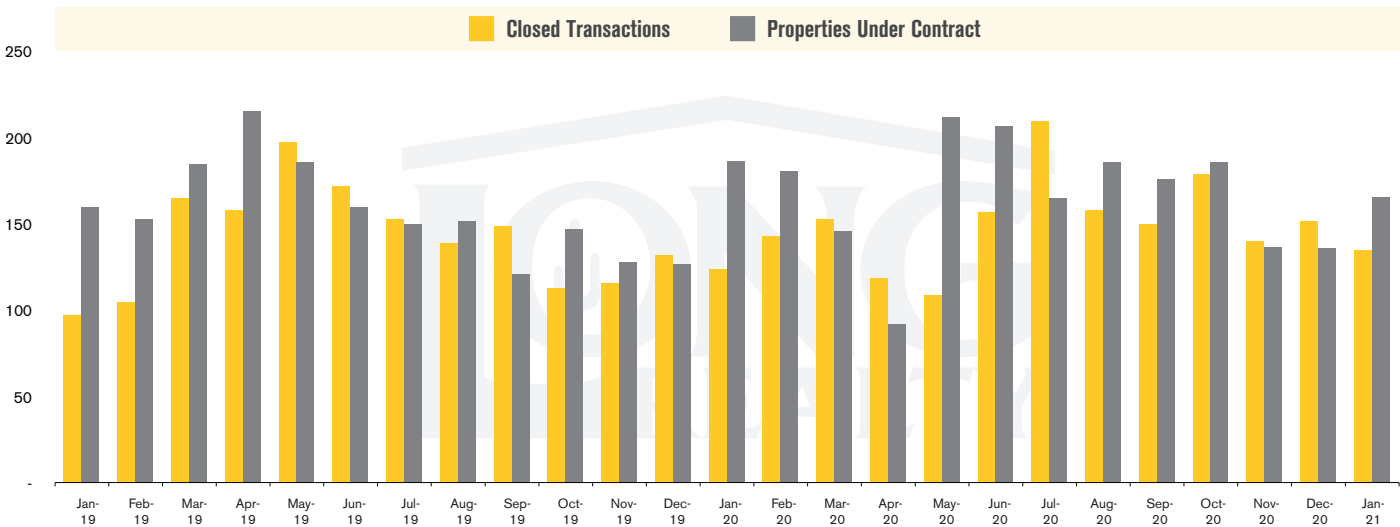
THE HOUSING REPORT

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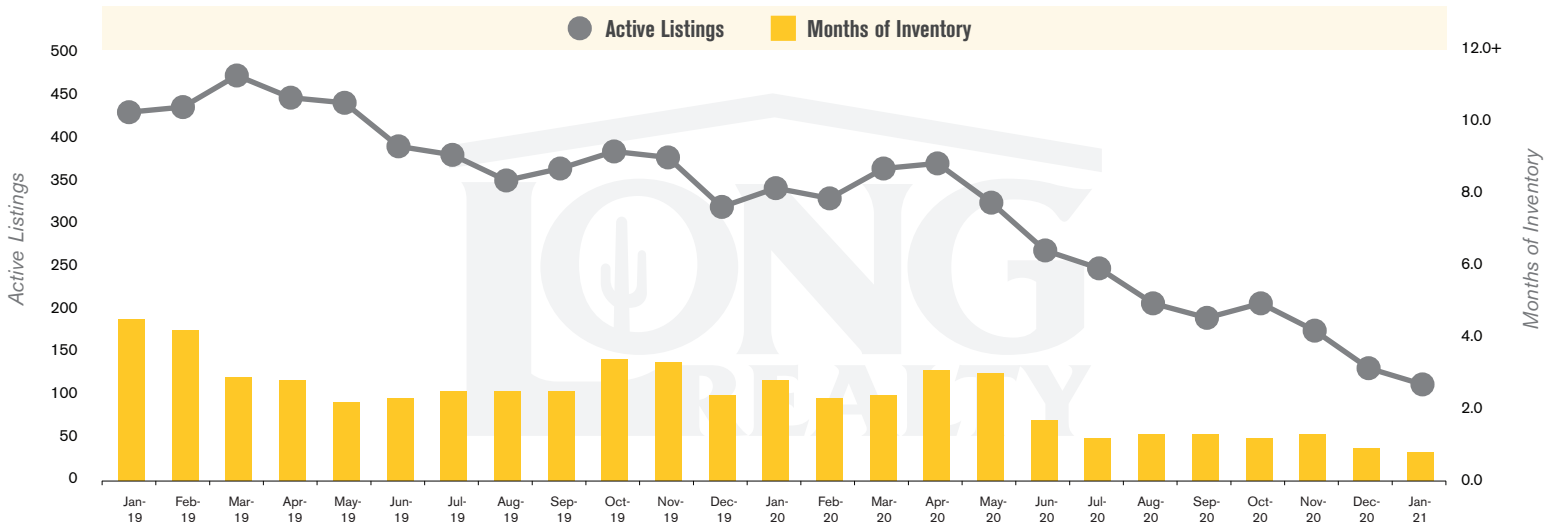


In the Tucson North area, January 2021 active inventory was 114, a 67% decrease from January 2020. There were 135 closings in January 2021, a 9% increase from January 2020. Months of Inventory was 0.8, down from 2.8 in January 2020. Median price of sold homes was \$480,000 for the month of January 2021, up 35% from January 2020. The Tucson North area had 166 new properties under contract in January 2021, down 11% from January 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



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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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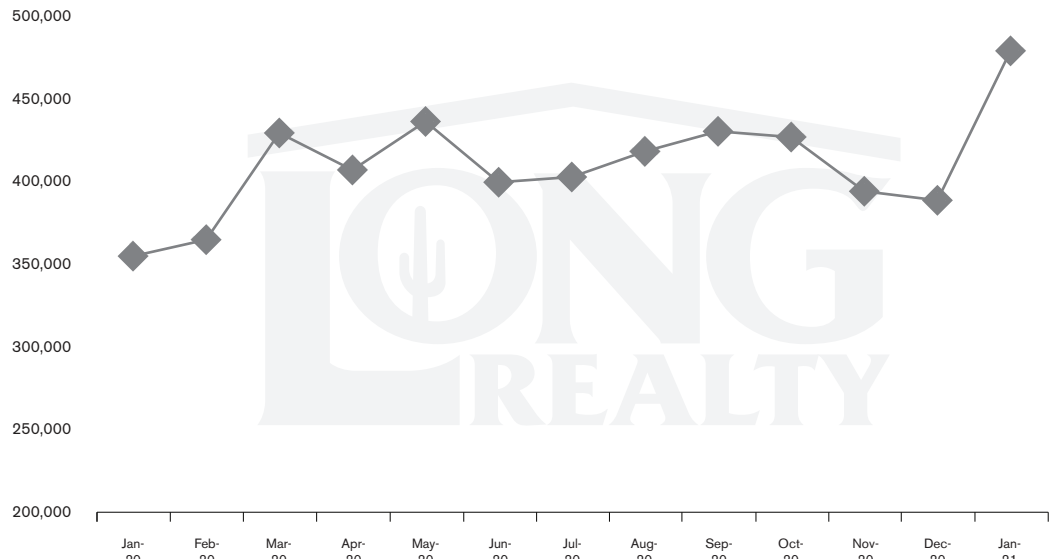
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MEDIAN SOLD PRICE TUCSON NORTH

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

Jan 2020	Jan 2021
96.0%	97.8%

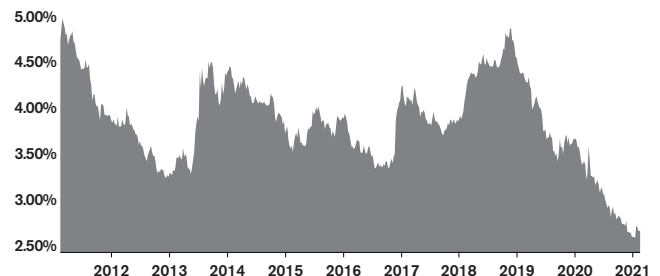


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$355,000	3.620%	\$1,537.08
2021	\$480,000	2.740%	\$1,859.17

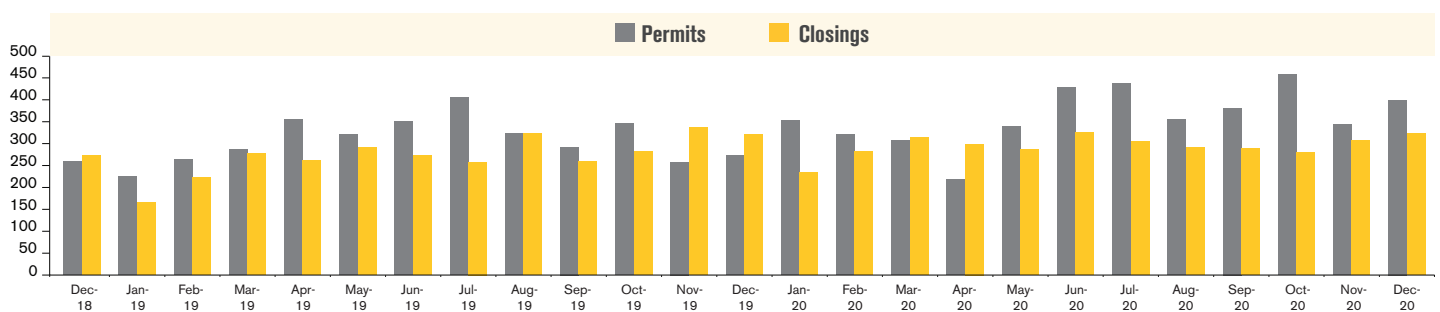
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTH

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	0	2	0	2	0	n/a	0.5	Seller
\$75,000 - 99,999	0	1	4	0	2	0	0	n/a	1.0	Seller
\$100,000 - 124,999	0	0	1	1	2	3	3	0.0	0.0	Seller
\$125,000 - 149,999	0	3	7	2	4	5	6	0.0	0.4	Seller
\$150,000 - 174,999	0	8	7	12	6	5	4	0.0	0.4	Seller
\$175,000 - 199,999	3	6	5	10	4	7	4	0.8	0.6	Seller
\$200,000 - 224,999	1	15	8	8	14	13	6	0.2	0.2	Seller
\$225,000 - 249,999	1	5	4	6	7	9	9	0.1	0.5	Seller
\$250,000 - 274,999	4	5	3	4	7	7	4	1.0	0.6	Seller
\$275,000 - 299,999	0	5	4	9	9	3	5	0.0	0.3	Seller
\$300,000 - 349,999	4	7	11	17	7	12	3	1.3	0.5	Seller
\$350,000 - 399,999	7	14	12	14	9	11	6	1.2	0.5	Seller
\$400,000 - 499,999	9	29	27	27	20	18	20	0.5	0.7	Seller
\$500,000 - 599,999	14	20	16	30	17	18	15	0.9	1.0	Seller
\$600,000 - 699,999	14	9	14	11	8	6	13	1.1	1.3	Seller
\$700,000 - 799,999	11	12	8	10	9	12	5	2.2	1.3	Seller
\$800,000 - 899,999	6	4	7	6	6	8	11	0.5	0.9	Seller
\$900,000 - 999,999	4	0	1	3	1	1	5	0.8	3.9	Seller
\$1,000,000 - and over	36	14	11	7	8	12	16	2.3	3.6	Seller
TOTAL	114	158	150	179	140	152	135	0.8	1.0	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 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 NORTH

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.

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40.3%

Tierra Antigua Realty

12.6%

Realty Executives Arizona Territory

6.1%

Keller Williams Southern Arizona

6.0%

Coldwell Banker Residential Brokerage

5.6%

Russ Lyon Sotheby's International Realty

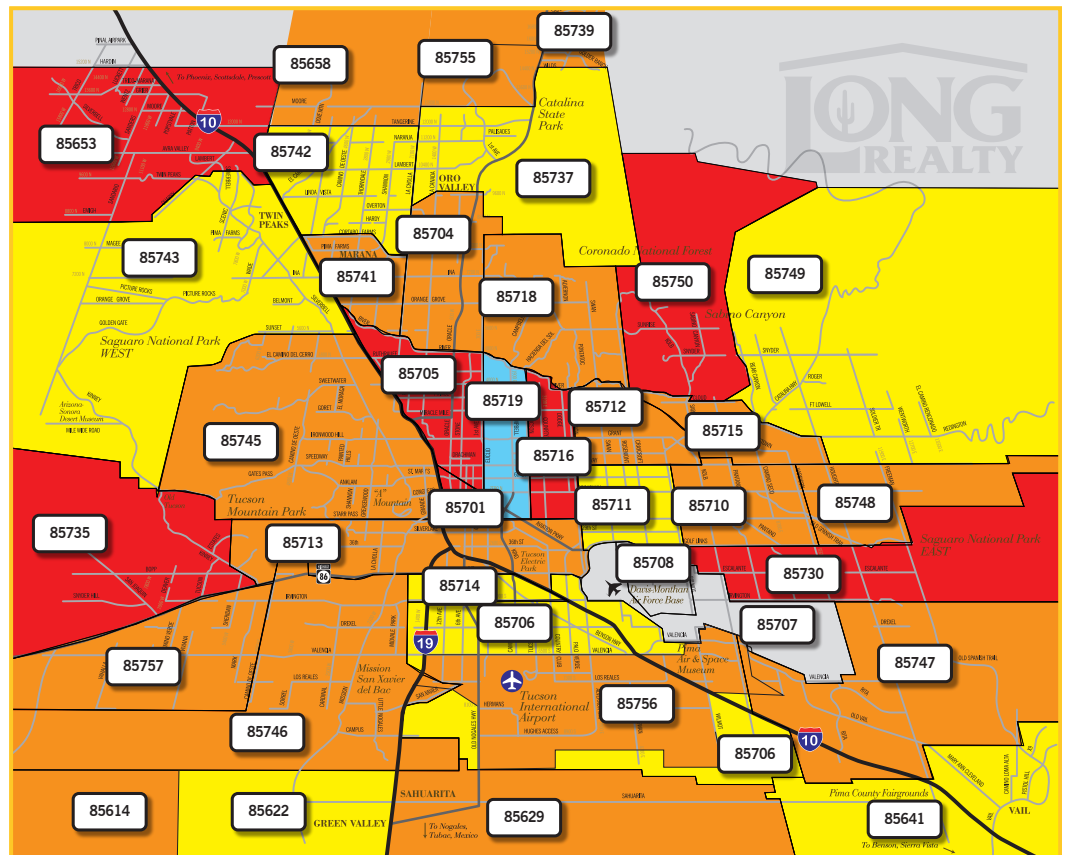
4.7%

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.