

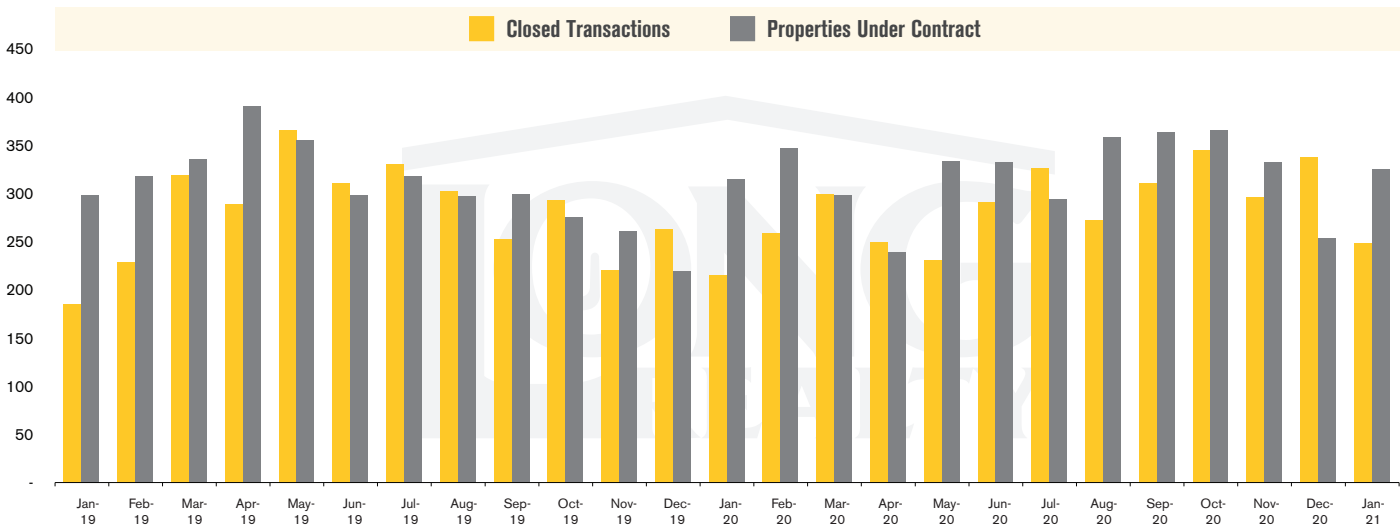
THE HOUSING REPORT

TUCSON NORTHWEST | FEBRUARY 2021

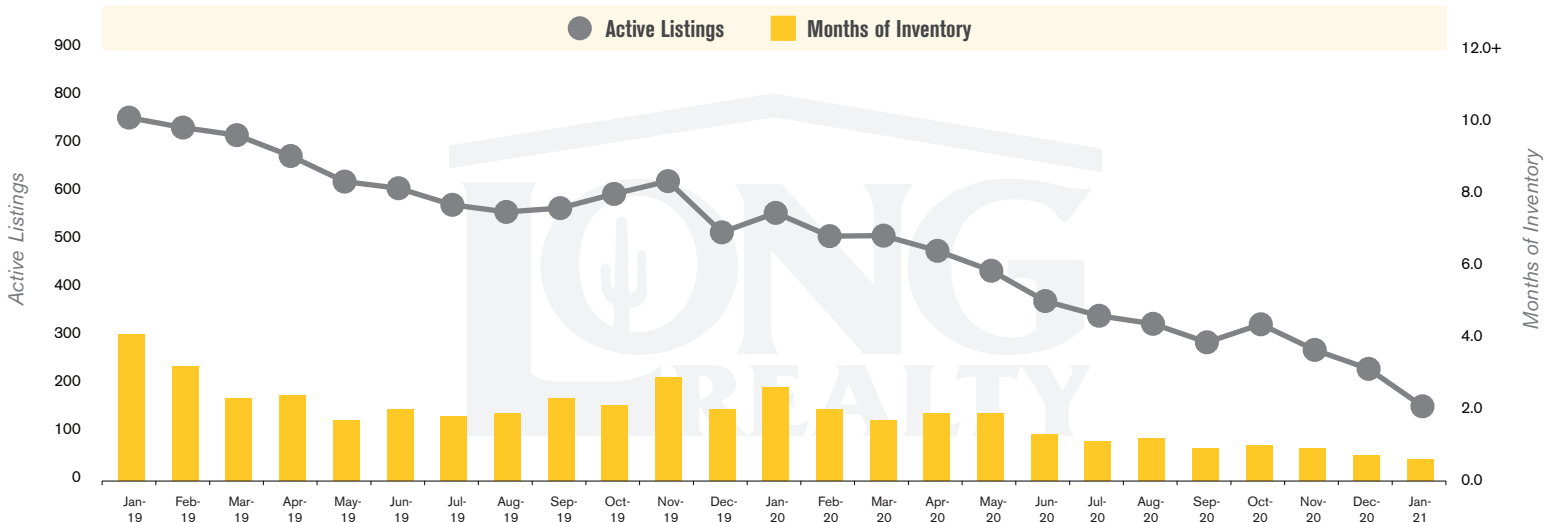


In the Tucson Northwest area, January 2021 active inventory was 159, a 72% decrease from January 2020. There were 250 closings in January 2021, a 15% increase from January 2020. Months of Inventory was 0.6, down from 2.6 in January 2020. Median price of sold homes was \$333,500 for the month of January 2021, up 24% from January 2020. The Tucson Northwest area had 328 new properties under contract in January 2021, up 3% from January 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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

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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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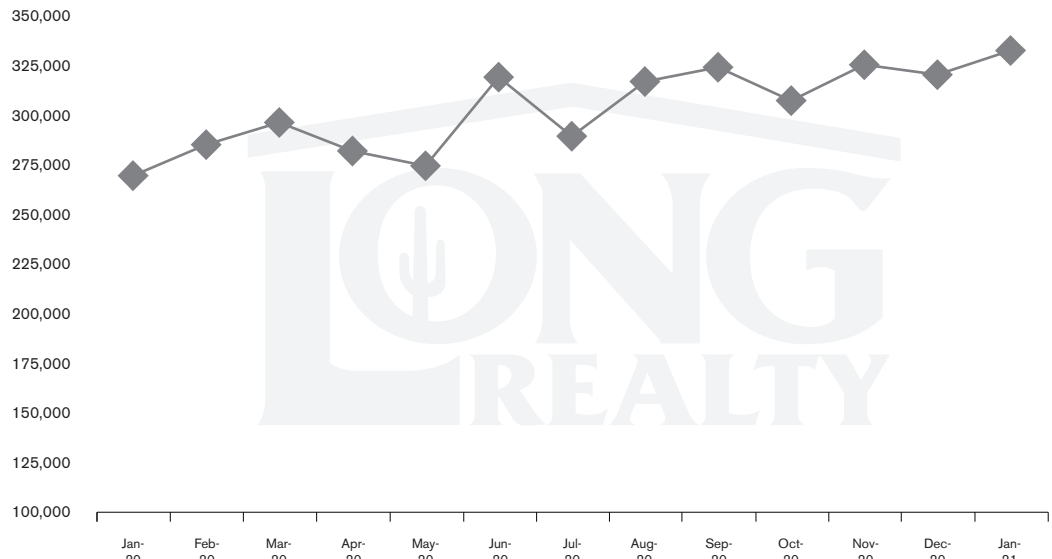


MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Jan 2020	Jan 2021
96.0%	97.8%

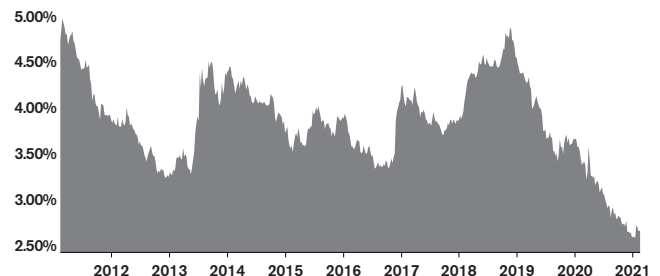


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$270,000	3.620%	\$1,169.05
2021	\$333,500	2.740%	\$1,291.73

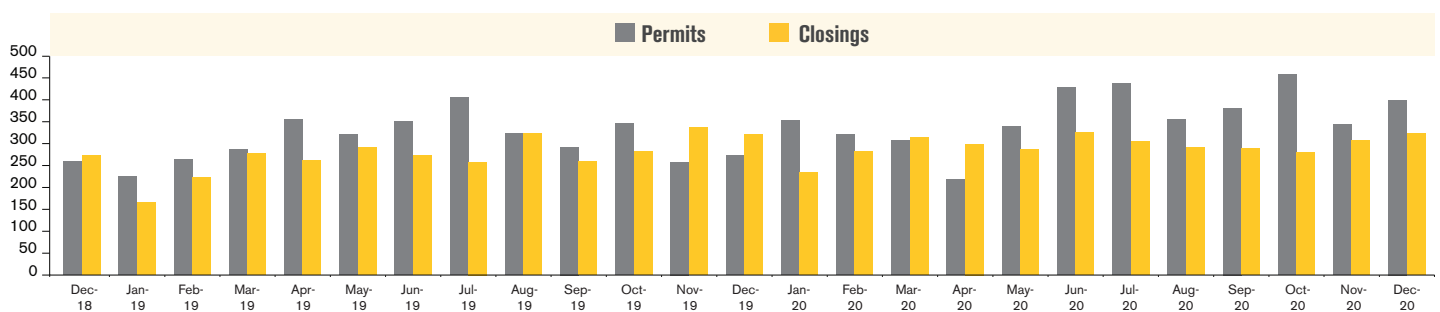
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST

	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	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	1	1	1	0	1	0.0	0.0	Seller
\$75,000 - 99,999	1	0	0	1	0	2	1	1.0	1.0	Seller
\$100,000 - 124,999	0	1	2	0	2	2	0	n/a	1.0	Seller
\$125,000 - 149,999	1	0	8	2	4	4	0	n/a	0.5	Seller
\$150,000 - 174,999	1	5	1	8	3	4	8	0.1	0.3	Seller
\$175,000 - 199,999	0	8	6	9	11	13	3	0.0	0.3	Seller
\$200,000 - 224,999	2	23	21	23	16	12	8	0.3	0.1	Seller
\$225,000 - 249,999	5	40	33	51	37	38	25	0.2	0.2	Seller
\$250,000 - 274,999	5	28	44	41	30	36	38	0.1	0.3	Seller
\$275,000 - 299,999	9	15	18	28	21	41	26	0.3	0.4	Seller
\$300,000 - 349,999	14	38	49	47	34	46	22	0.6	0.6	Seller
\$350,000 - 399,999	11	30	41	35	35	35	31	0.4	0.7	Seller
\$400,000 - 499,999	24	37	36	48	63	53	40	0.6	0.8	Seller
\$500,000 - 599,999	21	17	18	18	13	19	20	1.1	1.4	Seller
\$600,000 - 699,999	9	8	13	13	14	10	11	0.8	1.0	Seller
\$700,000 - 799,999	12	10	7	6	7	5	2	6.0	2.7	Seller
\$800,000 - 899,999	5	4	7	7	3	5	4	1.3	2.0	Seller
\$900,000 - 999,999	7	1	2	3	0	4	3	2.3	3.7	Seller
\$1,000,000 - and over	32	8	5	7	4	11	7	4.6	4.8	Slightly Seller
TOTAL	159	274	313	348	298	340	250	0.6	0.8	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 NORTHWEST

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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28.9%

Tierra Antigua Realty

12.6%

Coldwell Banker Residential Brokerage

7.4%

Keller Williams Southern Arizona

6.4%

Realty Executives Arizona Territory

6.3%

Exp Realty

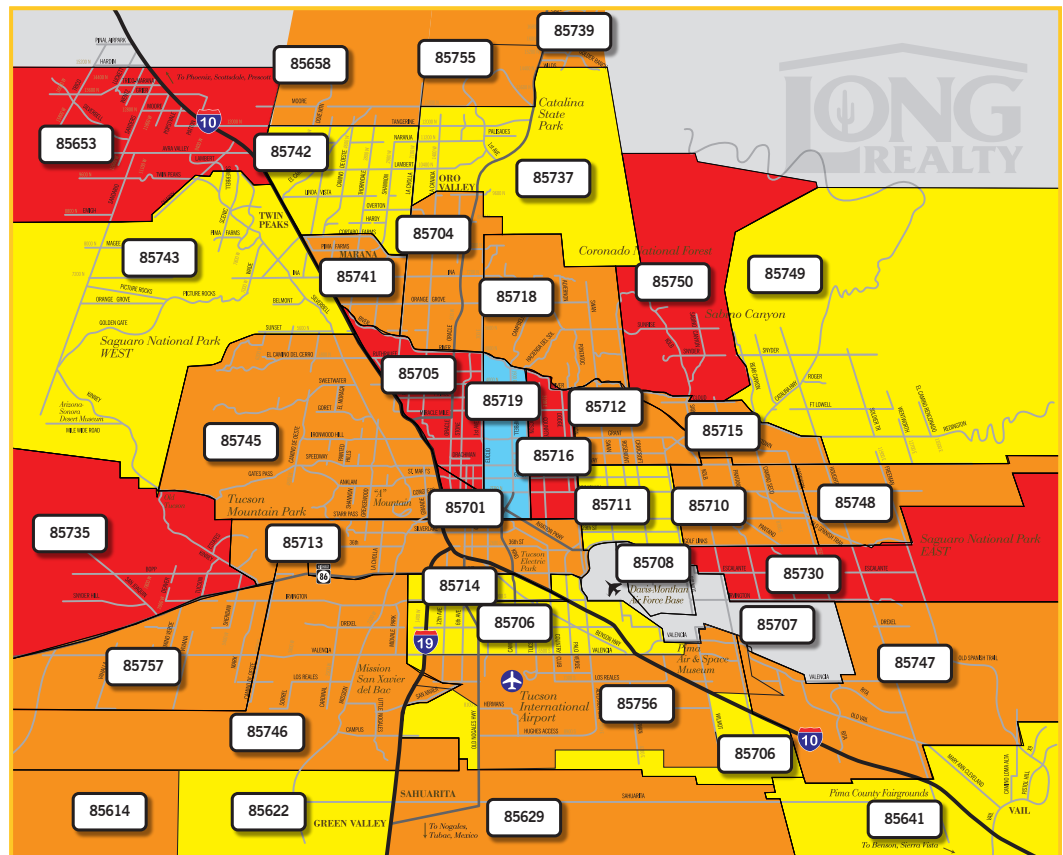
4.0%

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.