

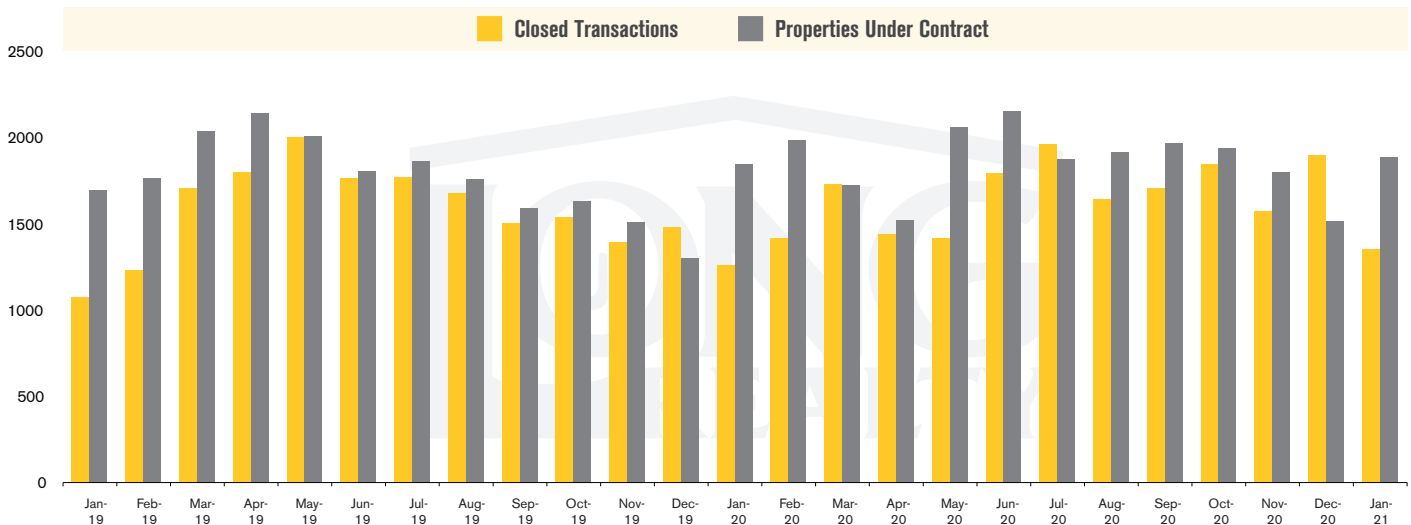
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | FEBRUARY 2021

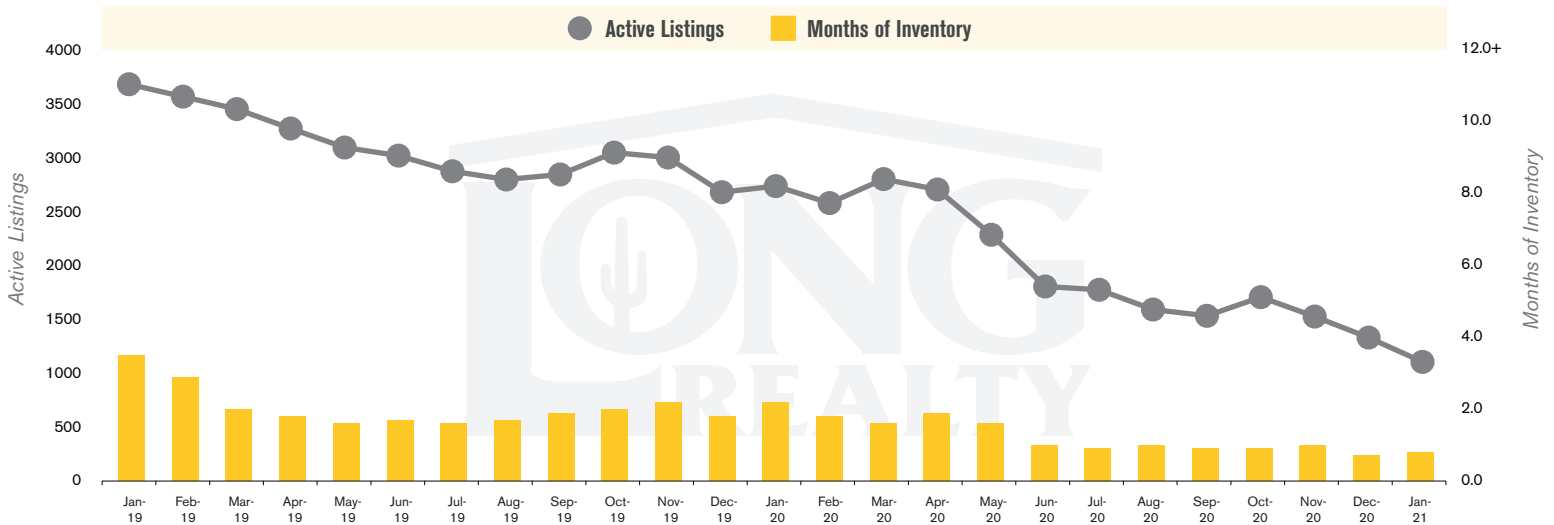


In the Tucson Main Market area, January 2021 active inventory was 1,123, a 59% decrease from January 2020. There were 1,358 closings in January 2021, an 8% increase from January 2020. Months of Inventory was 0.8, down from 2.2 in January 2020. Median price of sold homes was \$294,370 for the month of January 2021, up 27% from January 2020. The Tucson Main Market area had 1,888 new properties under contract in January 2021, up 2% from January 2020.

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

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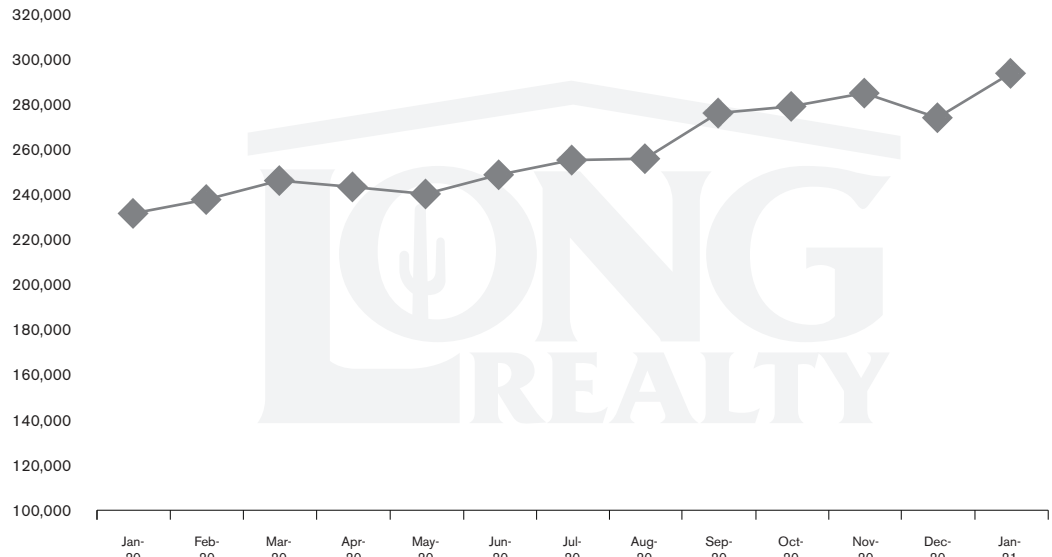


MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Jan 2020	Jan 2021
96.1%	98.3%

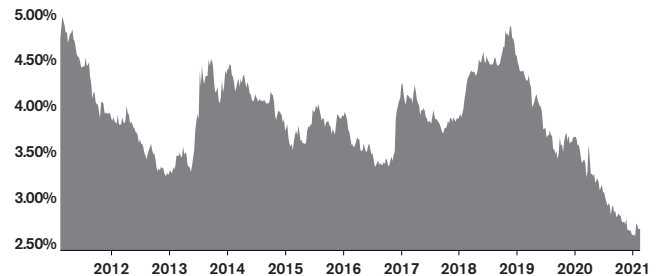


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$231,847	3.620%	\$1,003.85
2021	\$294,370	2.740%	\$1,140.17

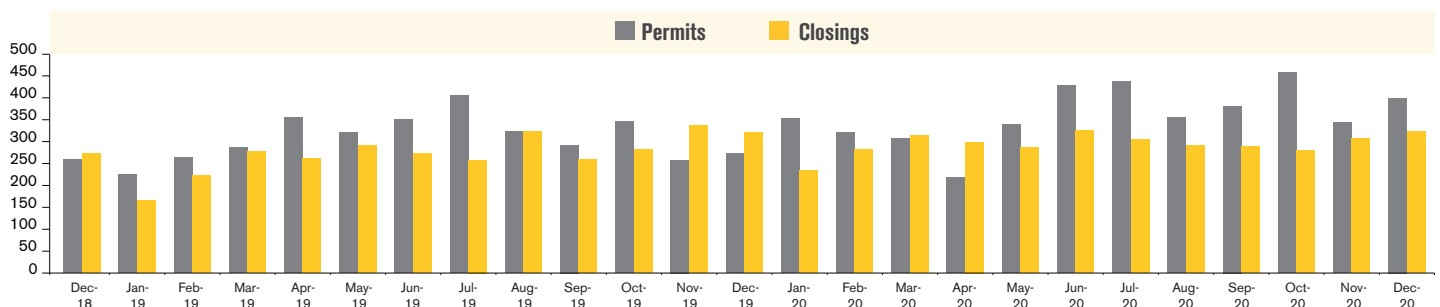
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS GREATER TUCSON MAIN MARKET



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 GREATER TUCSON MAIN MARKET

	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	2	5	2	3	4	7	3	0.7	1.1	Seller
\$50,000 - 74,999	11	22	12	14	10	16	14	0.8	1.3	Seller
\$75,000 - 99,999	13	36	32	33	29	48	24	0.5	0.8	Seller
\$100,000 - 124,999	18	31	33	34	31	39	26	0.7	0.7	Seller
\$125,000 - 149,999	45	78	81	59	52	83	48	0.9	0.9	Seller
\$150,000 - 174,999	36	101	113	114	68	93	66	0.5	0.6	Seller
\$175,000 - 199,999	59	134	157	151	121	154	98	0.6	0.6	Seller
\$200,000 - 224,999	49	181	165	191	157	179	136	0.4	0.4	Seller
\$225,000 - 249,999	67	224	196	222	209	232	158	0.4	0.4	Seller
\$250,000 - 274,999	68	146	170	194	159	204	132	0.5	0.5	Seller
\$275,000 - 299,999	74	128	129	147	121	155	112	0.7	0.7	Seller
\$300,000 - 349,999	129	157	186	197	169	199	131	1.0	0.9	Seller
\$350,000 - 399,999	92	112	135	133	108	153	92	1.0	0.9	Seller
\$400,000 - 499,999	115	128	129	151	170	156	128	0.9	0.9	Seller
\$500,000 - 599,999	78	67	63	87	66	67	69	1.1	1.3	Seller
\$600,000 - 699,999	65	27	41	44	35	39	45	1.4	1.7	Seller
\$700,000 - 799,999	47	31	22	33	30	25	14	3.4	2.2	Seller
\$800,000 - 899,999	29	10	20	21	17	16	21	1.4	2.1	Seller
\$900,000 - 999,999	22	1	6	6	3	9	13	1.7	3.4	Seller
\$1,000,000 - and over	104	27	19	17	18	26	28	3.7	4.8	Slightly Seller
TOTAL	1,123	1,646	1,711	1,851	1,577	1,900	1,358	0.8	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

GREATER TUCSON MAIN MARKET

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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25.6%

Tierra Antigua Realty

14.0%

Realty Executives Arizona Territory

9.4%

Keller Williams Southern Arizona

7.5%

Coldwell Banker Residential Brokerage

6.6%

Exp Realty

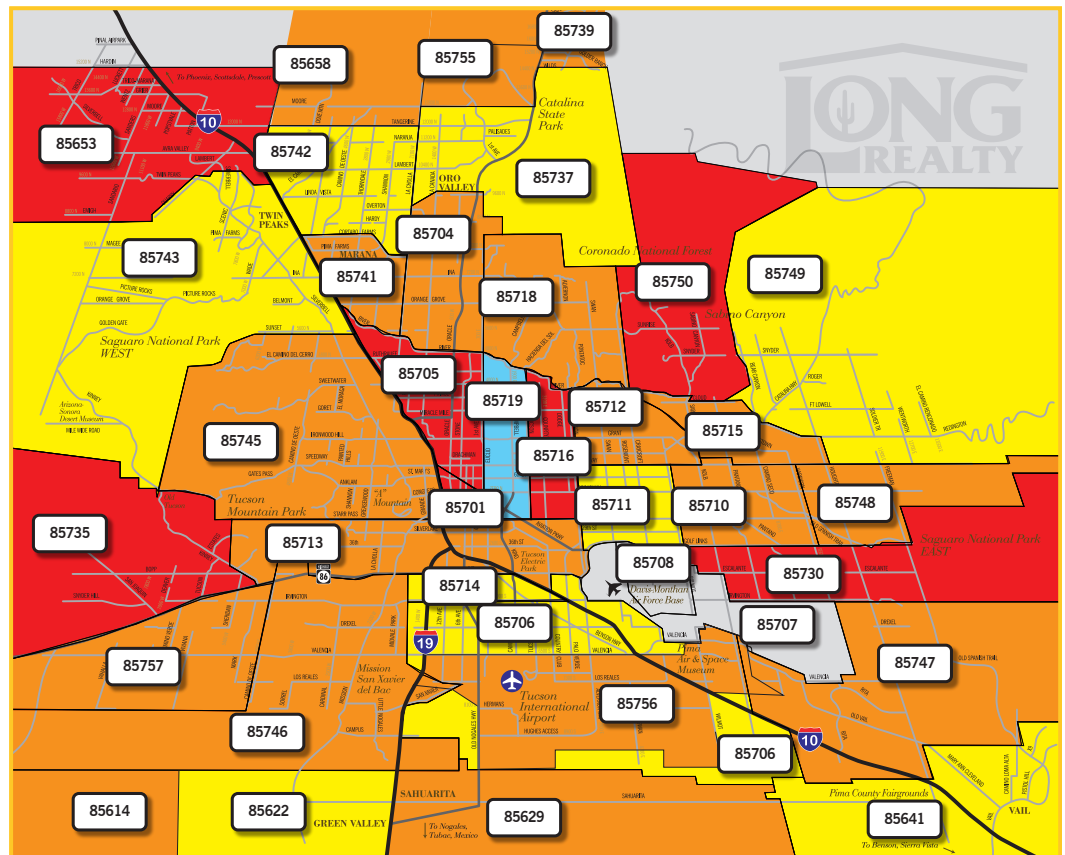
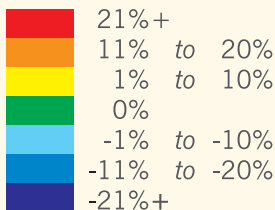
2.7%

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.