

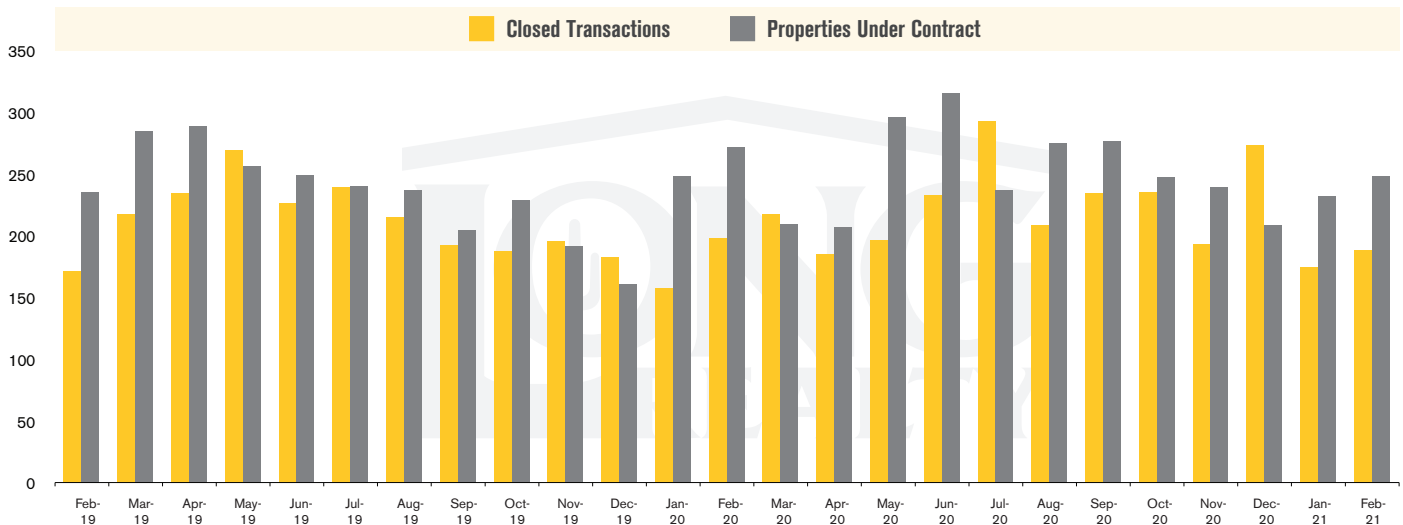
# THE HOUSING REPORT

TUCSON CENTRAL | MARCH 2021

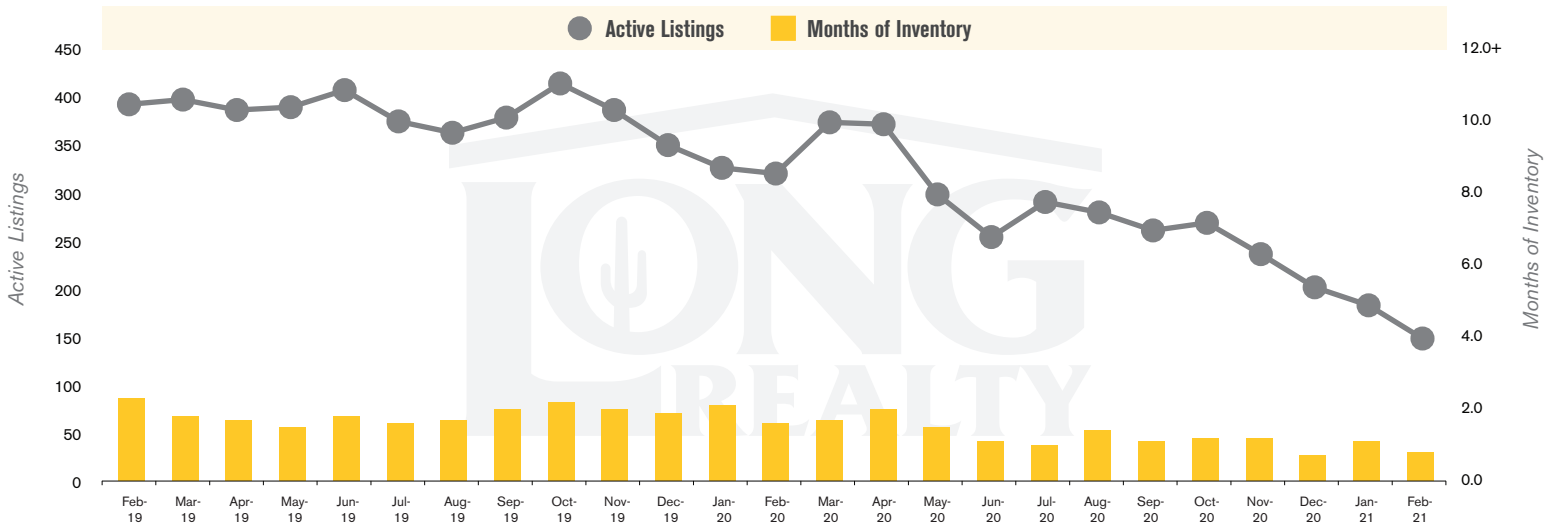


In the Tucson Central area, February 2021 active inventory was 151, a 54% decrease from February 2020. There were 189 closings in February 2021, a 5% decrease from February 2020. Year-to-date 2021 there were 364 closings, a 2% increase from year-to-date 2020. Months of Inventory was .8, down from 1.6 in February 2020. Median price of sold homes was \$225,000 for the month of February 2021, up 15% from February 2020. The Tucson Central area had 249 new properties under contract in February 2021, down 9% from February 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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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 03/05/2021 is believed to be reliable, but not guaranteed.

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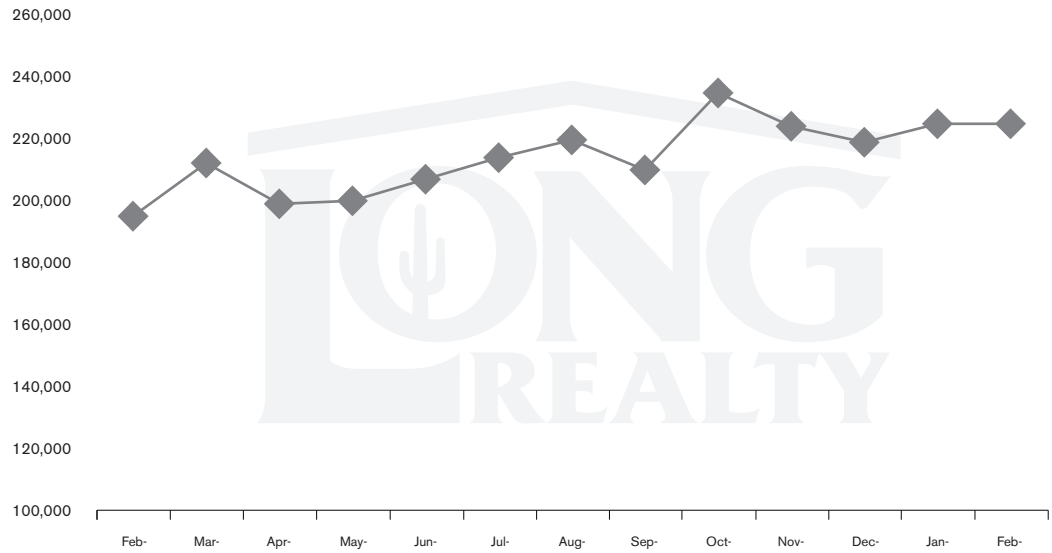


## MEDIAN SOLD PRICE

TUCSON CENTRAL

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

Feb 2020	Feb 2021
95.0%	98.4%

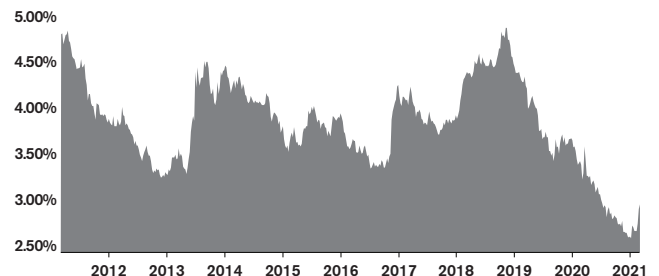


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2020	\$195,000	3.470%	\$828.76
2021	\$225,000	2.810%	\$879.42

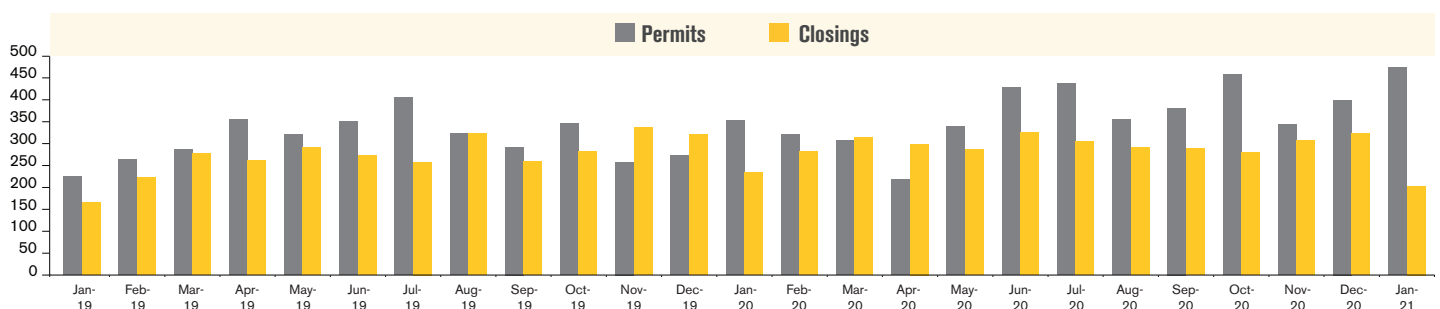
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research

For January 2021, new home permits were **up 35%** and new home closings were **down 13%** from January 2020.



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## MARKET CONDITIONS BY PRICE BAND TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21			
\$1 - 49,999	0	0	2	2	5	0	2	0.0	0.4	Seller
\$50,000 - 74,999	7	2	3	4	3	2	3	2.3	3.0	Seller
\$75,000 - 99,999	2	2	4	8	14	2	4	0.5	0.3	Seller
\$100,000 - 124,999	2	7	5	5	9	6	5	0.4	0.3	Seller
\$125,000 - 149,999	6	21	14	12	28	14	15	0.4	0.5	Seller
\$150,000 - 174,999	5	32	29	13	13	17	17	0.3	0.4	Seller
\$175,000 - 199,999	10	40	31	32	41	19	19	0.5	0.6	Seller
\$200,000 - 224,999	13	26	24	21	36	26	29	0.4	0.5	Seller
\$225,000 - 249,999	11	19	21	21	26	16	15	0.7	0.8	Seller
\$250,000 - 274,999	10	18	24	17	29	9	13	0.8	0.6	Seller
\$275,000 - 299,999	17	18	13	9	11	13	13	1.3	1.2	Seller
\$300,000 - 349,999	12	19	19	16	22	14	16	0.8	0.8	Seller
\$350,000 - 399,999	8	14	20	10	13	8	12	0.7	1.0	Seller
\$400,000 - 499,999	12	9	14	8	13	12	14	0.9	1.1	Seller
\$500,000 - 599,999	6	4	4	7	5	9	5	1.2	1.1	Seller
\$600,000 - 699,999	12	0	5	4	7	5	5	2.4	2.4	Seller
\$700,000 - 799,999	4	2	3	3	0	1	0	n/a	15.0	Buyer
\$800,000 - 899,999	1	2	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	1	0	1	0	n/a	8.0	Slightly Buyer
\$1,000,000 - and over	10	0	1	1	1	1	2	5.0	6.3	Balanced
<b>TOTAL</b>	<b>151</b>	<b>235</b>	<b>236</b>	<b>194</b>	<b>276</b>	<b>175</b>	<b>189</b>	<b>0.8</b>	<b>0.8</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 03/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2020-02/28/2021. Information is believed to be reliable, but not guaranteed.

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## MARKET SHARE TUCSON CENTRAL

**Long Realty leads the market in successful real estate sales.**

Data Obtained 03/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2020 – 02/28/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

24.2%

Tierra Antigua Realty

17.3%

Realty Executives Arizona Territory

10.4%

Keller Williams Southern Arizona

7.9%

Exp Realty

4.5%

Coldwell Banker

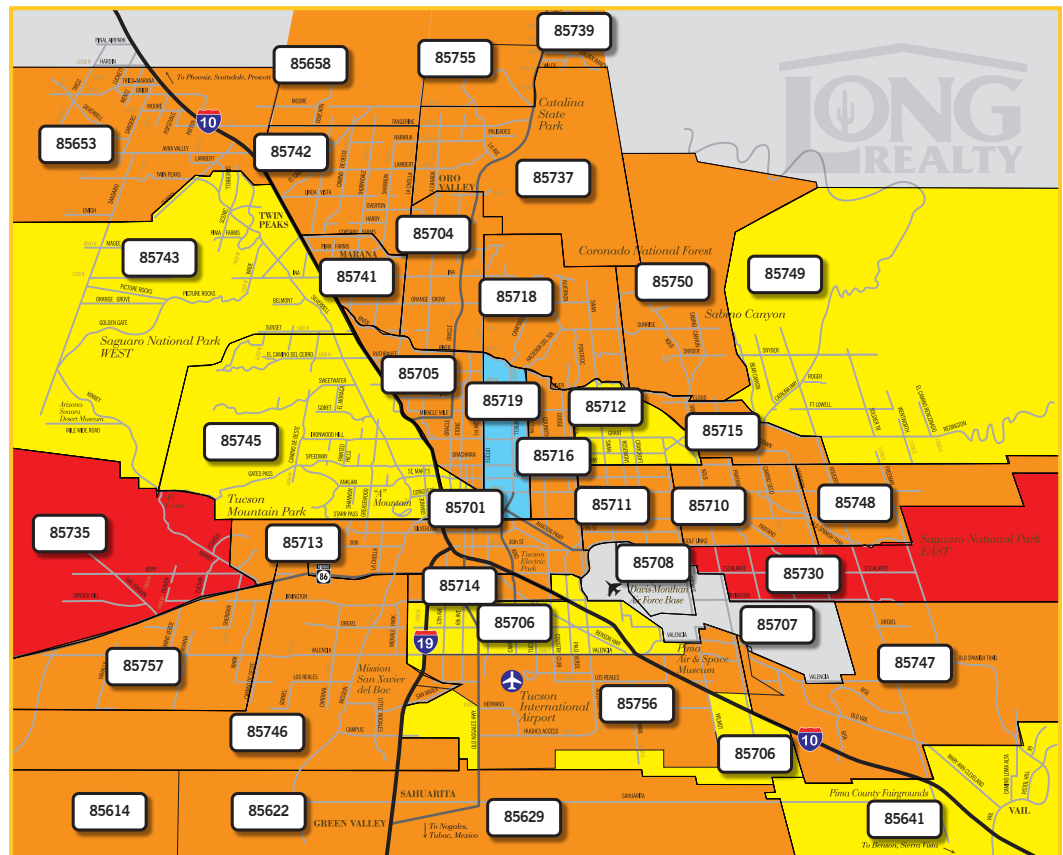
3.6%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2019-FEB 2020 TO  
DEC 2020-FEB 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 December 2019-February 2020 to December 2020-February 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2021. Information is believed to be reliable, but not guaranteed.*