

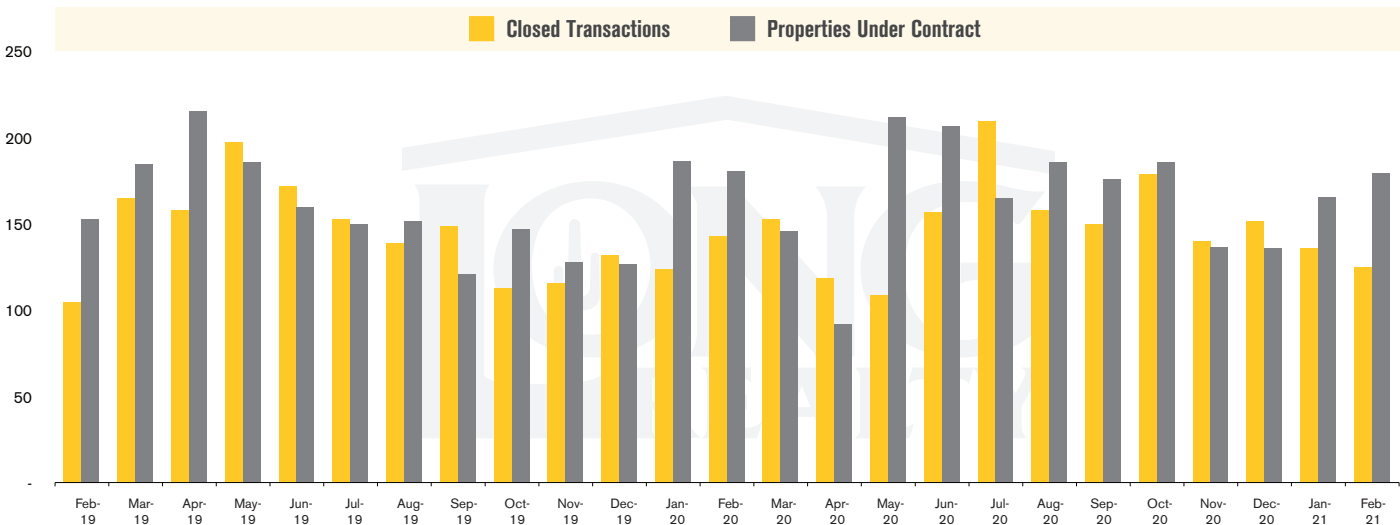
THE HOUSING REPORT

TUCSON NORTH | MARCH 2021

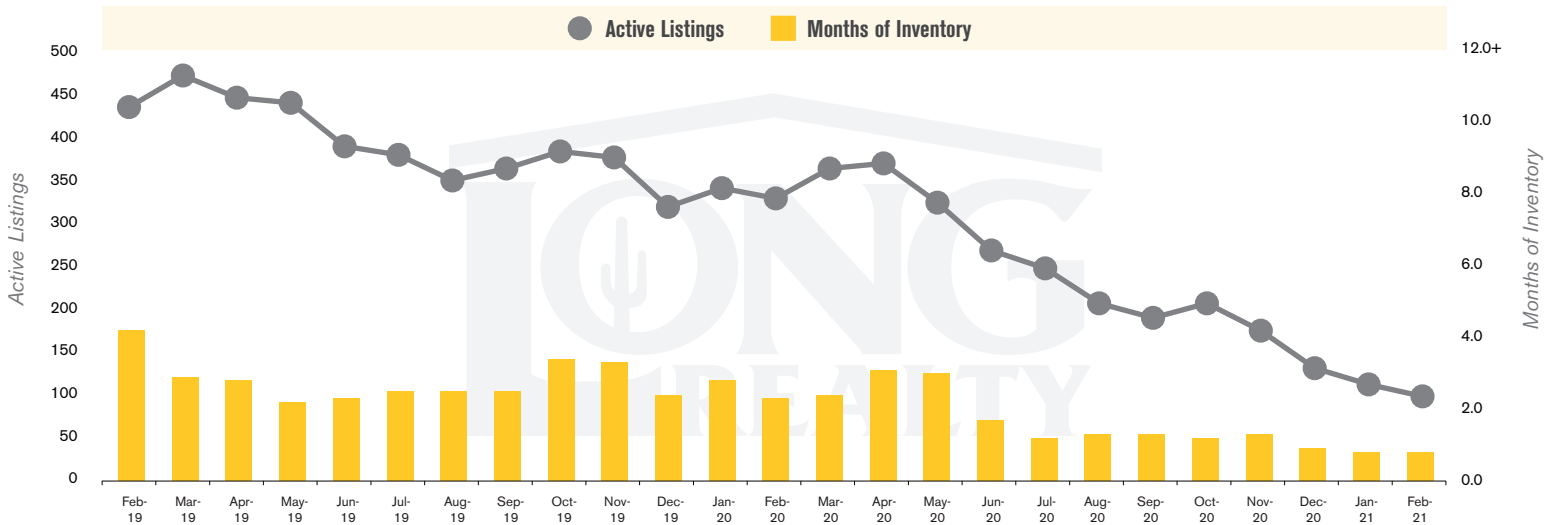


In the Tucson North area, February 2021 active inventory was 100, a 70% decrease from February 2020. There were 125 closings in February 2021, a 13% decrease from February 2020. Year-to-date 2021 there were 261 closings, a 2% decrease from year-to-date 2020. Months of Inventory was .8, down from 2.3 in February 2020. Median price of sold homes was \$415,000 for the month of February 2021, up 14% from February 2020. The Tucson North area had 180 new properties under contract in February 2021, down 1% from February 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



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

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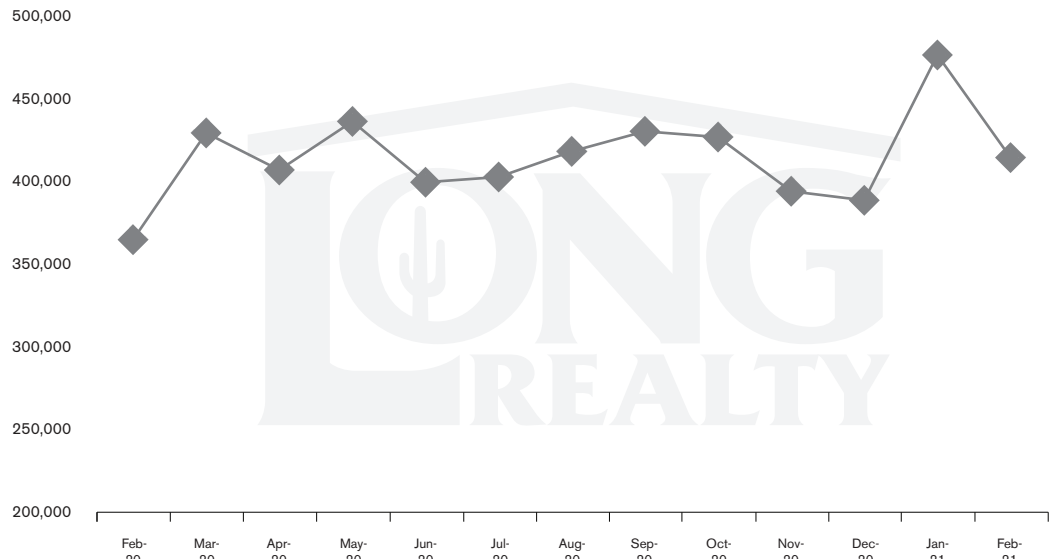
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MEDIAN SOLD PRICE TUCSON NORTH

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

Feb 2020	Feb 2021
96.9%	98.4%

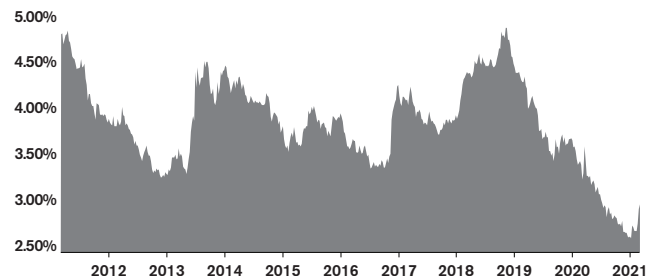


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$365,000	3.470%	\$1,551.26
2021	\$415,000	2.810%	\$1,622.05

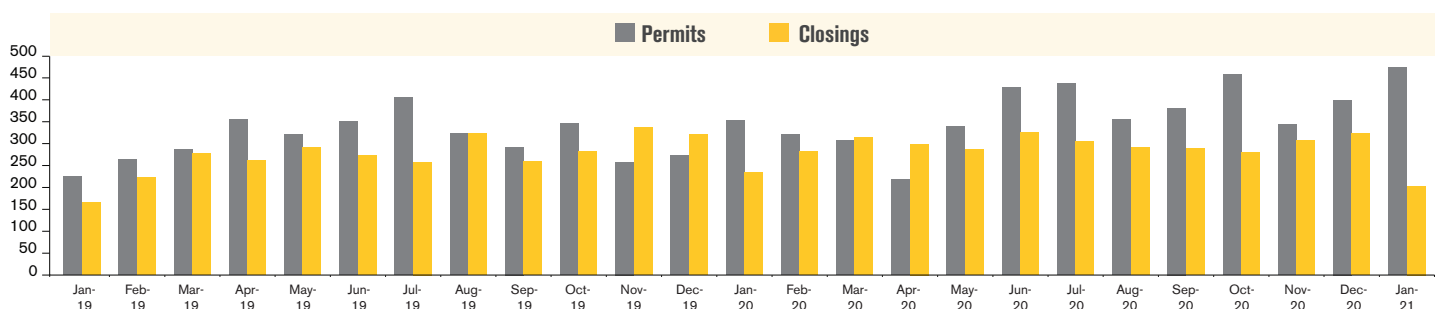
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For 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 NORTH

	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	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	2	0	2	0	0	n/a	0.0	Seller
\$75,000 - 99,999	0	4	0	2	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	1	2	3	3	0	n/a	0.0	Seller
\$125,000 - 149,999	1	7	2	4	5	6	1	1.0	0.3	Seller
\$150,000 - 174,999	2	7	12	6	5	4	7	0.3	0.4	Seller
\$175,000 - 199,999	0	5	10	4	7	4	3	0.0	0.5	Seller
\$200,000 - 224,999	0	8	8	14	13	6	3	0.0	0.1	Seller
\$225,000 - 249,999	0	4	6	7	9	9	12	0.0	0.2	Seller
\$250,000 - 274,999	0	3	4	7	7	5	6	0.0	0.4	Seller
\$275,000 - 299,999	5	4	9	9	3	5	11	0.5	0.4	Seller
\$300,000 - 349,999	2	11	17	7	12	3	11	0.2	0.3	Seller
\$350,000 - 399,999	4	12	14	9	11	6	6	0.7	0.7	Seller
\$400,000 - 499,999	9	27	27	20	18	20	20	0.5	0.6	Seller
\$500,000 - 599,999	13	16	30	17	18	15	15	0.9	0.8	Seller
\$600,000 - 699,999	5	14	11	8	6	13	7	0.7	1.1	Seller
\$700,000 - 799,999	6	8	10	9	12	5	8	0.8	1.1	Seller
\$800,000 - 899,999	5	7	6	6	8	11	3	1.7	0.7	Seller
\$900,000 - 999,999	7	1	3	1	1	5	4	1.8	1.9	Seller
\$1,000,000 - and over	41	11	7	8	12	16	8	5.1	3.4	Seller
TOTAL	100	150	179	140	152	136	125	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 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 NORTH

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.

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39.8%

Tierra Antigua Realty

12.4%

Keller Williams Southern Arizona

6.0%

Realty Executives Arizona Territory

6.0%

Coldwell Banker Residential Brokerage

5.6%

Russ Lyon Sotheby's International Realty

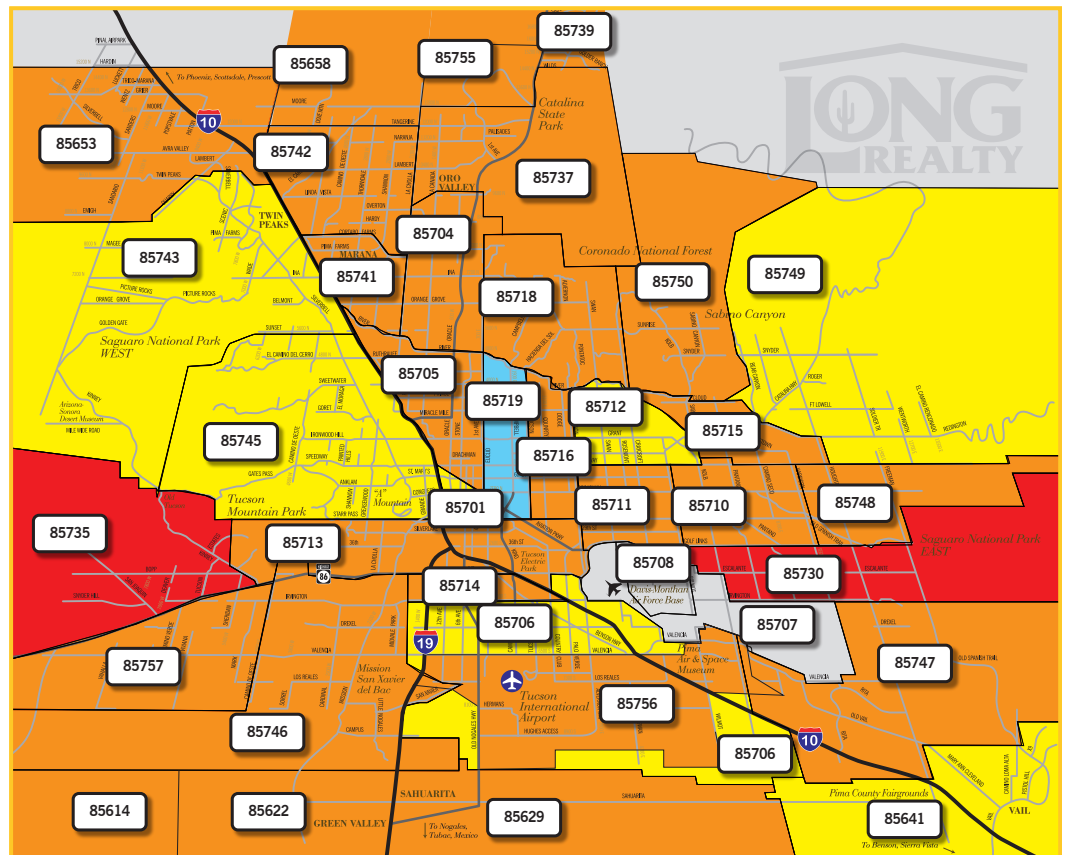
5.1%

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.