

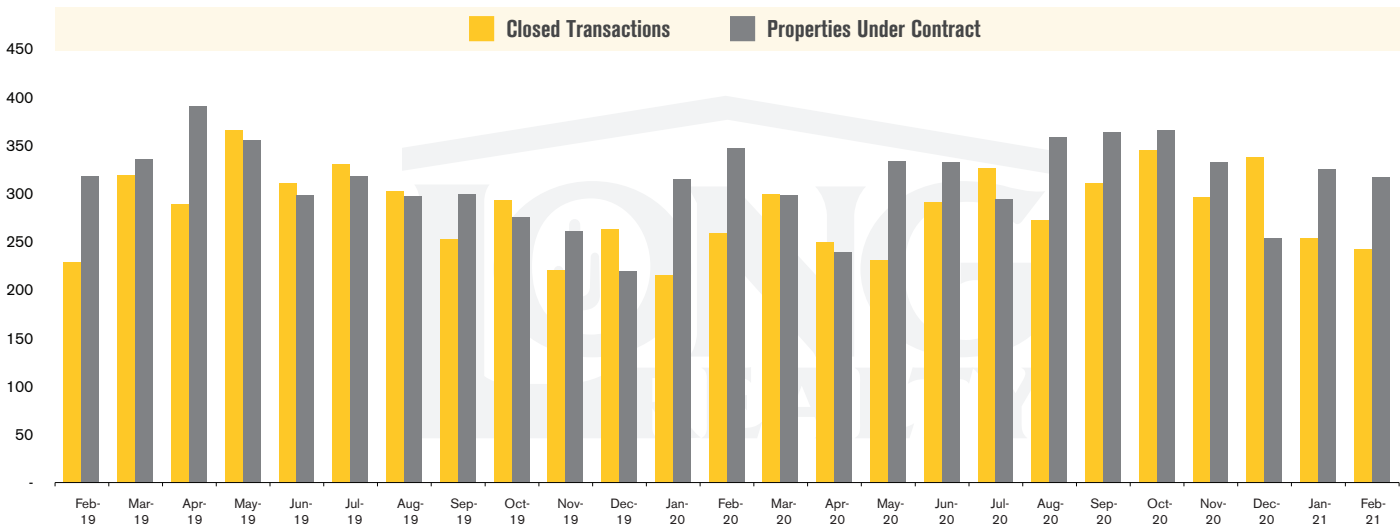
THE HOUSING REPORT

TUCSON NORTHWEST | MARCH 2021

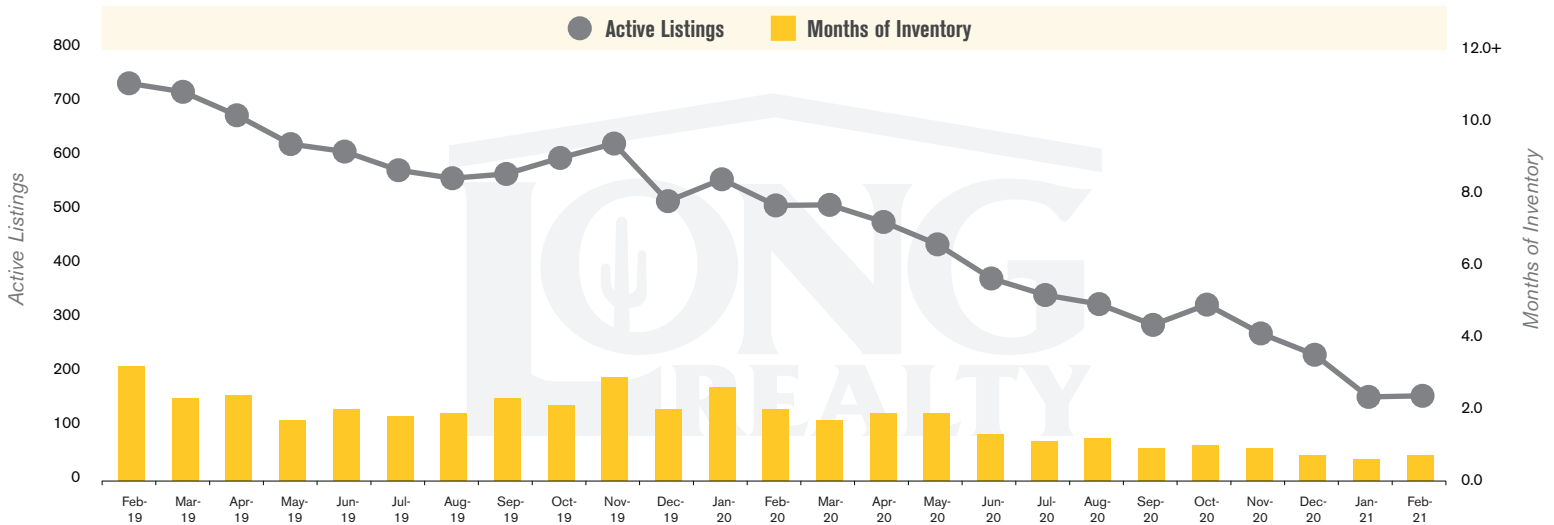


In the Tucson Northwest area, February 2021 active inventory was 161, a 69% decrease from February 2020. There were 244 closings in February 2021, a 7% decrease from February 2020. Year-to-date 2021 there were 500 closings, a 5% increase from year-to-date 2020. Months of Inventory was .7, down from 2.0 in February 2020. Median price of sold homes was \$357,500 for the month of February 2021, up 25% from February 2020. The Tucson Northwest area had 319 new properties under contract in February 2021, down 9% from February 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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Long Realty Company

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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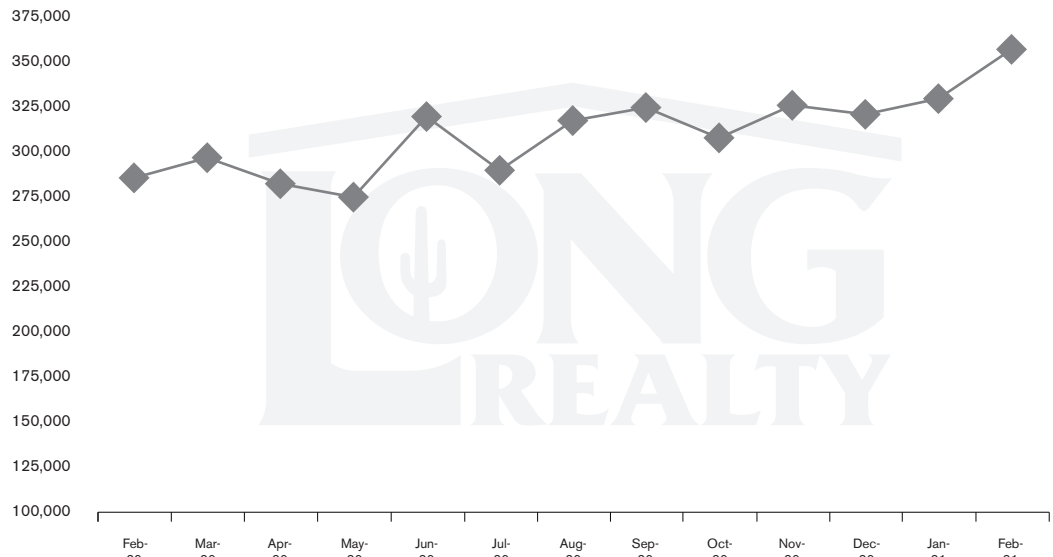


MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Feb 2020	Feb 2021
96.9%	98.4%

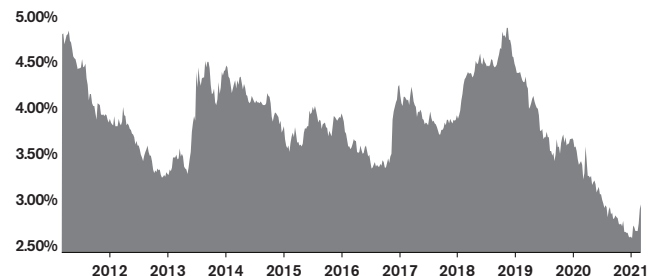


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$285,750	3.470%	\$1,214.45
2021	\$357,500	2.810%	\$1,397.31

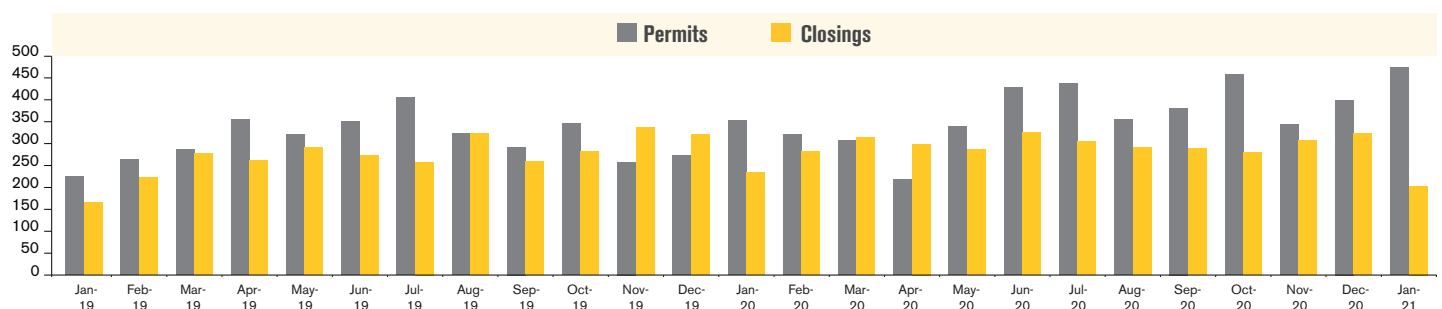
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTHWEST

	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	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	1	1	0	1	0	n/a	0.0	Seller
\$75,000 - 99,999	1	0	1	0	2	1	0	n/a	1.0	Seller
\$100,000 - 124,999	0	2	0	2	2	0	1	0.0	0.7	Seller
\$125,000 - 149,999	3	8	2	4	4	0	0	n/a	1.5	Seller
\$150,000 - 174,999	0	1	8	3	4	8	2	0.0	0.1	Seller
\$175,000 - 199,999	0	6	9	11	13	3	7	0.0	0.2	Seller
\$200,000 - 224,999	4	21	23	16	12	8	5	0.8	0.2	Seller
\$225,000 - 249,999	5	33	51	37	39	26	28	0.2	0.2	Seller
\$250,000 - 274,999	10	44	41	30	36	39	25	0.4	0.3	Seller
\$275,000 - 299,999	5	18	28	21	41	28	18	0.3	0.3	Seller
\$300,000 - 349,999	9	49	47	34	46	22	28	0.3	0.5	Seller
\$350,000 - 399,999	8	41	35	35	35	31	33	0.2	0.5	Seller
\$400,000 - 499,999	31	36	48	63	53	40	45	0.7	0.7	Seller
\$500,000 - 599,999	18	18	18	13	19	21	18	1.0	1.2	Seller
\$600,000 - 699,999	9	13	13	14	10	12	11	0.8	0.9	Seller
\$700,000 - 799,999	7	7	6	7	5	2	8	0.9	2.2	Seller
\$800,000 - 899,999	6	7	7	3	5	4	5	1.2	1.4	Seller
\$900,000 - 999,999	10	2	3	0	4	3	1	10.0	3.3	Seller
\$1,000,000 - and over	35	5	7	4	11	7	9	3.9	3.8	Seller
TOTAL	161	313	348	298	341	256	244	0.7	0.7	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 NORTHWEST

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

28.9%

Tierra Antigua Realty

12.5%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

6.4%

Realty Executives Arizona Territory

6.3%

Exp Realty

4.0%

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

