

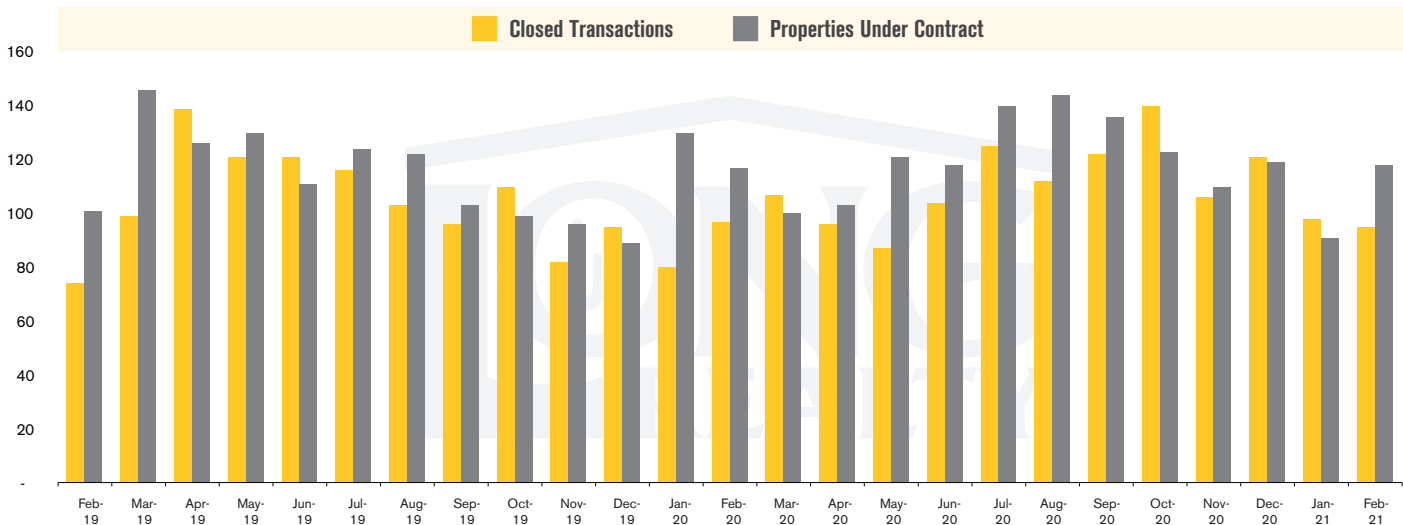
THE HOUSING REPORT

TUCSON WEST | MARCH 2021

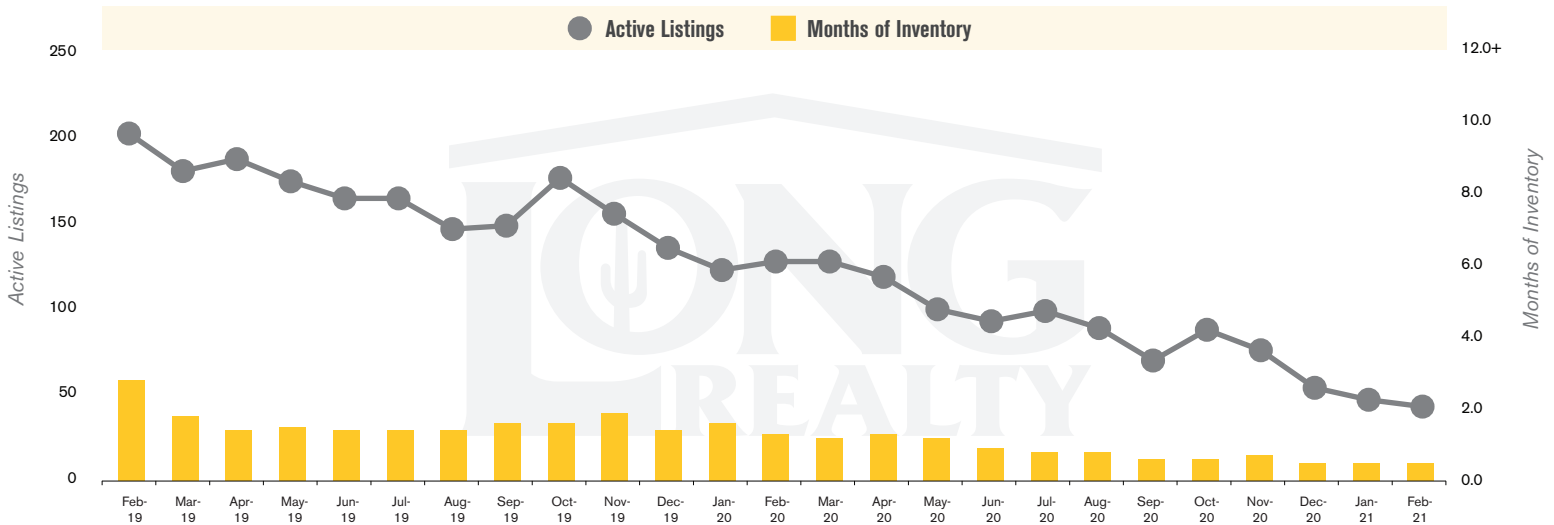


In the Tucson West area, February 2021 active inventory was 44, a 66% decrease from February 2020. There were 95 closings in February 2021, a 2% decrease from February 2020. Year-to-date 2021 there were 193 closings, a 9% increase from year-to-date 2020. Months of Inventory was .5, down from 1.3 in February 2020. Median price of sold homes was \$269,000 for the month of February 2021, up 6% from February 2020. The Tucson West area had 118 new properties under contract in February 2021, up 1% from February 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON WEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON WEST



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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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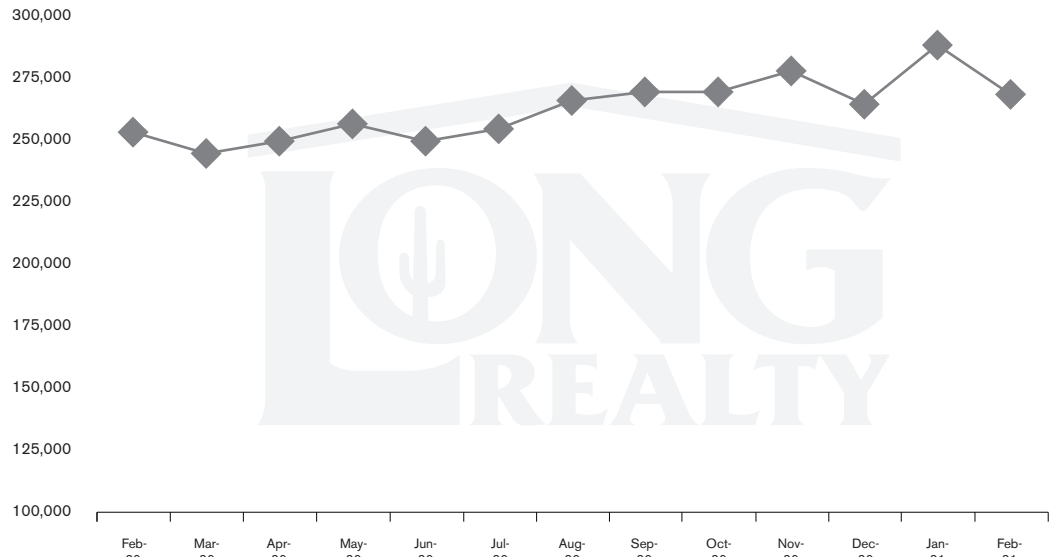


MEDIAN SOLD PRICE

TUCSON WEST

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

| Feb 2020 | Feb 2021 |
|----------|----------|
| 96.9% | 98.6% |

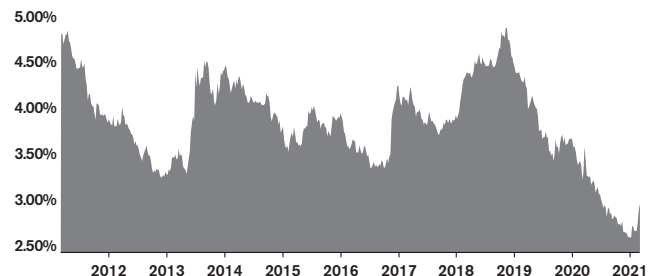


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON WEST

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$225,000 | 6.140% | \$1,300.84 |
| 2020 | \$253,650 | 3.470% | \$1,078.02 |
| 2021 | \$269,000 | 2.810% | \$1,051.40 |

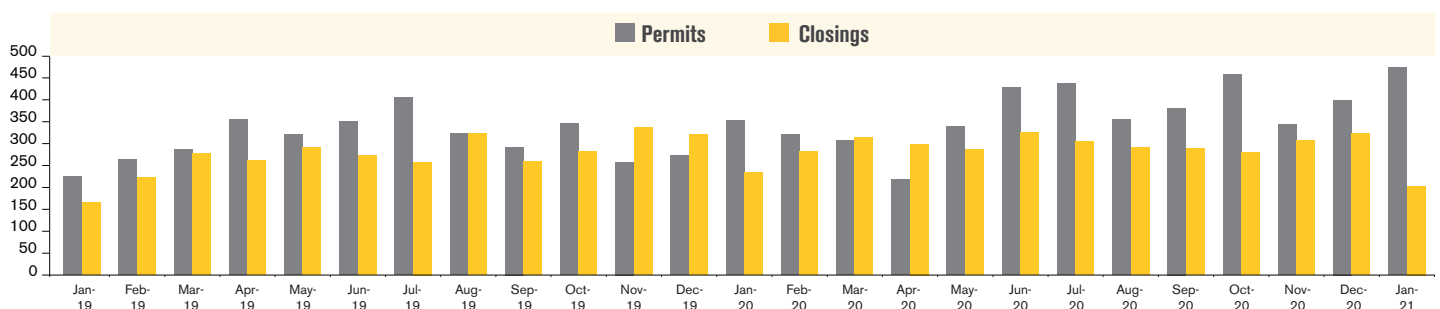
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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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THE HOUSING REPORT

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MARKET CONDITIONS BY PRICE BAND TUCSON WEST

| | 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 | 0 | 0 | 1 | 0 | 1 | 0.0 | 0.5 | Seller |
| \$75,000 - 99,999 | 0 | 4 | 3 | 3 | 3 | 5 | 1 | 0.0 | 0.0 | Seller |
| \$100,000 - 124,999 | 1 | 1 | 0 | 0 | 1 | 2 | 3 | 0.3 | 0.7 | Seller |
| \$125,000 - 149,999 | 0 | 4 | 2 | 1 | 2 | 3 | 3 | 0.0 | 0.5 | Seller |
| \$150,000 - 174,999 | 3 | 13 | 8 | 4 | 9 | 5 | 4 | 0.8 | 0.4 | Seller |
| \$175,000 - 199,999 | 3 | 6 | 5 | 4 | 9 | 4 | 4 | 0.8 | 0.5 | Seller |
| \$200,000 - 224,999 | 1 | 7 | 14 | 6 | 9 | 2 | 8 | 0.1 | 0.3 | Seller |
| \$225,000 - 249,999 | 1 | 13 | 19 | 16 | 13 | 13 | 10 | 0.1 | 0.2 | Seller |
| \$250,000 - 274,999 | 0 | 15 | 20 | 17 | 21 | 6 | 15 | 0.0 | 0.1 | Seller |
| \$275,000 - 299,999 | 3 | 12 | 17 | 8 | 13 | 16 | 10 | 0.3 | 0.3 | Seller |
| \$300,000 - 349,999 | 5 | 14 | 14 | 15 | 15 | 12 | 14 | 0.4 | 0.4 | Seller |
| \$350,000 - 399,999 | 4 | 13 | 10 | 9 | 13 | 10 | 10 | 0.4 | 0.3 | Seller |
| \$400,000 - 499,999 | 10 | 10 | 9 | 14 | 5 | 7 | 6 | 1.7 | 1.3 | Seller |
| \$500,000 - 599,999 | 1 | 4 | 8 | 2 | 3 | 1 | 3 | 0.3 | 0.4 | Seller |
| \$600,000 - 699,999 | 2 | 3 | 2 | 2 | 1 | 4 | 1 | 2.0 | 2.5 | Seller |
| \$700,000 - 799,999 | 2 | 1 | 8 | 1 | 3 | 3 | 1 | 2.0 | 0.6 | Seller |
| \$800,000 - 899,999 | 1 | 0 | 1 | 2 | 0 | 3 | 0 | n/a | 1.7 | Seller |
| \$900,000 - 999,999 | 0 | 1 | 0 | 0 | 1 | 2 | 1 | 0.0 | 0.3 | Seller |
| \$1,000,000 - and over | 7 | 1 | 0 | 2 | 0 | 0 | 0 | n/a | n/a | n/a |
| TOTAL | 44 | 122 | 140 | 106 | 122 | 98 | 95 | 0.5 | 0.5 | 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 WEST

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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20.7%

Tierra Antigua Realty

17.6%

Realty Executives Arizona Territory

9.3%

Keller Williams Southern Arizona

8.1%

Coldwell Banker Residential Brokerage

3.2%

Exp Realty

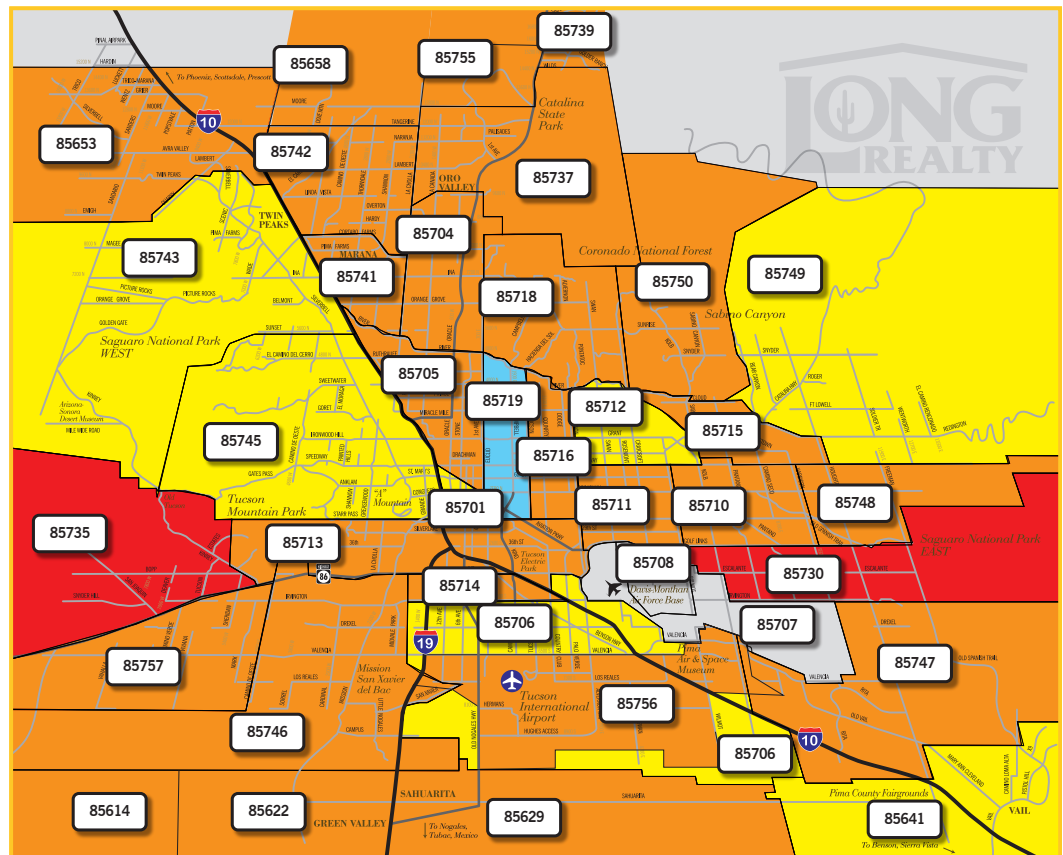
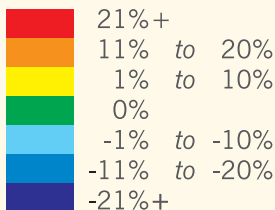
3.1%

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.