

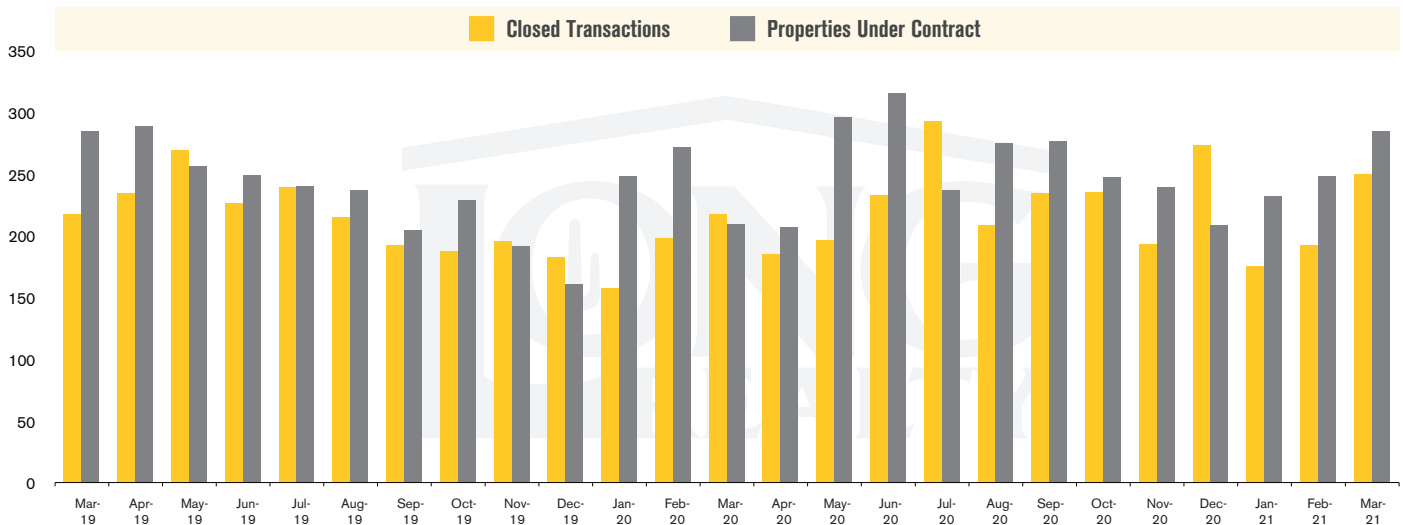
# THE HOUSING REPORT

TUCSON CENTRAL | APRIL 2021

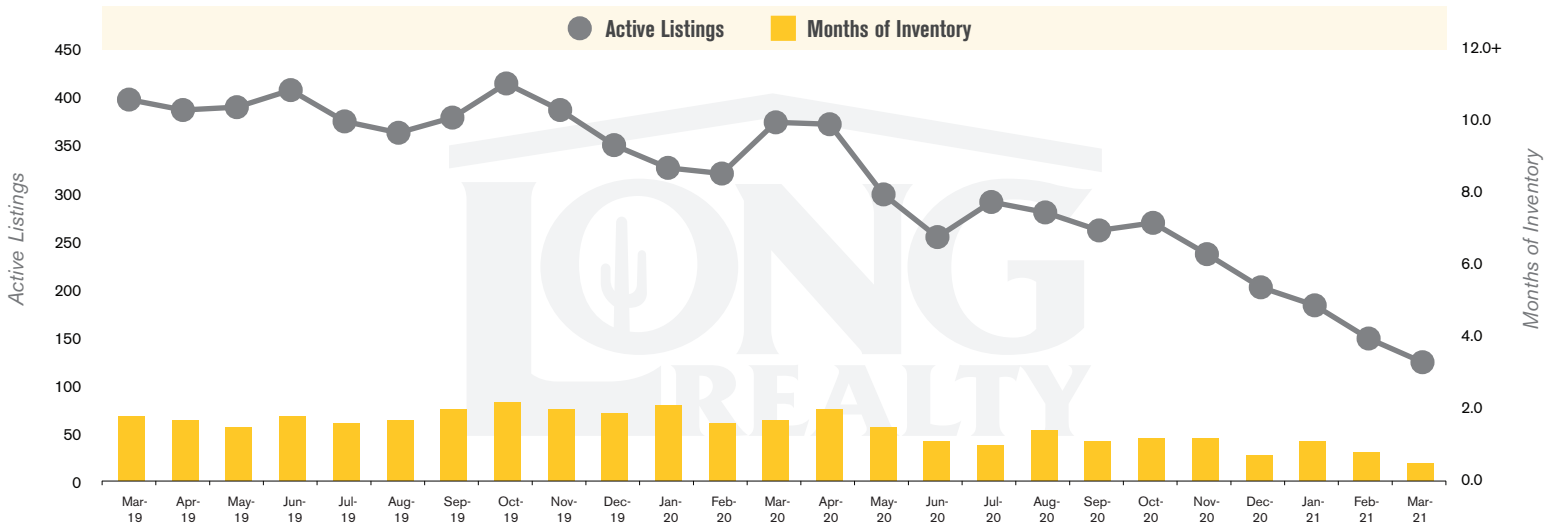


In the Tucson Central area, March 2021 active inventory was 126, a 67% decrease from March 2020. There were 251 closings in March 2021, a 15% increase from March 2020. Year-to-date 2021 there were 620 closings, an 8% increase from year-to-date 2020. Months of Inventory was .5, down from 1.7 in March 2020. Median price of sold homes was \$240,000 for the month of March 2021, up 13% from March 2020. The Tucson Central area had 286 new properties under contract in March 2021, up 36% from March 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto: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 04/06/2021 is believed to be reliable, but not guaranteed.

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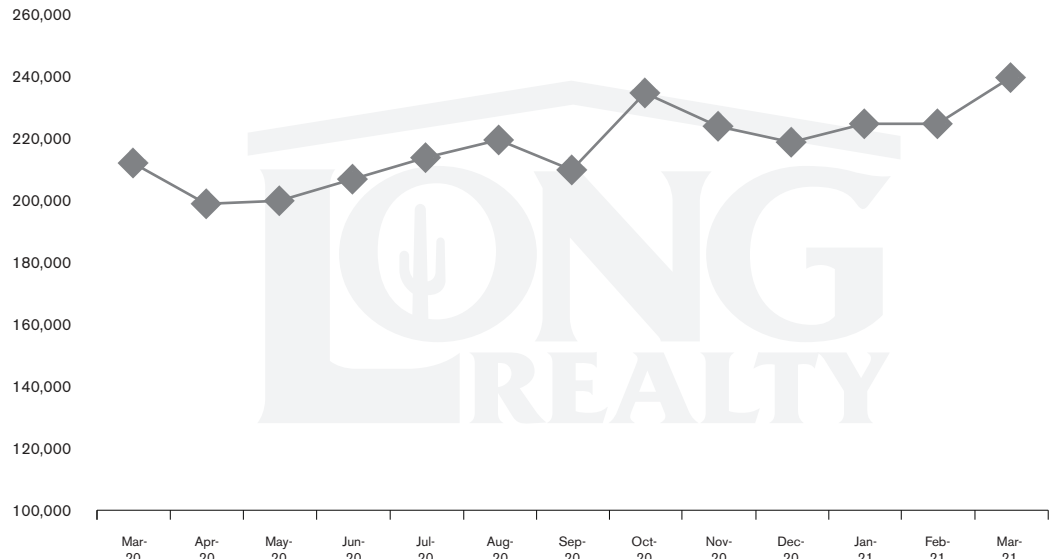


## MEDIAN SOLD PRICE

TUCSON CENTRAL

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

Mar 2020	Mar 2021
97.5%	100.3%

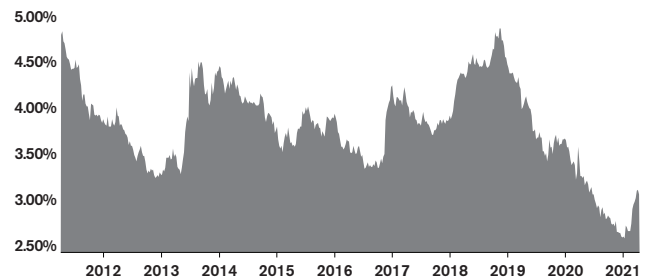


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2020	\$212,250	3.450%	\$899.82
2021	\$240,000	3.080%	\$971.12

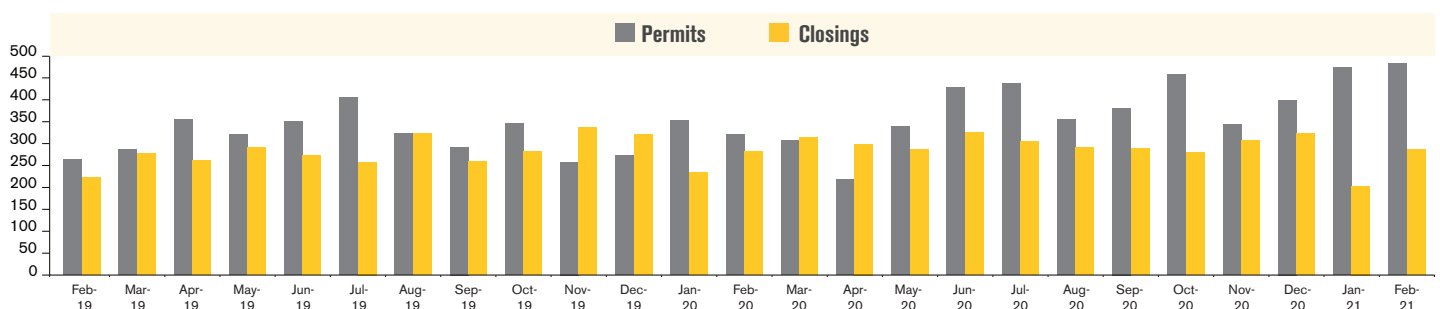
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research

For February 2021, new home permits were **up 50%** and new home closings were **up 1%** from February 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
		Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21			
\$1 - 49,999	1	2	2	5	0	2	2	0.5	0.5	Seller
\$50,000 - 74,999	4	3	4	3	2	3	1	4.0	3.2	Seller
\$75,000 - 99,999	0	4	8	14	2	4	4	0.0	0.3	Seller
\$100,000 - 124,999	2	5	5	9	6	5	1	2.0	0.4	Seller
\$125,000 - 149,999	2	14	12	28	14	15	15	0.1	0.4	Seller
\$150,000 - 174,999	3	29	13	13	18	18	13	0.2	0.4	Seller
\$175,000 - 199,999	15	31	32	41	19	20	37	0.4	0.5	Seller
\$200,000 - 224,999	11	24	21	36	26	29	32	0.3	0.4	Seller
\$225,000 - 249,999	9	21	21	26	16	16	26	0.3	0.6	Seller
\$250,000 - 274,999	11	24	17	29	9	14	16	0.7	0.9	Seller
\$275,000 - 299,999	9	13	9	11	13	13	16	0.6	0.9	Seller
\$300,000 - 349,999	13	19	16	22	14	16	25	0.5	0.7	Seller
\$350,000 - 399,999	8	20	10	13	8	12	19	0.4	0.7	Seller
\$400,000 - 499,999	9	14	8	13	12	14	20	0.5	0.8	Seller
\$500,000 - 599,999	12	4	7	5	9	5	13	0.9	1.0	Seller
\$600,000 - 699,999	6	5	4	7	5	5	6	1.0	2.0	Seller
\$700,000 - 799,999	3	3	3	0	1	0	5	0.6	2.0	Seller
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	1	0	1	0	0	n/a	9.0	Buyer
\$1,000,000 - and over	4	1	1	1	1	2	0	n/a	7.0	Slightly Buyer
<b>TOTAL</b>	<b>126</b>	<b>236</b>	<b>194</b>	<b>276</b>	<b>176</b>	<b>193</b>	<b>251</b>	<b>0.5</b>	<b>0.7</b>	<b>Seller</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall  
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 04/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2021-03/31/2021. 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 04/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2020 – 03/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

23.4%

Tierra Antigua Realty

17.9%

Realty Executives Arizona Territory

10.3%

Keller Williams Southern Arizona

7.8%

Exp Realty

4.6%

Coldwell Banker

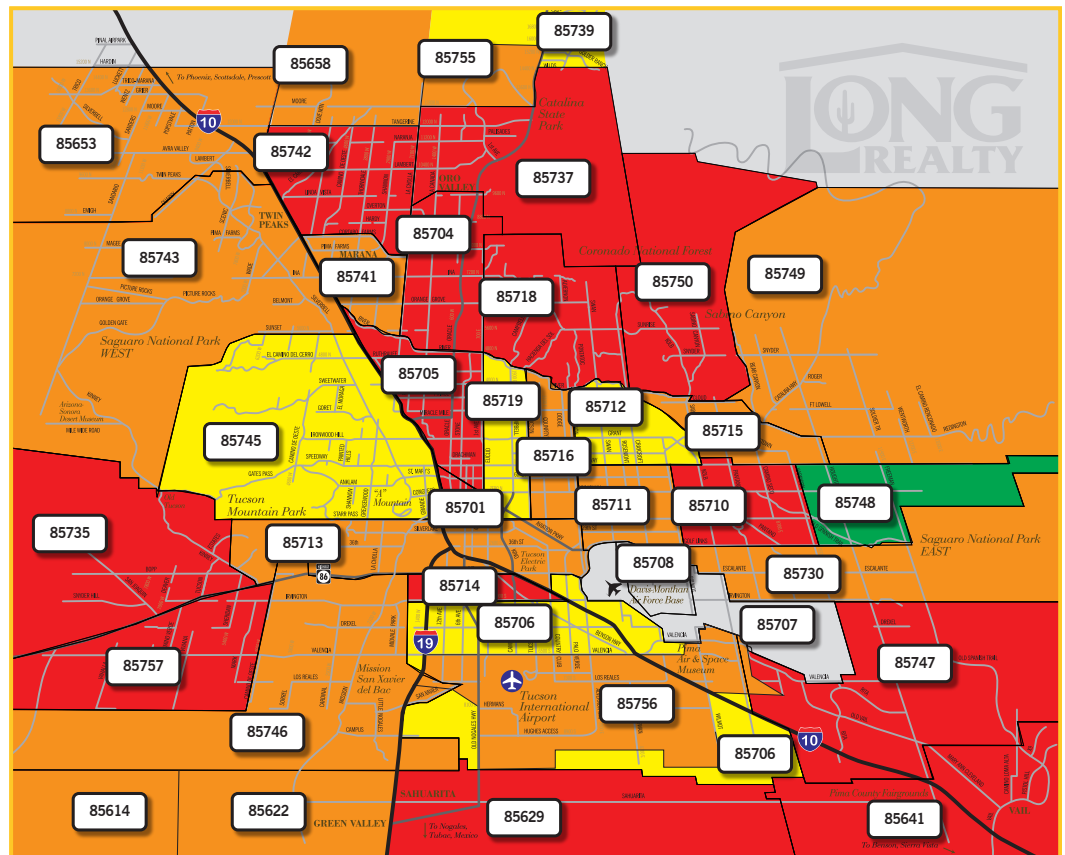
3.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2020-MAR 2020 TO  
JAN 2021-MAR 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.**

Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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This heat map represents the percentage of change in Tucson metro median sales prices from January 2020-March 2020 to January 2021-March 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/06/2021. Information is believed to be reliable, but not guaranteed.