

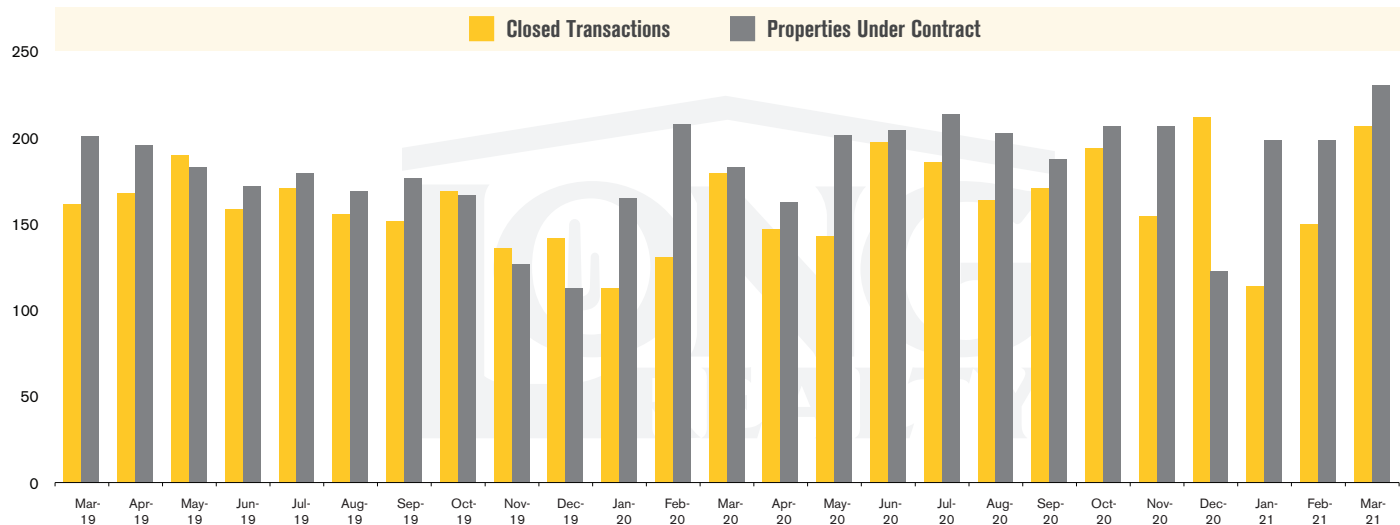
# THE HOUSING REPORT

TUCSON EAST | APRIL 2021

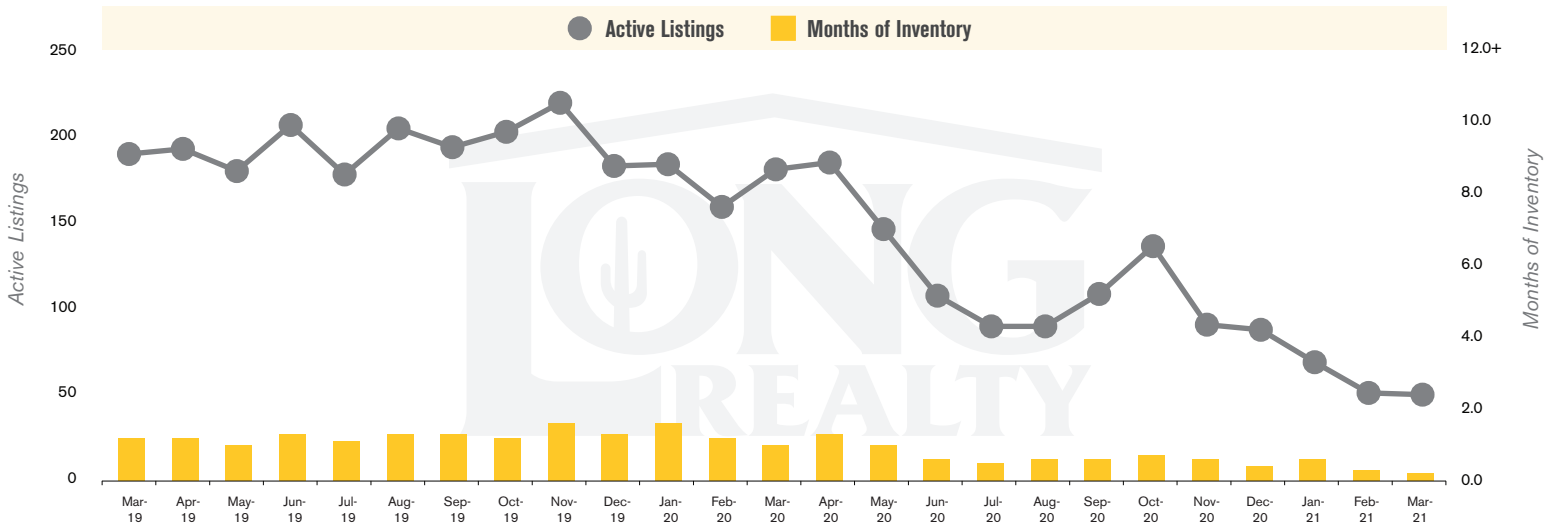


In the Tucson East area, March 2021 active inventory was 51, a 72% decrease from March 2020. There were 207 closings in March 2021, a 15% increase from March 2020. Year-to-date 2021 there were 471 closings, an 11% increase from year-to-date 2020. Months of Inventory was .2, down from 1.0 in March 2020. Median price of sold homes was \$243,000 for the month of March 2021, up 16% from March 2020. The Tucson East area had 231 new properties under contract in March 2021, up 26% from March 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON EAST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON EAST



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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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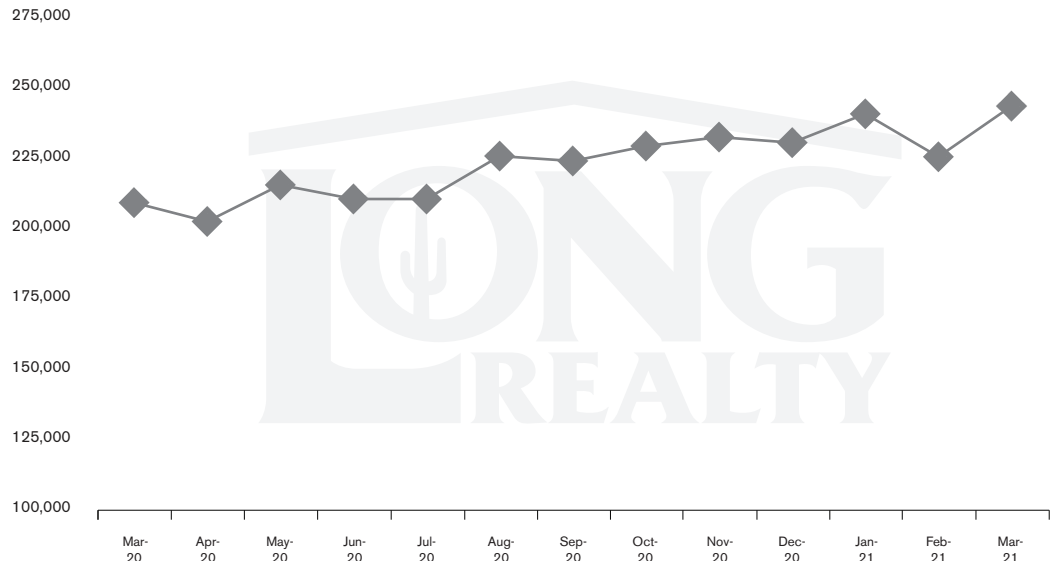
TUCSON EAST | APRIL 2021



## MEDIAN SOLD PRICE TUCSON EAST

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

Mar 2020	Mar 2021
97.7%	99.9%

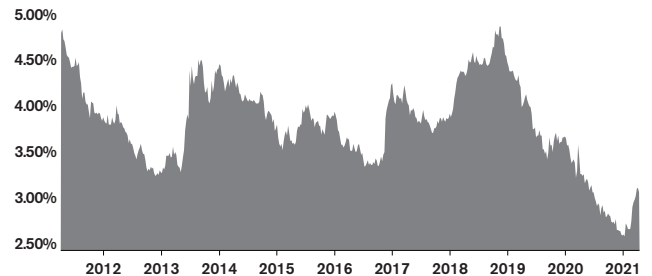


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON EAST

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2020	\$208,695	3.450%	\$884.75
2021	\$243,000	3.080%	\$983.26

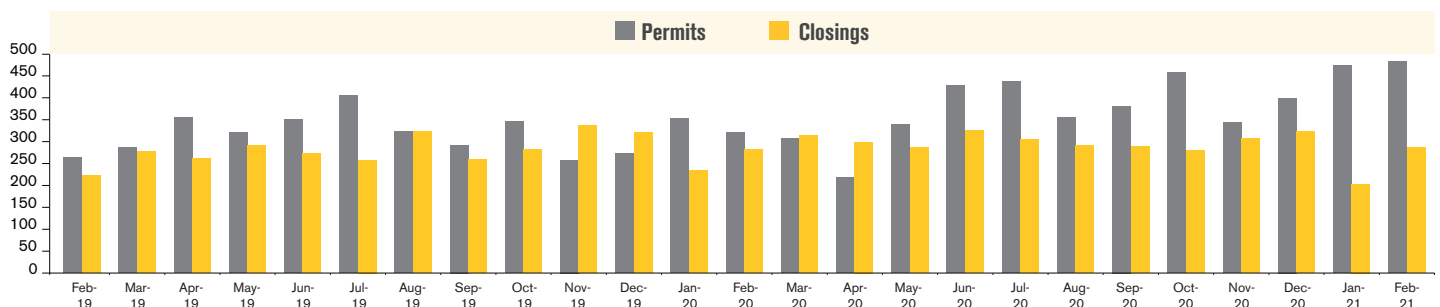
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For 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 EAST

	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	0	0	0	1	2	3	0	n/a	0.2	<b>Seller</b>
\$50,000 - 74,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	2	2	5	3	3	2	0.5	0.1	<b>Seller</b>
\$100,000 - 124,999	3	13	3	5	3	2	3	1.0	0.6	<b>Seller</b>
\$125,000 - 149,999	2	5	6	15	1	4	5	0.4	0.6	<b>Seller</b>
\$150,000 - 174,999	0	16	7	16	7	9	15	0.0	0.2	<b>Seller</b>
\$175,000 - 199,999	5	19	18	21	11	11	22	0.2	0.4	<b>Seller</b>
\$200,000 - 224,999	5	34	30	28	24	42	23	0.2	0.1	<b>Seller</b>
\$225,000 - 249,999	4	39	31	40	16	20	42	0.1	0.2	<b>Seller</b>
\$250,000 - 274,999	6	23	19	31	20	25	40	0.2	0.3	<b>Seller</b>
\$275,000 - 299,999	8	16	13	18	7	12	24	0.3	0.7	<b>Seller</b>
\$300,000 - 349,999	6	15	10	13	8	5	12	0.5	0.8	<b>Seller</b>
\$350,000 - 399,999	2	4	5	10	7	5	7	0.3	0.4	<b>Seller</b>
\$400,000 - 499,999	2	3	6	3	2	1	5	0.4	0.4	<b>Seller</b>
\$500,000 - 599,999	2	3	2	3	1	1	3	0.7	0.8	<b>Seller</b>
\$600,000 - 699,999	0	0	1	1	1	2	0	n/a	0.0	<b>Seller</b>
\$700,000 - 799,999	0	0	1	0	0	2	2	0.0	0.5	<b>Seller</b>
\$800,000 - 899,999	0	1	1	0	0	3	1	0.0	0.0	<b>Seller</b>
\$900,000 - 999,999	1	0	0	0	1	0	1	1.0	2.0	<b>Seller</b>
\$1,000,000 - and over	4	0	0	1	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>51</b>	<b>194</b>	<b>155</b>	<b>212</b>	<b>114</b>	<b>150</b>	<b>207</b>	<b>0.2</b>	<b>0.4</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 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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TUCSON EAST | APRIL 2021



## MARKET SHARE TUCSON EAST

**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

17.7%

Tierra Antigua Realty

15.9%

Realty Executives Arizona Properties

13.3%

Keller Williams Southern Arizona

9.1%

Exp Realty

5.7%

Coldwell Banker Residential Brokerage

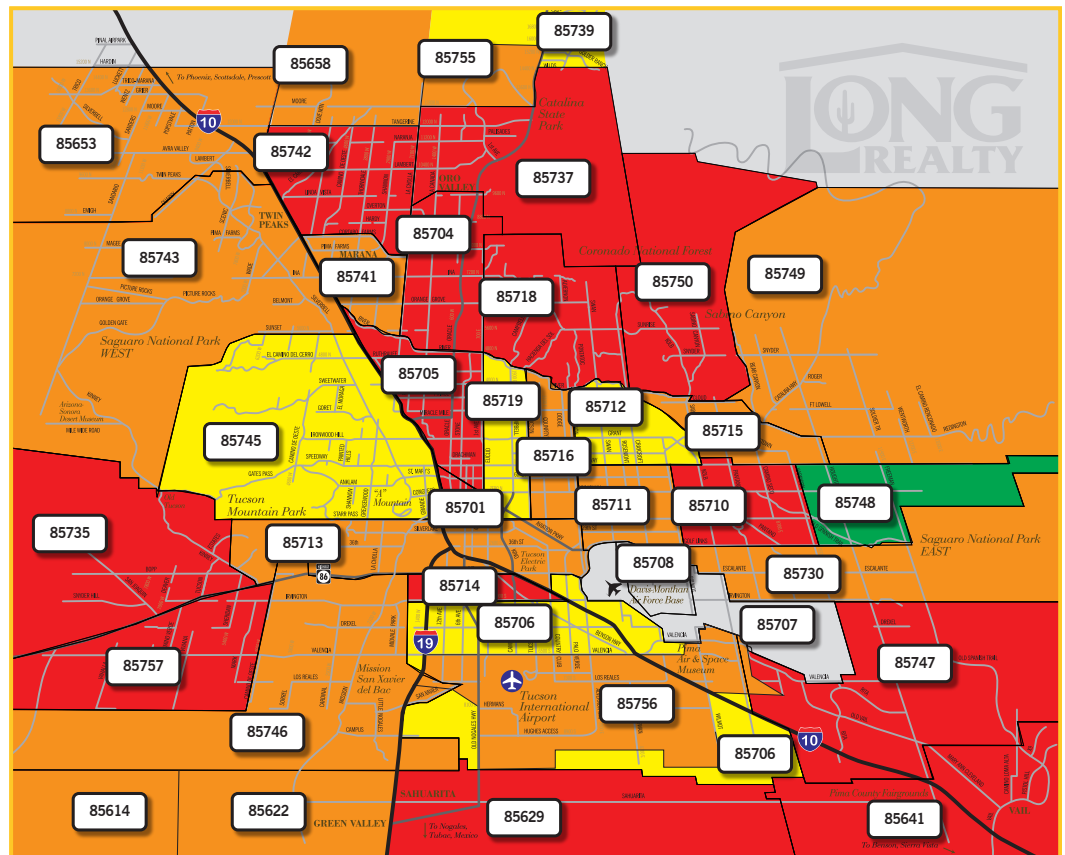
5.0%

## 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.**



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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.