

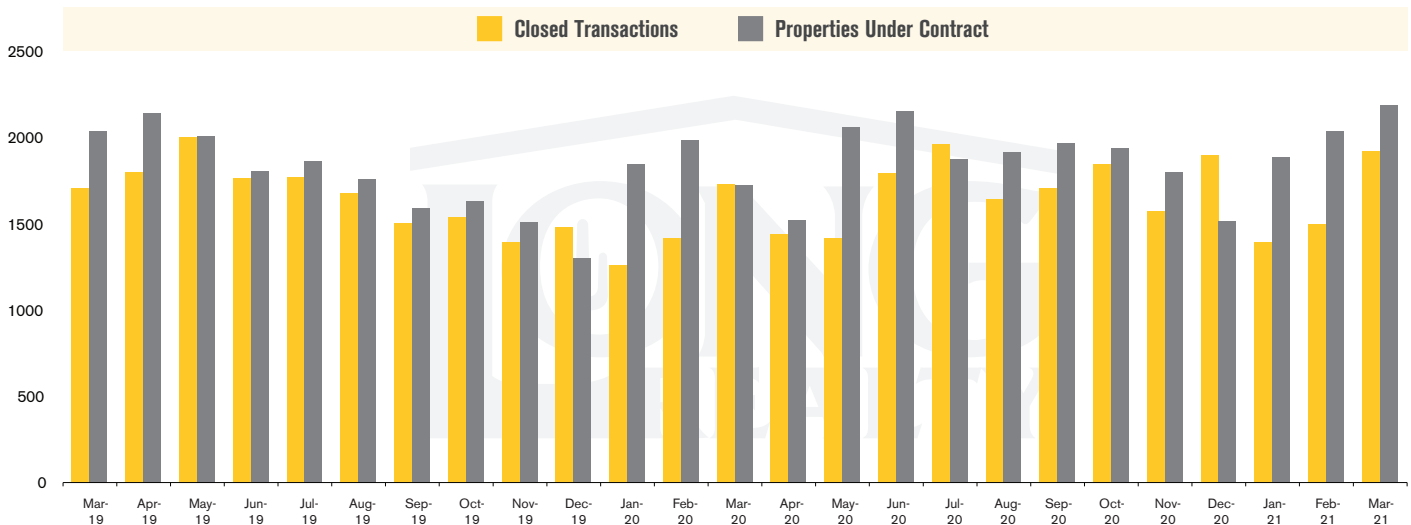
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2021

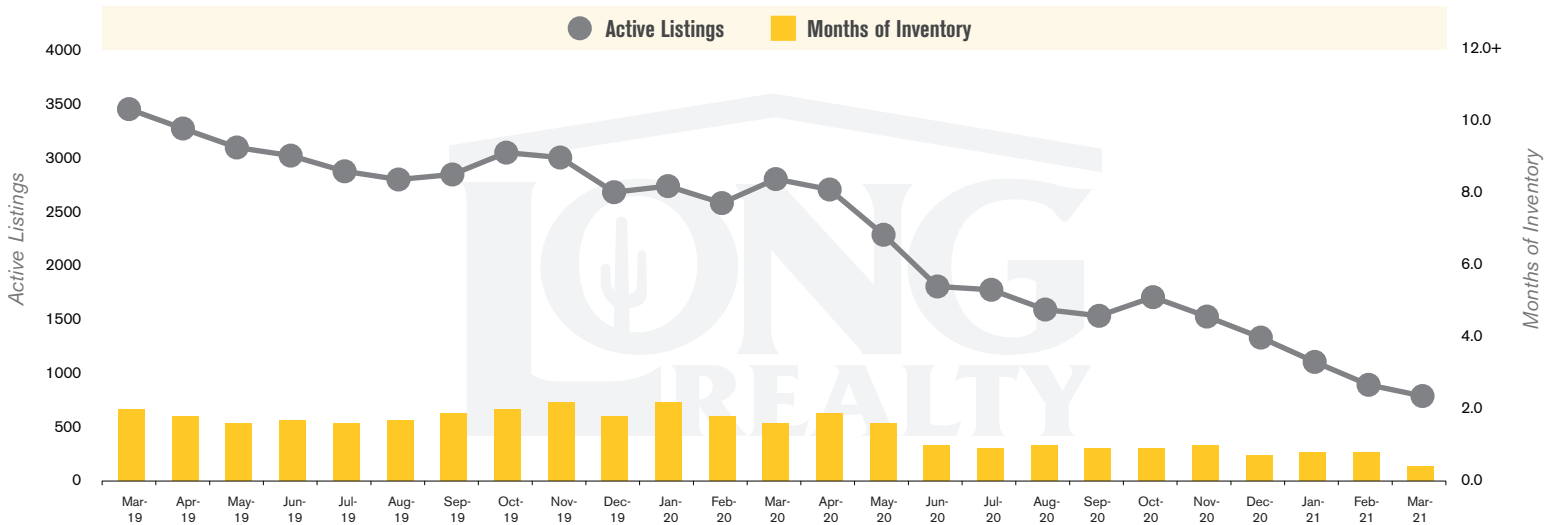


In the Tucson Main Market area, March 2021 active inventory was 803, a 72% decrease from March 2020. There were 1,927 closings in March 2021, a 11% increase from March 2020. Year-to-date 2021 there were 4,824 closings, a 9% increase from year-to-date 2020. Months of Inventory was .4, down from 1.6 in March 2020. Median price of sold homes was \$310,297 for the month of March 2021, up 26% from March 2020. The Tucson Main Market area had 2,192 new properties under contract in March 2021, up 27% from March 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT GREATER TUCSON MAIN MARKET



ACTIVE LISTINGS AND MONTHS OF INVENTORY GREATER TUCSON MAIN MARKET



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

Long Realty Company

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.

THE HOUSING REPORT



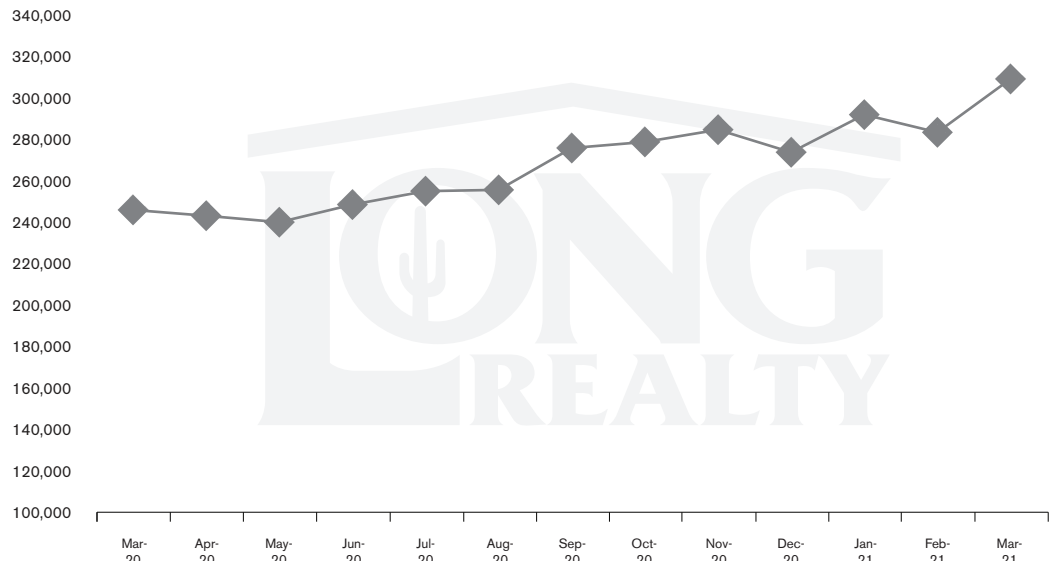
GREATER TUCSON MAIN MARKET | APRIL 2021

MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Mar 2020	Mar 2021
97.4%	99.5%

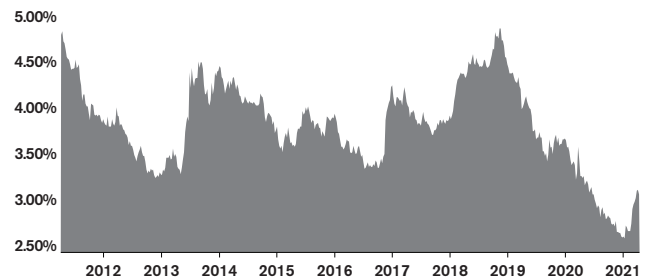


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$246,513	3.450%	\$1,045.08
2021	\$310,297	3.080%	\$1,255.57

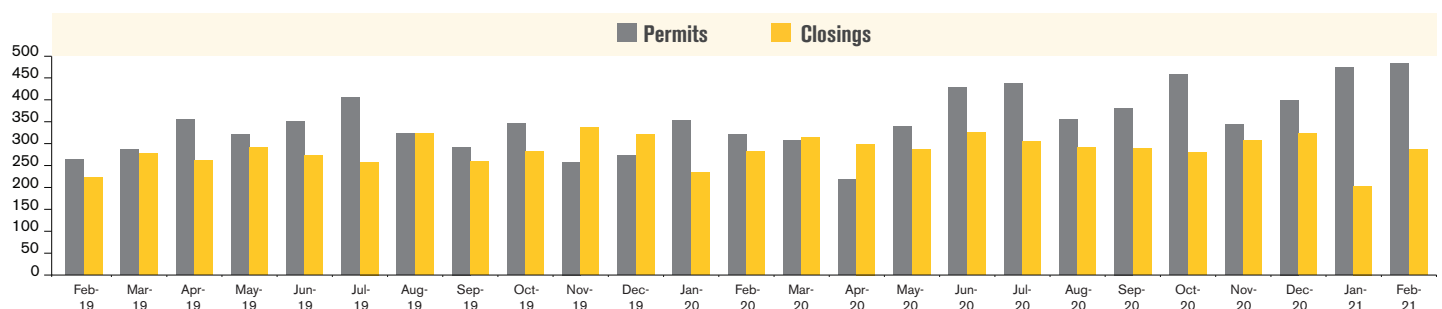
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS GREATER TUCSON MAIN MARKET



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.



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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 04/06/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2021



MARKET CONDITIONS BY PRICE BAND GREATER TUCSON MAIN MARKET

	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	3	4	7	3	9	2	0.5	0.3	Seller
\$50,000 - 74,999	9	14	10	17	14	8	6	1.5	1.0	Seller
\$75,000 - 99,999	12	33	29	48	24	26	28	0.4	0.5	Seller
\$100,000 - 124,999	17	34	31	39	28	20	27	0.6	0.6	Seller
\$125,000 - 149,999	24	59	52	83	52	58	63	0.4	0.6	Seller
\$150,000 - 174,999	13	114	68	93	70	84	78	0.2	0.3	Seller
\$175,000 - 199,999	35	151	121	155	99	97	130	0.3	0.4	Seller
\$200,000 - 224,999	34	191	157	182	136	160	133	0.3	0.3	Seller
\$225,000 - 249,999	35	222	209	233	164	167	213	0.2	0.3	Seller
\$250,000 - 274,999	43	194	159	204	139	164	195	0.2	0.3	Seller
\$275,000 - 299,999	44	147	121	155	116	124	166	0.3	0.5	Seller
\$300,000 - 349,999	74	197	169	199	134	164	225	0.3	0.6	Seller
\$350,000 - 399,999	66	133	108	153	94	115	186	0.4	0.6	Seller
\$400,000 - 499,999	93	151	170	156	130	141	201	0.5	0.7	Seller
\$500,000 - 599,999	68	87	66	67	70	59	80	0.9	1.0	Seller
\$600,000 - 699,999	44	44	35	39	47	39	72	0.6	1.0	Seller
\$700,000 - 799,999	29	33	30	25	14	24	45	0.6	1.3	Seller
\$800,000 - 899,999	19	21	17	16	21	13	25	0.8	1.2	Seller
\$900,000 - 999,999	27	6	3	9	13	7	12	2.3	2.3	Seller
\$1,000,000 - and over	116	17	18	26	28	22	40	2.9	3.7	Seller
TOTAL	803	1,851	1,577	1,906	1,396	1,501	1,927	0.4	0.6	Seller



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

Long Realty Company

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.

THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2021



MARKET SHARE

GREATER TUCSON MAIN MARKET

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

25.3%

Tierra Antigua Realty

13.8%

Realty Executives Arizona Territory

9.2%

Keller Williams Southern Arizona

7.5%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

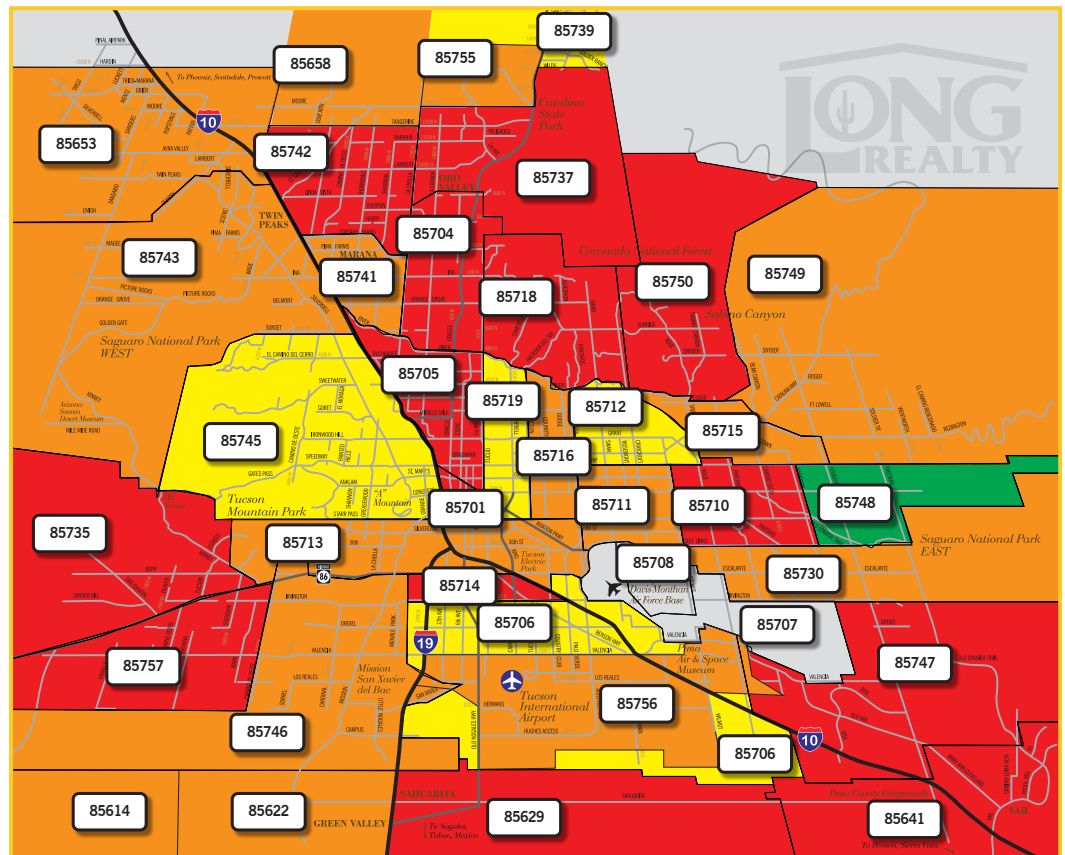
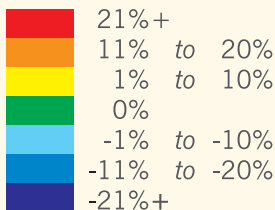
3.7%

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

Long Realty Company

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.