

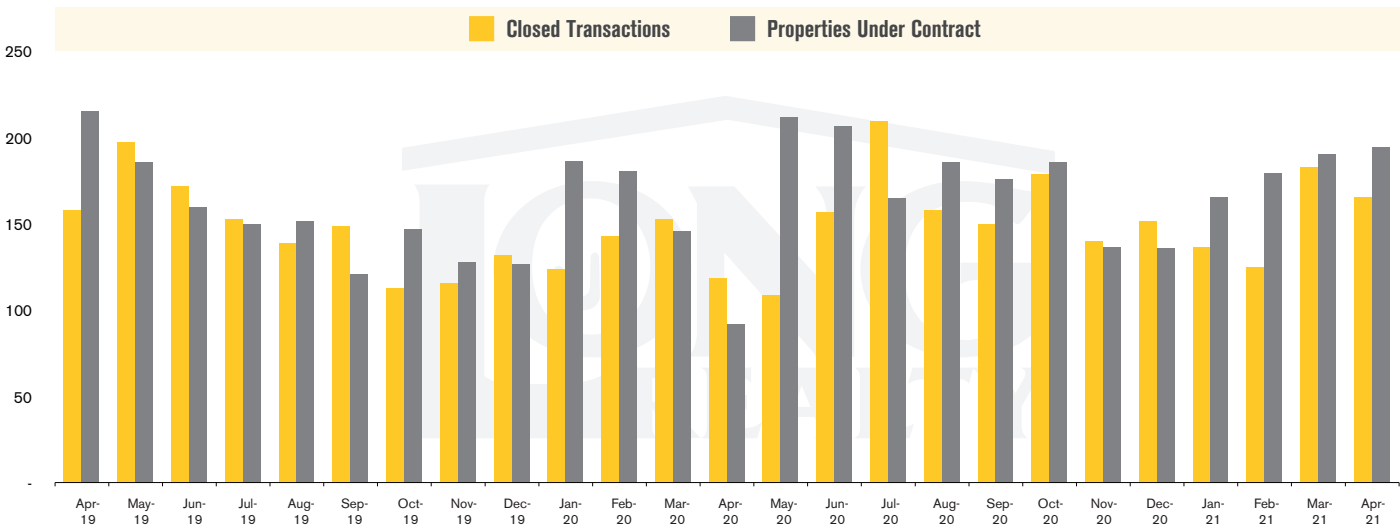
THE HOUSING REPORT

TUCSON NORTH | MAY 2021

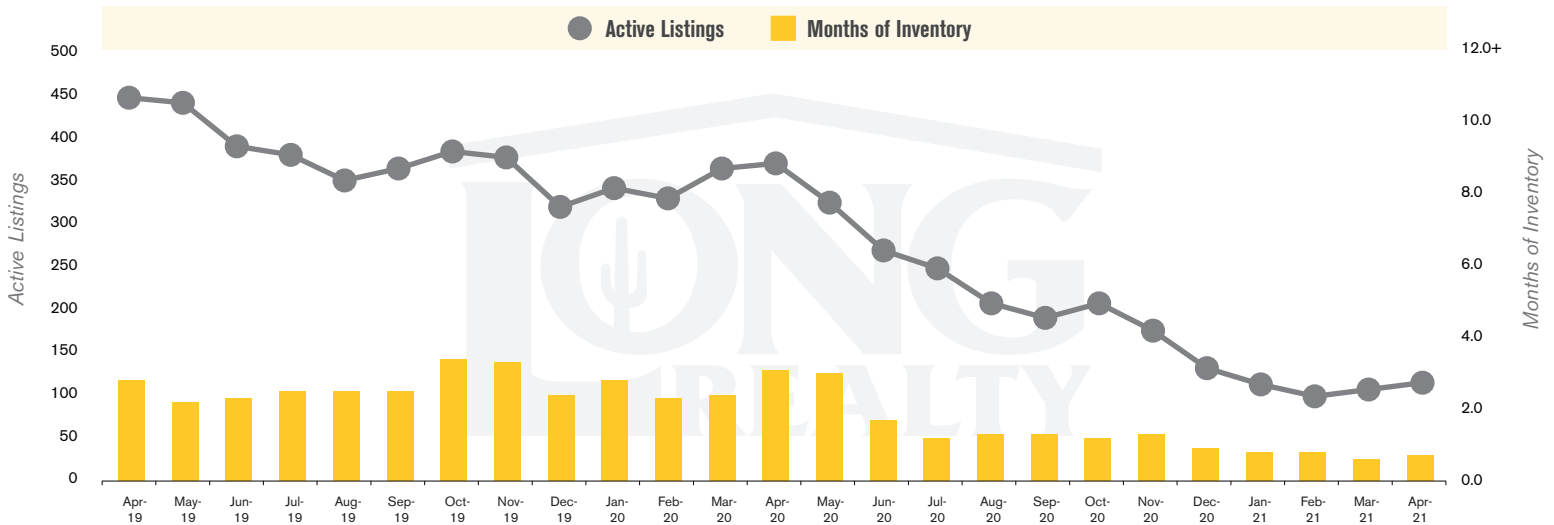


In the Tucson North area, April 2021 active inventory was 116, a 69% decrease from April 2020. There were 166 closings in April 2021, a 39% increase from April 2020. Year-to-date 2021 there were 611 closings, a 13% increase from year-to-date 2020. Months of Inventory was .7, down from 3.1 in April 2020. Median price of sold homes was \$447,500 for the month of April 2021, up 10% from April 2020. The Tucson North area had 195 new properties under contract in April 2021, up 112% from April 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



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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 05/06/2021 is believed to be reliable, but not guaranteed.

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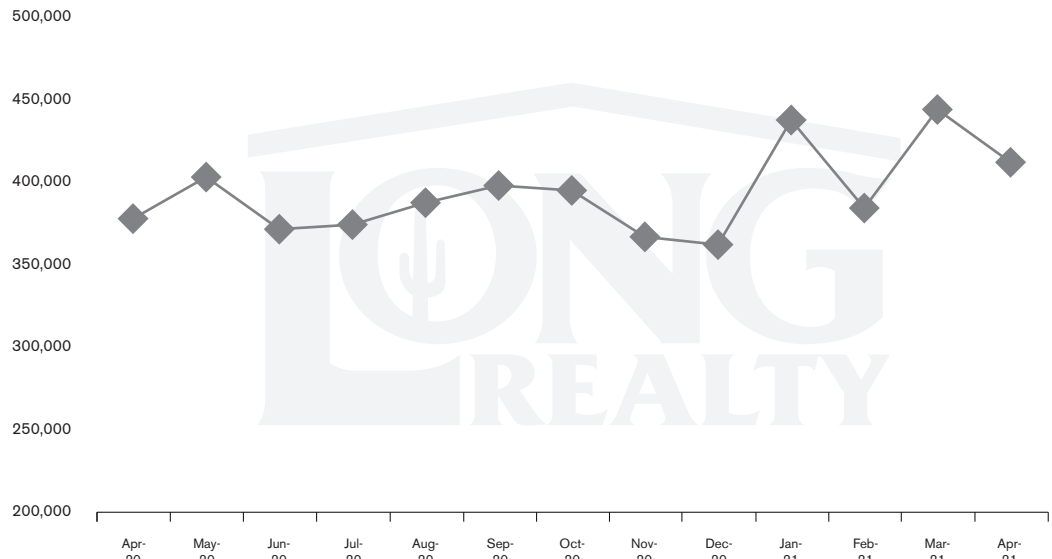
TUCSON NORTH | MAY 2021



MEDIAN SOLD PRICE TUCSON NORTH

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

| Apr 2020 | Apr 2021 |
|----------|----------|
| 97.4% | 99.7% |

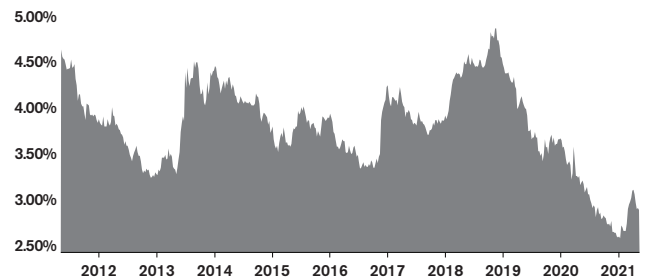


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$335,000 | 6.140% | \$1,936.81 |
| 2020 | \$407,450 | 3.310% | \$1,697.36 |
| 2021 | \$447,500 | 3.060% | \$1,806.13 |

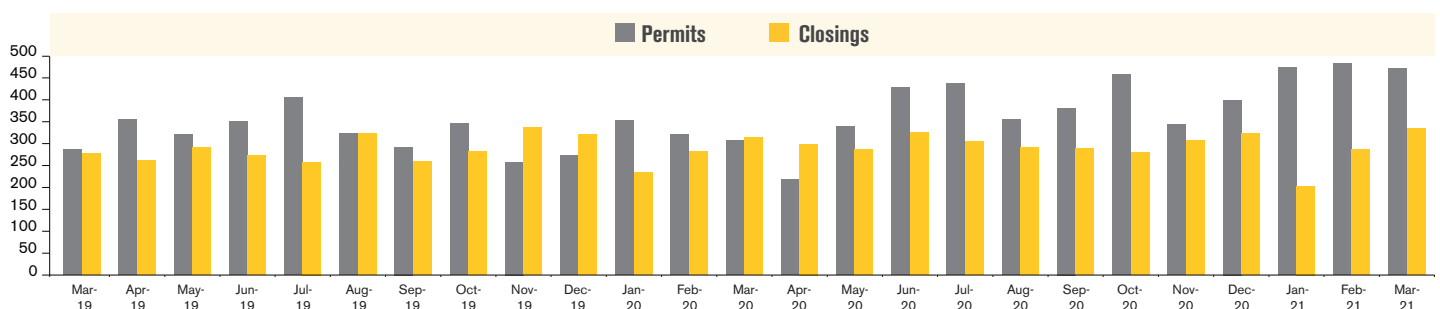
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For March 2021, new home permits were **up 54%** and new home closings were **up 6%** from March 2020.



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TUCSON NORTH | MAY 2021



MARKET CONDITIONS BY PRICE BAND TUCSON NORTH

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Nov-20 | Dec-20 | Jan-21 | Feb-21 | Mar-21 | Apr-21 | | | |
| \$1 - 49,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$50,000 - 74,999 | 0 | 0 | 2 | 0 | 0 | 0 | 2 | 0.0 | 0.0 | Seller |
| \$75,000 - 99,999 | 1 | 2 | 0 | 0 | 0 | 0 | 2 | 0.5 | 0.5 | Seller |
| \$100,000 - 124,999 | 0 | 2 | 3 | 3 | 0 | 0 | 1 | 0.0 | 1.0 | Seller |
| \$125,000 - 149,999 | 0 | 4 | 5 | 6 | 1 | 3 | 1 | 0.0 | 0.2 | Seller |
| \$150,000 - 174,999 | 0 | 6 | 5 | 4 | 7 | 5 | 7 | 0.0 | 0.1 | Seller |
| \$175,000 - 199,999 | 1 | 4 | 7 | 4 | 3 | 13 | 8 | 0.1 | 0.1 | Seller |
| \$200,000 - 224,999 | 3 | 14 | 13 | 6 | 3 | 5 | 10 | 0.3 | 0.2 | Seller |
| \$225,000 - 249,999 | 5 | 7 | 9 | 9 | 12 | 13 | 14 | 0.4 | 0.2 | Seller |
| \$250,000 - 274,999 | 5 | 7 | 7 | 5 | 6 | 6 | 5 | 1.0 | 0.4 | Seller |
| \$275,000 - 299,999 | 0 | 9 | 3 | 5 | 11 | 7 | 8 | 0.0 | 0.2 | Seller |
| \$300,000 - 349,999 | 2 | 7 | 12 | 3 | 11 | 8 | 4 | 0.5 | 0.3 | Seller |
| \$350,000 - 399,999 | 3 | 9 | 11 | 6 | 6 | 10 | 6 | 0.5 | 0.5 | Seller |
| \$400,000 - 499,999 | 8 | 20 | 18 | 20 | 20 | 23 | 24 | 0.3 | 0.4 | Seller |
| \$500,000 - 599,999 | 15 | 17 | 18 | 15 | 15 | 17 | 18 | 0.8 | 0.8 | Seller |
| \$600,000 - 699,999 | 8 | 8 | 6 | 14 | 7 | 22 | 9 | 0.9 | 0.5 | Seller |
| \$700,000 - 799,999 | 6 | 9 | 12 | 5 | 8 | 18 | 12 | 0.5 | 0.4 | Seller |
| \$800,000 - 899,999 | 9 | 6 | 8 | 11 | 3 | 10 | 7 | 1.3 | 1.0 | Seller |
| \$900,000 - 999,999 | 5 | 1 | 1 | 5 | 4 | 6 | 5 | 1.0 | 1.1 | Seller |
| \$1,000,000 - and over | 45 | 8 | 12 | 16 | 8 | 17 | 23 | 2.0 | 2.8 | Seller |
| TOTAL | 116 | 140 | 152 | 137 | 125 | 183 | 166 | 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 05/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2021-04/30/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

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MARKET SHARE TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 05/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2020 – 04/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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39.7%

Tierra Antigua Realty

12.3%

Keller Williams Southern Arizona

5.9%

Realty Executives Arizona Territory

5.8%

Coldwell Banker Realty

5.7%

Russ Lyon Sotheby's International Realty

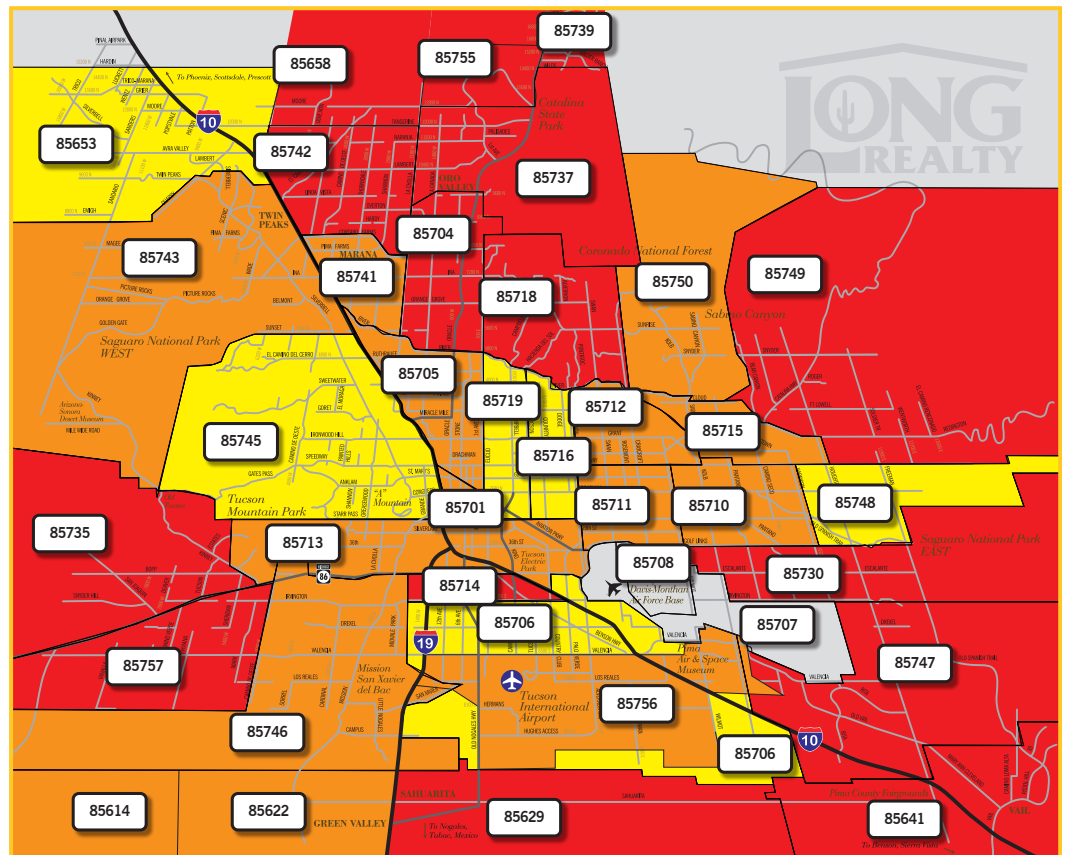
5.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2020-APR 2020 TO
FEB 2021-APR 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 February 2020-April 2020 to February 2021-April 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/06/2021. Information is believed to be reliable, but not guaranteed.