

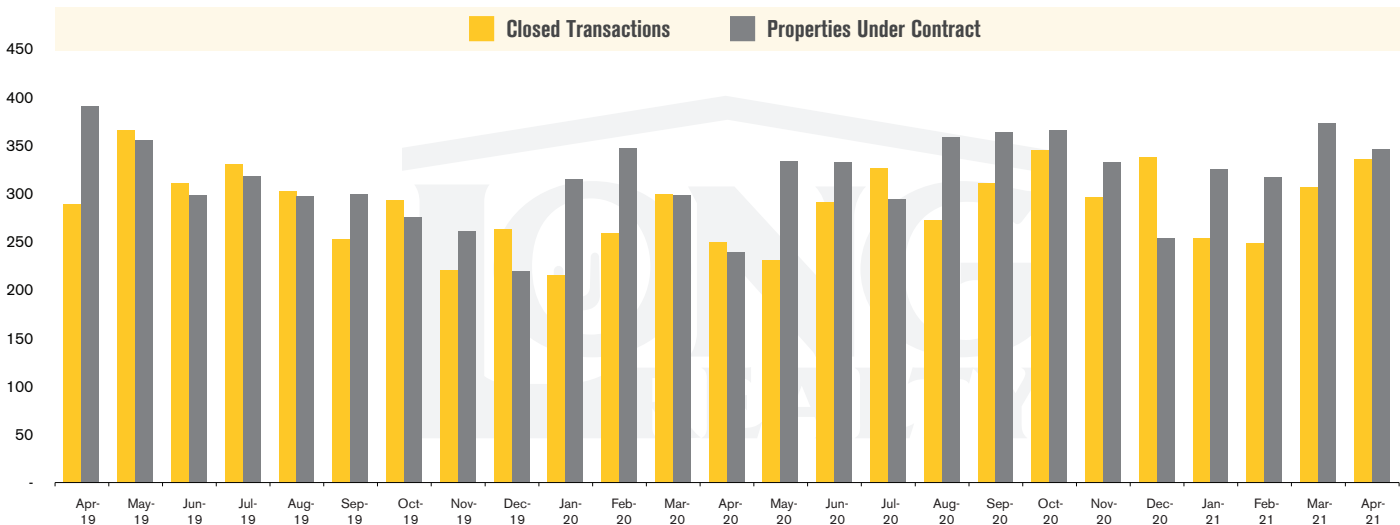
# THE HOUSING REPORT

TUCSON NORTHWEST | MAY 2021

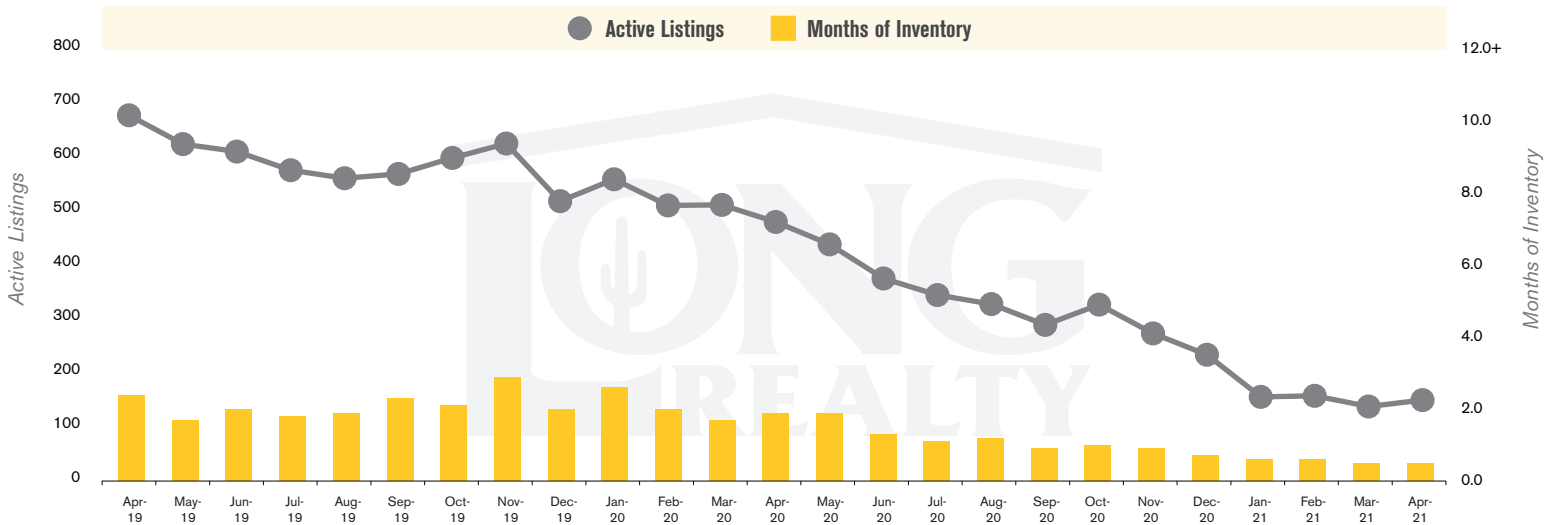


In the Tucson Northwest area, April 2021 active inventory was 153, a 69% decrease from April 2020. There were 338 closings in April 2021, a 35% increase from April 2020. Year-to-date 2021 there were 1,153 closings, a 12% increase from year-to-date 2020. Months of Inventory was .5, down from 1.9 in April 2020. Median price of sold homes was \$386,000 for the month of April 2021, up 37% from April 2020. The Tucson Northwest area had 349 new properties under contract in April 2021, up 45% from April 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto: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 05/06/2021 is believed to be reliable, but not guaranteed.

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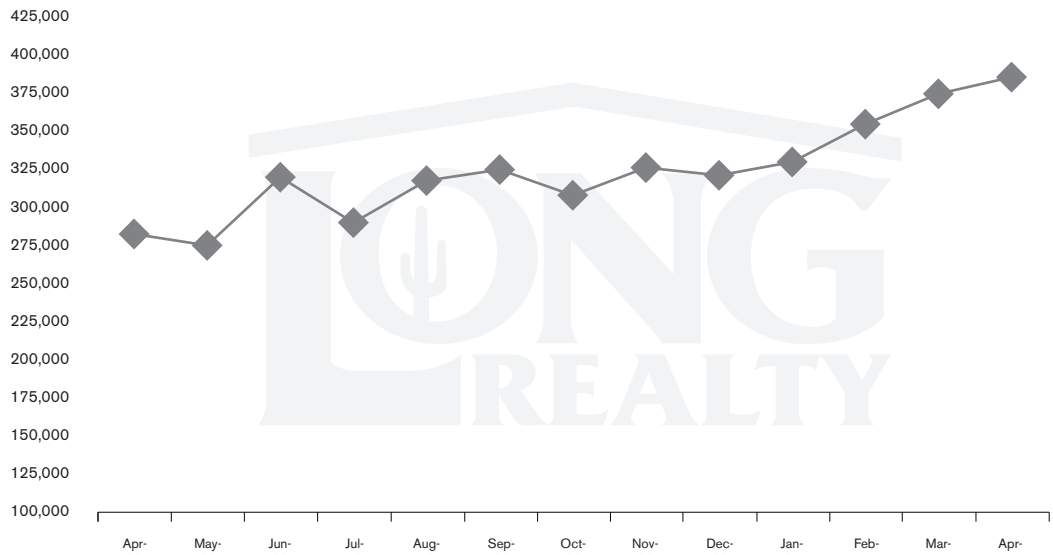


## MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Apr 2020	Apr 2021
97.4%	99.7%

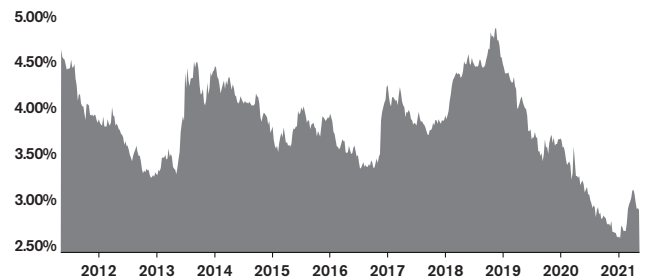


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$282,500	3.310%	\$1,176.84
2021	\$386,000	3.060%	\$1,557.91

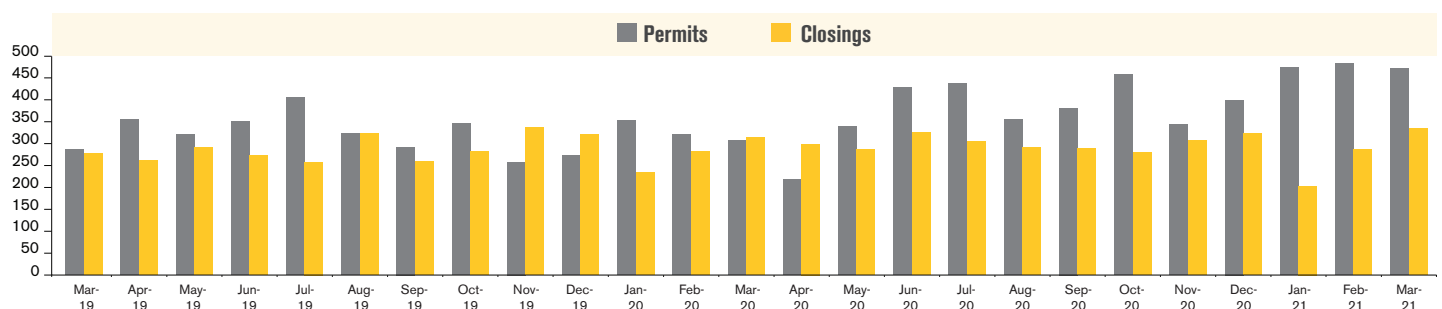
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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

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TUCSON NORTHWEST | MAY 2021



## MARKET CONDITIONS BY PRICE BAND TUCSON NORTHWEST

	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	1	0	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	2	1	0	1	1	0.0	0.5	<b>Seller</b>
\$100,000 - 124,999	0	2	2	0	1	1	2	0.0	0.0	<b>Seller</b>
\$125,000 - 149,999	2	4	4	0	0	2	1	2.0	2.0	<b>Seller</b>
\$150,000 - 174,999	0	3	4	8	2	1	2	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	0	11	13	3	7	1	5	0.0	0.0	<b>Seller</b>
\$200,000 - 224,999	4	16	12	8	5	10	8	0.5	0.4	<b>Seller</b>
\$225,000 - 249,999	1	37	39	26	29	22	20	0.1	0.1	<b>Seller</b>
\$250,000 - 274,999	2	30	36	39	26	23	30	0.1	0.2	<b>Seller</b>
\$275,000 - 299,999	8	21	41	28	18	20	21	0.4	0.3	<b>Seller</b>
\$300,000 - 349,999	16	34	46	22	30	46	47	0.3	0.3	<b>Seller</b>
\$350,000 - 399,999	12	35	35	31	33	50	44	0.3	0.2	<b>Seller</b>
\$400,000 - 499,999	36	63	53	40	45	55	74	0.5	0.5	<b>Seller</b>
\$500,000 - 599,999	16	13	19	21	18	21	34	0.5	0.7	<b>Seller</b>
\$600,000 - 699,999	5	14	10	12	11	19	13	0.4	0.5	<b>Seller</b>
\$700,000 - 799,999	3	7	5	2	9	14	10	0.3	0.5	<b>Seller</b>
\$800,000 - 899,999	9	3	5	4	5	5	12	0.8	0.9	<b>Seller</b>
\$900,000 - 999,999	5	0	4	3	1	4	3	1.7	3.4	<b>Seller</b>
\$1,000,000 - and over	34	4	11	7	10	14	11	3.1	2.9	<b>Seller</b>
<b>TOTAL</b>	<b>153</b>	<b>298</b>	<b>341</b>	<b>256</b>	<b>250</b>	<b>309</b>	<b>338</b>	<b>0.5</b>	<b>0.5</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

**Long Realty Company**

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

TUCSON NORTHWEST | MAY 2021



## MARKET SHARE TUCSON NORTHWEST

**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.

### LONG REALTY COMPANY

29.2%

Tierra Antigua Realty

12.2%

Coldwell Banker Residential Brokerage

7.8%

Keller Williams Southern Arizona

6.5%

Realty Executives Arizona Territory

6.1%

Exp Realty

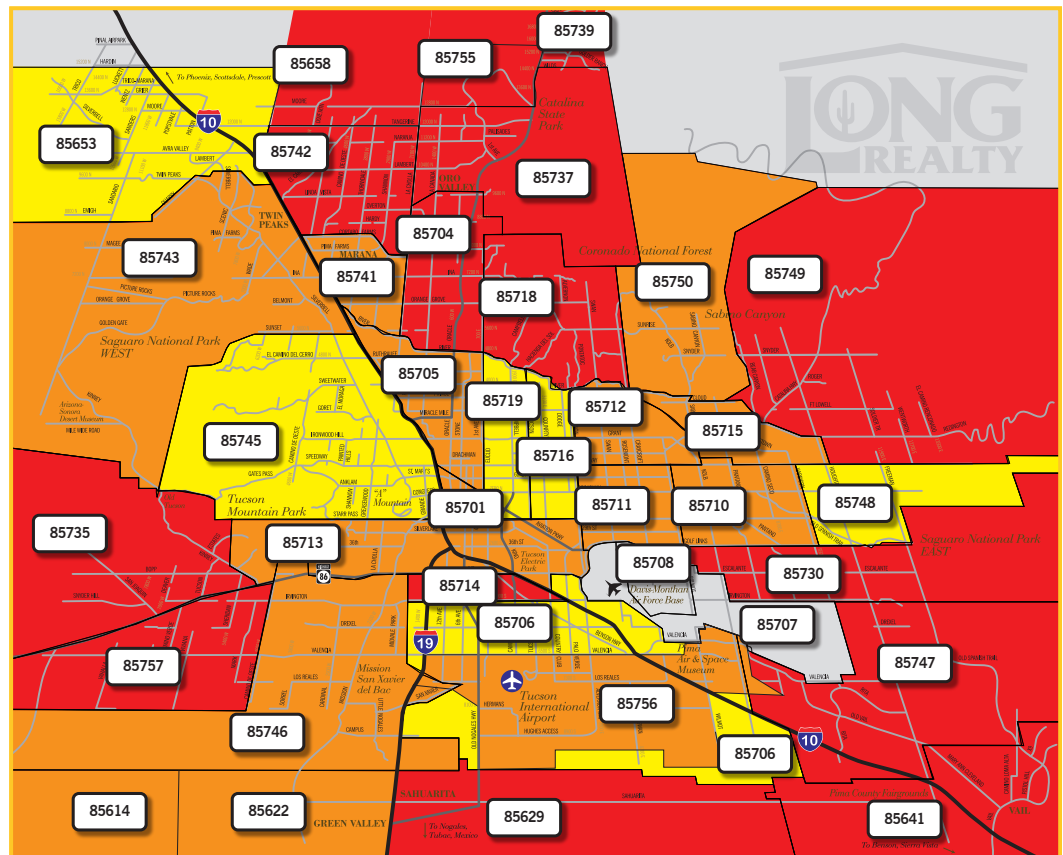
3.9%

## 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.**

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 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.