

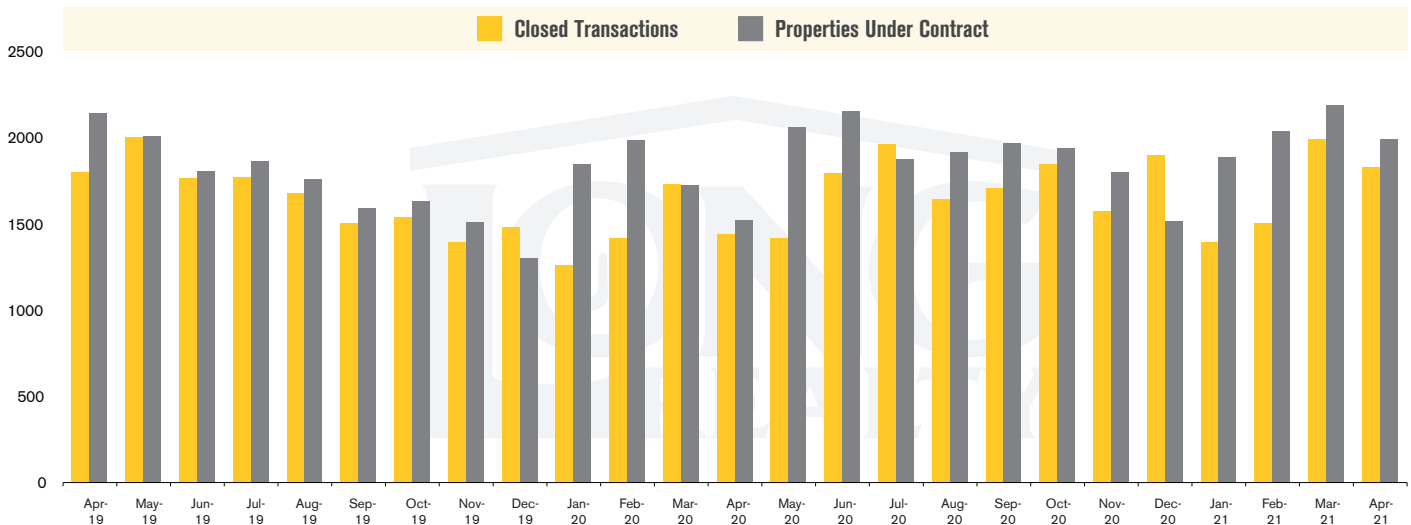
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | MAY 2021

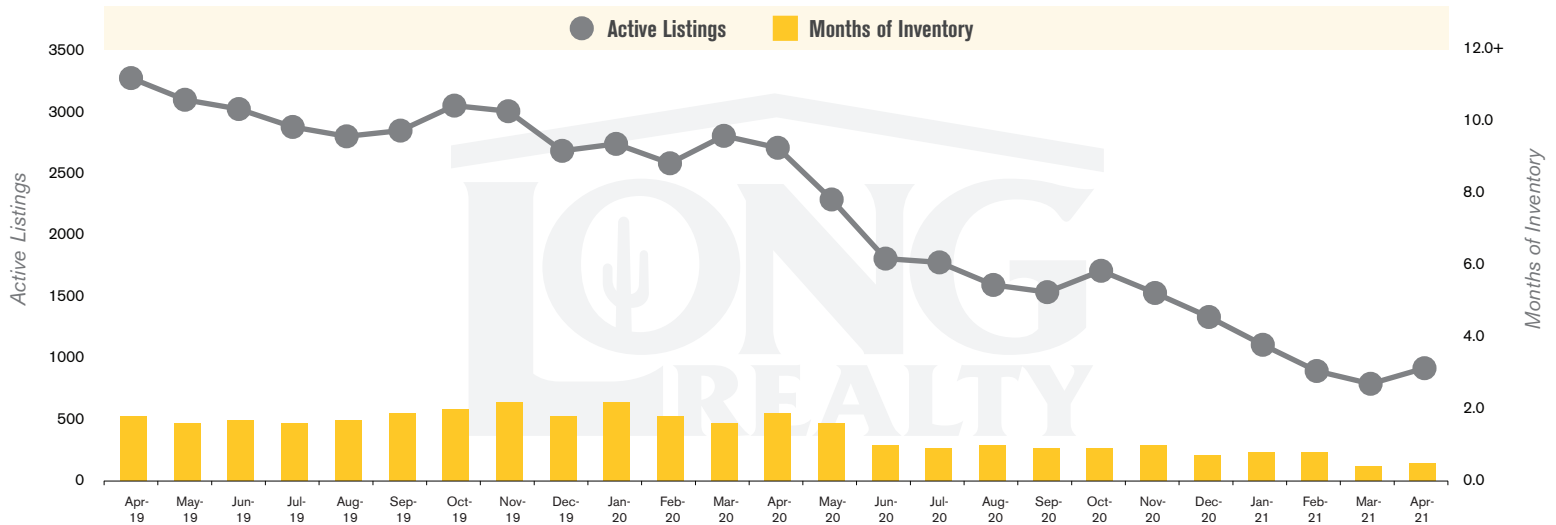


In the Tucson Main Market area, April 2021 active inventory was 931, a 66% decrease from April 2020. There were 1,833 closings in April 2021, a 27% increase from April 2020. Year-to-date 2021 there were 6,732 closings, a 15% increase from year-to-date 2020. Months of Inventory was .5, down from 1.9 in April 2020. Median price of sold homes was \$315,882 for the month of April 2021, up 30% from April 2020. The Tucson Main Market area had 1,997 new properties under contract in April 2021, up 31% from April 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT GREATER TUCSON MAIN MARKET



## ACTIVE LISTINGS AND MONTHS OF INVENTORY GREATER TUCSON MAIN MARKET



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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.

# THE HOUSING REPORT



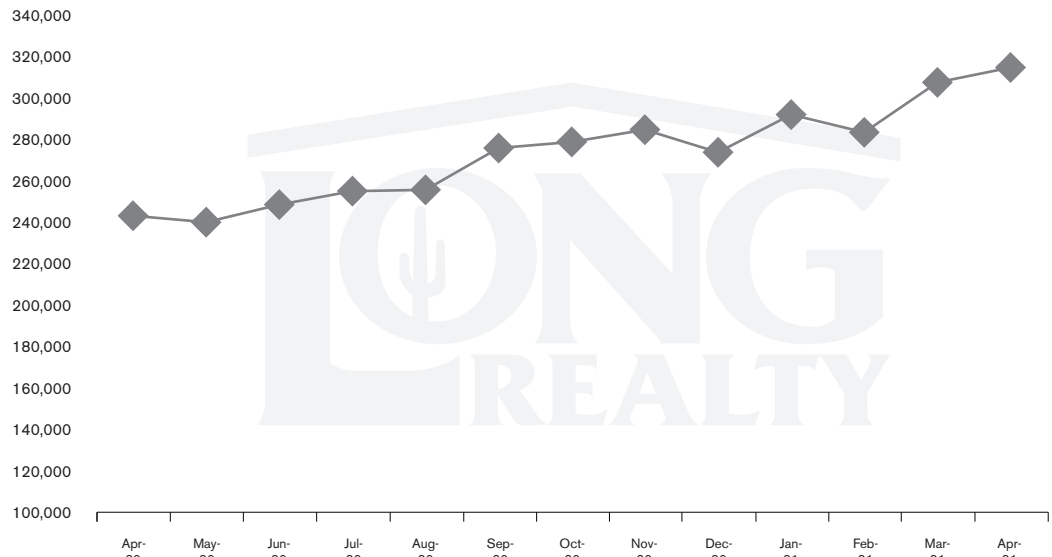
GREATER TUCSON MAIN MARKET | MAY 2021

## MEDIAN SOLD PRICE

GREATER TUCSON  
MAIN MARKET

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

Apr 2020	Apr 2021
<b>97.4%</b>	<b>100.1%</b>

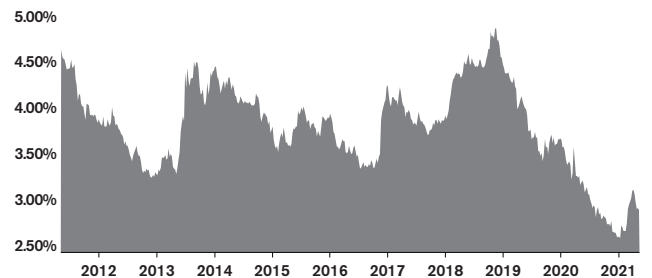


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$243,672	3.310%	\$1,015.09
2021	\$315,882	3.060%	\$1,274.91

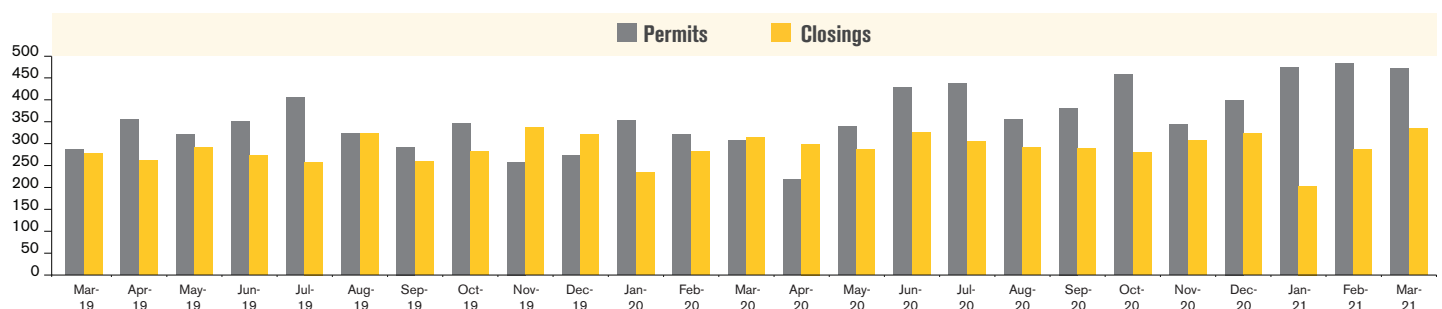
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS GREATER TUCSON MAIN MARKET



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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# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | MAY 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
		Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21			
\$1 - 49,999	0	4	7	3	9	2	2	0.0	0.2	Seller
\$50,000 - 74,999	8	10	17	14	8	8	12	0.7	0.9	Seller
\$75,000 - 99,999	15	29	48	24	26	30	27	0.6	0.5	Seller
\$100,000 - 124,999	20	31	39	28	20	28	38	0.5	0.6	Seller
\$125,000 - 149,999	23	52	83	52	59	67	46	0.5	0.5	Seller
\$150,000 - 174,999	23	68	93	70	84	82	73	0.3	0.3	Seller
\$175,000 - 199,999	33	121	155	99	98	134	106	0.3	0.3	Seller
\$200,000 - 224,999	40	157	182	136	160	140	135	0.3	0.2	Seller
\$225,000 - 249,999	51	209	233	164	168	221	191	0.3	0.2	Seller
\$250,000 - 274,999	44	159	204	139	165	207	186	0.2	0.3	Seller
\$275,000 - 299,999	53	121	155	116	124	173	149	0.4	0.4	Seller
\$300,000 - 349,999	108	169	199	134	164	226	202	0.5	0.5	Seller
\$350,000 - 399,999	84	108	153	94	115	194	175	0.5	0.5	Seller
\$400,000 - 499,999	119	170	156	130	142	204	215	0.6	0.6	Seller
\$500,000 - 599,999	64	66	67	70	59	83	106	0.6	0.8	Seller
\$600,000 - 699,999	50	35	39	47	39	73	41	1.2	0.9	Seller
\$700,000 - 799,999	32	30	25	14	24	46	40	0.8	0.8	Seller
\$800,000 - 899,999	29	17	16	21	13	25	32	0.9	1.0	Seller
\$900,000 - 999,999	21	3	9	13	7	12	10	2.1	2.5	Seller
\$1,000,000 - and over	114	18	26	28	22	42	47	2.4	3.1	Seller
<b>TOTAL</b>	<b>931</b>	<b>1,577</b>	<b>1,906</b>	<b>1,396</b>	<b>1,506</b>	<b>1,997</b>	<b>1,833</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



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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

GREATER TUCSON MAIN MARKET | MAY 2021



## MARKET SHARE

GREATER TUCSON MAIN MARKET

**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**

**25.4%**

Tierra Antigua Realty

13.9%

Realty Executives Arizona Territory

9.0%

Keller Williams Southern Arizona

7.5%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

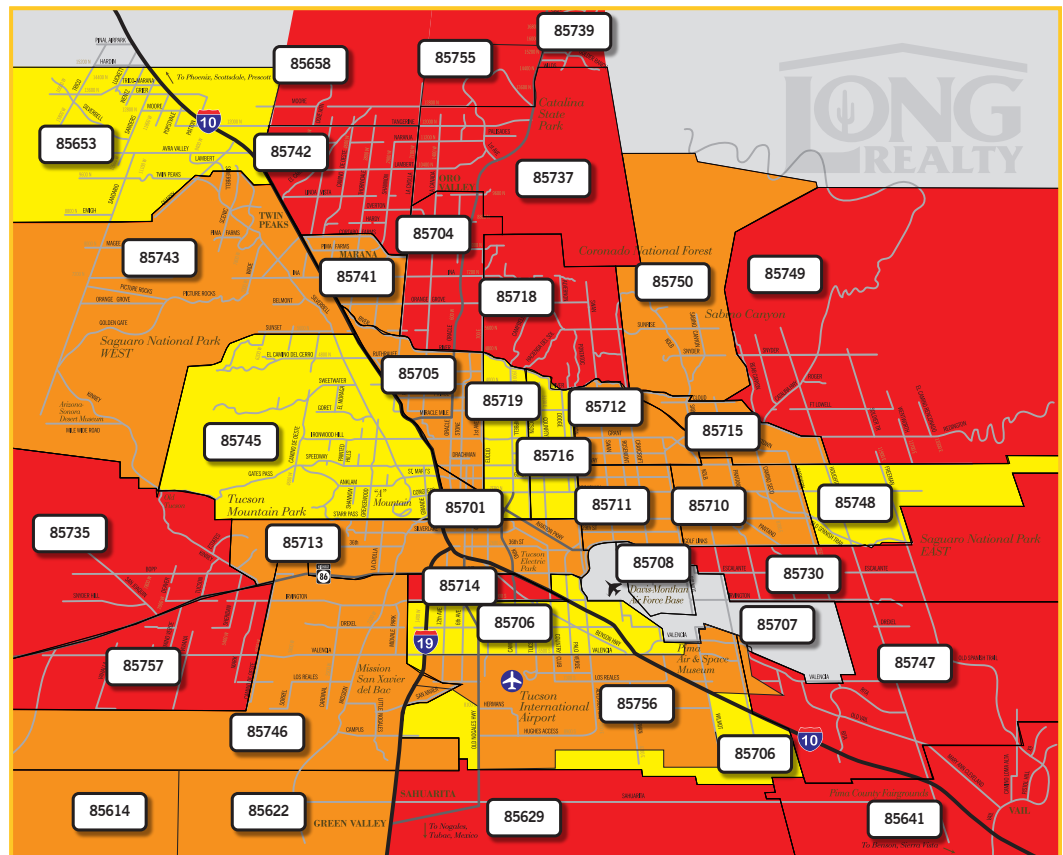
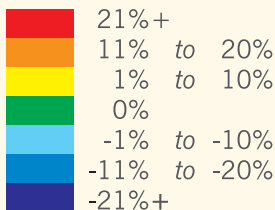
3.8%

## 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.