

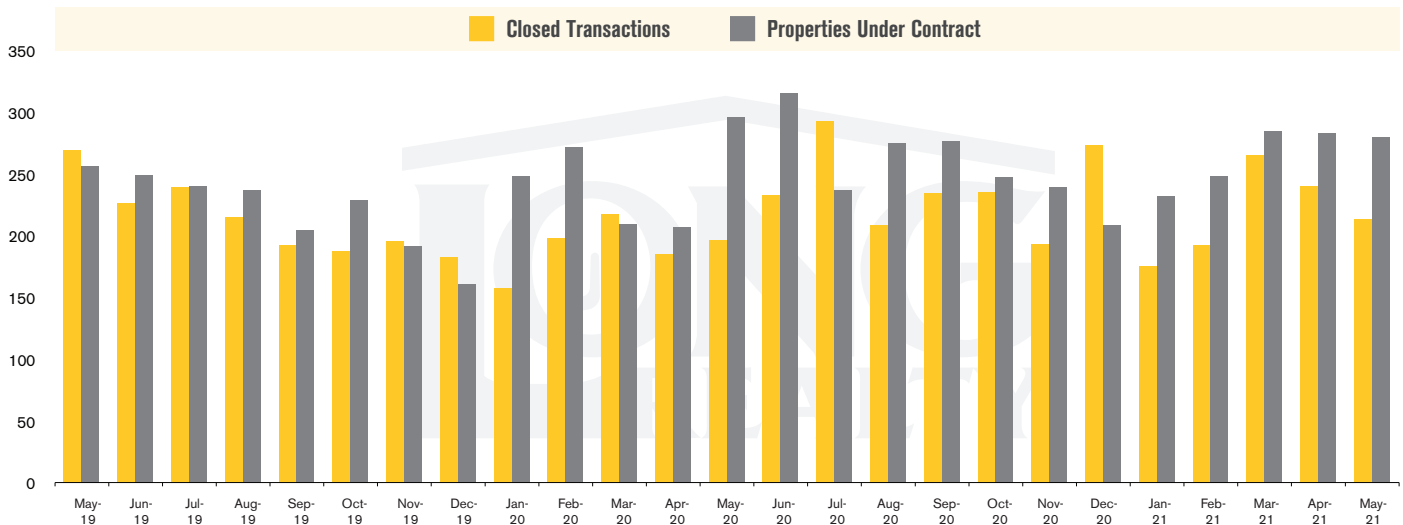
# THE HOUSING REPORT

TUCSON CENTRAL | JUNE 2021

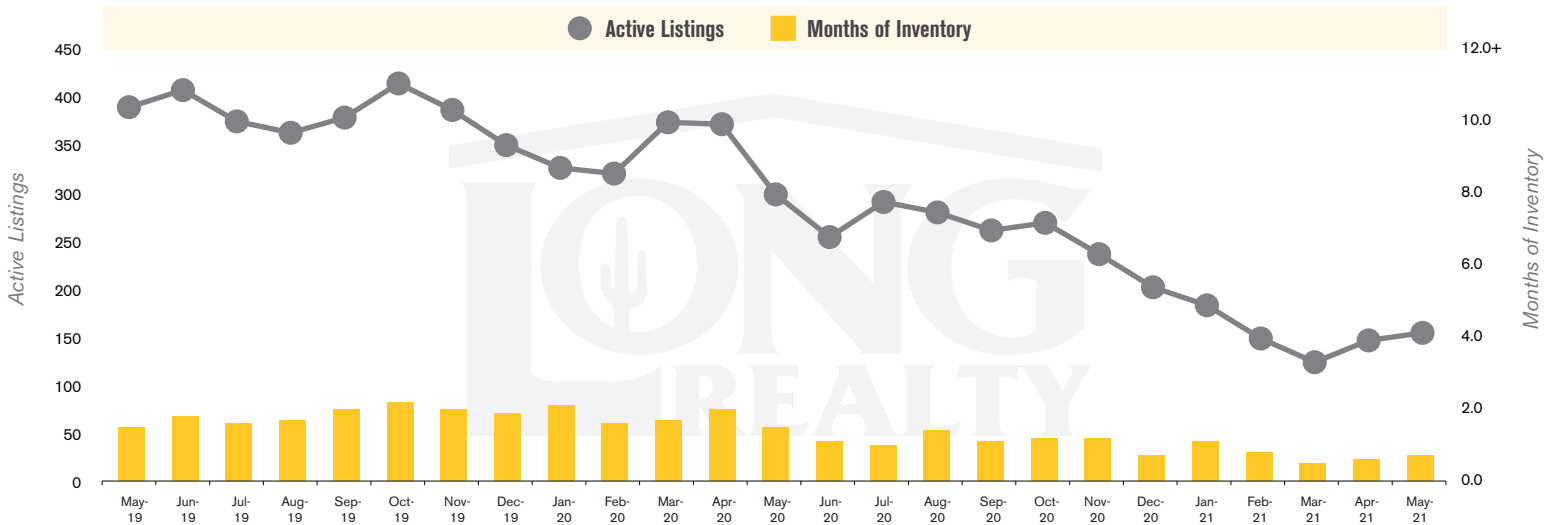


In the Tucson Central area, May 2021 active inventory was 157, a 48% decrease from May 2020. There were 214 closings in May 2021, a 9% increase from May 2020. Year-to-date 2021 there were 1,090 closings, a 14% increase from year-to-date 2020. Months of Inventory was .7, down from 1.5 in May 2020. Median price of sold homes was \$257,950 for the month of May 2021, up 29% from May 2020. The Tucson Central area had 281 new properties under contract in May 2021, down 5% from May 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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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 06/07/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

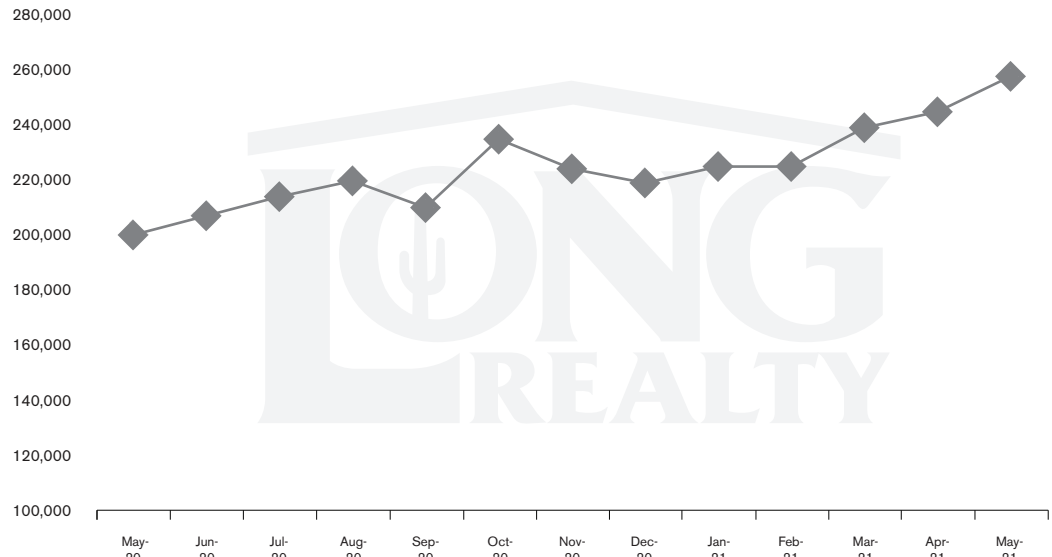
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## MEDIAN SOLD PRICE TUCSON CENTRAL

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

May 2020	May 2021
95.7%	101.7%

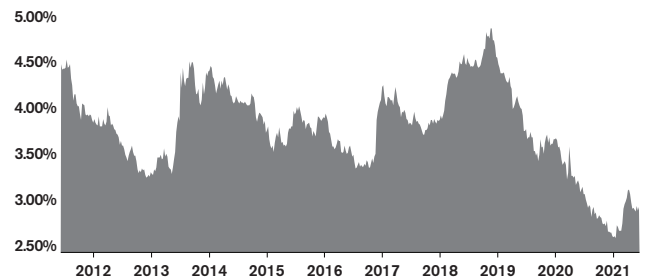


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2020	\$200,000	3.230%	\$824.81
2021	\$257,950	2.960%	\$1,027.87

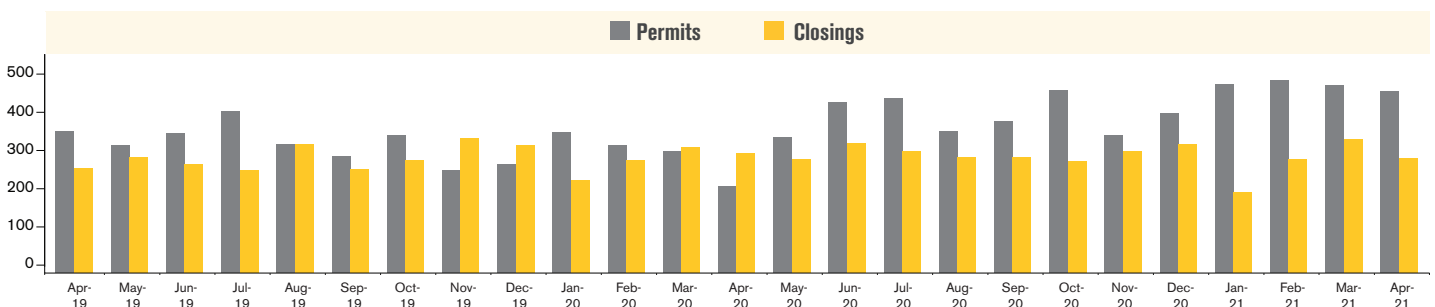
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research



For April 2021, new home permits were **up 100%** and new home closings were **down 4%** from April 2020.

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## MARKET CONDITIONS BY PRICE BAND TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21			
\$1 - 49,999	0	5	0	2	2	0	2	0.0	0.3	Seller
\$50,000 - 74,999	1	3	2	3	1	5	5	0.2	0.8	Seller
\$75,000 - 99,999	1	14	2	4	5	4	5	0.2	0.2	Seller
\$100,000 - 124,999	3	9	6	5	2	6	3	1.0	0.7	Seller
\$125,000 - 149,999	5	28	14	15	18	6	7	0.7	0.3	Seller
\$150,000 - 174,999	7	13	18	18	13	13	13	0.5	0.4	Seller
\$175,000 - 199,999	4	41	19	20	38	28	16	0.3	0.3	Seller
\$200,000 - 224,999	11	36	26	29	35	32	18	0.6	0.4	Seller
\$225,000 - 249,999	14	26	16	16	28	29	30	0.5	0.4	Seller
\$250,000 - 274,999	7	29	9	14	19	25	16	0.4	0.4	Seller
\$275,000 - 299,999	15	11	13	13	16	20	21	0.7	0.7	Seller
\$300,000 - 349,999	22	22	14	16	25	20	23	1.0	0.8	Seller
\$350,000 - 399,999	13	13	8	12	19	16	14	0.9	0.7	Seller
\$400,000 - 499,999	22	13	12	14	20	13	20	1.1	0.8	Seller
\$500,000 - 599,999	12	5	9	5	13	6	10	1.2	1.1	Seller
\$600,000 - 699,999	11	7	5	5	6	6	7	1.6	1.5	Seller
\$700,000 - 799,999	2	0	1	0	6	4	0	n/a	0.9	Seller
\$800,000 - 899,999	2	0	0	0	0	1	0	n/a	5.0	Balanced
\$900,000 - 999,999	1	0	1	0	0	2	0	n/a	3.0	Seller
\$1,000,000 - and over	4	1	1	2	0	5	4	1.0	1.4	Seller
<b>TOTAL</b>	<b>157</b>	<b>276</b>	<b>176</b>	<b>193</b>	<b>266</b>	<b>241</b>	<b>214</b>	<b>0.7</b>	<b>0.6</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 06/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2021-05/31/2021. Information is believed to be reliable, but not guaranteed.

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## MARKET SHARE TUCSON CENTRAL

**Long Realty leads the market in successful real estate sales.**

Data Obtained 06/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 06/01/2020 – 05/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

22.7%

Tierra Antigua Realty

18.1%

Realty Executives Arizona Territory

9.9%

Keller Williams Southern Arizona

7.1%

Exp Realty

4.7%

Coldwell Banker

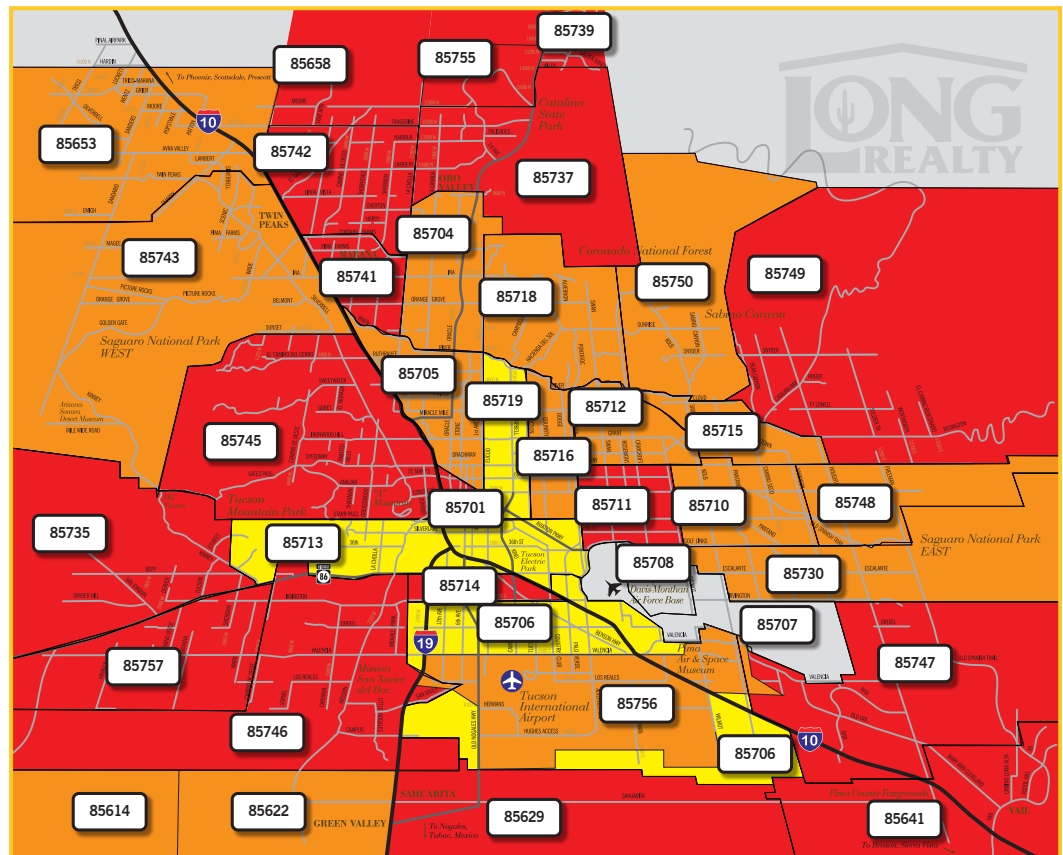
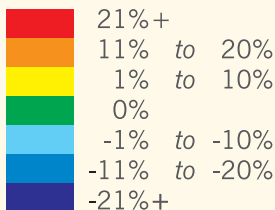
3.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2020-MAY 2020 TO  
MAR 2021-MAY 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 March 2020-May 2020 to March 2021-May 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/07/2021. Information is believed to be reliable, but not guaranteed.