

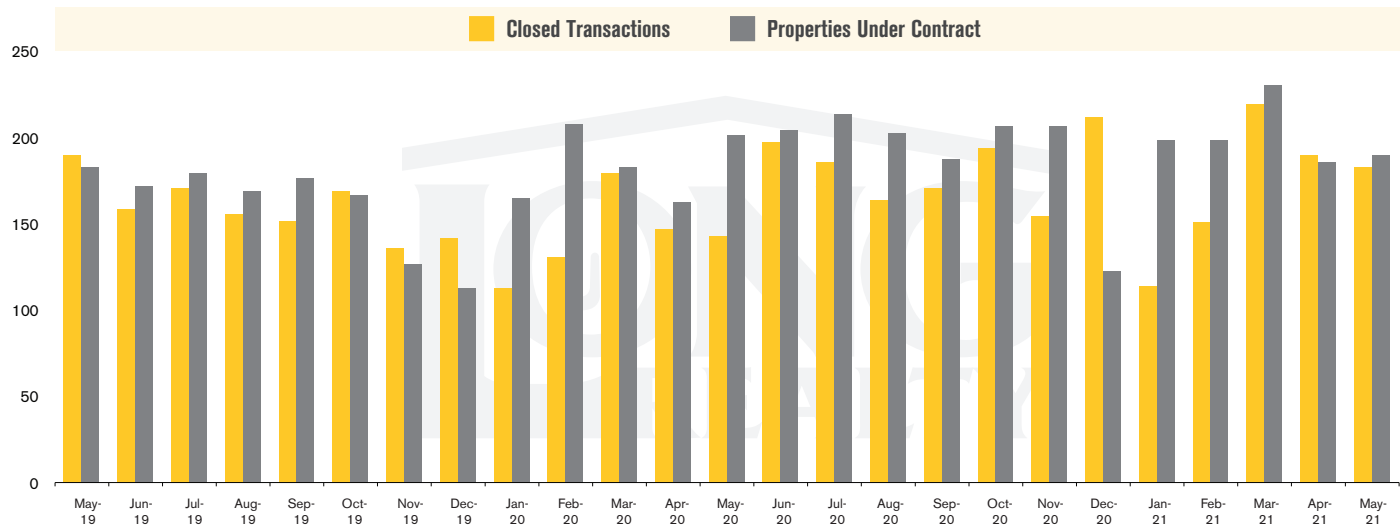
# THE HOUSING REPORT

TUCSON EAST | JUNE 2021

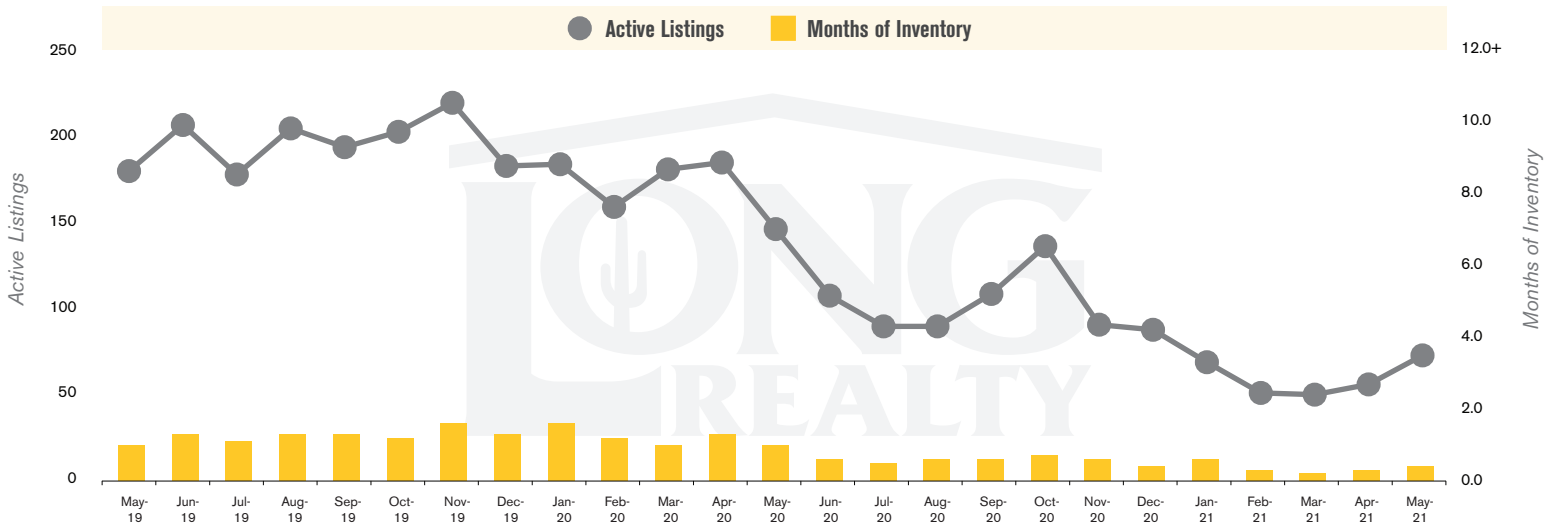


In the Tucson East area, May 2021 active inventory was 74, a 50% decrease from May 2020. There were 183 closings in May 2021, a 28% increase from May 2020. Year-to-date 2021 there were 858 closings, a 20% increase from year-to-date 2020. Months of Inventory was .4, down from 1.0 in May 2020. Median price of sold homes was \$250,000 for the month of May 2021, up 16% from May 2020. The Tucson East area had 190 new properties under contract in May 2021, down 6% from May 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON EAST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON EAST



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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

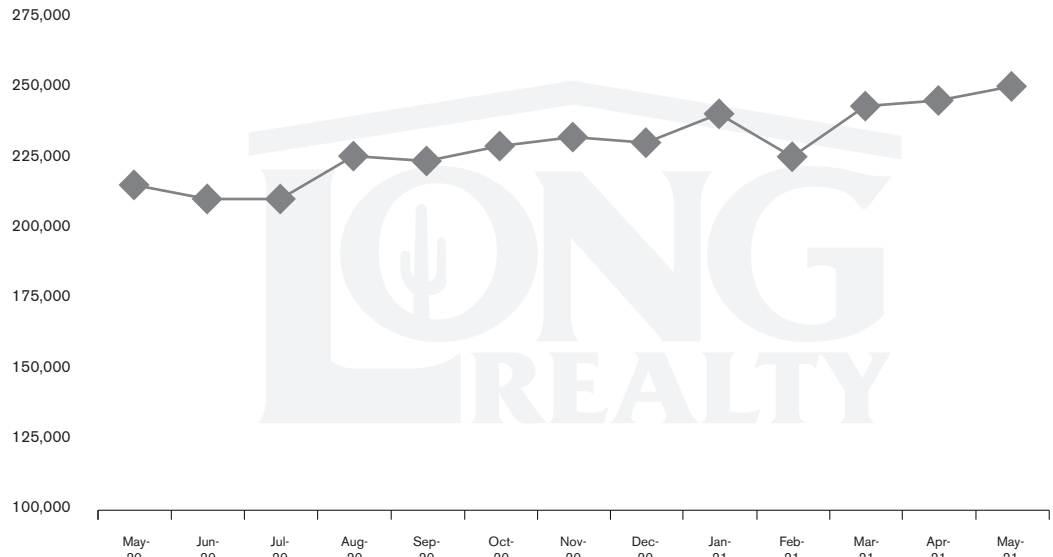
TUCSON EAST | JUNE 2021



## MEDIAN SOLD PRICE TUCSON EAST

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

May 2020	May 2021
98.0%	101.4%

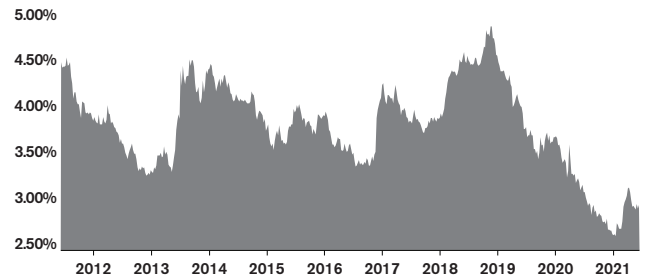


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON EAST

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2020	\$215,000	3.230%	\$886.67
2021	\$250,000	2.960%	\$996.19

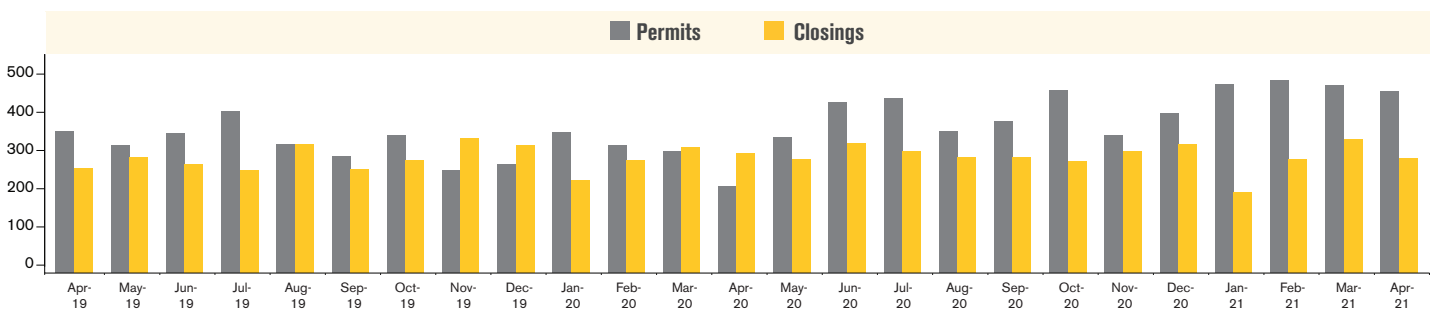
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



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

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# THE HOUSING REPORT

TUCSON EAST | JUNE 2021



## MARKET CONDITIONS BY PRICE BAND TUCSON EAST

	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	1	2	3	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	5	3	3	2	2	3	0.3	0.3	Seller
\$100,000 - 124,999	1	5	3	2	3	5	7	0.1	0.5	Seller
\$125,000 - 149,999	1	15	1	5	5	10	10	0.1	0.1	Seller
\$150,000 - 174,999	1	16	7	9	16	7	6	0.2	0.1	Seller
\$175,000 - 199,999	1	21	11	11	24	16	6	0.2	0.2	Seller
\$200,000 - 224,999	3	28	24	42	25	16	32	0.1	0.2	Seller
\$225,000 - 249,999	9	40	16	20	44	43	21	0.4	0.2	Seller
\$250,000 - 274,999	12	31	20	25	42	28	37	0.3	0.2	Seller
\$275,000 - 299,999	12	18	7	12	27	24	18	0.7	0.4	Seller
\$300,000 - 349,999	9	13	8	5	12	21	27	0.3	0.4	Seller
\$350,000 - 399,999	9	10	7	5	8	10	7	1.3	0.6	Seller
\$400,000 - 499,999	6	3	2	1	5	2	7	0.9	0.9	Seller
\$500,000 - 599,999	2	3	1	1	3	2	1	2.0	0.8	Seller
\$600,000 - 699,999	2	1	1	2	0	2	0	n/a	1.0	Seller
\$700,000 - 799,999	0	0	0	2	2	0	0	n/a	0.0	Seller
\$800,000 - 899,999	0	0	0	3	1	0	0	n/a	0.0	Seller
\$900,000 - 999,999	1	0	1	0	1	1	0	n/a	1.5	Seller
\$1,000,000 - and over	4	1	0	0	0	0	1	4.0	11.0	Buyer
<b>TOTAL</b>	<b>74</b>	<b>212</b>	<b>114</b>	<b>151</b>	<b>220</b>	<b>190</b>	<b>183</b>	<b>0.4</b>	<b>0.3</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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TUCSON EAST | JUNE 2021



## MARKET SHARE TUCSON EAST

**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

17.7%

Tierra Antigua Realty

15.7%

Realty Executives Arizona Properties

12.9%

Keller Williams Southern Arizona

8.8%

Exp Realty

5.6%

Coldwell Banker Residential Brokerage

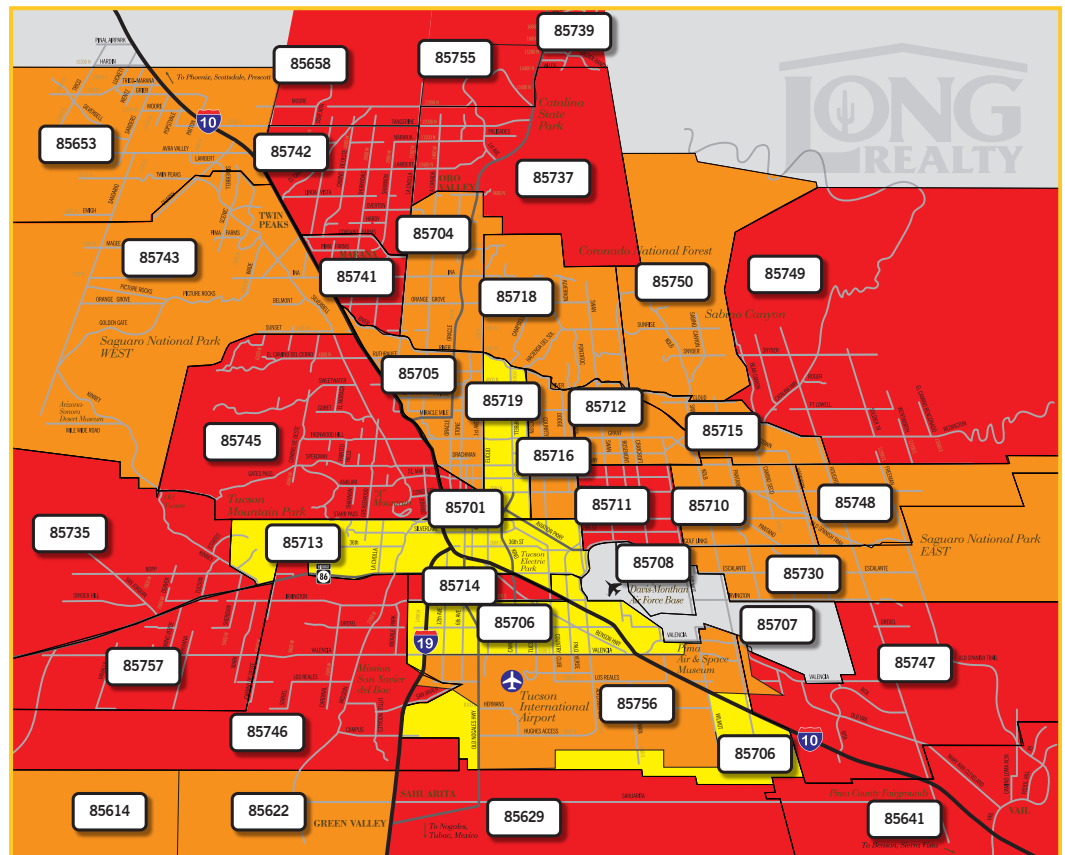
4.9%

## 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.