

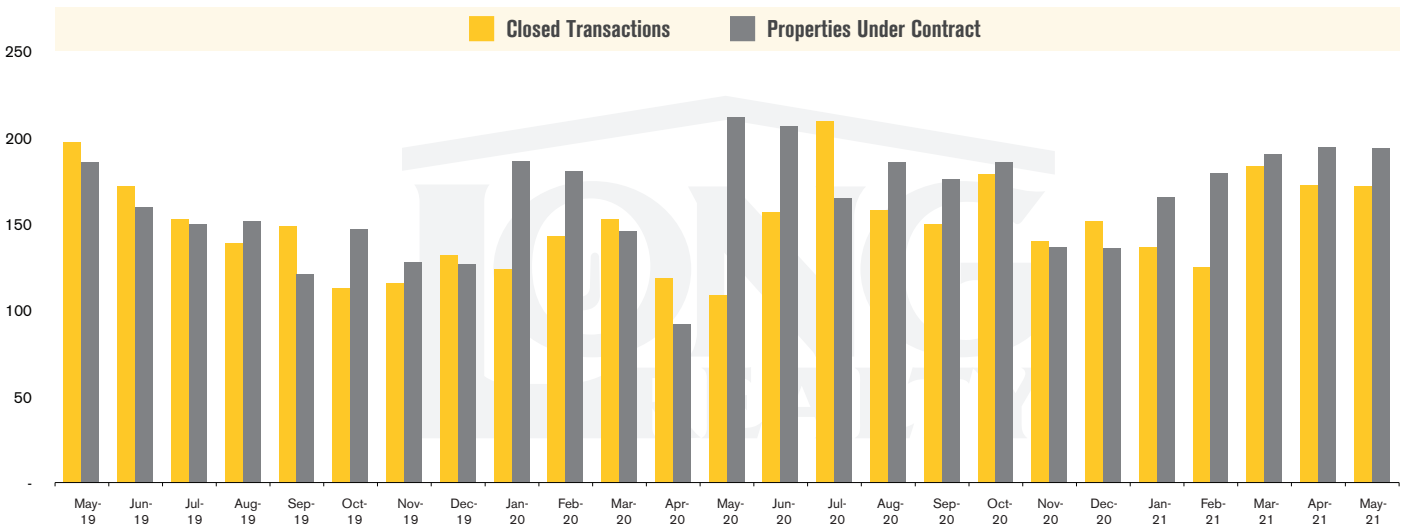
THE HOUSING REPORT

TUCSON NORTH | JUNE 2021

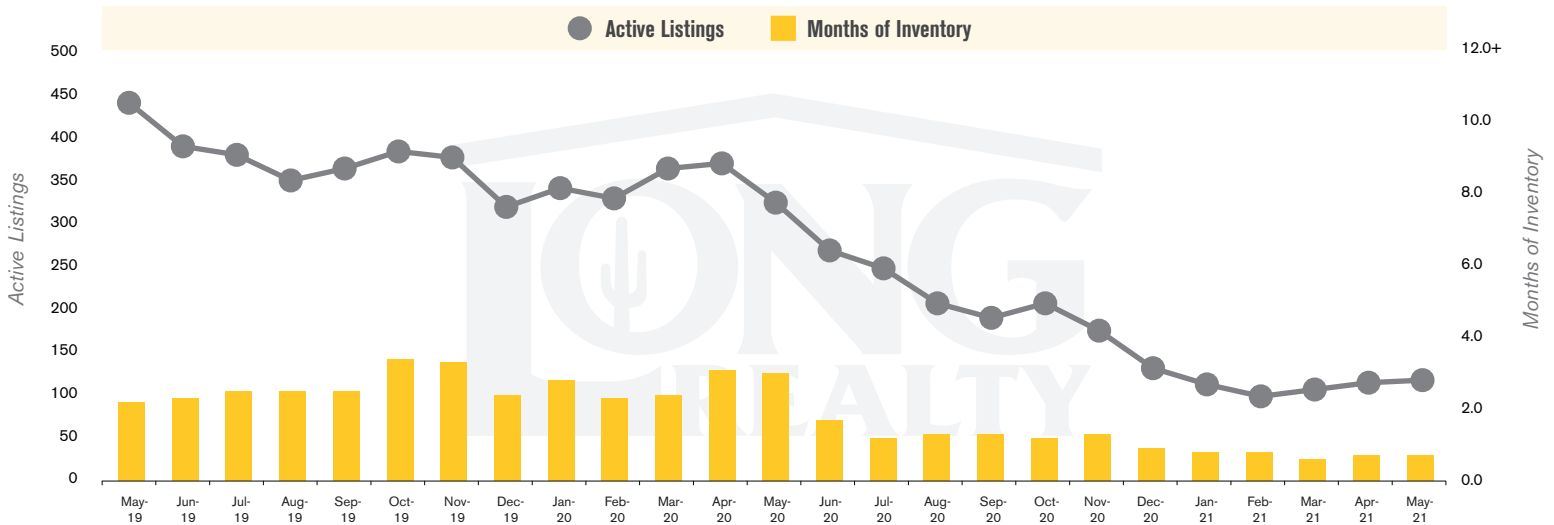


In the Tucson North area, May 2021 active inventory was 119, a 64% decrease from May 2020. There were 172 closings in May 2021, a 58% increase from May 2020. Year-to-date 2021 there were 791 closings, a 22% increase from year-to-date 2020. Months of Inventory was .7, down from 3.0 in May 2020. Median price of sold homes was \$475,000 for the month of May 2021, up 9% from May 2020. The Tucson North area had 194 new properties under contract in May 2021, down 8% from May 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 06/07/2021 is believed to be reliable, but not guaranteed.

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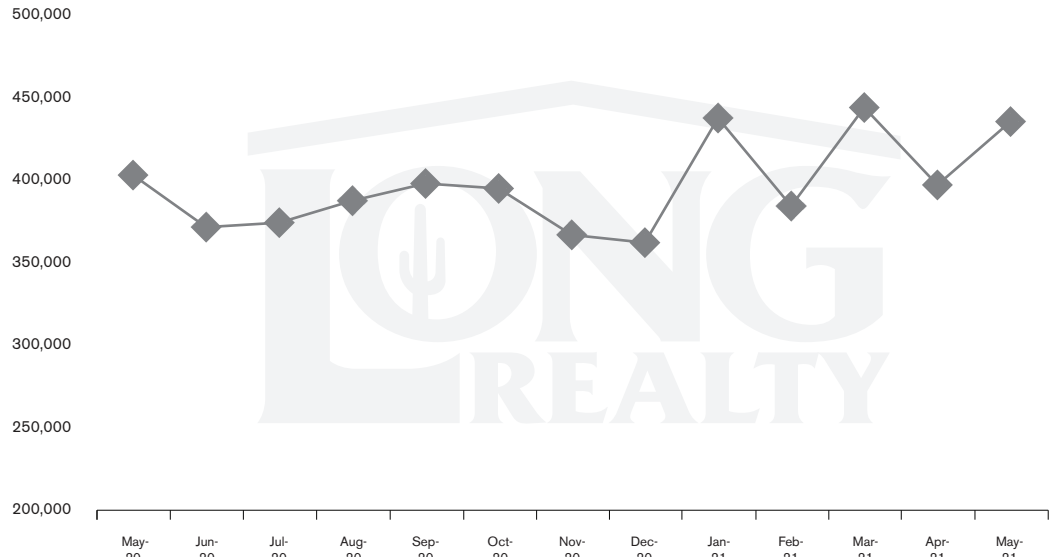
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MEDIAN SOLD PRICE TUCSON NORTH

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

May 2020	May 2021
96.6%	100.1%

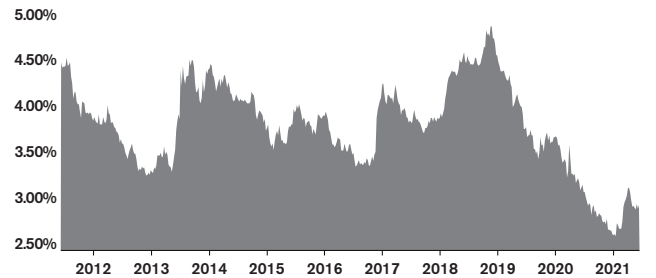


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$437,000	3.230%	\$1,802.21
2021	\$475,000	2.960%	\$1,892.77

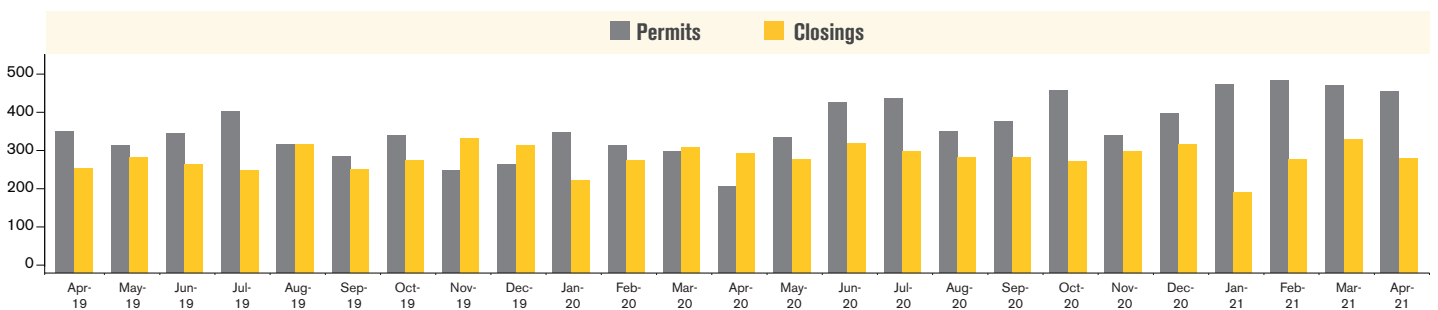
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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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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
		Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	2	0	0	0	2	0	n/a	0.0	Seller
\$75,000 - 99,999	0	0	0	0	0	2	1	0.0	0.3	Seller
\$100,000 - 124,999	0	3	3	0	0	1	3	0.0	0.3	Seller
\$125,000 - 149,999	0	5	6	1	3	1	0	n/a	0.0	Seller
\$150,000 - 174,999	1	5	4	7	5	7	3	0.3	0.1	Seller
\$175,000 - 199,999	1	7	4	3	13	8	4	0.3	0.2	Seller
\$200,000 - 224,999	1	13	6	3	6	11	10	0.1	0.1	Seller
\$225,000 - 249,999	2	9	9	12	13	14	11	0.2	0.3	Seller
\$250,000 - 274,999	5	7	5	6	6	6	6	0.8	0.6	Seller
\$275,000 - 299,999	6	3	5	11	7	9	8	0.8	0.3	Seller
\$300,000 - 349,999	4	12	3	11	8	5	8	0.5	0.4	Seller
\$350,000 - 399,999	6	11	6	6	10	6	8	0.8	0.5	Seller
\$400,000 - 499,999	10	18	20	20	23	25	29	0.3	0.4	Seller
\$500,000 - 599,999	13	18	15	15	17	18	23	0.6	0.7	Seller
\$600,000 - 699,999	11	6	14	7	22	10	16	0.7	0.5	Seller
\$700,000 - 799,999	5	12	5	8	18	12	10	0.5	0.4	Seller
\$800,000 - 899,999	10	8	11	3	10	8	9	1.1	0.9	Seller
\$900,000 - 999,999	1	1	5	4	6	5	5	0.2	0.7	Seller
\$1,000,000 - and over	43	12	16	8	17	23	18	2.4	2.3	Seller
TOTAL	119	152	137	125	184	173	172	0.7	0.6	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 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 NORTH

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.

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39.8%

Tierra Antigua Realty 12.0%

Coldwell Banker Realty 5.9%

Keller Williams Southern Arizona 5.8%

Russ Lyon Sotheby's International Realty 5.7%

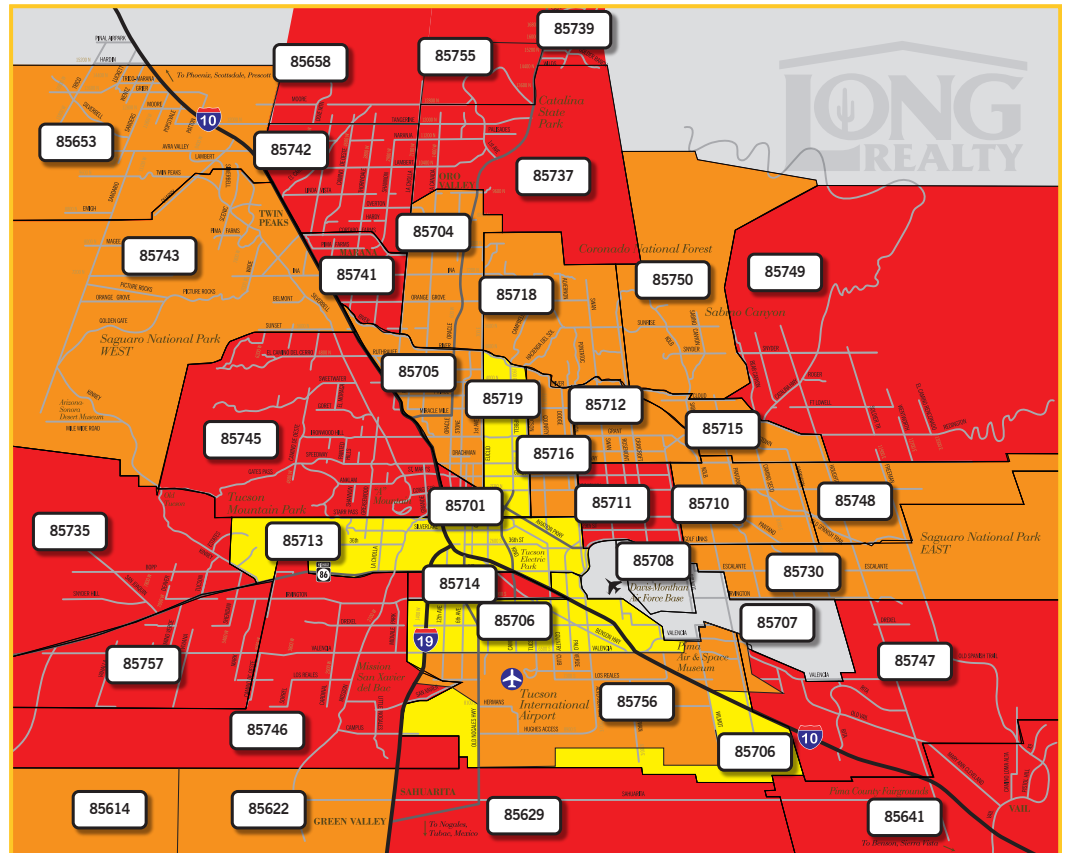
Realty Executives Arizona Territory 5.4%

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.