

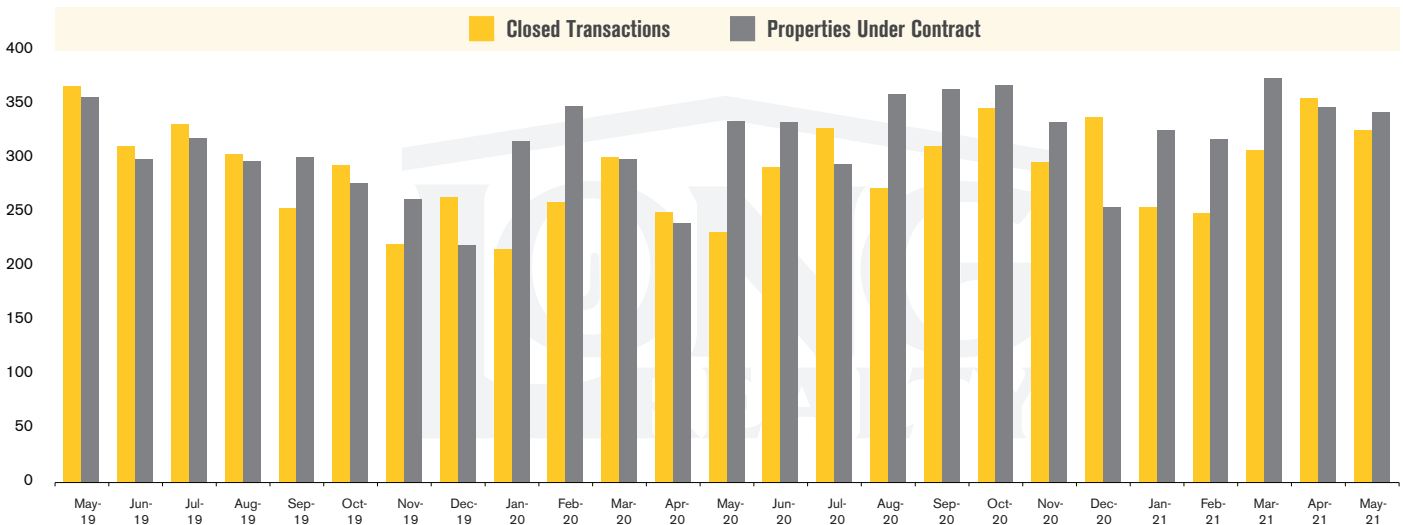
# THE HOUSING REPORT

TUCSON NORTHWEST | JUNE 2021

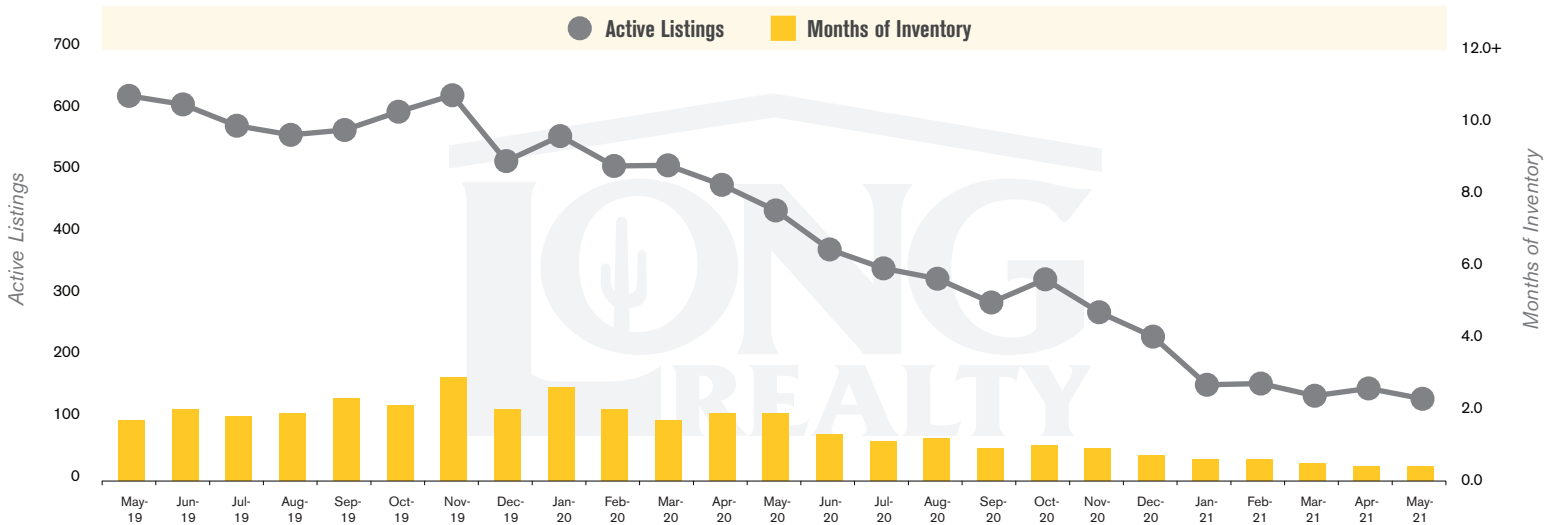


In the Tucson Northwest area, May 2021 active inventory was 136, a 69% decrease from May 2020. There were 328 closings in May 2021, a 41% increase from May 2020. Year-to-date 2021 there were 1,500 closings, a 19% increase from year-to-date 2020. Months of Inventory was .4, down from 1.9 in May 2020. Median price of sold homes was \$375,000 for the month of May 2021, up 36% from May 2020. The Tucson Northwest area had 344 new properties under contract in May 2021, up 2% from May 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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Long Realty Company

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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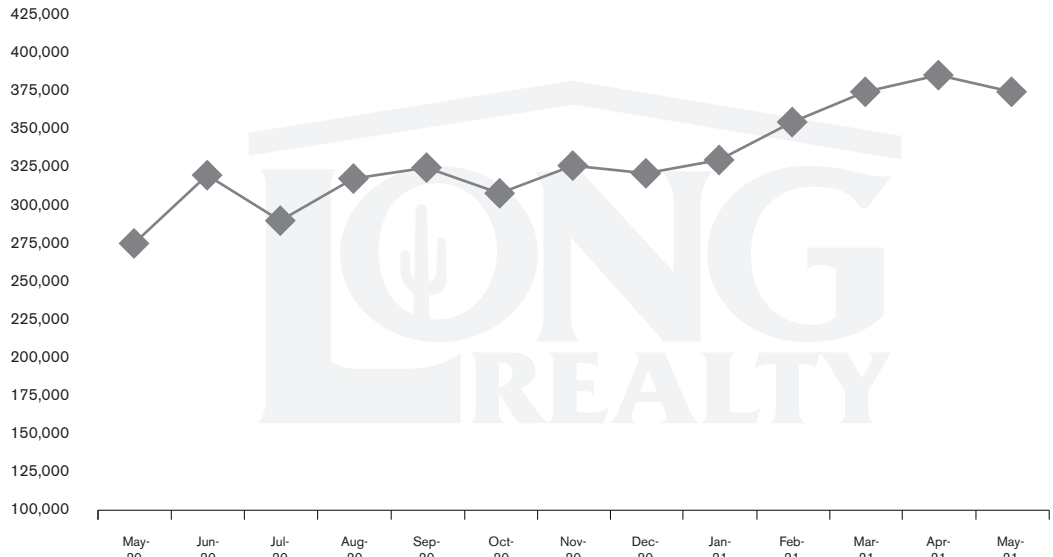


## MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

May 2020	May 2021
<b>96.6%</b>	<b>100.1%</b>

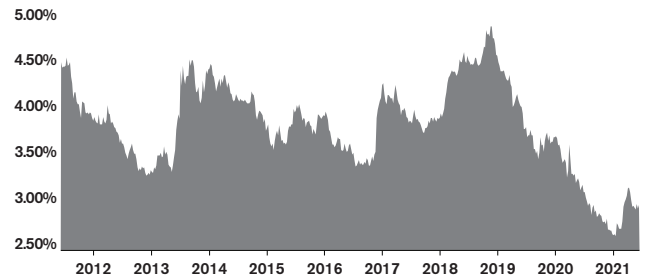


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$275,000	3.230%	\$1,134.11
2021	\$375,000	2.960%	\$1,494.29

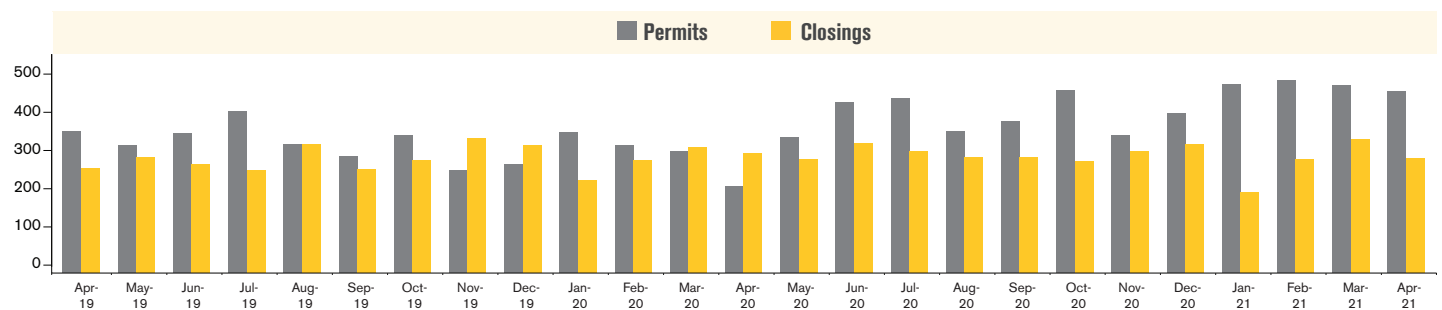
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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

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## 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
		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	0	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	2	1	0	1	1	0	n/a	0.5	Seller
\$100,000 - 124,999	1	2	0	1	1	2	0	n/a	0.3	Seller
\$125,000 - 149,999	0	4	0	0	2	1	2	0.0	0.6	Seller
\$150,000 - 174,999	1	4	8	2	1	2	2	0.5	0.2	Seller
\$175,000 - 199,999	0	13	3	7	1	5	1	0.0	0.0	Seller
\$200,000 - 224,999	3	12	8	5	10	9	5	0.6	0.3	Seller
\$225,000 - 249,999	1	39	26	29	22	21	18	0.1	0.1	Seller
\$250,000 - 274,999	4	36	39	26	23	32	27	0.1	0.2	Seller
\$275,000 - 299,999	4	41	28	18	20	23	28	0.1	0.3	Seller
\$300,000 - 349,999	9	46	22	30	46	49	59	0.2	0.2	Seller
\$350,000 - 399,999	15	35	31	33	50	45	40	0.4	0.3	Seller
\$400,000 - 499,999	22	53	40	45	55	79	49	0.4	0.5	Seller
\$500,000 - 599,999	14	19	21	18	21	38	31	0.5	0.5	Seller
\$600,000 - 699,999	15	10	12	11	19	14	16	0.9	0.6	Seller
\$700,000 - 799,999	4	5	2	9	14	10	10	0.4	0.4	Seller
\$800,000 - 899,999	8	5	4	5	5	12	10	0.8	0.8	Seller
\$900,000 - 999,999	5	4	3	1	4	3	12	0.4	1.2	Seller
\$1,000,000 - and over	29	11	7	10	14	11	18	1.6	2.3	Seller
<b>TOTAL</b>	<b>136</b>	<b>341</b>	<b>256</b>	<b>250</b>	<b>309</b>	<b>357</b>	<b>328</b>	<b>0.4</b>	<b>0.4</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 NORTHWEST | JUNE 2021



## MARKET SHARE TUCSON NORTHWEST

**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

29.7%

Tierra Antigua Realty

11.7%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

6.5%

Realty Executives Arizona Territory

6.0%

Exp Realty

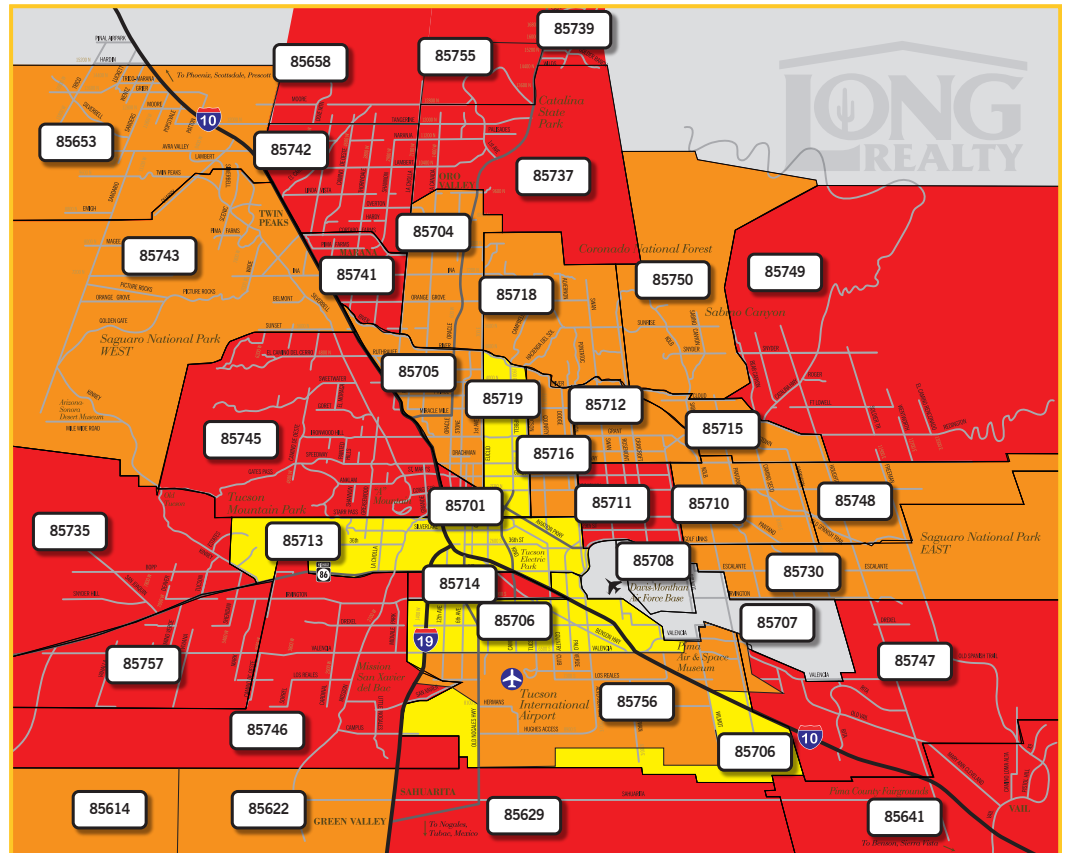
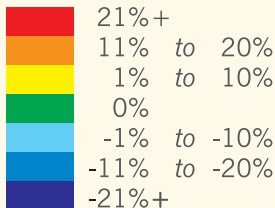
4.0%

## 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.