

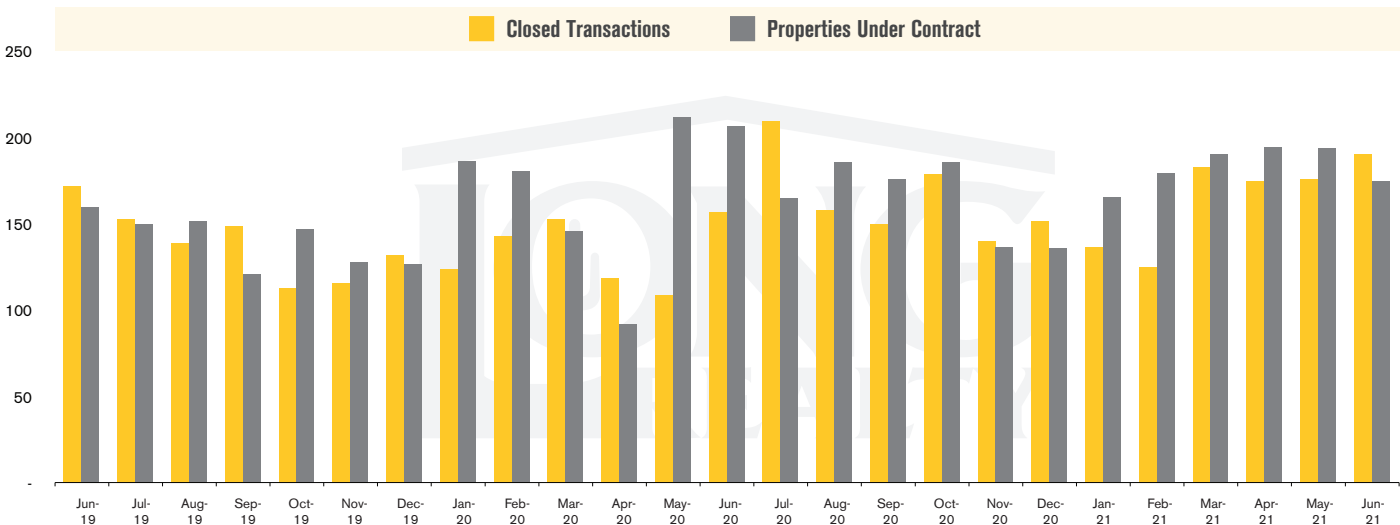
# THE HOUSING REPORT

TUCSON NORTH | JULY 2021

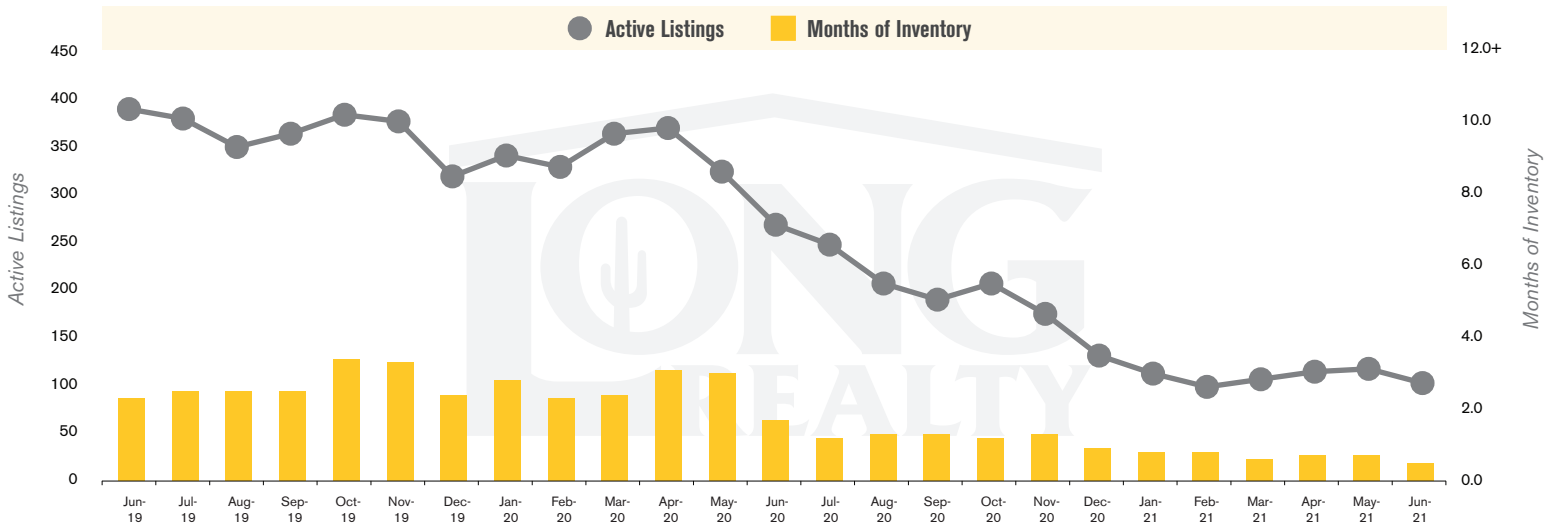


In the Tucson North area, June 2021 active inventory was 104, a 62% decrease from June 2020. There were 191 closings in June 2021, a 22% increase from June 2020. Year-to-date 2021 there were 987 closings, a 23% increase from year-to-date 2020. Months of Inventory was 0.5, down from 1.7 in June 2020. Median price of sold homes was \$480,000 for the month of June 2021, up 20% from June 2020. The Tucson North area had 175 new properties under contract in June 2021, down 15% from June 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 07/07/2021 is believed to be reliable, but not guaranteed.

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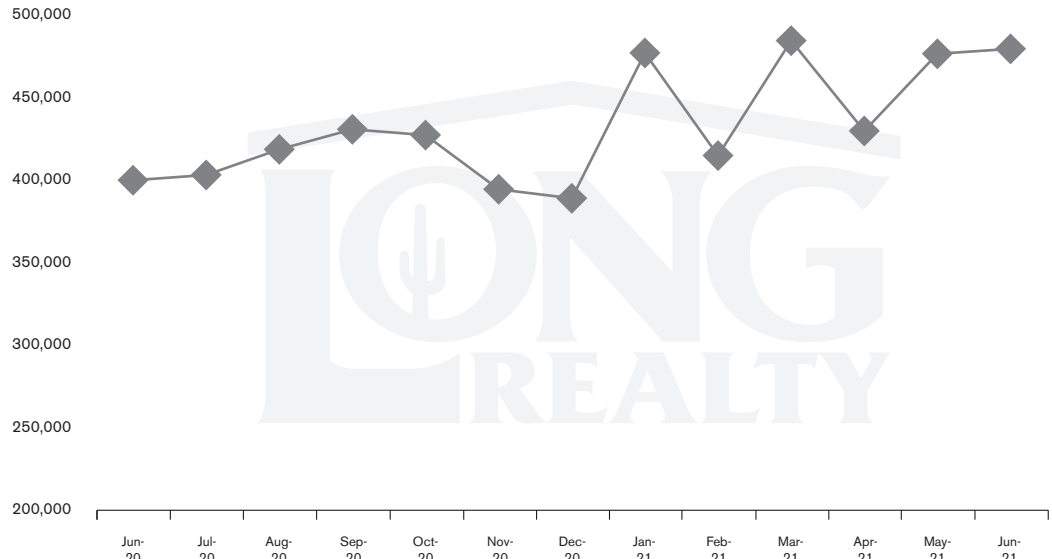
TUCSON NORTH | JULY 2021



## MEDIAN SOLD PRICE TUCSON NORTH

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

Jun 2020	Jun 2021
96.8%	100.6%

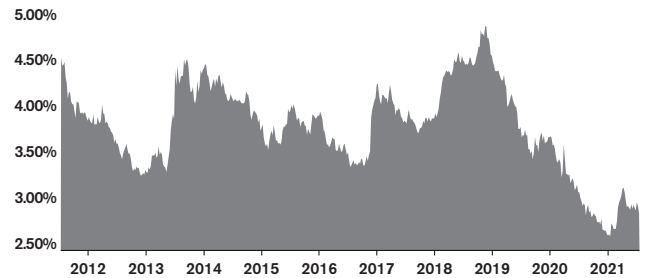


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$400,000	3.160%	\$1,635.07
2021	\$480,000	2.980%	\$1,917.60

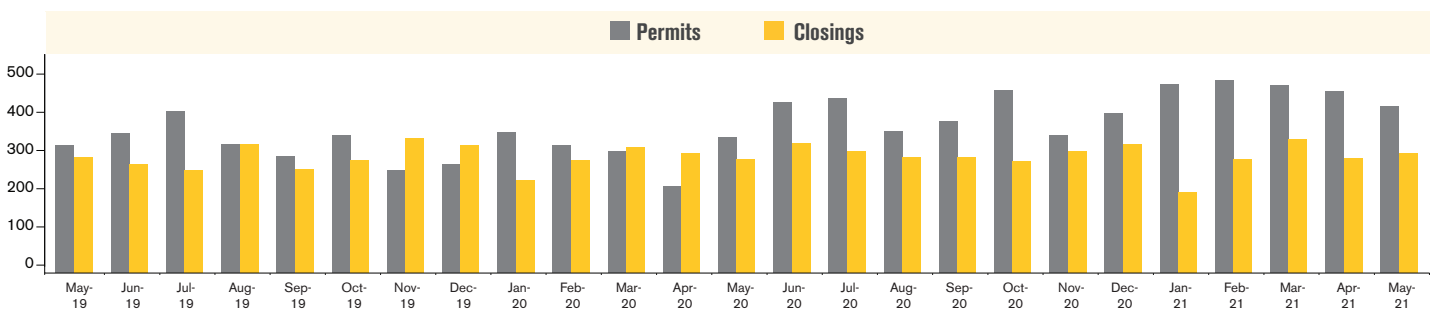
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For May 2021, new home permits were **up 23%** and new home closings were **up 5%** from May 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
		Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	2	0	0	n/a	0.0	<b>Seller</b>
\$75,000 - 99,999	0	0	0	0	2	1	1	0.0	0.3	<b>Seller</b>
\$100,000 - 124,999	0	3	0	0	1	3	1	0.0	0.0	<b>Seller</b>
\$125,000 - 149,999	0	6	1	3	1	0	1	0.0	0.0	<b>Seller</b>
\$150,000 - 174,999	0	4	7	5	7	3	5	0.0	0.1	<b>Seller</b>
\$175,000 - 199,999	1	4	3	13	8	4	8	0.1	0.2	<b>Seller</b>
\$200,000 - 224,999	3	6	3	6	11	10	9	0.3	0.2	<b>Seller</b>
\$225,000 - 249,999	1	9	12	13	15	11	10	0.1	0.2	<b>Seller</b>
\$250,000 - 274,999	2	5	6	6	6	7	8	0.3	0.6	<b>Seller</b>
\$275,000 - 299,999	3	5	11	7	9	8	12	0.3	0.3	<b>Seller</b>
\$300,000 - 349,999	4	3	11	8	5	8	9	0.4	0.5	<b>Seller</b>
\$350,000 - 399,999	3	6	6	10	6	8	10	0.3	0.5	<b>Seller</b>
\$400,000 - 499,999	16	20	20	23	25	30	25	0.6	0.4	<b>Seller</b>
\$500,000 - 599,999	7	15	15	17	18	23	13	0.5	0.6	<b>Seller</b>
\$600,000 - 699,999	10	14	7	22	10	18	20	0.5	0.6	<b>Seller</b>
\$700,000 - 799,999	7	5	8	18	13	10	16	0.4	0.5	<b>Seller</b>
\$800,000 - 899,999	6	11	3	10	8	9	9	0.7	1.0	<b>Seller</b>
\$900,000 - 999,999	3	5	4	6	5	5	12	0.3	0.4	<b>Seller</b>
\$1,000,000 - and over	38	16	8	17	23	18	22	1.7	2.0	<b>Seller</b>
<b>TOTAL</b>	<b>104</b>	<b>137</b>	<b>125</b>	<b>184</b>	<b>175</b>	<b>176</b>	<b>191</b>	<b>0.5</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 07/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2021-06/30/2021. 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 07/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 07/01/2020 – 06/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

39.2%

Tierra Antigua Realty

12.0%

Russ Lyon Sotheby's International Realty

6.1%

Coldwell Banker Realty

5.8%

Keller Williams Southern Arizona

5.6%

Realty Executives Arizona Territory

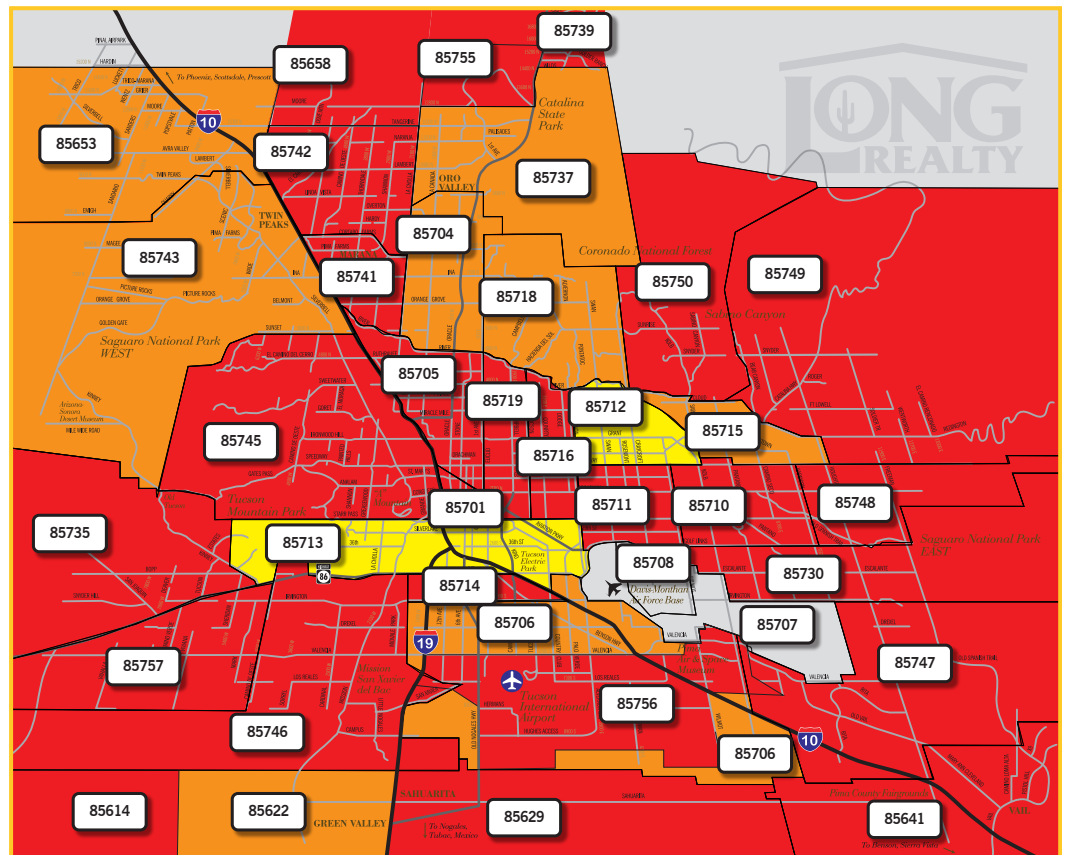
5.2%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2020-JUN 2020 TO  
APR 2021-JUN 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 April 2020-June 2020 to April 2021-June 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/07/2021. Information is believed to be reliable, but not guaranteed.