

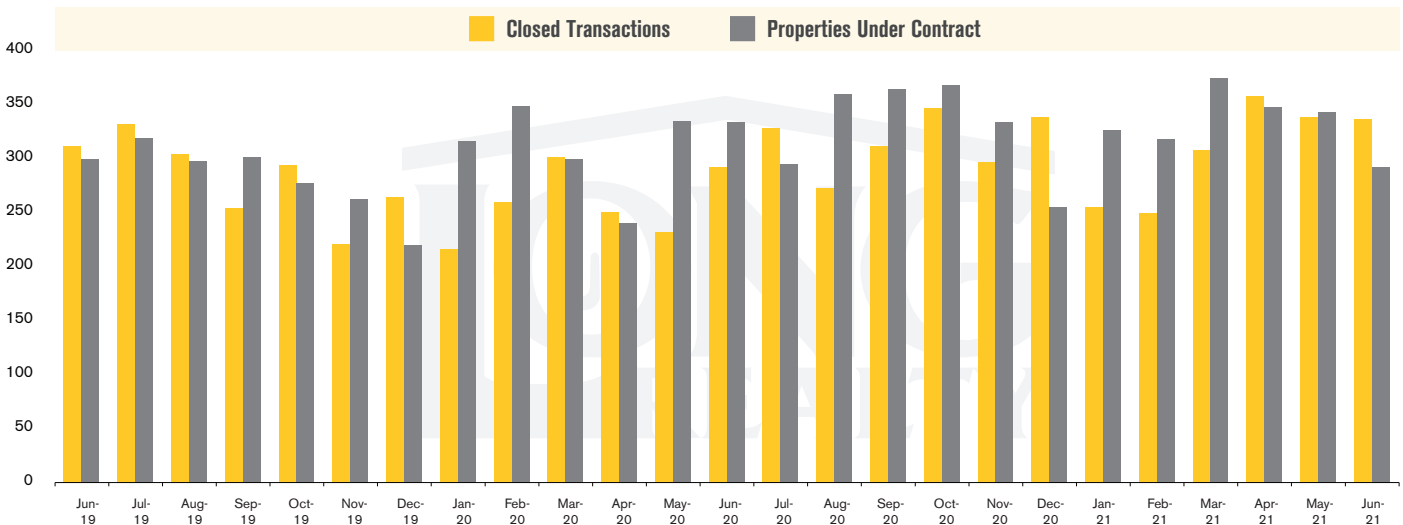
# THE HOUSING REPORT

TUCSON NORTHWEST | JULY 2021

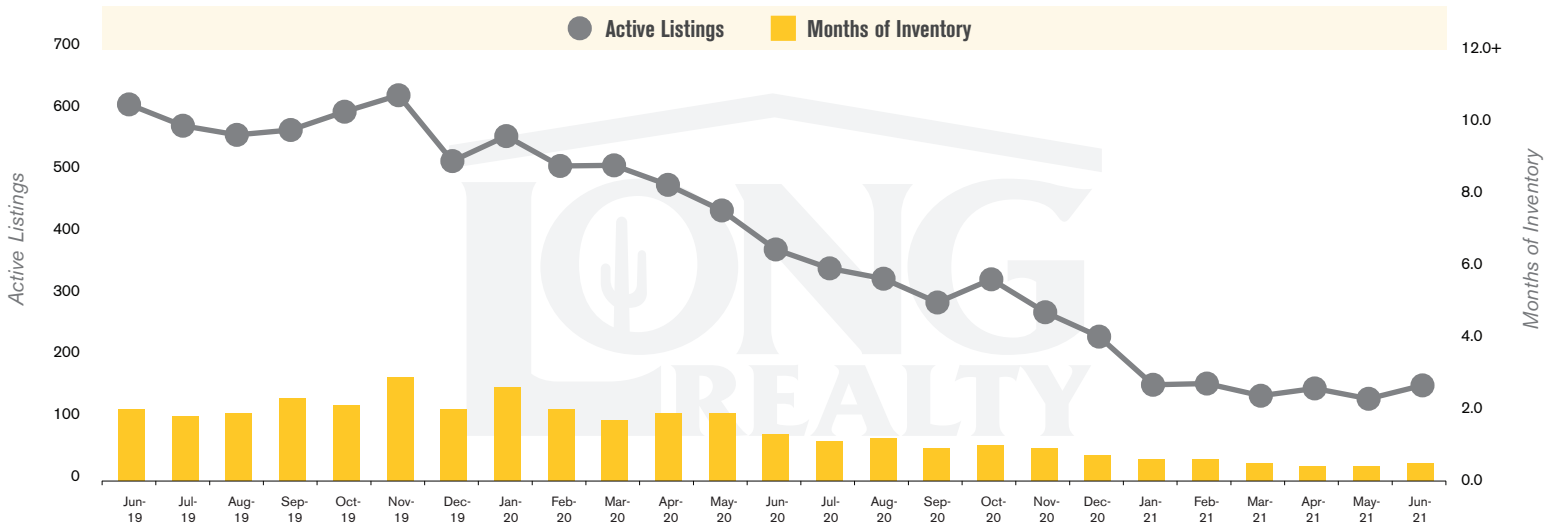


In the Tucson Northwest area, June 2021 active inventory was 158, a 59% decrease from June 2020. There were 338 closings in June 2021, a 15% increase from June 2020. Year-to-date 2021 there were 1,852 closings, a 19% increase from year-to-date 2020. Months of Inventory was 0.5, down from 1.3 in June 2020. Median price of sold homes was \$380,500 for the month of June 2021, up 19% from June 2020. The Tucson Northwest area had 293 new properties under contract in June 2021, down 13% from June 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 07/07/2021 is believed to be reliable, but not guaranteed.

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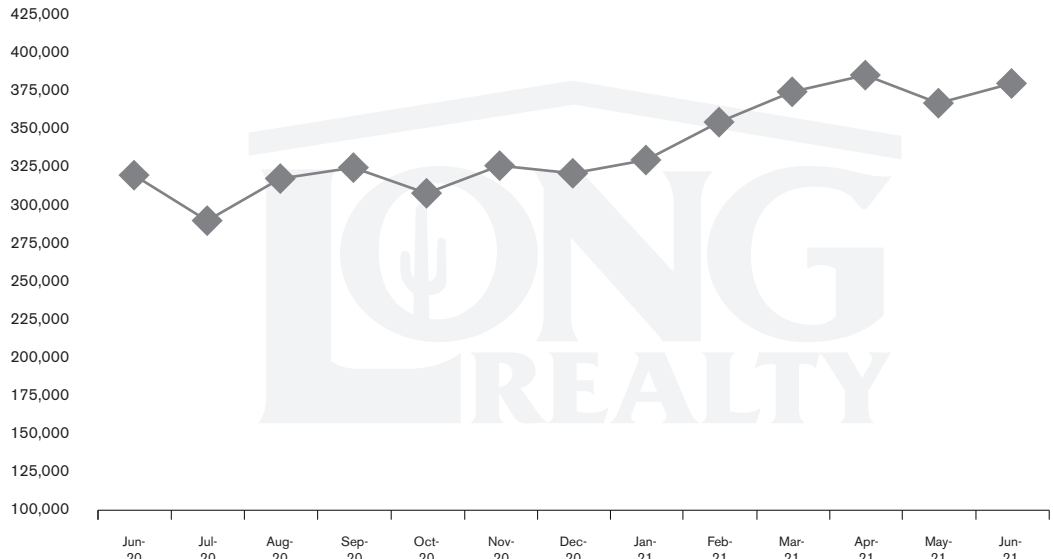


## MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Jun 2020	Jun 2021
96.8%	100.6%

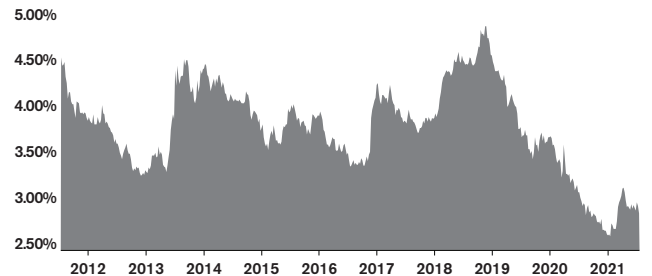


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$320,000	3.160%	\$1,308.06
2021	\$380,500	2.980%	\$1,520.10

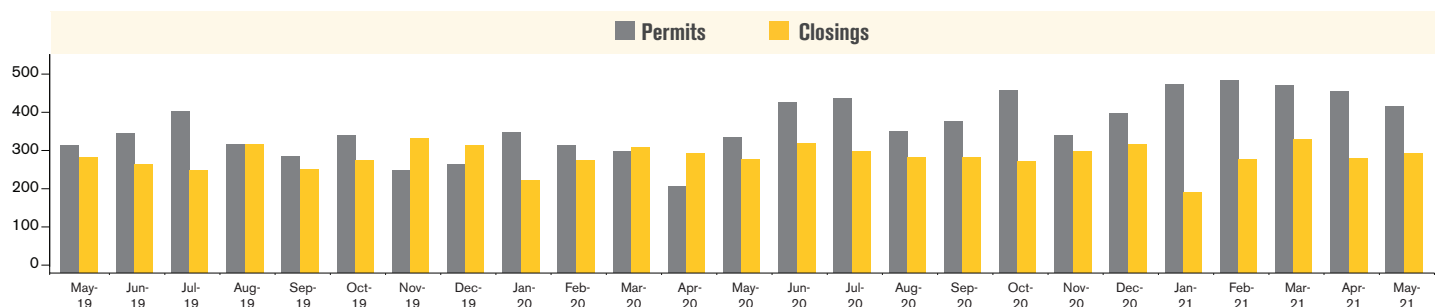
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 NORTHWEST

	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	1	1	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	1	0	1	1	0	0	n/a	2.0	<b>Seller</b>
\$100,000 - 124,999	0	0	1	1	2	2	1	0.0	0.2	<b>Seller</b>
\$125,000 - 149,999	0	0	0	2	1	2	1	0.0	0.5	<b>Seller</b>
\$150,000 - 174,999	1	8	2	1	2	2	1	1.0	0.4	<b>Seller</b>
\$175,000 - 199,999	1	3	7	1	5	1	0	n/a	0.2	<b>Seller</b>
\$200,000 - 224,999	1	8	5	10	9	5	4	0.3	0.4	<b>Seller</b>
\$225,000 - 249,999	2	26	29	22	21	19	11	0.2	0.1	<b>Seller</b>
\$250,000 - 274,999	3	39	26	23	33	27	25	0.1	0.1	<b>Seller</b>
\$275,000 - 299,999	5	28	18	20	24	29	29	0.2	0.2	<b>Seller</b>
\$300,000 - 349,999	13	22	30	46	49	62	67	0.2	0.2	<b>Seller</b>
\$350,000 - 399,999	15	31	33	50	45	43	49	0.3	0.3	<b>Seller</b>
\$400,000 - 499,999	33	40	45	55	79	51	73	0.5	0.4	<b>Seller</b>
\$500,000 - 599,999	18	21	18	21	38	31	25	0.7	0.5	<b>Seller</b>
\$600,000 - 699,999	20	12	11	19	14	16	15	1.3	0.9	<b>Seller</b>
\$700,000 - 799,999	9	2	9	14	10	10	12	0.8	0.5	<b>Seller</b>
\$800,000 - 899,999	6	4	5	5	12	10	7	0.9	0.8	<b>Seller</b>
\$900,000 - 999,999	4	3	1	4	3	12	7	0.6	0.6	<b>Seller</b>
\$1,000,000 - and over	25	7	10	14	11	18	11	2.3	2.2	<b>Seller</b>
<b>TOTAL</b>	<b>158</b>	<b>256</b>	<b>250</b>	<b>309</b>	<b>359</b>	<b>340</b>	<b>338</b>	<b>0.5</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 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.

# THE HOUSING REPORT

TUCSON NORTHWEST | JULY 2021



## MARKET SHARE TUCSON NORTHWEST

**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

29.7%

Tierra Antigua Realty

11.7%

Coldwell Banker Residential Brokerage

8.0%

Keller Williams Southern Arizona

6.5%

Realty Executives Arizona Territory

6.1%

Exp Realty

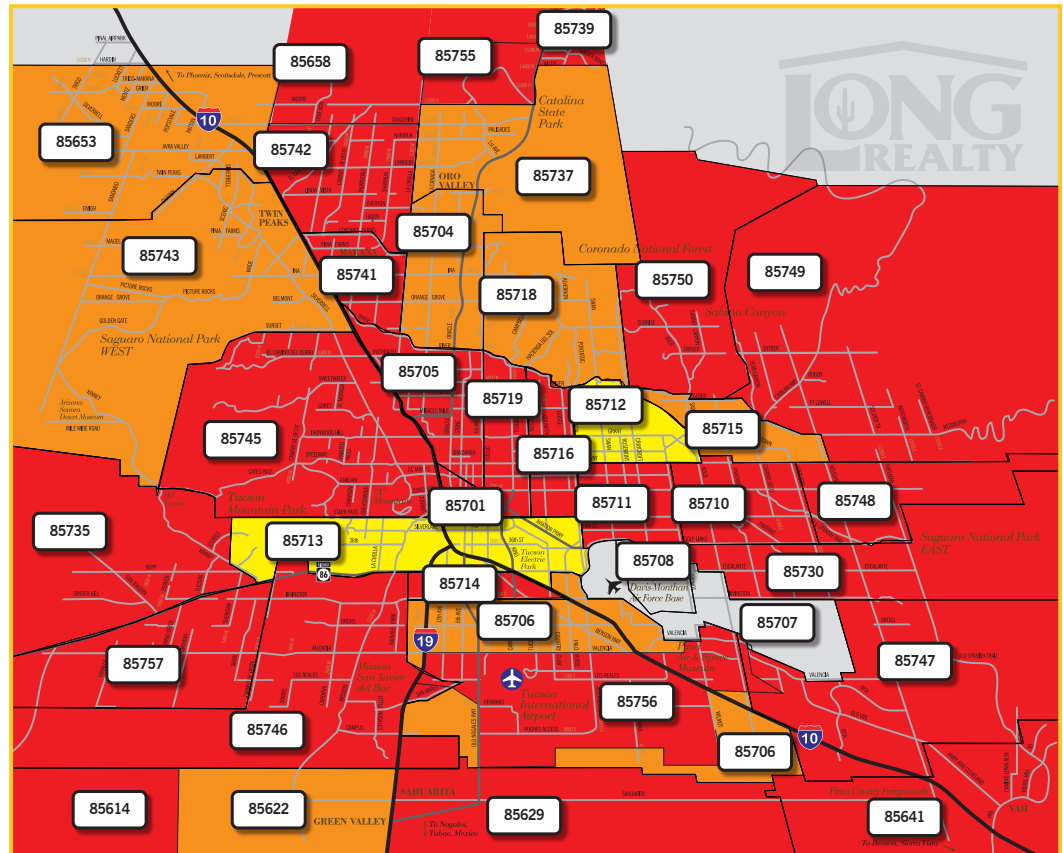
3.8%

## 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.