

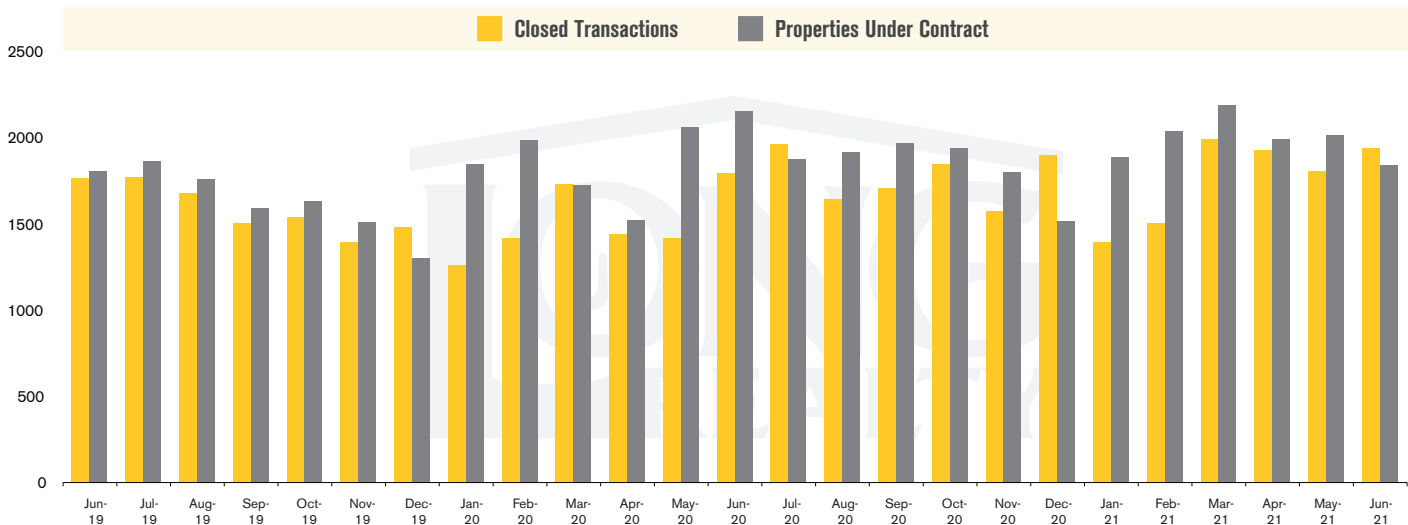
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JULY 2021

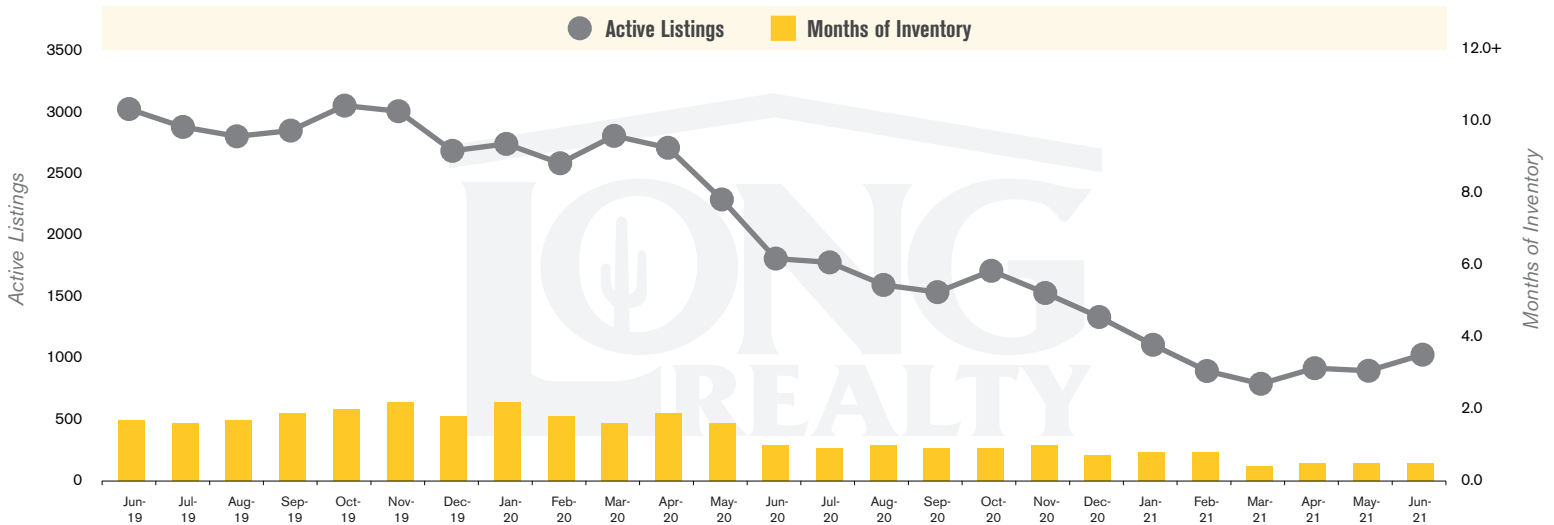


In the Tucson Main Market area, June 2021 active inventory was 1,042, a 43% decrease from June 2020. There were 1,941 closings in June 2021, an 8% increase from June 2020. Year-to-date 2021 there were 10,581 closings, a 17% increase from year-to-date 2020. Months of Inventory was 0.5, down from 1.0 in June 2020. Median price of sold homes was \$327,150 for the month of June 2021, up 31% from June 2020. The Tucson Main Market area had 1,846 new properties under contract in June 2021, down 14% from June 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT GREATER TUCSON MAIN MARKET



ACTIVE LISTINGS AND MONTHS OF INVENTORY GREATER TUCSON MAIN MARKET



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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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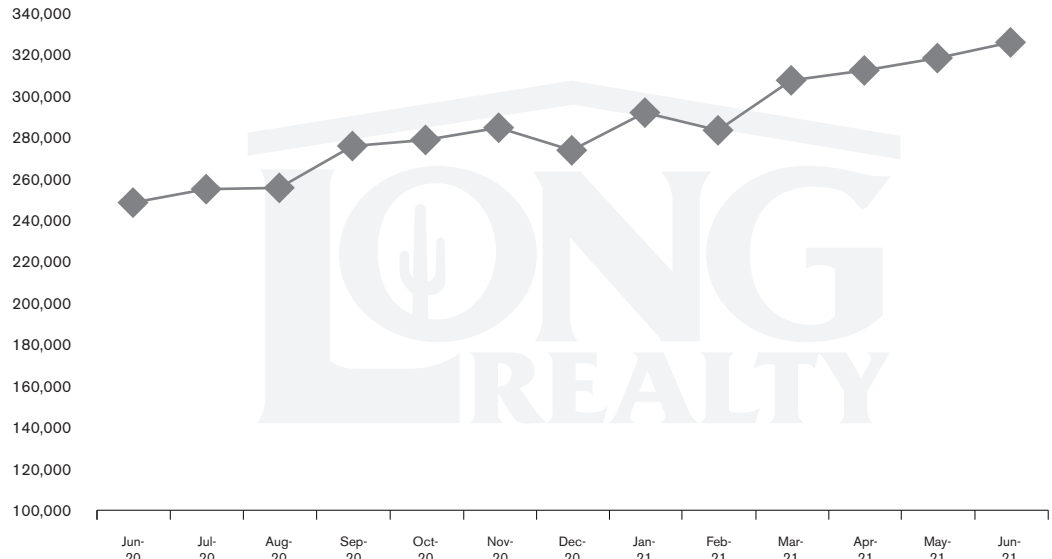
GREATER TUCSON MAIN MARKET | JULY 2021

MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Jun 2020	Jun 2021
97.3%	100.9%

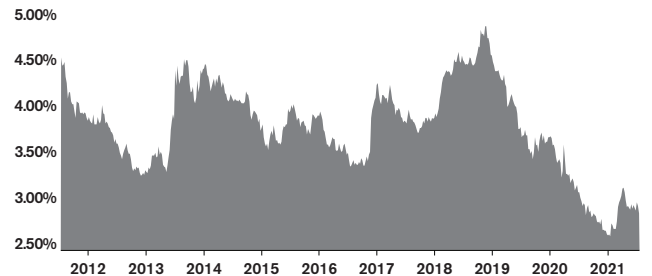


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$249,099	3.160%	\$1,018.24
2021	\$327,150	2.980%	\$1,306.96

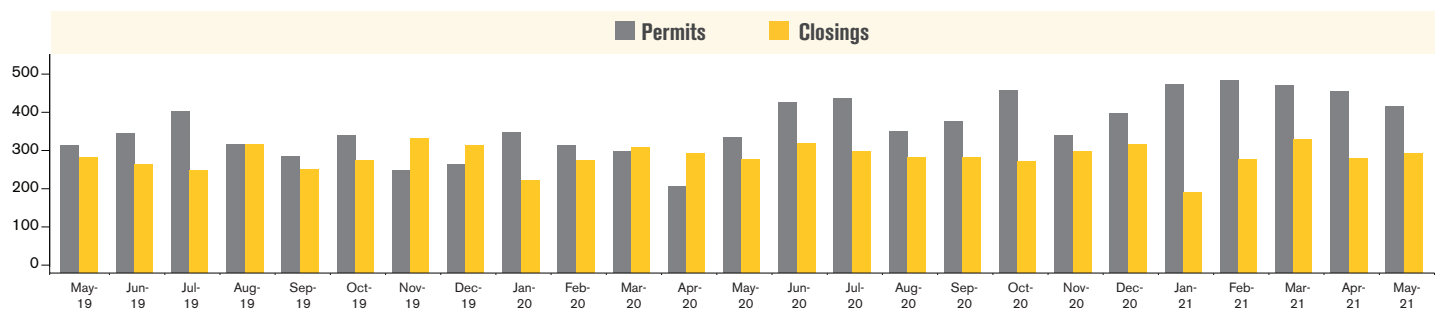
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS GREATER TUCSON MAIN MARKET



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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GREATER TUCSON MAIN MARKET | JULY 2021



MARKET CONDITIONS BY PRICE BAND GREATER TUCSON MAIN MARKET

	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	1	3	9	2	2	5	1	1.0	0.3	Seller
\$50,000 - 74,999	3	14	8	8	12	10	8	0.4	0.5	Seller
\$75,000 - 99,999	8	24	26	31	27	30	24	0.3	0.4	Seller
\$100,000 - 124,999	13	28	20	28	39	39	42	0.3	0.4	Seller
\$125,000 - 149,999	19	52	59	67	50	40	36	0.5	0.5	Seller
\$150,000 - 174,999	19	70	84	82	77	58	46	0.4	0.4	Seller
\$175,000 - 199,999	46	99	98	134	114	85	94	0.5	0.4	Seller
\$200,000 - 224,999	35	136	160	142	140	115	115	0.3	0.3	Seller
\$225,000 - 249,999	49	164	168	222	200	159	184	0.3	0.3	Seller
\$250,000 - 274,999	55	139	165	209	202	174	191	0.3	0.3	Seller
\$275,000 - 299,999	78	116	124	176	160	172	172	0.5	0.4	Seller
\$300,000 - 349,999	127	134	164	226	215	272	292	0.4	0.4	Seller
\$350,000 - 399,999	125	94	115	195	179	167	199	0.6	0.5	Seller
\$400,000 - 499,999	146	130	142	206	223	210	233	0.6	0.6	Seller
\$500,000 - 599,999	71	70	59	83	115	92	85	0.8	0.7	Seller
\$600,000 - 699,999	77	47	39	73	45	60	65	1.2	1.1	Seller
\$700,000 - 799,999	40	14	24	46	42	32	47	0.9	0.8	Seller
\$800,000 - 899,999	24	21	13	25	33	23	35	0.7	0.9	Seller
\$900,000 - 999,999	17	13	7	12	11	19	27	0.6	0.9	Seller
\$1,000,000 - and over	89	28	22	42	47	46	45	2.0	2.2	Seller
TOTAL	1,042	1,396	1,506	2,009	1,933	1,808	1,941	0.5	0.5	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 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

GREATER TUCSON MAIN MARKET | JULY 2021



MARKET SHARE

GREATER TUCSON MAIN MARKET

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.

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25.7%

Tierra Antigua Realty

13.5%

Realty Executives Arizona Territory

8.6%

Keller Williams Southern Arizona

7.4%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

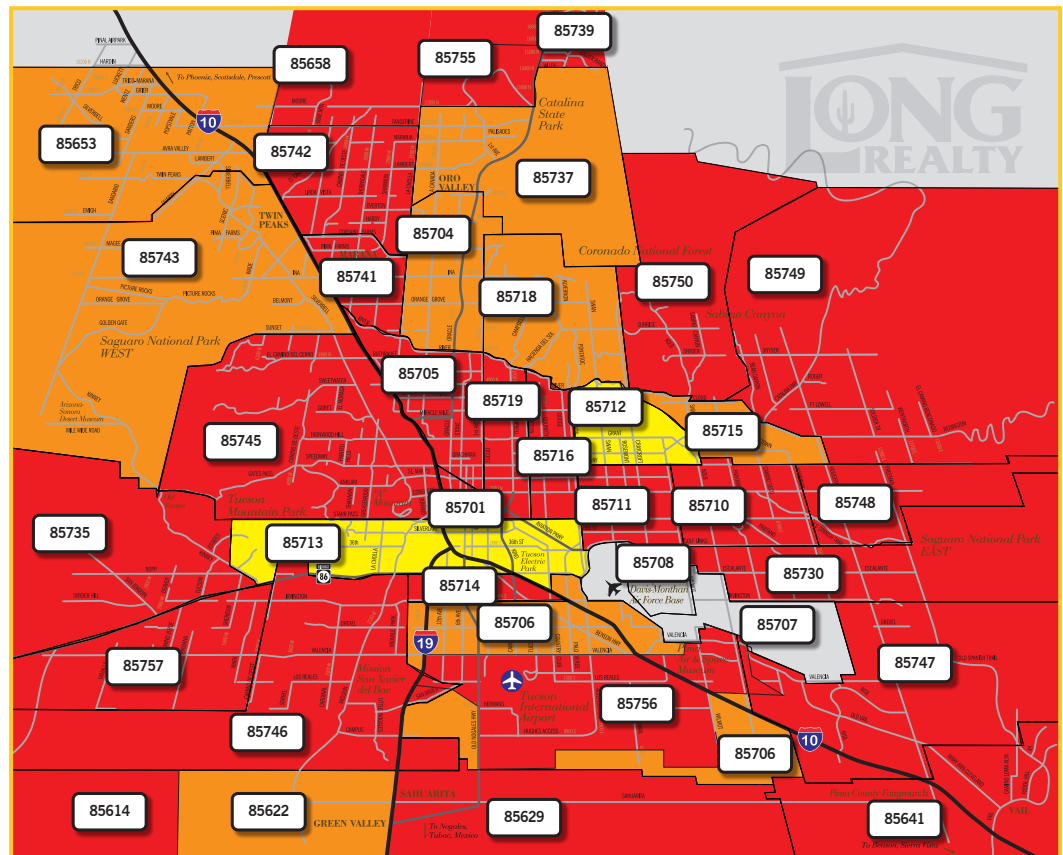
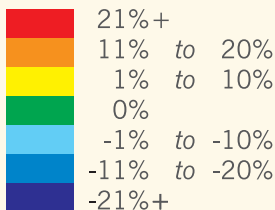
3.9%

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.