

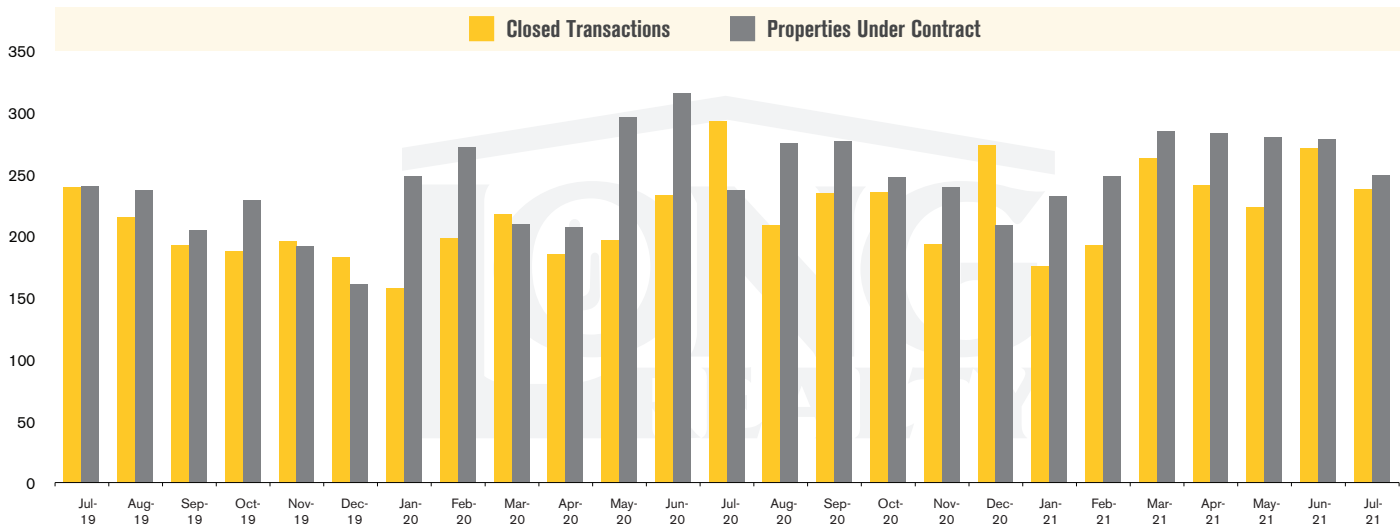
THE HOUSING REPORT

TUCSON CENTRAL | AUGUST 2021

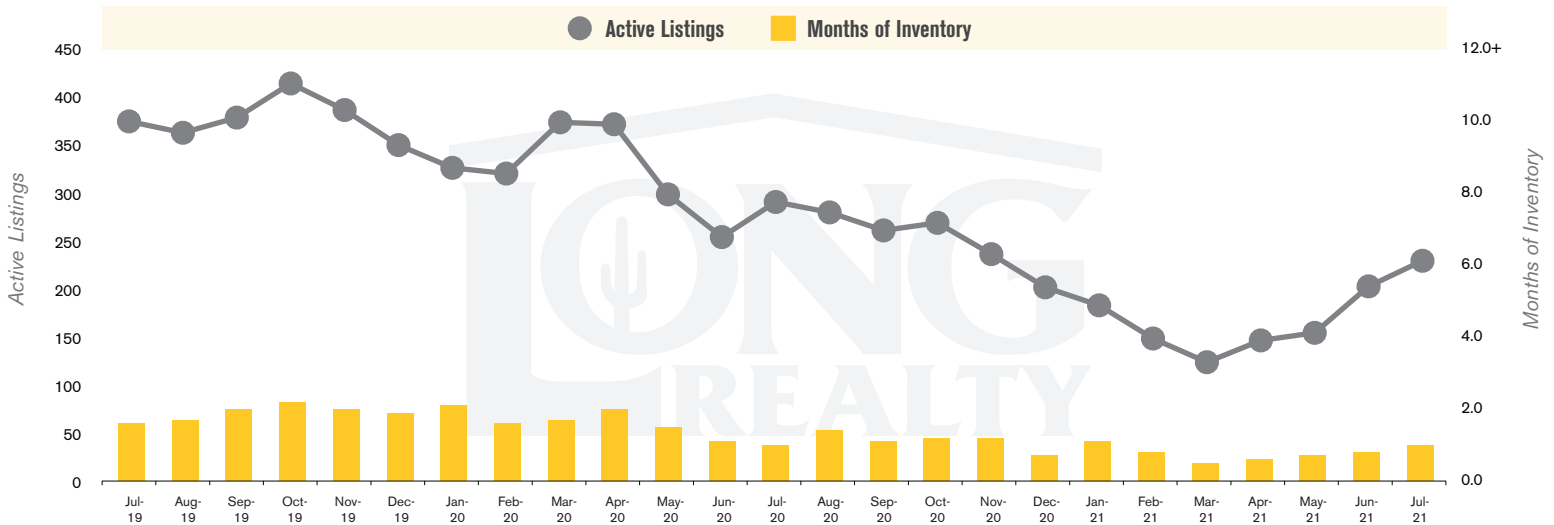


In the Tucson Central area, July 2021 active inventory was 233, a 21% decrease from July 2020. There were 239 closings in July 2021, a 19% decrease from July 2020. Year-to-date 2021 there were 1,610 closings, an 8% increase from year-to-date 2020. Months of Inventory was 1.0, unchanged from 1.0 in July 2020. Median price of sold homes was \$255,000 for the month of July 2021, up 19% from July 2020. The Tucson Central area had 250 new properties under contract in July 2021, up 5% from July 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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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 08/05/2021 is believed to be reliable, but not guaranteed.

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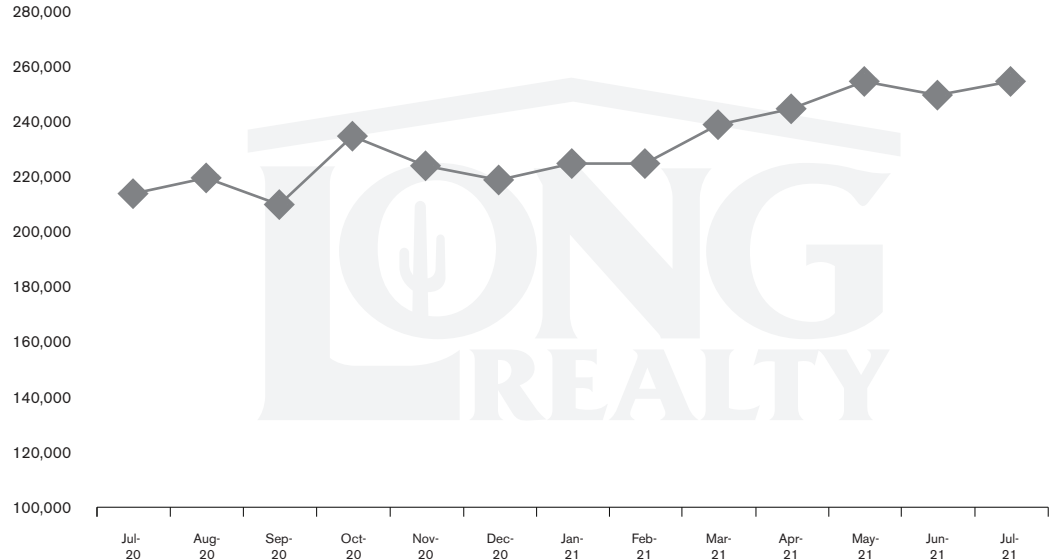


MEDIAN SOLD PRICE

TUCSON CENTRAL

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

Jul 2020	Jul 2021
98.1%	100.7%

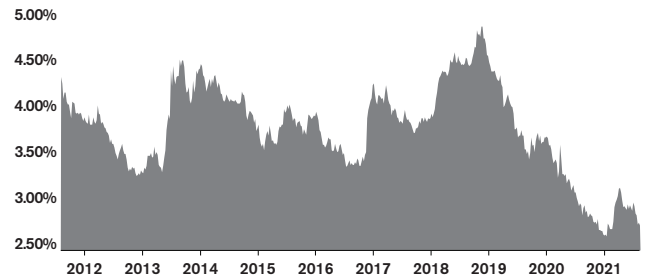


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2020	\$214,000	3.020%	\$859.32
2021	\$255,000	2.870%	\$1,004.43

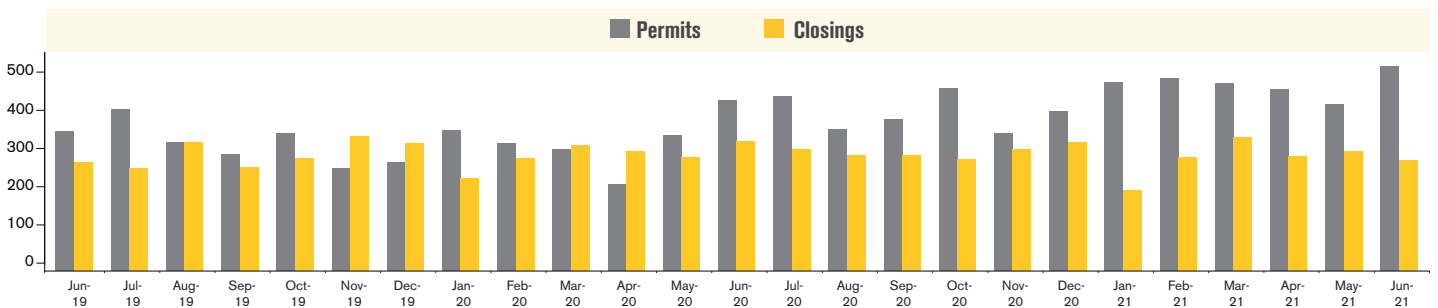
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research



For June 2021, new home permits were **up 20%** and new home closings were **down 14%** from June 2020.

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MARKET CONDITIONS BY PRICE BAND TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21			
\$1 - 49,999	2	2	2	0	2	1	2	1.0	0.4	Seller
\$50,000 - 74,999	0	3	1	5	5	2	2	0.0	0.1	Seller
\$75,000 - 99,999	6	4	5	4	6	3	5	1.2	0.6	Seller
\$100,000 - 124,999	2	5	2	6	4	8	4	0.5	0.4	Seller
\$125,000 - 149,999	8	15	18	7	8	9	11	0.7	0.6	Seller
\$150,000 - 174,999	8	18	13	13	15	13	17	0.5	0.4	Seller
\$175,000 - 199,999	11	20	38	28	16	26	15	0.7	0.4	Seller
\$200,000 - 224,999	10	29	35	32	18	26	21	0.5	0.5	Seller
\$225,000 - 249,999	28	16	28	29	31	43	33	0.8	0.6	Seller
\$250,000 - 274,999	18	14	19	25	17	28	30	0.6	0.5	Seller
\$275,000 - 299,999	22	13	16	20	21	20	18	1.2	1.1	Seller
\$300,000 - 349,999	32	16	25	20	24	32	34	0.9	1.0	Seller
\$350,000 - 399,999	21	12	19	16	14	22	27	0.8	0.9	Seller
\$400,000 - 499,999	21	14	20	13	22	25	8	2.6	1.2	Seller
\$500,000 - 599,999	18	5	13	6	10	6	4	4.5	2.2	Seller
\$600,000 - 699,999	15	5	6	6	7	3	5	3.0	2.7	Seller
\$700,000 - 799,999	3	0	6	4	0	2	1	3.0	3.0	Seller
\$800,000 - 899,999	1	0	0	1	0	3	2	0.5	1.0	Seller
\$900,000 - 999,999	2	0	0	2	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	2	0	5	4	0	0	n/a	3.3	Seller
TOTAL	233	193	266	242	224	272	239	1.0	0.8	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 08/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2021-07/31/2021. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 08/01/2020 – 07/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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22.3%

Tierra Antigua Realty

17.7%

Realty Executives Arizona Territory

9.3%

Keller Williams Southern Arizona

6.8%

Exp Realty

5.0%

Coldwell Banker

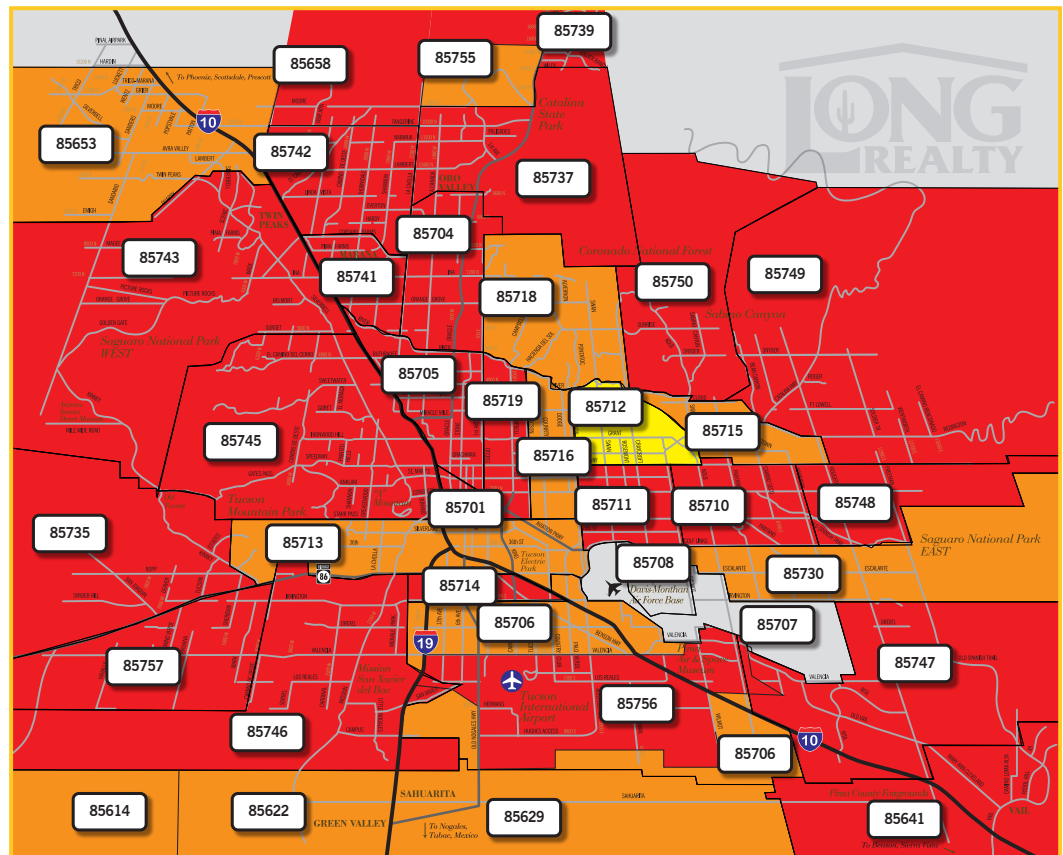
3.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2020-JUL 2020 TO
MAY 2021-JUL 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 May 2020-July 2020 to May 2021-July 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2021. Information is believed to be reliable, but not guaranteed.