

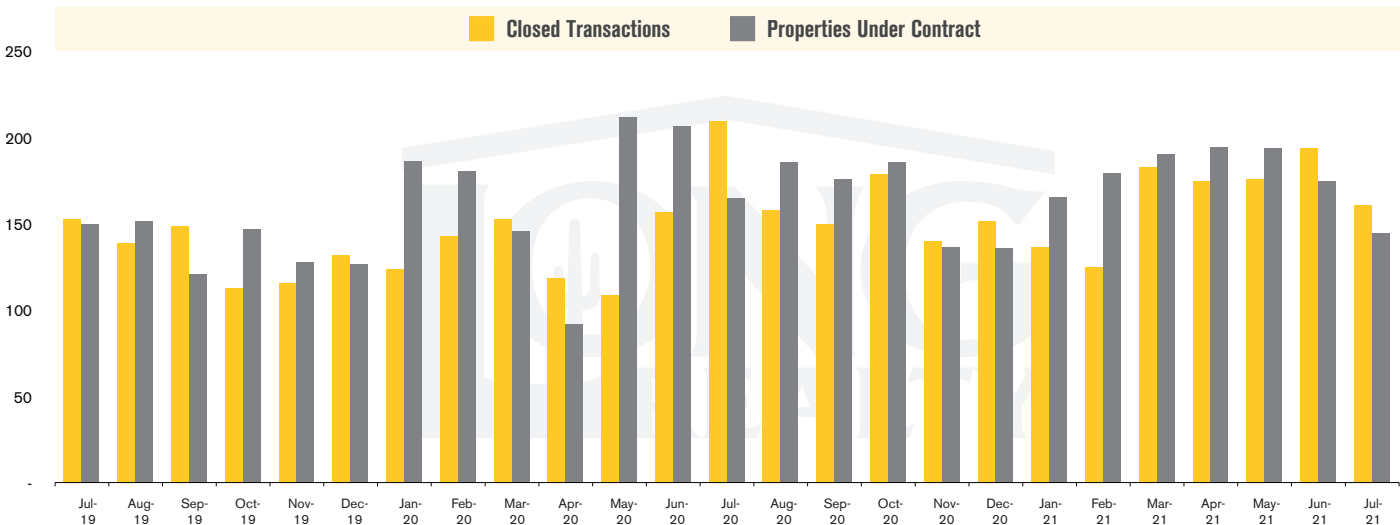
# THE HOUSING REPORT

TUCSON NORTH | AUGUST 2021

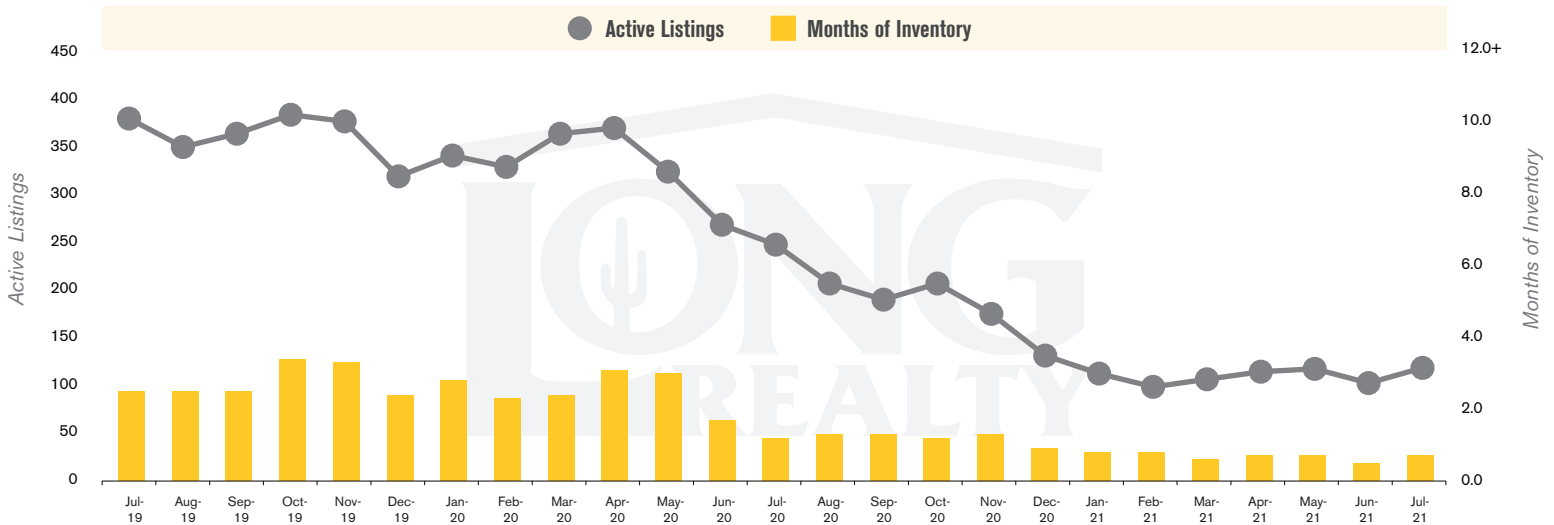


In the Tucson North area, July 2021 active inventory was 120, a 52% decrease from July 2020. There were 161 closings in July 2021, a 23% decrease from July 2020. Year-to-date 2021 there were 1,151 closings, a 13% increase from year-to-date 2020. Months of Inventory was 0.7, down from 1.2 in July 2020. Median price of sold homes was \$520,000 for the month of July 2021, up 29% from July 2020. The Tucson North area had 145 new properties under contract in July 2021, down 12% from July 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 08/05/2021 is believed to be reliable, but not guaranteed.

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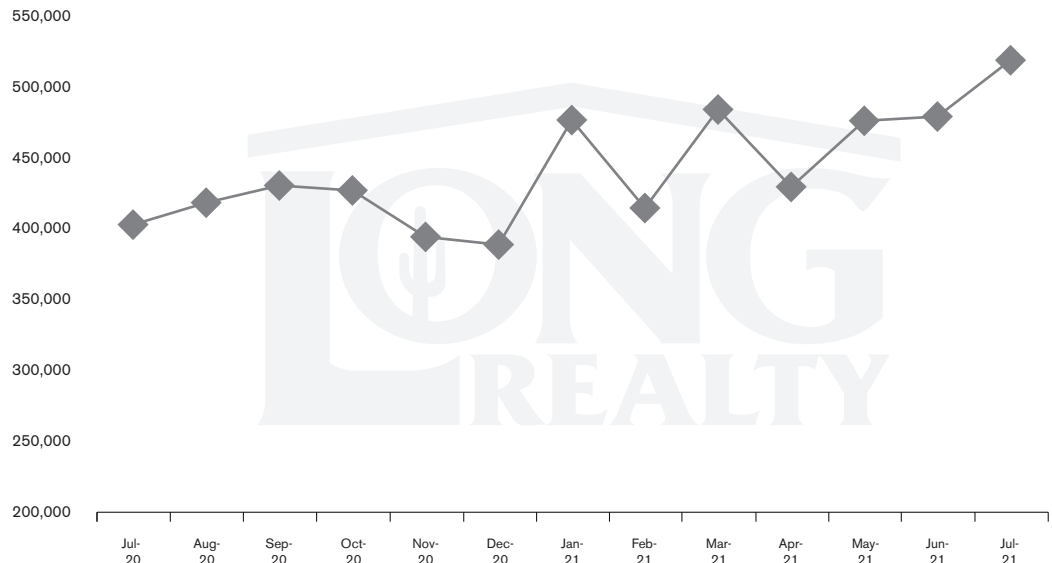
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## MEDIAN SOLD PRICE TUCSON NORTH

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

Jul 2020	Jul 2021
96.9%	100.8%

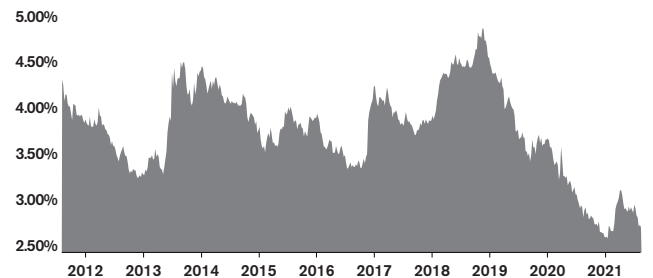


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$403,200	3.020%	\$1,619.05
2021	\$520,000	2.870%	\$2,048.25

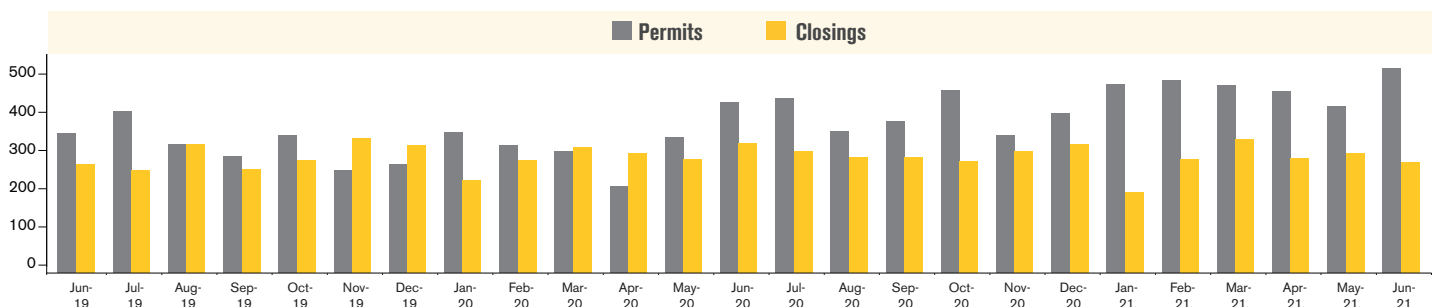
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



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

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TUCSON NORTH | AUGUST 2021



## 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
		Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	2	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	2	1	1	3	0.0	0.0	Seller
\$100,000 - 124,999	0	0	0	1	3	1	0	n/a	0.0	Seller
\$125,000 - 149,999	1	1	3	1	0	1	1	1.0	0.5	Seller
\$150,000 - 174,999	1	7	5	7	3	5	1	1.0	0.2	Seller
\$175,000 - 199,999	1	3	13	8	4	8	3	0.3	0.2	Seller
\$200,000 - 224,999	4	3	6	11	10	9	3	1.3	0.4	Seller
\$225,000 - 249,999	3	12	13	15	11	11	7	0.4	0.2	Seller
\$250,000 - 274,999	2	6	6	6	7	8	8	0.3	0.4	Seller
\$275,000 - 299,999	4	11	7	9	8	12	7	0.6	0.5	Seller
\$300,000 - 349,999	5	11	8	5	8	9	10	0.5	0.5	Seller
\$350,000 - 399,999	5	6	10	6	8	10	7	0.7	0.6	Seller
\$400,000 - 499,999	20	20	23	25	30	25	20	1.0	0.6	Seller
\$500,000 - 599,999	10	15	17	18	23	14	24	0.4	0.5	Seller
\$600,000 - 699,999	9	7	22	10	18	21	18	0.5	0.5	Seller
\$700,000 - 799,999	8	8	18	13	10	16	13	0.6	0.5	Seller
\$800,000 - 899,999	8	3	10	8	9	9	11	0.7	0.8	Seller
\$900,000 - 999,999	2	4	6	5	5	12	4	0.5	0.3	Seller
\$1,000,000 - and over	37	8	17	23	18	22	21	1.8	1.9	Seller
<b>TOTAL</b>	<b>120</b>	<b>125</b>	<b>184</b>	<b>175</b>	<b>176</b>	<b>194</b>	<b>161</b>	<b>0.7</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 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 NORTH

**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.

### LONG REALTY COMPANY

40.0%

Tierra Antigua Realty 11.9%

Russ Lyon Sotheby's International Realty 5.8%

Coldwell Banker Realty 5.7%

Keller Williams Southern Arizona 5.4%

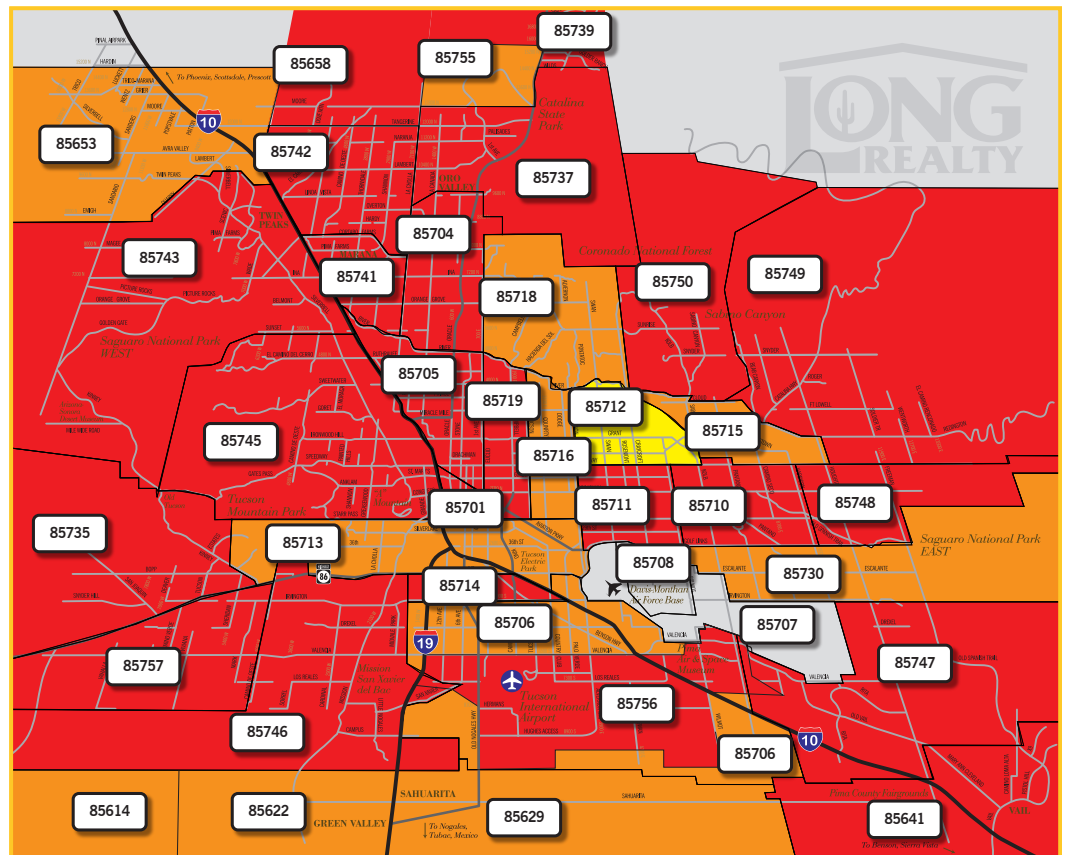
Realty Executives Arizona Territory 5.0%

## 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.