

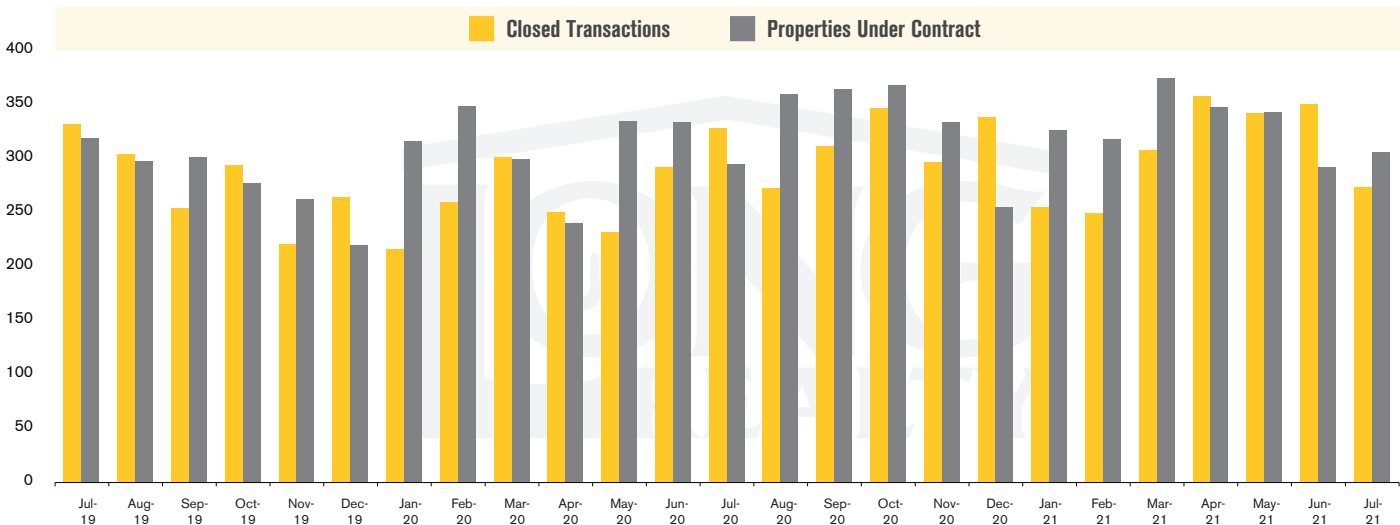
THE HOUSING REPORT

TUCSON NORTHWEST | AUGUST 2021

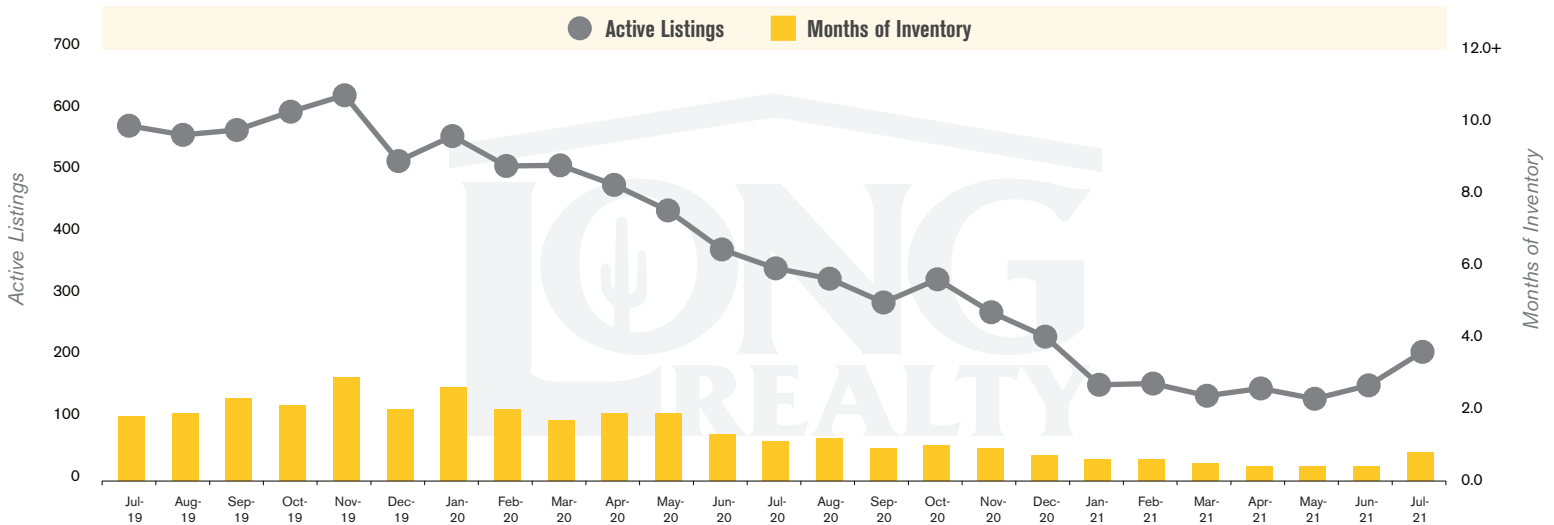


In the Tucson Northwest area, July 2021 active inventory was 213, a 39% decrease from July 2020. There were 275 closings in July 2021, a 16% decrease from July 2020. Year-to-date 2021 there were 2,144 closings, a 14% increase from year-to-date 2020. Months of Inventory was 0.8, down from 1.1 in July 2020. Median price of sold homes was \$355,000 for the month of July 2021, up 22% from July 2020. The Tucson Northwest area had 307 new properties under contract in July 2021, up 4% from July 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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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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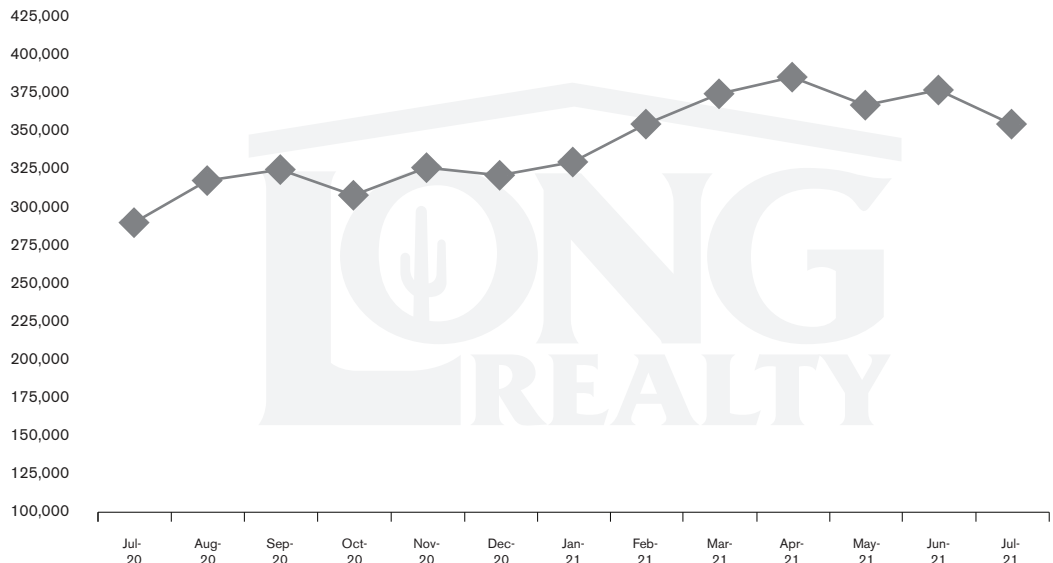


MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Jul 2020	Jul 2021
96.9%	100.8%

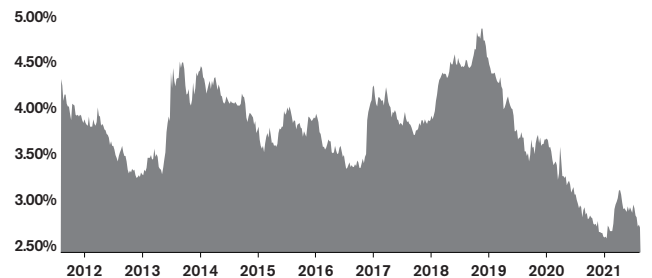


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$290,000	3.020%	\$1,164.49
2021	\$355,000	2.870%	\$1,398.32

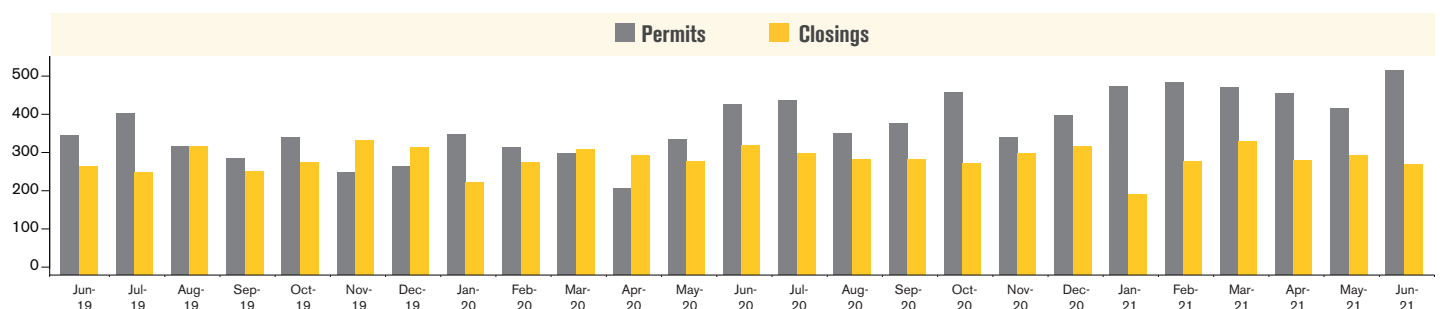
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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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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
		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	1	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	1	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	1	2	2	1	0	n/a	0.3	Seller
\$125,000 - 149,999	1	0	2	1	2	1	1	1.0	0.3	Seller
\$150,000 - 174,999	0	2	1	2	2	1	2	0.0	0.4	Seller
\$175,000 - 199,999	1	7	1	5	1	0	5	0.2	0.3	Seller
\$200,000 - 224,999	1	5	10	9	5	4	4	0.3	0.4	Seller
\$225,000 - 249,999	1	29	22	21	19	11	11	0.1	0.1	Seller
\$250,000 - 274,999	2	26	23	33	27	26	20	0.1	0.1	Seller
\$275,000 - 299,999	11	18	20	24	29	34	33	0.3	0.2	Seller
\$300,000 - 349,999	13	30	46	49	63	70	58	0.2	0.2	Seller
\$350,000 - 399,999	23	33	50	45	43	50	32	0.7	0.4	Seller
\$400,000 - 499,999	52	45	55	79	52	74	50	1.0	0.6	Seller
\$500,000 - 599,999	35	18	21	38	32	28	24	1.5	0.8	Seller
\$600,000 - 699,999	25	11	19	14	16	15	13	1.9	1.4	Seller
\$700,000 - 799,999	11	9	14	10	10	12	7	1.6	0.8	Seller
\$800,000 - 899,999	8	5	5	12	10	7	3	2.7	1.1	Seller
\$900,000 - 999,999	5	1	4	3	12	7	3	1.7	0.6	Seller
\$1,000,000 - and over	23	10	14	11	18	11	9	2.6	2.0	Seller
TOTAL	213	250	309	359	343	352	275	0.8	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 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 NORTHWEST

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

29.5%

Tierra Antigua Realty

11.6%

Coldwell Banker Residential Brokerage

8.0%

Keller Williams Southern Arizona

6.5%

Realty Executives Arizona Territory

5.9%

Exp Realty

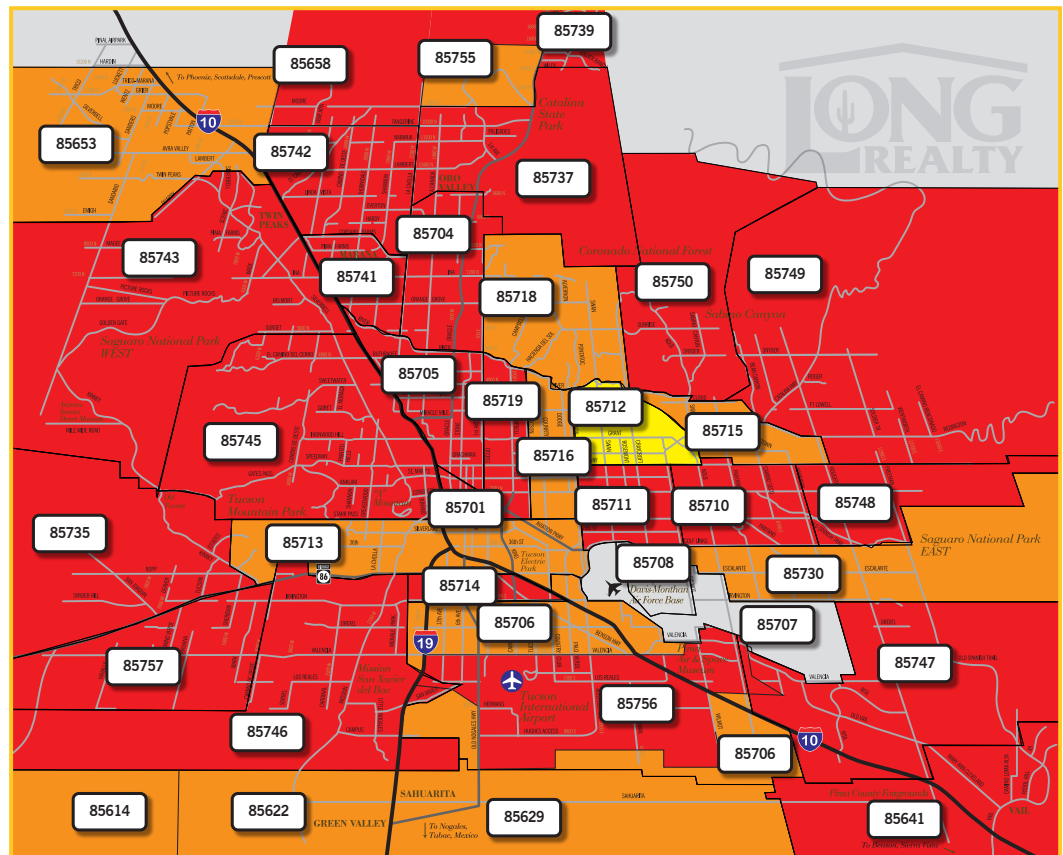
3.9%

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.