

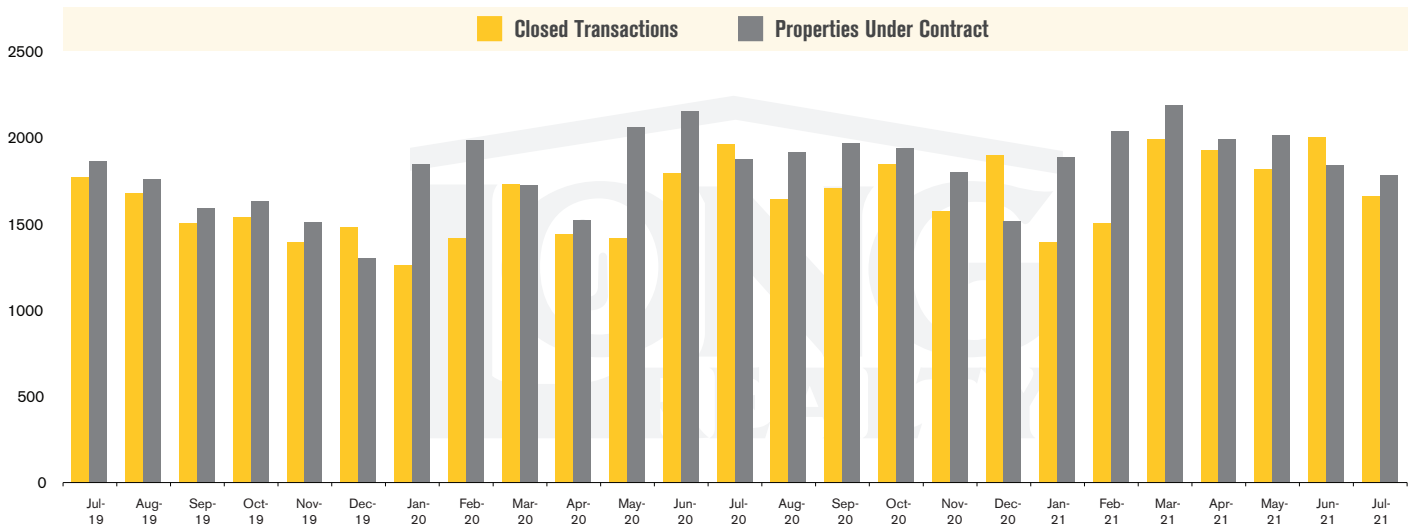
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | AUGUST 2021

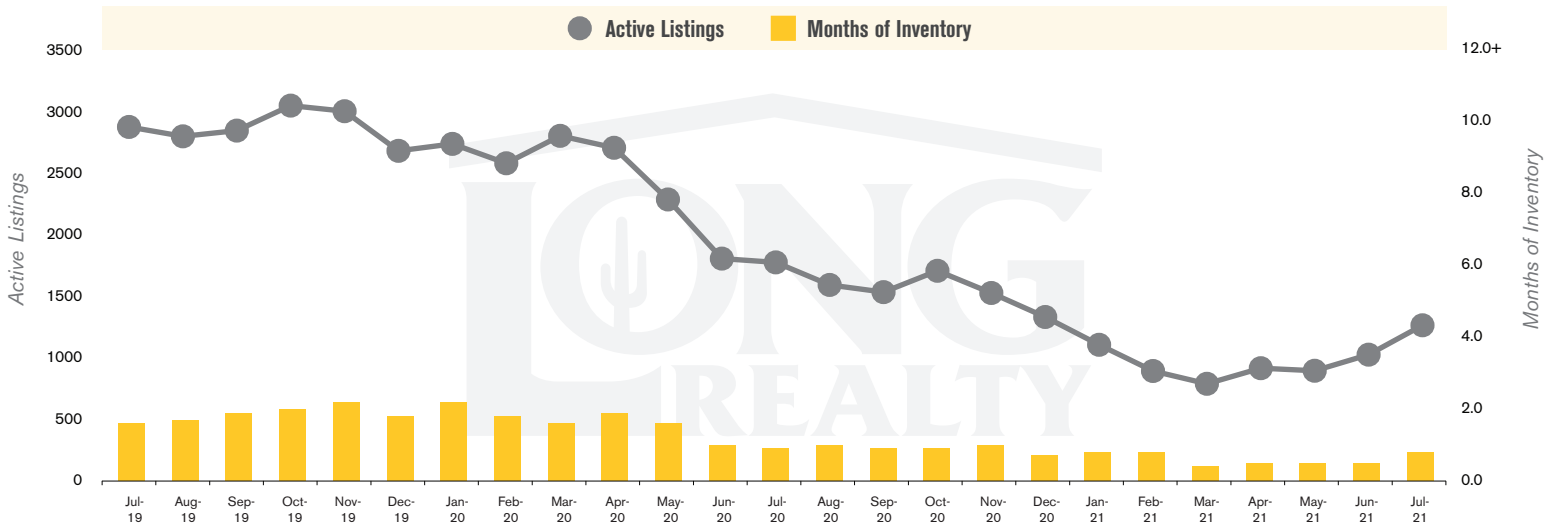


In the Tucson Main Market area, July 2021 active inventory was 1,283, a 29% decrease from July 2020. There were 1,665 closings in July 2021, a 15% decrease from July 2020. Year-to-date 2021 there were 12,322 closings, a 12% increase from year-to-date 2020. Months of Inventory was 0.8, down from 0.9 in July 2020. Median price of sold homes was \$324,952 for the month of July 2021, up 27% from July 2020. The Tucson Main Market area had 1,783 new properties under contract in July 2021, down 5% from July 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 08/05/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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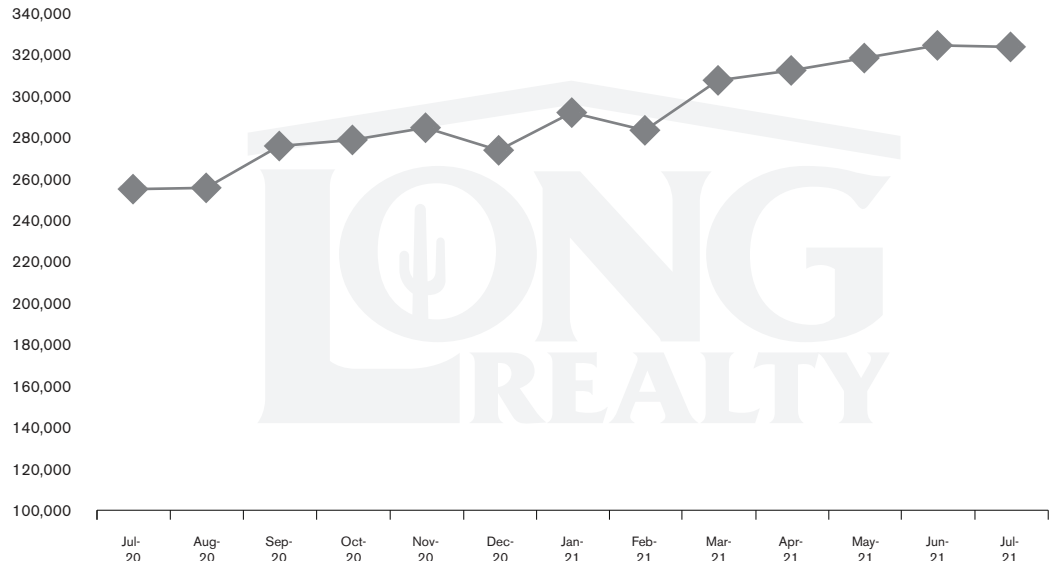


## MEDIAN SOLD PRICE

GREATER TUCSON  
MAIN MARKET

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

Jul 2020	Jul 2021
<b>97.4%</b>	<b>100.9%</b>

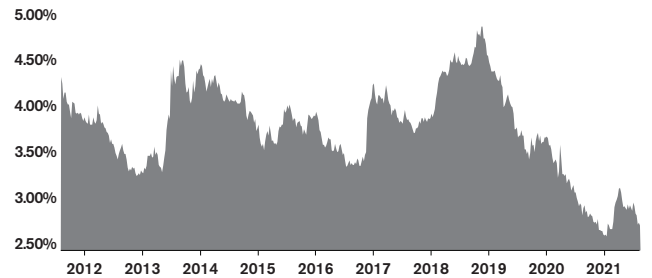


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$255,668	3.020%	\$1,026.63
2021	\$324,952	2.870%	\$1,279.97

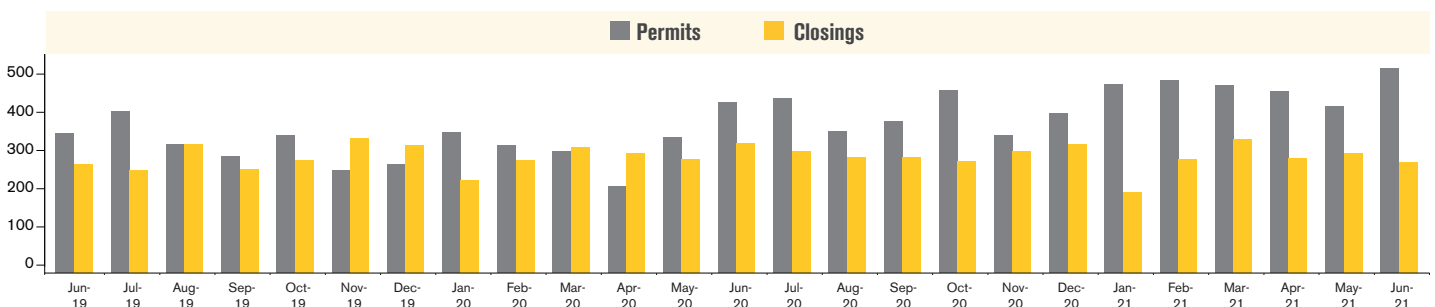
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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

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# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | AUGUST 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
		Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21			
\$1 - 49,999	2	9	2	2	5	1	2	1.0	0.5	Seller
\$50,000 - 74,999	3	8	8	12	10	9	9	0.3	0.4	Seller
\$75,000 - 99,999	9	26	31	27	30	24	22	0.4	0.3	Seller
\$100,000 - 124,999	15	20	28	39	40	42	20	0.8	0.4	Seller
\$125,000 - 149,999	31	59	67	50	41	39	32	1.0	0.6	Seller
\$150,000 - 174,999	31	84	82	77	58	50	47	0.7	0.5	Seller
\$175,000 - 199,999	31	98	134	114	86	95	77	0.4	0.4	Seller
\$200,000 - 224,999	46	160	142	140	115	120	97	0.5	0.3	Seller
\$225,000 - 249,999	68	168	222	200	159	194	133	0.5	0.3	Seller
\$250,000 - 274,999	66	165	209	202	175	199	184	0.4	0.3	Seller
\$275,000 - 299,999	94	124	176	160	172	179	175	0.5	0.4	Seller
\$300,000 - 349,999	155	164	226	215	275	299	267	0.6	0.5	Seller
\$350,000 - 399,999	152	115	195	179	167	205	173	0.9	0.7	Seller
\$400,000 - 499,999	210	142	206	223	211	236	172	1.2	0.8	Seller
\$500,000 - 599,999	100	59	83	115	93	92	90	1.1	0.9	Seller
\$600,000 - 699,999	89	39	73	45	60	67	63	1.4	1.2	Seller
\$700,000 - 799,999	45	24	46	42	32	48	32	1.4	1.0	Seller
\$800,000 - 899,999	31	13	25	33	24	35	25	1.2	1.0	Seller
\$900,000 - 999,999	17	7	12	11	19	28	7	2.4	0.9	Seller
\$1,000,000 - and over	88	22	42	47	46	45	38	2.3	2.2	Seller
<b>TOTAL</b>	<b>1,283</b>	<b>1,506</b>	<b>2,009</b>	<b>1,933</b>	<b>1,818</b>	<b>2,007</b>	<b>1,665</b>	<b>0.8</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.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | AUGUST 2021



## MARKET SHARE

GREATER TUCSON MAIN MARKET

**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

25.6%

Tierra Antigua Realty

13.3%

Realty Executives Arizona Territory

8.3%

Keller Williams Southern Arizona

7.3%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

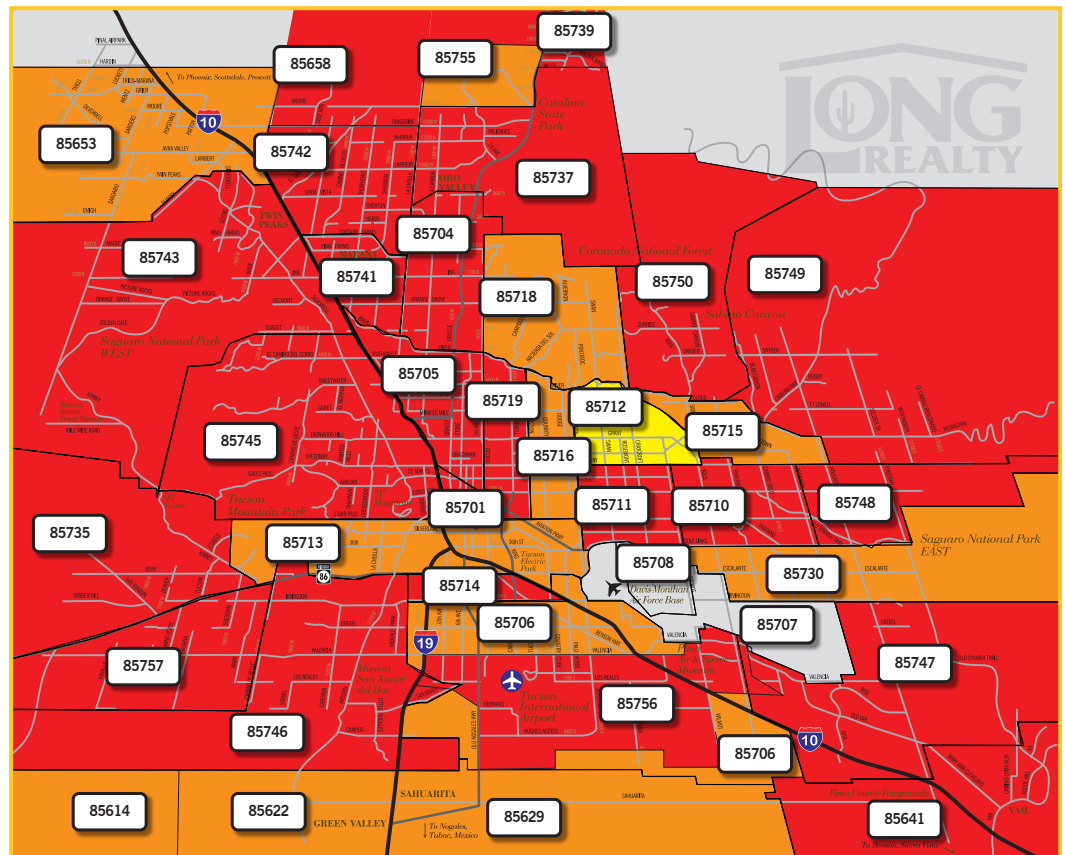
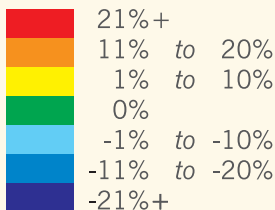
3.9%

## 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.