

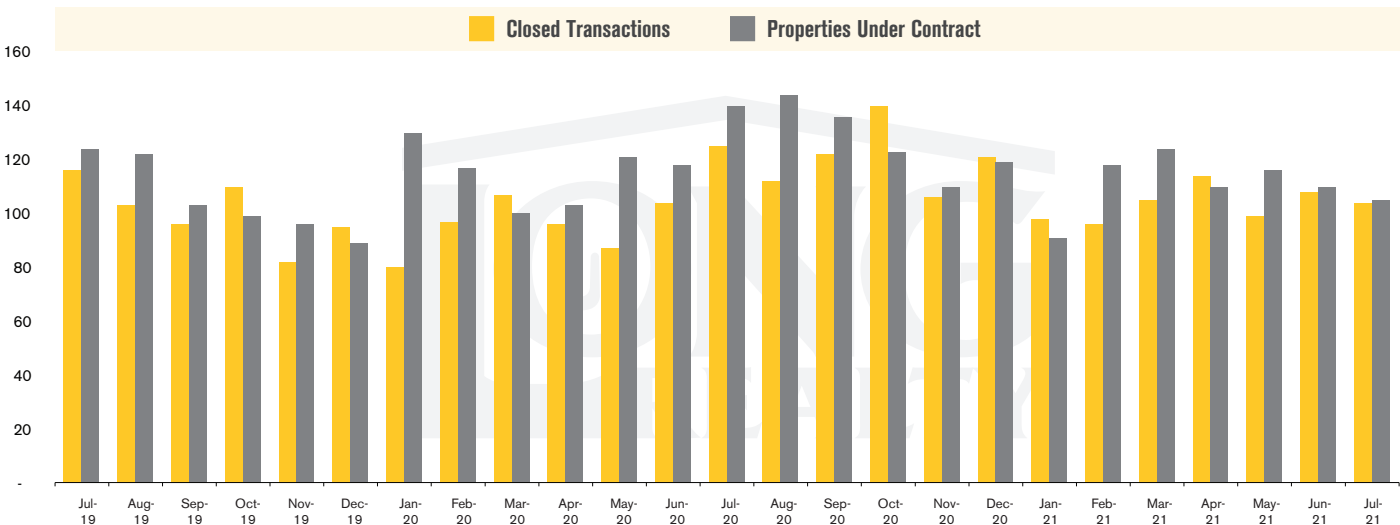
# THE HOUSING REPORT

TUCSON WEST | AUGUST 2021

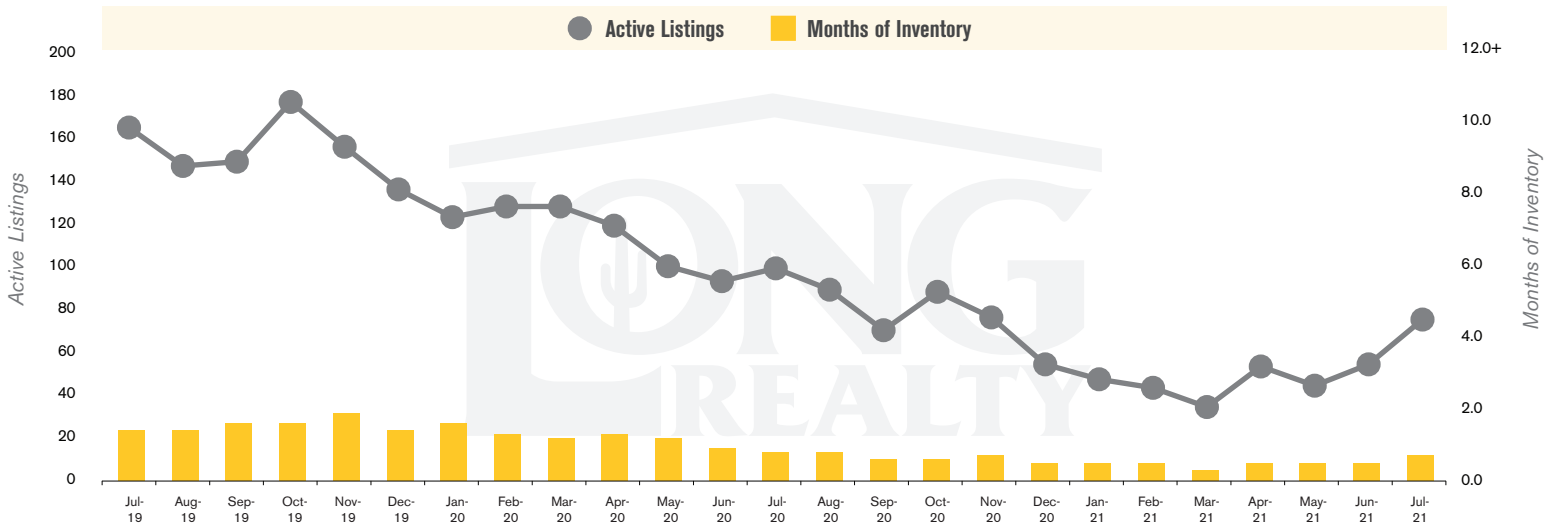


In the Tucson West area, July 2021 active inventory was 76, a 24% decrease from July 2020. There were 104 closings in July 2021, a 17% decrease from July 2020. Year-to-date 2021 there were 724 closings, a 4% increase from year-to-date 2020. Months of Inventory was 0.7, down from 0.8 in July 2020. Median price of sold homes was \$326,750 for the month of July 2021, up 28% from July 2020. The Tucson West area had 105 new properties under contract in July 2021, down 25% from July 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON WEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON WEST



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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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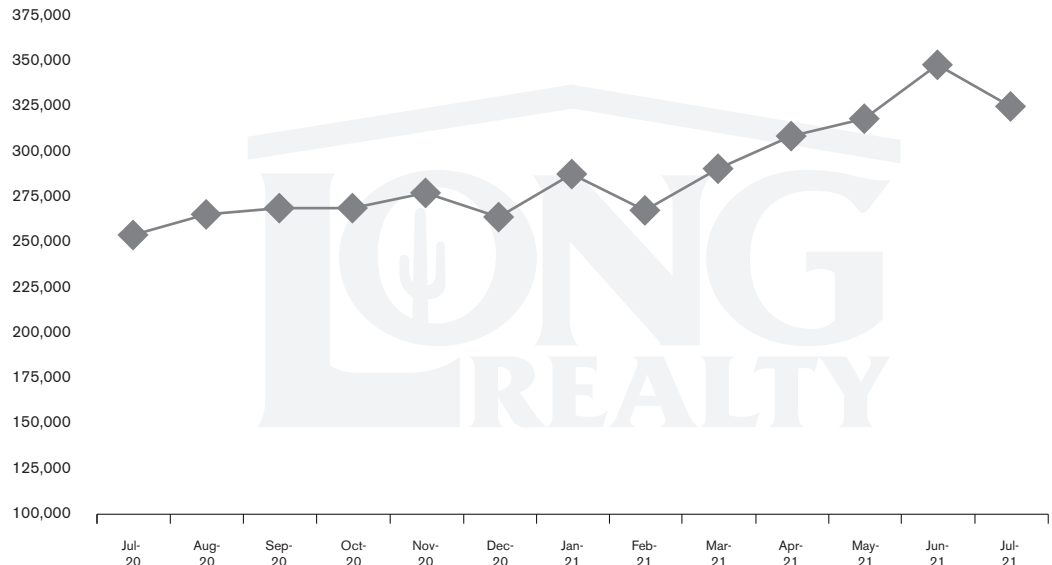


## MEDIAN SOLD PRICE

TUCSON WEST

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

Jul 2020	Jul 2021
<b>97.5%</b>	<b>101.2%</b>

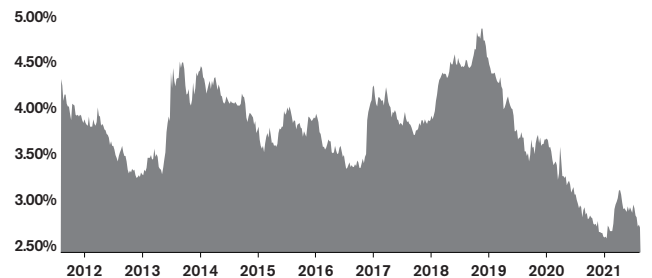


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON WEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2020	\$255,000	3.020%	\$1,023.95
2021	\$326,750	2.870%	\$1,287.05

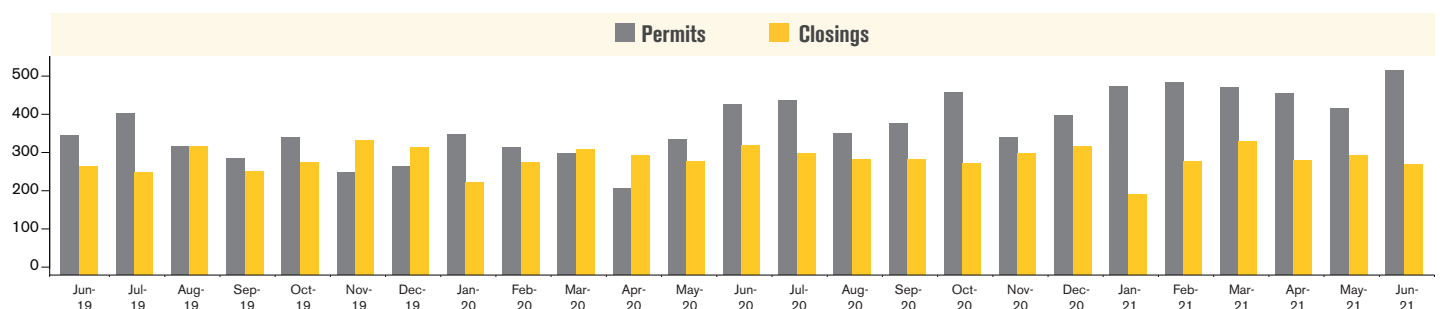
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 WEST

	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	1	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	1	1	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	3	3	0	2	0	3	2	1.5	1.2	<b>Seller</b>
\$125,000 - 149,999	0	3	4	2	1	0	2	0.0	0.3	<b>Seller</b>
\$150,000 - 174,999	0	5	4	3	3	1	2	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	3	4	5	5	4	3	4	0.8	0.5	<b>Seller</b>
\$200,000 - 224,999	5	8	7	3	5	5	6	0.8	0.6	<b>Seller</b>
\$225,000 - 249,999	6	10	12	9	3	8	1	6.0	0.8	<b>Seller</b>
\$250,000 - 274,999	5	15	10	17	11	6	9	0.6	0.3	<b>Seller</b>
\$275,000 - 299,999	3	10	12	10	9	12	11	0.3	0.3	<b>Seller</b>
\$300,000 - 349,999	9	14	19	20	25	14	23	0.4	0.5	<b>Seller</b>
\$350,000 - 399,999	8	10	12	13	13	13	12	0.7	0.4	<b>Seller</b>
\$400,000 - 499,999	11	6	11	21	19	19	11	1.0	0.5	<b>Seller</b>
\$500,000 - 599,999	2	3	0	3	2	7	8	0.3	0.6	<b>Seller</b>
\$600,000 - 699,999	7	1	4	2	0	6	3	2.3	1.6	<b>Seller</b>
\$700,000 - 799,999	5	1	0	1	2	2	4	1.3	1.5	<b>Seller</b>
\$800,000 - 899,999	3	0	1	1	0	2	3	1.0	1.2	<b>Seller</b>
\$900,000 - 999,999	1	1	0	0	0	1	0	n/a	1.0	<b>Seller</b>
\$1,000,000 - and over	5	0	3	1	2	6	3	1.7	1.3	<b>Seller</b>
<b>TOTAL</b>	<b>76</b>	<b>96</b>	<b>105</b>	<b>114</b>	<b>99</b>	<b>108</b>	<b>104</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.

# THE HOUSING REPORT

TUCSON WEST | AUGUST 2021



## MARKET SHARE TUCSON WEST

**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

20.1%

Tierra Antigua Realty

15.9%

Keller Williams Southern Arizona

8.0%

Realty Executives Arizona Territory

7.9%

Coldwell Banker Residential Brokerage

5.7%

Exp Realty

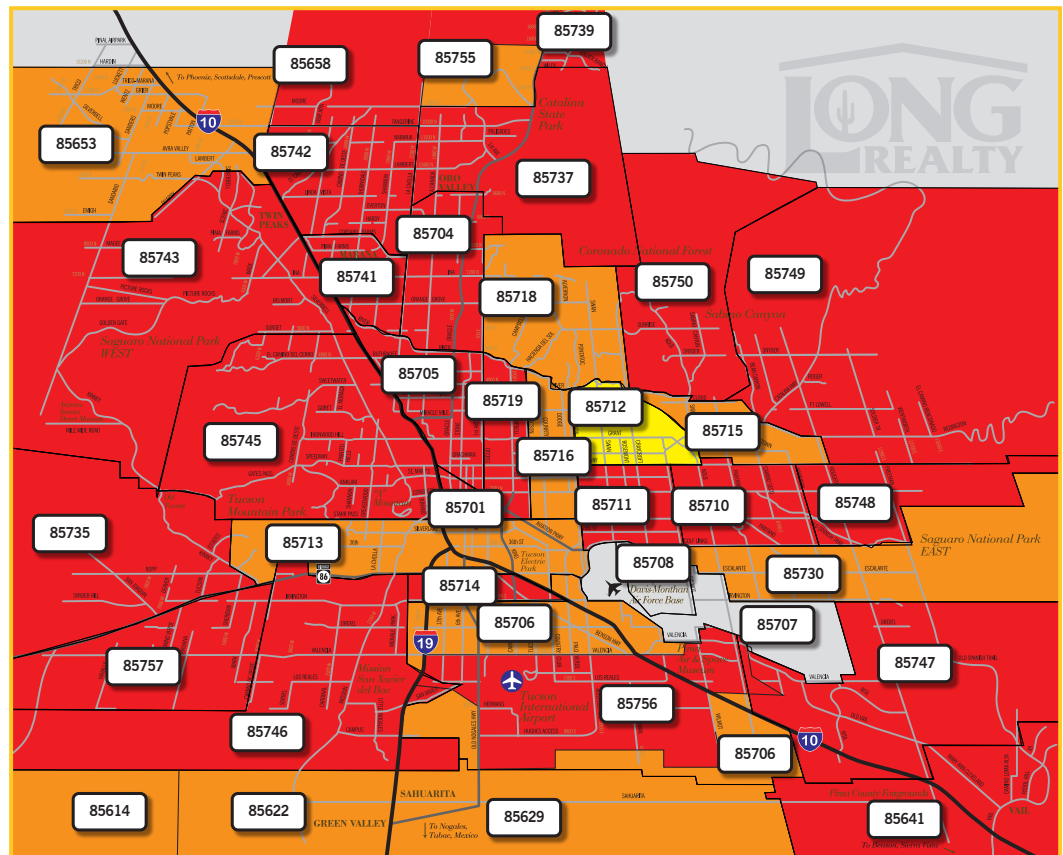
3.9%

## 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.