

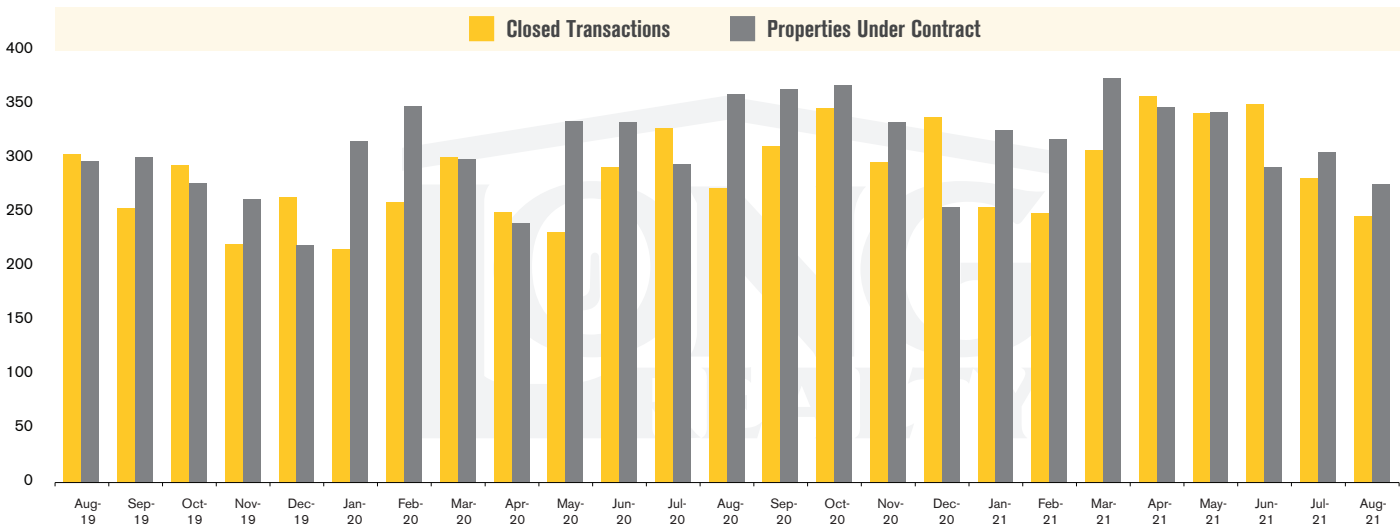
# THE HOUSING REPORT

TUCSON NORTHWEST | SEPTEMBER 2021

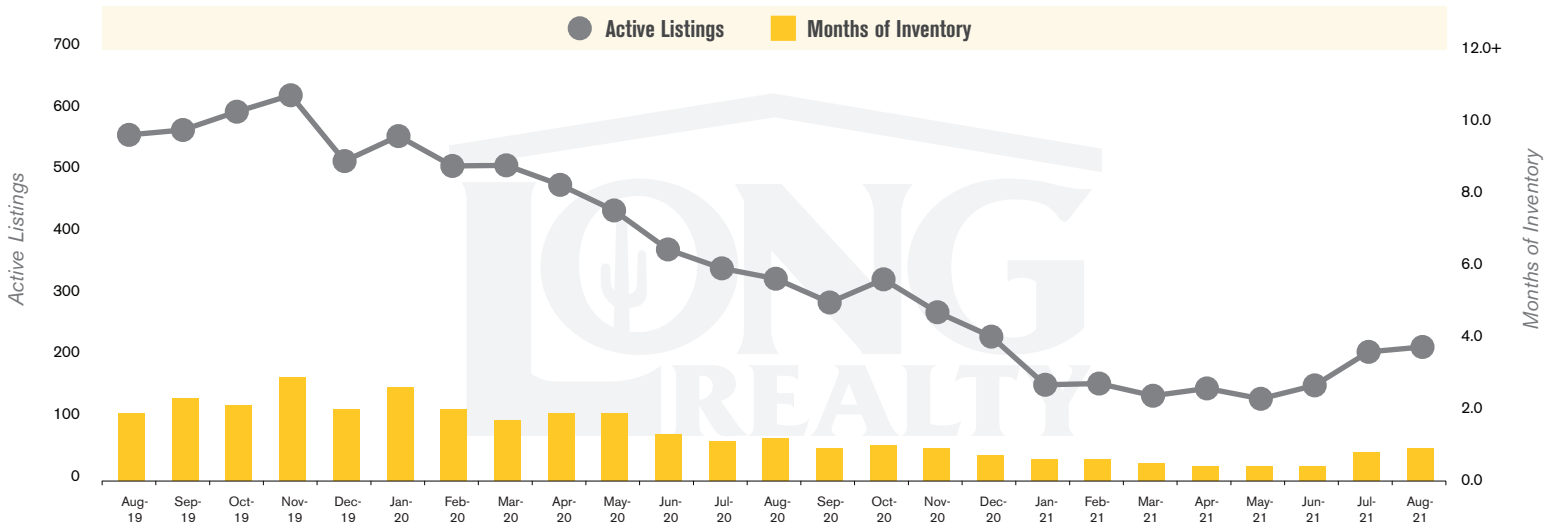


In the Tucson Northwest area, August 2021 active inventory was 221, a 34% decrease from August 2020. There were 248 closings in August 2021, a 9% decrease from August 2020. Year-to-date 2021 there were 2,400 closings, an 11% increase from year-to-date 2020. Months of Inventory was 0.9, down from 1.2 in August 2020. Median price of sold homes was \$396,550 for the month of August 2021, up 25% from August 2020. The Tucson Northwest area had 277 new properties under contract in August 2021, down 23% from August 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 09/08/2021 is believed to be reliable, but not guaranteed.

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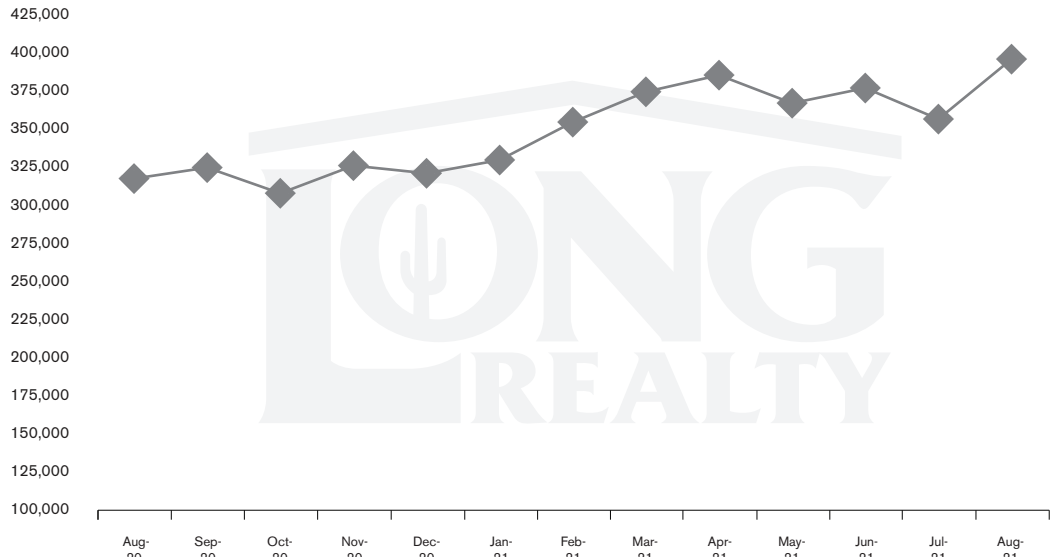


## MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Aug 2020	Aug 2021
97.3%	99.7%

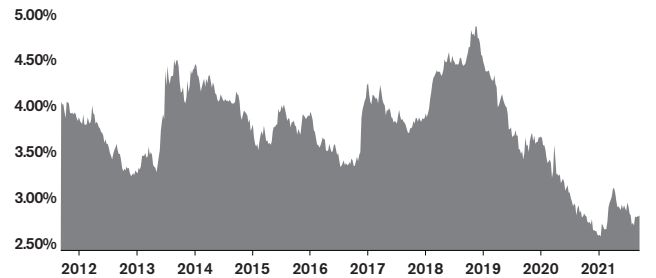


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$317,750	2.940%	\$1,262.92
2021	\$396,550	2.840%	\$1,555.95

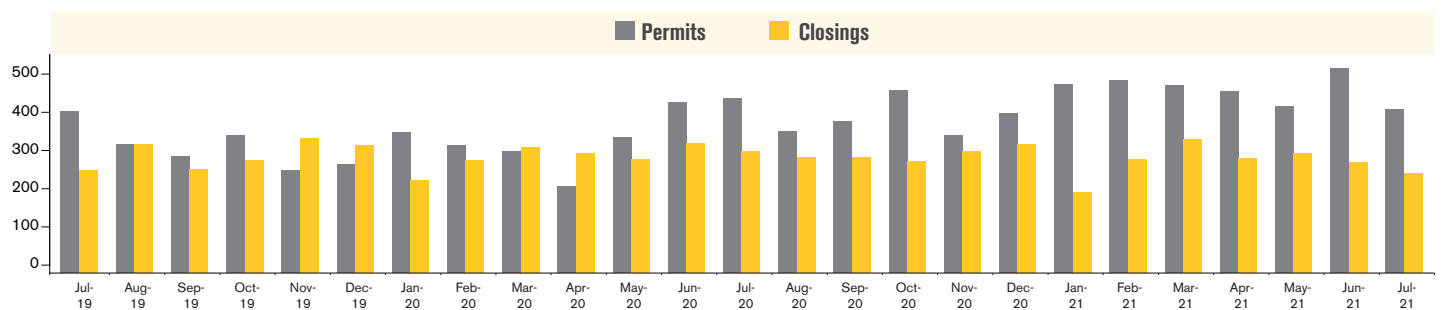
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For July 2021, new home permits were **down 18%** and new home closings were **down 6%** from July 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
		Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	1	1	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	1	2	2	1	0	0	n/a	1.0	<b>Seller</b>
\$125,000 - 149,999	1	2	1	2	1	1	0	n/a	1.0	<b>Seller</b>
\$150,000 - 174,999	2	1	2	2	1	2	2	1.0	0.6	<b>Seller</b>
\$175,000 - 199,999	1	1	5	1	0	5	1	1.0	0.5	<b>Seller</b>
\$200,000 - 224,999	1	10	9	5	4	4	4	0.3	0.3	<b>Seller</b>
\$225,000 - 249,999	1	22	21	19	11	11	7	0.1	0.1	<b>Seller</b>
\$250,000 - 274,999	2	23	33	27	26	21	11	0.2	0.1	<b>Seller</b>
\$275,000 - 299,999	6	20	24	29	34	33	15	0.4	0.3	<b>Seller</b>
\$300,000 - 349,999	21	46	49	63	70	59	46	0.5	0.3	<b>Seller</b>
\$350,000 - 399,999	29	50	45	43	50	34	42	0.7	0.5	<b>Seller</b>
\$400,000 - 499,999	46	55	79	52	74	51	50	0.9	0.7	<b>Seller</b>
\$500,000 - 599,999	44	21	38	32	28	24	23	1.9	1.3	<b>Seller</b>
\$600,000 - 699,999	24	19	14	16	15	13	15	1.6	1.6	<b>Seller</b>
\$700,000 - 799,999	10	14	10	10	12	8	6	1.7	1.2	<b>Seller</b>
\$800,000 - 899,999	7	5	12	10	7	3	7	1.0	1.2	<b>Seller</b>
\$900,000 - 999,999	7	4	3	12	7	3	6	1.2	1.0	<b>Seller</b>
\$1,000,000 - and over	18	14	11	18	11	11	13	1.4	1.9	<b>Seller</b>
<b>TOTAL</b>	<b>221</b>	<b>309</b>	<b>359</b>	<b>343</b>	<b>352</b>	<b>283</b>	<b>248</b>	<b>0.9</b>	<b>0.7</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 09/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2021-08/31/2021. 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 09/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 09/01/2020 – 08/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

29.3%

Tierra Antigua Realty

11.4%

Coldwell Banker Residential Brokerage

7.9%

Keller Williams Southern Arizona

6.3%

Realty Executives Arizona Territory

6.1%

Exp Realty

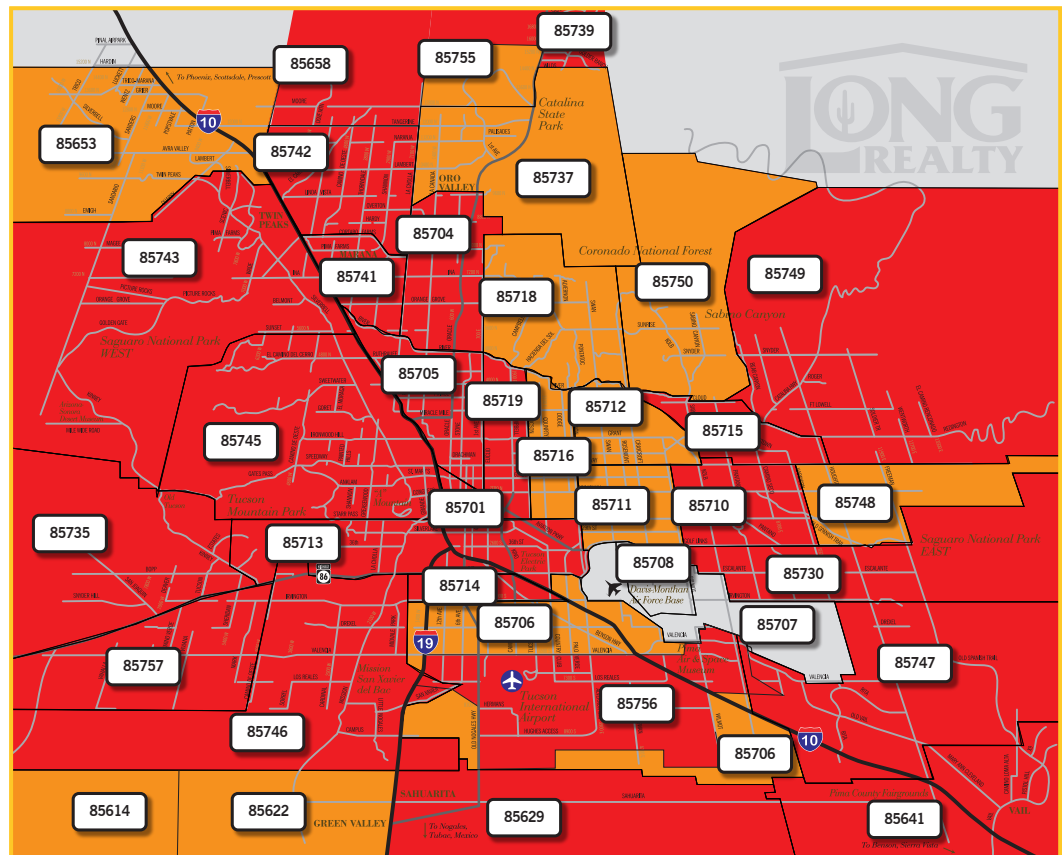
4.0%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2020-AUG 2020 TO  
JUN 2021-AUG 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 June 2020-August 2020 to June 2021-August 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/08/2021. Information is believed to be reliable, but not guaranteed.*