

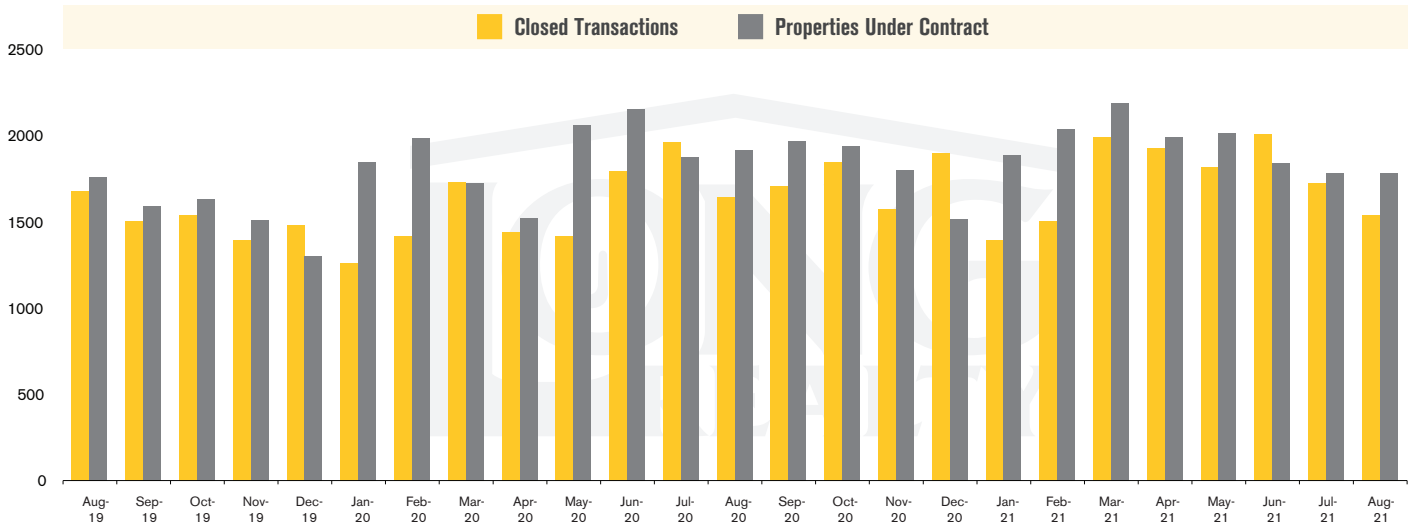
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | SEPTEMBER 2021

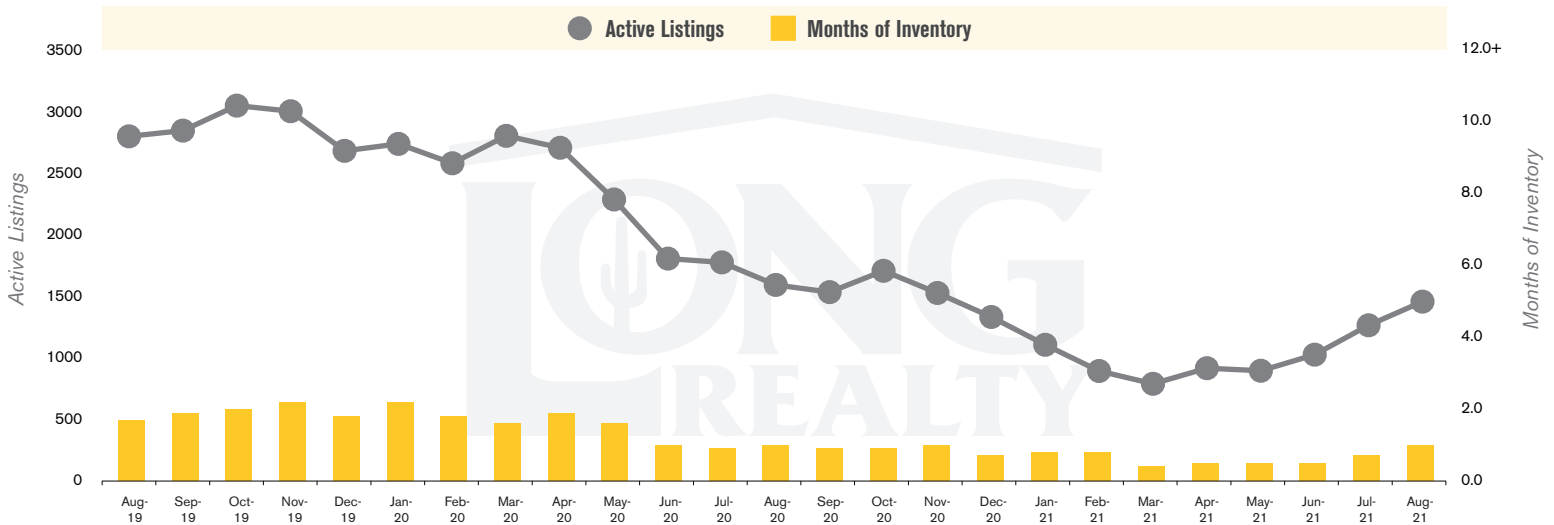


In the Tucson Main Market area, August 2021 active inventory was 1,477, an 8% decrease from August 2020. There were 1,540 closings in August 2021, a 6% decrease from August 2020. Year-to-date 2021 there were 13,926 closings, a 10% increase from year-to-date 2020. Months of Inventory was 1.0, unchanged from 1.0 in August 2020. Median price of sold homes was \$327,759 for the month of August 2021, up 28% from August 2020. The Tucson Main Market area had 1,785 new properties under contract in August 2021, down 7% from August 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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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.

THE HOUSING REPORT

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MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Aug 2020	Aug 2021
98.2%	100.3%

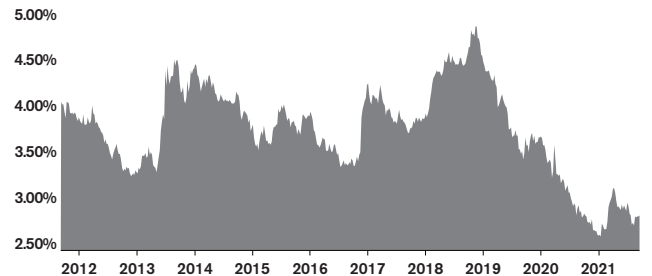


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$256,286	2.940%	\$1,018.62
2021	\$327,759	2.840%	\$1,286.04

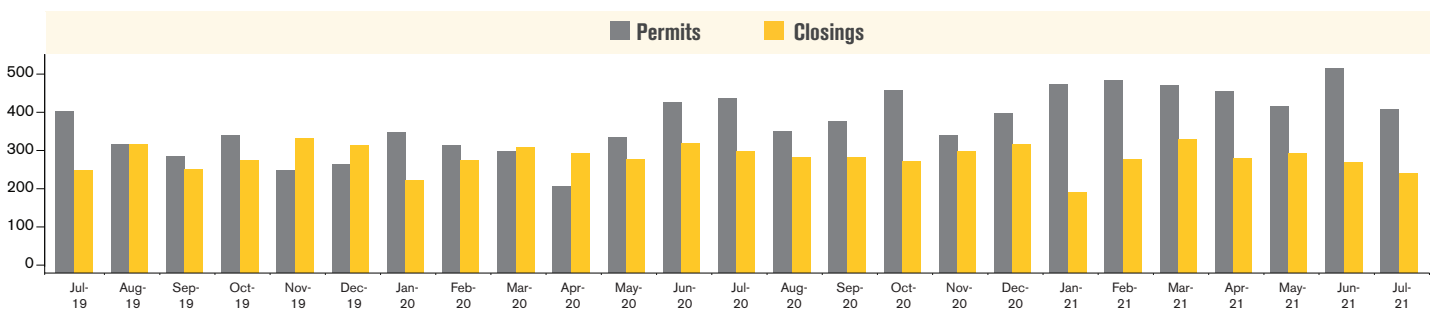
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 GREATER TUCSON MAIN MARKET

	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	1	2	2	5	1	2	2	0.5	0.8	Seller
\$50,000 - 74,999	0	8	12	10	9	9	3	0.0	0.3	Seller
\$75,000 - 99,999	9	31	27	30	24	23	12	0.8	0.4	Seller
\$100,000 - 124,999	18	28	39	40	43	21	24	0.8	0.5	Seller
\$125,000 - 149,999	32	67	50	41	39	34	34	0.9	0.8	Seller
\$150,000 - 174,999	35	82	77	58	50	49	37	0.9	0.6	Seller
\$175,000 - 199,999	34	134	114	86	95	80	69	0.5	0.5	Seller
\$200,000 - 224,999	33	142	140	115	120	103	101	0.3	0.4	Seller
\$225,000 - 249,999	94	222	200	159	195	137	113	0.8	0.5	Seller
\$250,000 - 274,999	94	209	202	175	200	192	156	0.6	0.4	Seller
\$275,000 - 299,999	118	176	160	172	179	181	134	0.9	0.6	Seller
\$300,000 - 349,999	195	226	215	275	300	273	267	0.7	0.6	Seller
\$350,000 - 399,999	187	195	179	167	205	180	172	1.1	0.8	Seller
\$400,000 - 499,999	241	206	223	211	236	179	187	1.3	1.0	Seller
\$500,000 - 599,999	119	83	115	93	92	93	73	1.6	1.1	Seller
\$600,000 - 699,999	90	73	45	60	67	63	61	1.5	1.3	Seller
\$700,000 - 799,999	39	46	42	32	48	33	25	1.6	1.2	Seller
\$800,000 - 899,999	27	25	33	24	35	25	19	1.4	1.0	Seller
\$900,000 - 999,999	20	12	11	19	28	7	17	1.2	1.0	Seller
\$1,000,000 - and over	91	42	47	46	45	41	34	2.7	2.2	Seller
TOTAL	1,477	2,009	1,933	1,818	2,011	1,725	1,540	1.0	0.7	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 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

GREATER TUCSON MAIN MARKET

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

25.4%

Tierra Antigua Realty

13.2%

Realty Executives Arizona Territory

8.2%

Keller Williams Southern Arizona

7.4%

Coldwell Banker Residential Brokerage

6.9%

Exp Realty

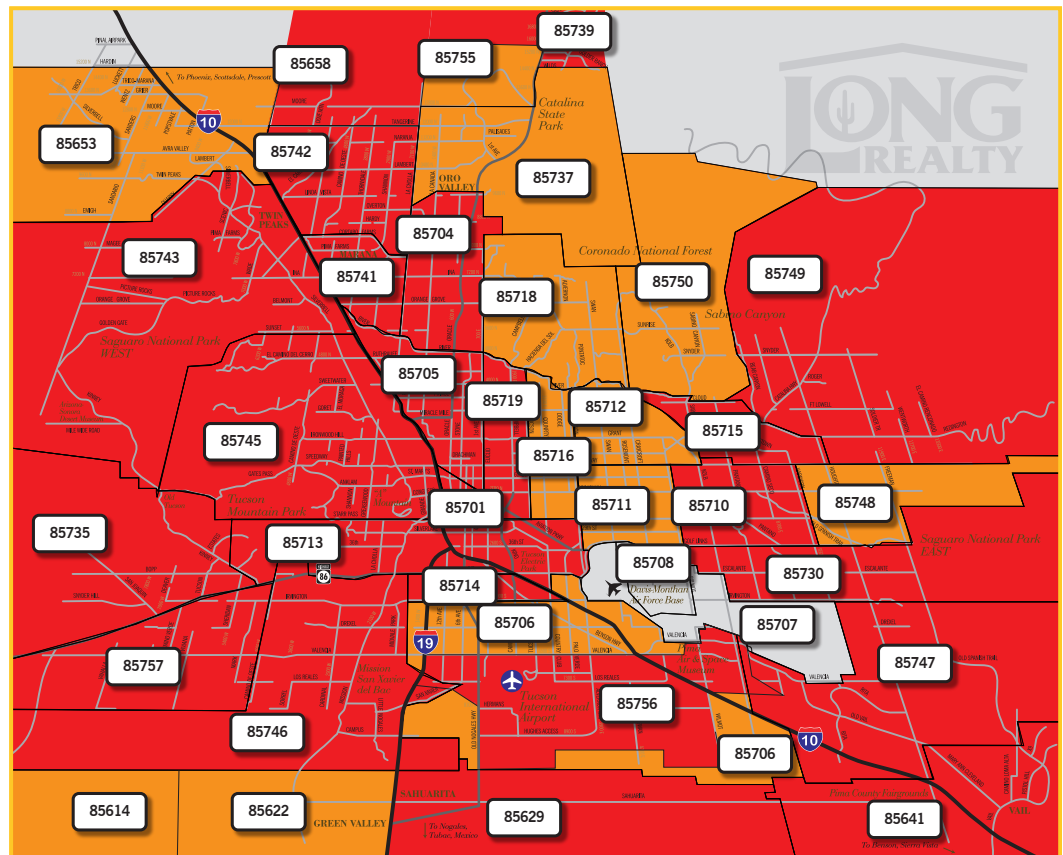
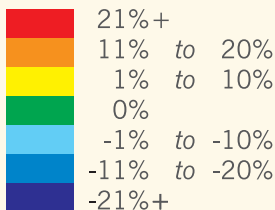
4.0%

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.