

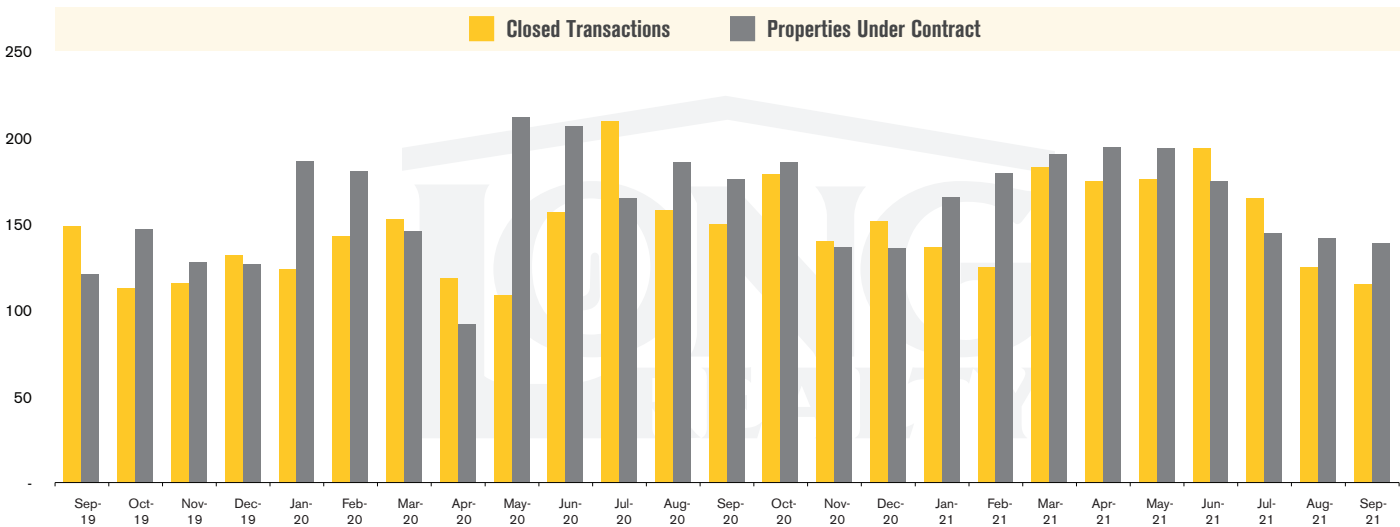
THE HOUSING REPORT

TUCSON NORTH | OCTOBER 2021

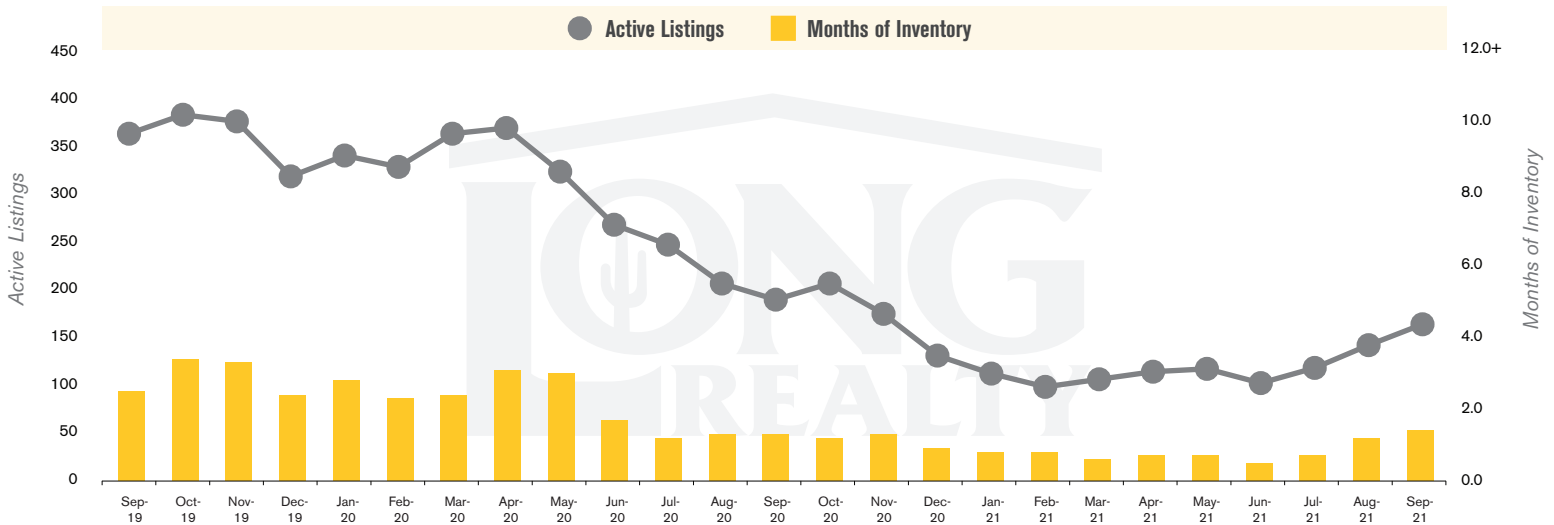


In the Tucson North area, September 2021 active inventory was 166, a 14% decrease from September 2020. There were 115 closings in September 2021, a 23% decrease from September 2020. Year-to-date 2021 there were 1,395 closings, a 5% increase from year-to-date 2020. Months of Inventory was 1.4, up from 1.3 in September 2020. Median price of sold homes was \$485,000 for the month of September 2021, up 12% from September 2020. The Tucson North area had 139 new properties under contract in September 2021, down 21% from September 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



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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 10/06/2021 is believed to be reliable, but not guaranteed.

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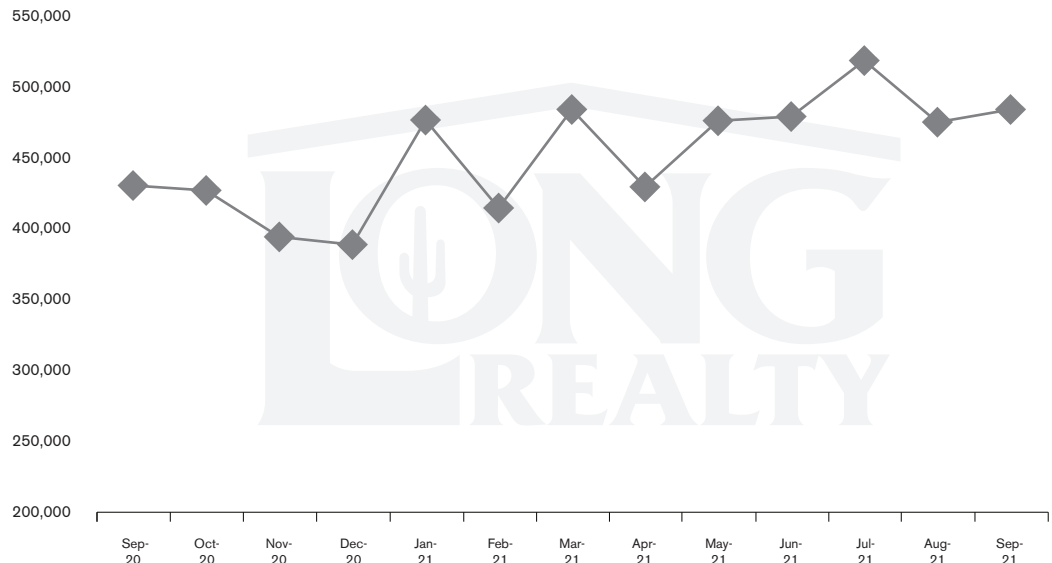
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MEDIAN SOLD PRICE TUCSON NORTH

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

| Sep 2020 | Sep 2021 |
|----------|----------|
| 97.1% | 99.9% |

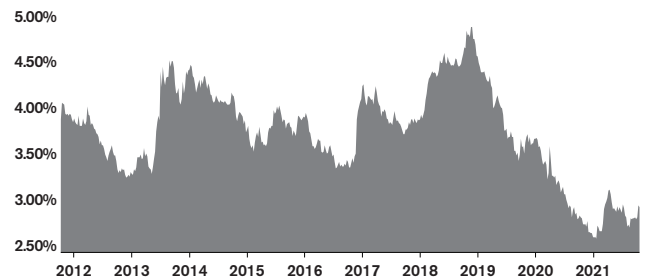


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$335,000 | 6.140% | \$1,936.81 |
| 2020 | \$431,000 | 2.890% | \$1,702.06 |
| 2021 | \$485,000 | 2.900% | \$1,917.78 |

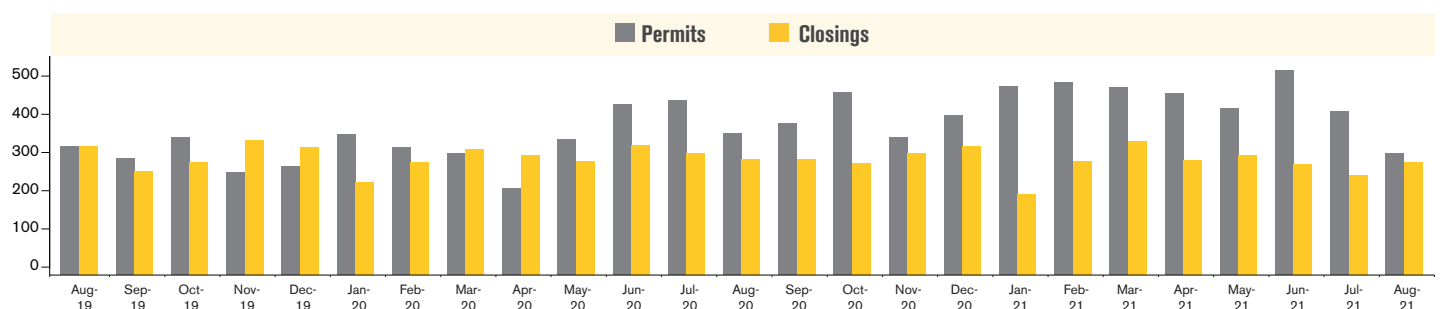
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For August 2021, new home permits were **down 3%** and new home closings were **down 14%** from August 2020.

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MARKET CONDITIONS BY PRICE BAND TUCSON NORTH

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Apr-21 | May-21 | Jun-21 | Jul-21 | Aug-21 | Sep-21 | | | |
| \$1 - 49,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$50,000 - 74,999 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$75,000 - 99,999 | 0 | 2 | 1 | 1 | 3 | 1 | 0 | n/a | 0.0 | Seller |
| \$100,000 - 124,999 | 3 | 1 | 3 | 1 | 0 | 1 | 0 | n/a | 5.0 | Balanced |
| \$125,000 - 149,999 | 2 | 1 | 0 | 1 | 1 | 2 | 0 | n/a | 1.0 | Seller |
| \$150,000 - 174,999 | 3 | 7 | 3 | 5 | 1 | 1 | 3 | 1.0 | 0.8 | Seller |
| \$175,000 - 199,999 | 0 | 8 | 4 | 8 | 3 | 3 | 5 | 0.0 | 0.1 | Seller |
| \$200,000 - 224,999 | 4 | 11 | 10 | 9 | 3 | 5 | 5 | 0.8 | 0.8 | Seller |
| \$225,000 - 249,999 | 4 | 15 | 11 | 11 | 8 | 7 | 4 | 1.0 | 0.5 | Seller |
| \$250,000 - 274,999 | 5 | 6 | 7 | 8 | 9 | 5 | 10 | 0.5 | 0.5 | Seller |
| \$275,000 - 299,999 | 8 | 9 | 8 | 12 | 7 | 5 | 7 | 1.1 | 0.9 | Seller |
| \$300,000 - 349,999 | 4 | 5 | 8 | 9 | 11 | 9 | 5 | 0.8 | 0.6 | Seller |
| \$350,000 - 399,999 | 4 | 6 | 8 | 10 | 7 | 7 | 5 | 0.8 | 0.8 | Seller |
| \$400,000 - 499,999 | 22 | 25 | 30 | 25 | 20 | 22 | 14 | 1.6 | 1.2 | Seller |
| \$500,000 - 599,999 | 16 | 18 | 23 | 14 | 26 | 12 | 15 | 1.1 | 0.7 | Seller |
| \$600,000 - 699,999 | 18 | 10 | 18 | 21 | 17 | 16 | 12 | 1.5 | 0.9 | Seller |
| \$700,000 - 799,999 | 13 | 13 | 10 | 16 | 13 | 10 | 7 | 1.9 | 1.1 | Seller |
| \$800,000 - 899,999 | 7 | 8 | 9 | 9 | 11 | 5 | 9 | 0.8 | 0.8 | Seller |
| \$900,000 - 999,999 | 5 | 5 | 5 | 12 | 4 | 5 | 7 | 0.7 | 0.7 | Seller |
| \$1,000,000 - and over | 48 | 23 | 18 | 22 | 21 | 9 | 7 | 6.9 | 3.5 | Seller |
| TOTAL | 166 | 175 | 176 | 194 | 165 | 125 | 115 | 1.4 | 1.1 | 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 10/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2021-09/30/2021. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 10/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2020 – 09/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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39.7%

Tierra Antigua Realty

12.0%

Russ Lyon Sotheby's International Realty

5.8%

Coldwell Banker Realty

5.3%

Keller Williams Southern Arizona

5.1%

Realty Executives Arizona Territory

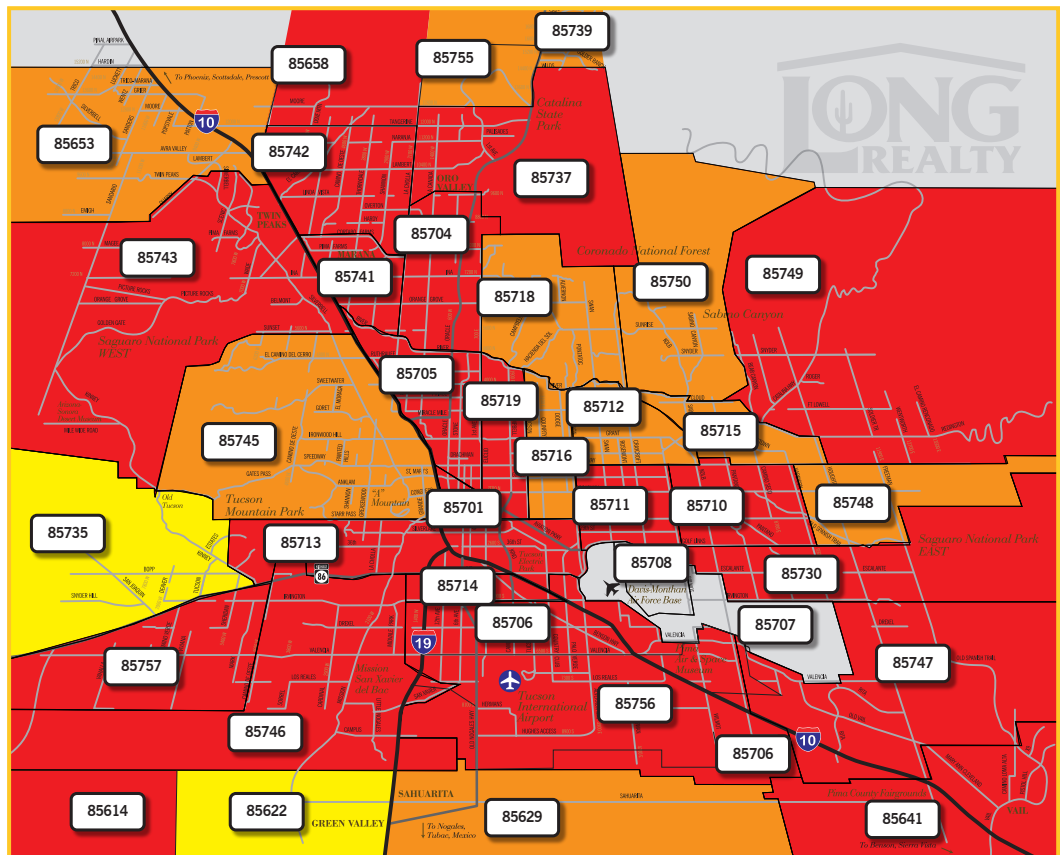
4.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2020-SEP 2020 TO
JUL 2021-SEP 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 July 2020-September 2020 to July 2021-September 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2021. Information is believed to be reliable, but not guaranteed.