

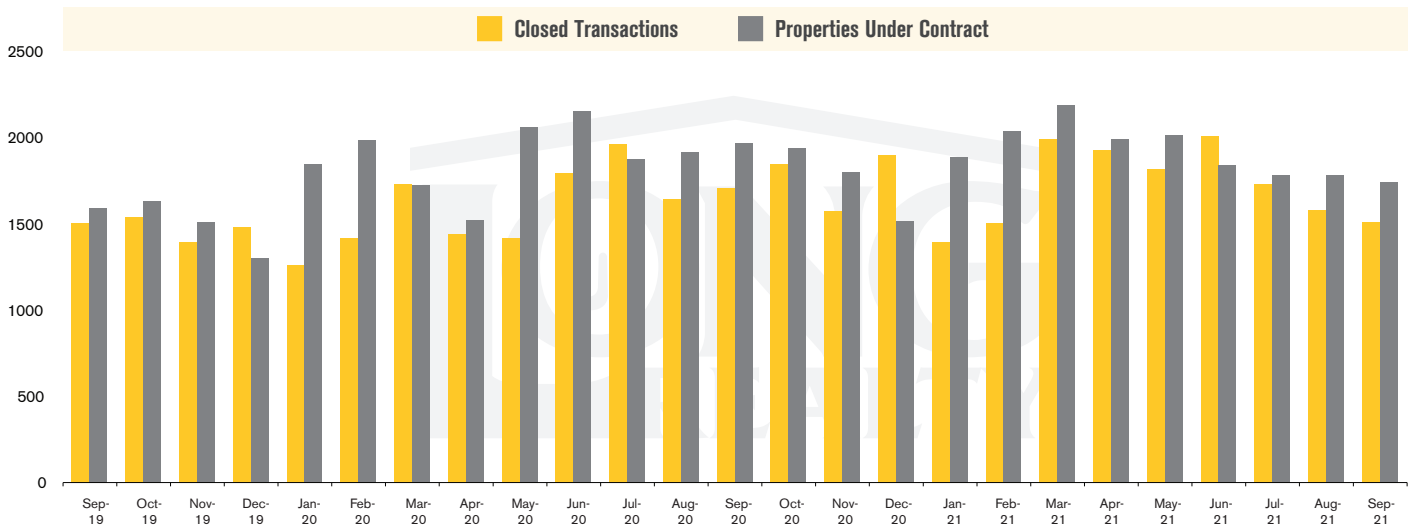
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | OCTOBER 2021

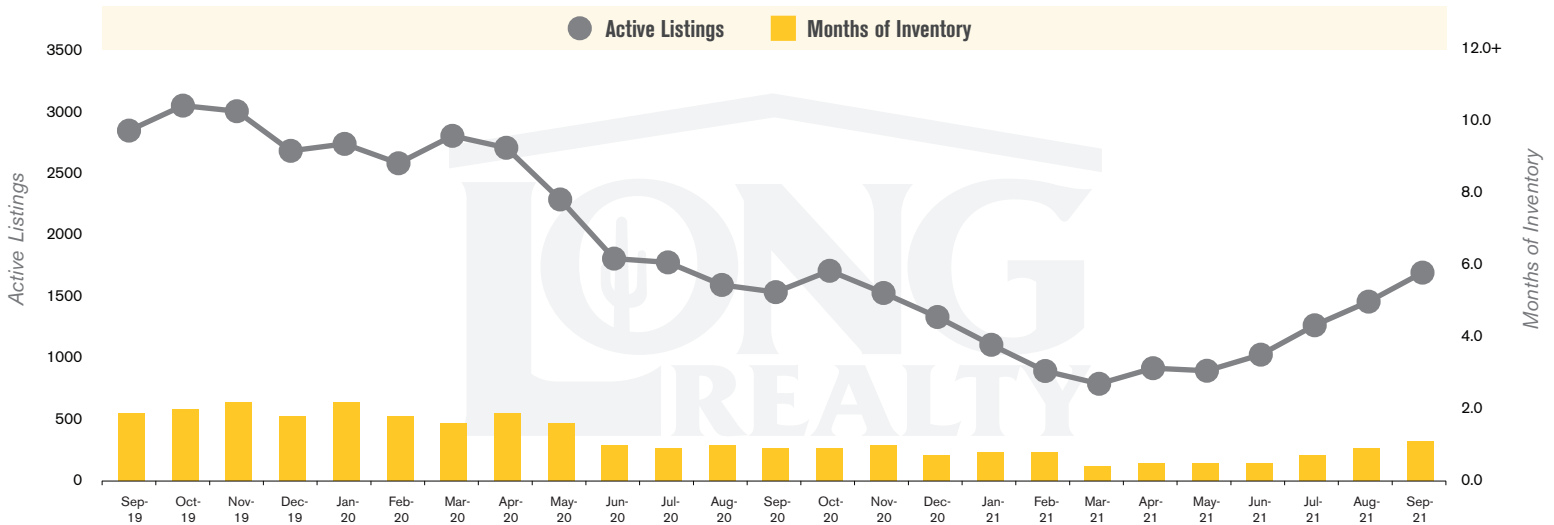


In the Tucson Main Market area, September 2021 active inventory was 1,715, a 10% increase from September 2020. There were 1,515 closings in September 2021, a 11% decrease from September 2020. Year-to-date 2021 there were 15,487 closings, an 8% increase from year-to-date 2020. Months of Inventory was 1.1, up from .9 in September 2020. Median price of sold homes was \$334,977 for the month of September 2021, up 27% from September 2020. The Tucson Main Market area had 1,748 new properties under contract in September 2021, down 11% from September 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 10/06/2021 is believed to be reliable, but not guaranteed.

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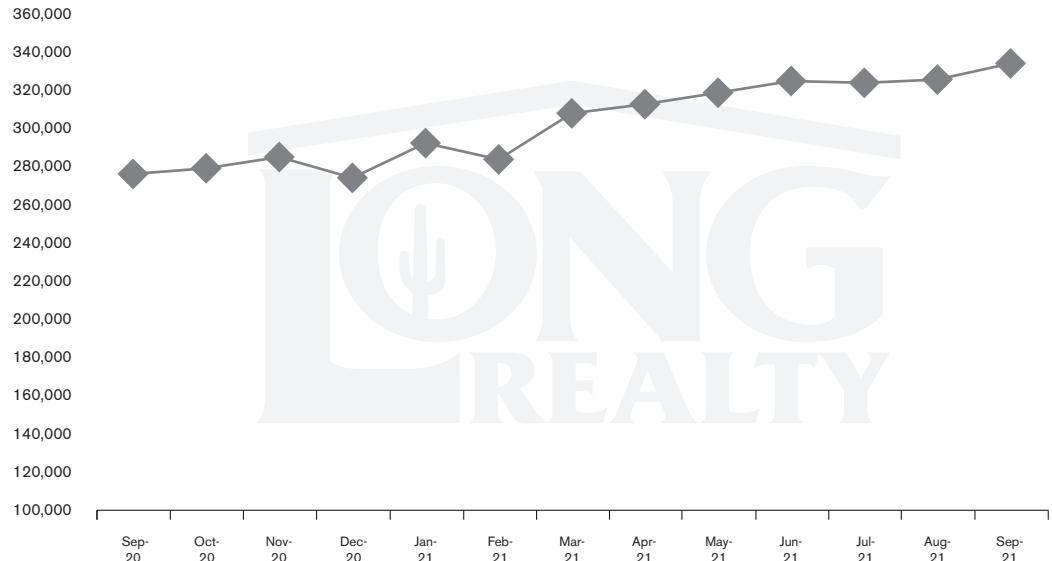


MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Sep 2020	Sep 2021
99.7%	98.4%

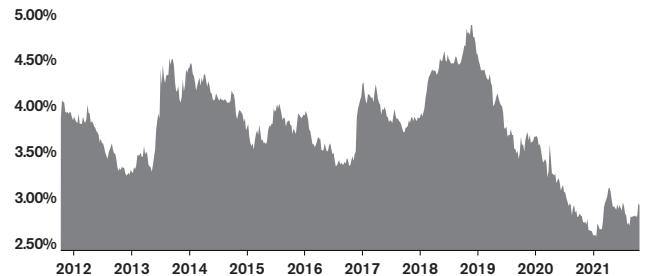


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$276,663	2.890%	\$1,092.57
2021	\$334,977	2.900%	\$1,324.56

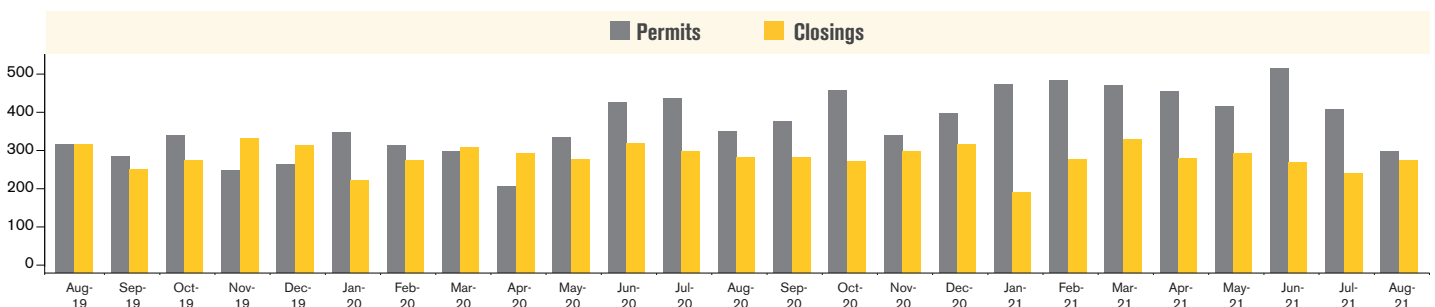
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 GREATER TUCSON MAIN MARKET

	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	2	5	1	2	3	2	0.0	0.4	Seller
\$50,000 - 74,999	3	12	10	9	9	4	7	0.4	0.3	Seller
\$75,000 - 99,999	11	27	30	24	24	12	22	0.5	0.5	Seller
\$100,000 - 124,999	22	39	40	43	22	24	13	1.7	0.9	Seller
\$125,000 - 149,999	33	50	41	39	34	36	23	1.4	1.0	Seller
\$150,000 - 174,999	42	77	58	50	49	40	37	1.1	0.9	Seller
\$175,000 - 199,999	34	114	86	95	80	69	74	0.5	0.4	Seller
\$200,000 - 224,999	46	140	115	120	104	107	88	0.5	0.4	Seller
\$225,000 - 249,999	96	200	159	195	138	116	109	0.9	0.7	Seller
\$250,000 - 274,999	82	202	175	200	193	163	142	0.6	0.5	Seller
\$275,000 - 299,999	181	160	172	179	181	138	149	1.2	0.8	Seller
\$300,000 - 349,999	246	215	275	300	273	271	237	1.0	0.8	Seller
\$350,000 - 399,999	229	179	167	205	180	176	183	1.3	1.1	Seller
\$400,000 - 499,999	275	223	211	236	179	191	194	1.4	1.3	Seller
\$500,000 - 599,999	127	115	93	92	94	73	89	1.4	1.4	Seller
\$600,000 - 699,999	91	45	60	67	63	62	50	1.8	1.5	Seller
\$700,000 - 799,999	46	42	32	48	33	25	29	1.6	1.5	Seller
\$800,000 - 899,999	30	33	24	35	25	19	24	1.3	1.3	Seller
\$900,000 - 999,999	18	11	19	28	7	17	15	1.2	1.4	Seller
\$1,000,000 - and over	103	47	46	45	41	34	28	3.7	2.7	Seller
TOTAL	1,715	1,933	1,818	2,011	1,731	1,580	1,515	1.1	0.9	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

GREATER TUCSON MAIN MARKET

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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25.2%

Tierra Antigua Realty

13.2%

Realty Executives Arizona Territory

8.1%

Keller Williams Southern Arizona

7.3%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

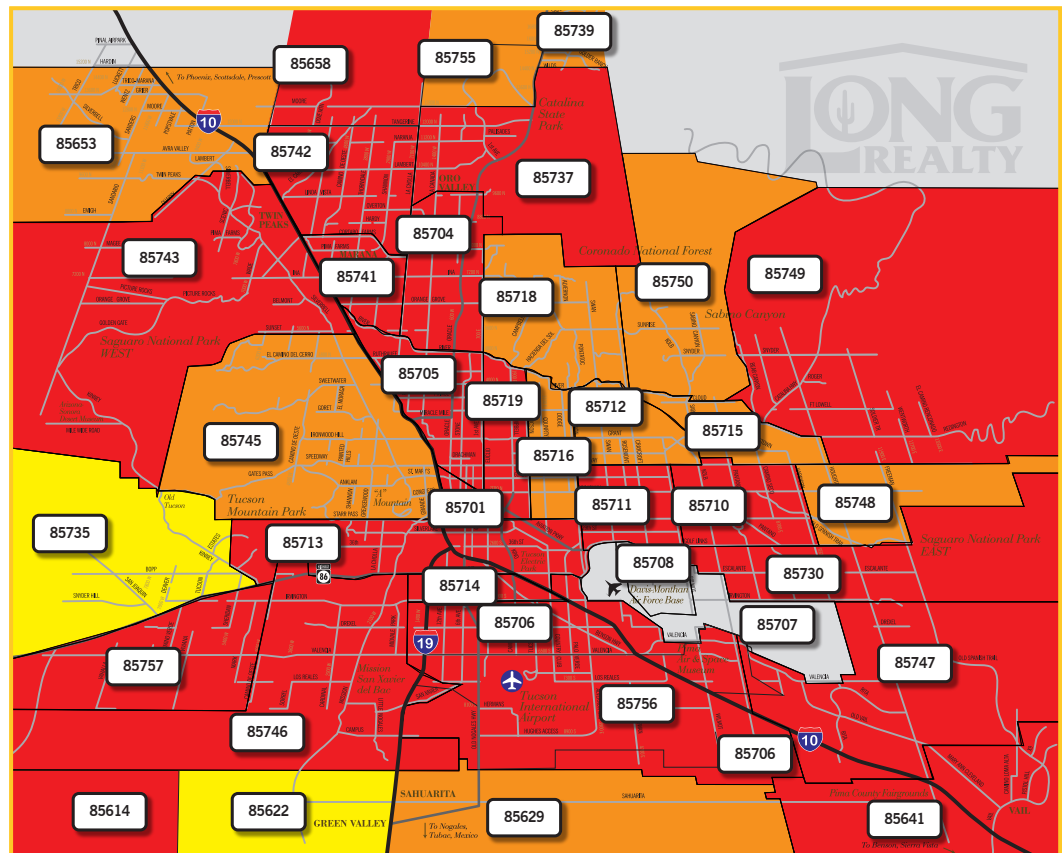
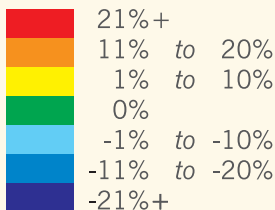
4.0%

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.