

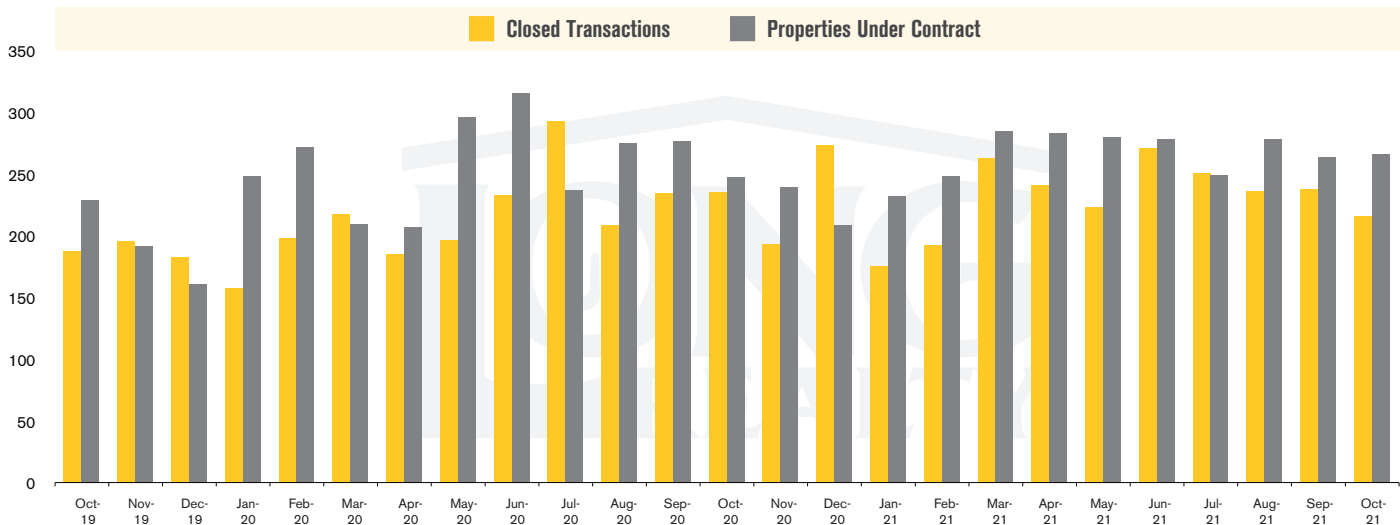
THE HOUSING REPORT

TUCSON CENTRAL | NOVEMBER 2021

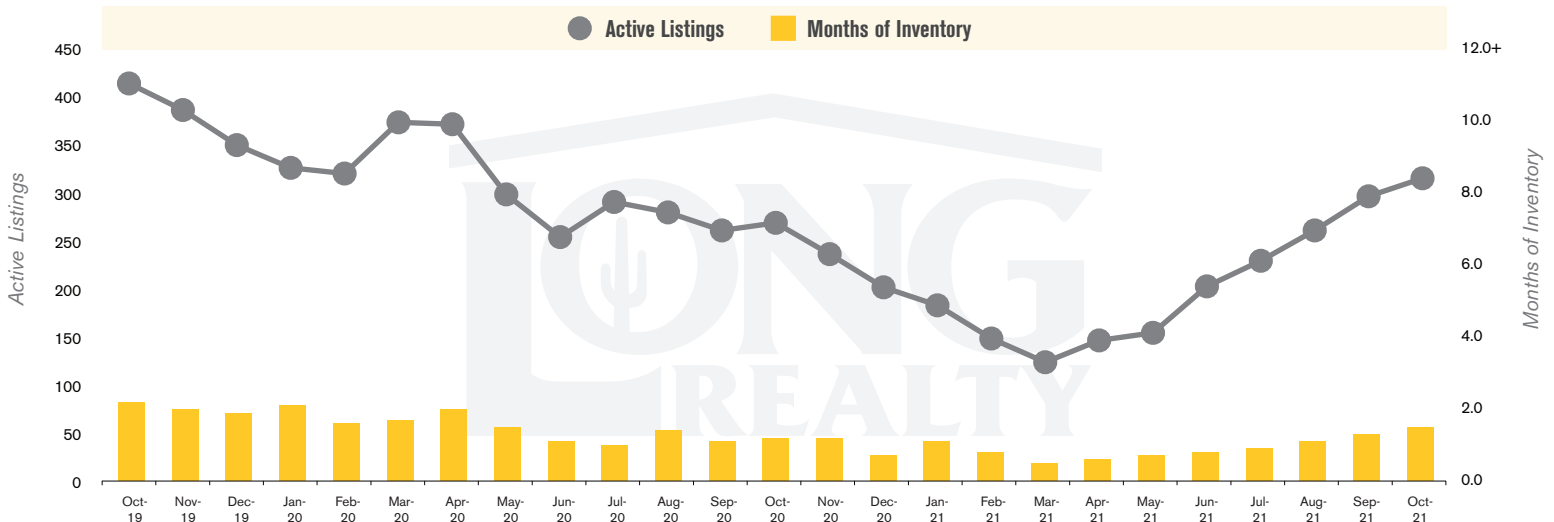


In the Tucson Central area, October 2021 active inventory was 320, a 17% increase from October 2020. There were 217 closings in October 2021, an 8% decrease from October 2020. Year-to-date 2021 there were 2,316 closings, a 7% increase from year-to-date 2020. Months of Inventory was 1.5, up from 1.2 in October 2020. Median price of sold homes was \$262,500 for the month of October 2021, up 12% from October 2020. The Tucson Central area had 267 new properties under contract in October 2021, up 8% from October 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 11/05/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | NOVEMBER 2021

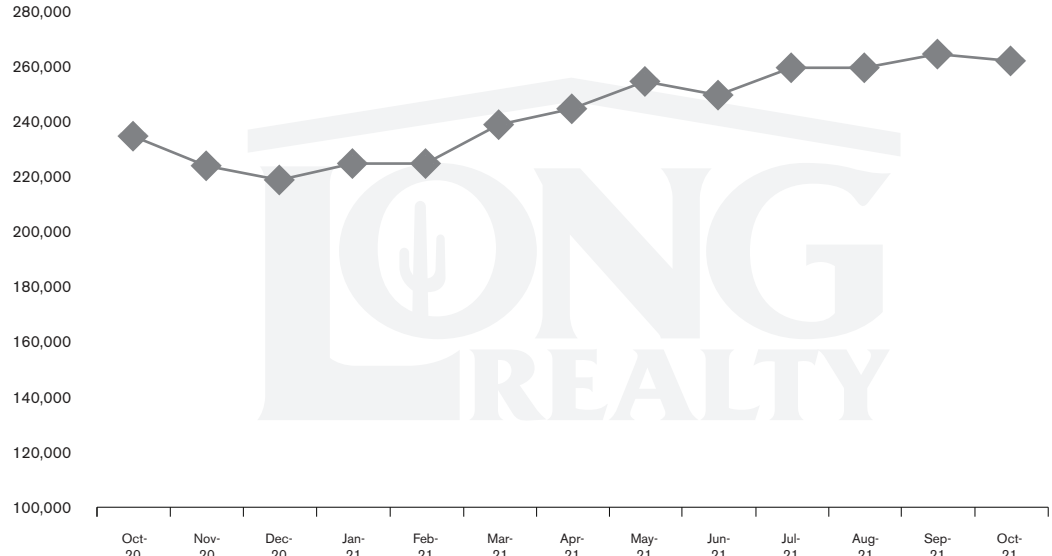


MEDIAN SOLD PRICE

TUCSON CENTRAL

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

Oct 2020	Oct 2021
97.8%	98.0%

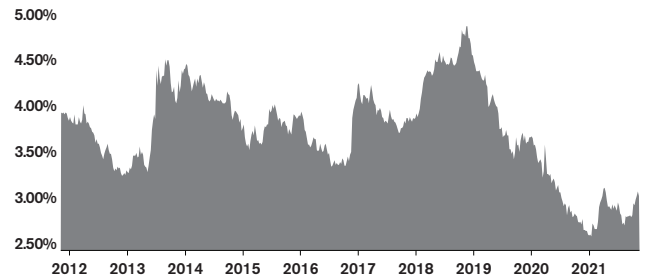


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2020	\$235,000	2.830%	\$920.89
2021	\$262,500	3.070%	\$1,060.81

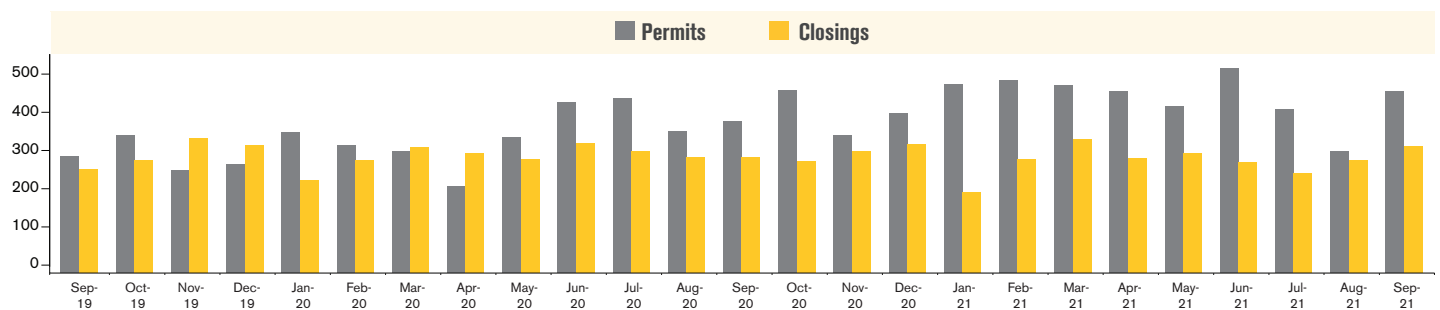
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research



For September 2021, new home permits were **up 19%** and new home closings were **up 10%** from September 2020.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 11/05/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | NOVEMBER 2021



MARKET CONDITIONS BY PRICE BAND TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21			
\$1 - 49,999	0	2	1	2	3	2	1	0.0	0.0	Seller
\$50,000 - 74,999	0	5	2	2	3	2	3	0.0	0.1	Seller
\$75,000 - 99,999	3	6	3	5	4	7	6	0.5	0.5	Seller
\$100,000 - 124,999	3	4	8	4	8	3	1	3.0	0.4	Seller
\$125,000 - 149,999	5	8	9	11	3	10	6	0.8	1.0	Seller
\$150,000 - 174,999	9	15	13	17	16	10	11	0.8	0.9	Seller
\$175,000 - 199,999	18	17	26	16	19	29	16	1.1	0.5	Seller
\$200,000 - 224,999	21	18	26	24	26	17	24	0.9	0.7	Seller
\$225,000 - 249,999	31	31	43	34	29	25	28	1.1	1.3	Seller
\$250,000 - 274,999	24	17	28	31	24	22	24	1.0	1.0	Seller
\$275,000 - 299,999	42	21	20	21	19	21	16	2.6	1.9	Seller
\$300,000 - 349,999	40	24	32	35	33	26	26	1.5	1.4	Seller
\$350,000 - 399,999	38	14	22	27	18	23	26	1.5	1.5	Seller
\$400,000 - 499,999	33	22	25	10	19	21	13	2.5	1.7	Seller
\$500,000 - 599,999	24	10	6	4	6	10	8	3.0	2.6	Seller
\$600,000 - 699,999	15	7	3	5	4	4	3	5.0	4.3	Slightly Seller
\$700,000 - 799,999	4	0	2	1	1	2	3	1.3	1.7	Seller
\$800,000 - 899,999	3	0	3	2	0	2	0	n/a	4.0	Seller
\$900,000 - 999,999	3	0	0	0	1	0	0	n/a	5.0	Balanced
\$1,000,000 - and over	4	4	0	1	1	3	2	2.0	2.5	Seller
TOTAL	320	225	272	252	237	239	217	1.5	1.3	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2021-10/31/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | NOVEMBER 2021



MARKET SHARE TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2020 – 10/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

22.4%

Tierra Antigua Realty

17.3%

Realty Executives Arizona Territory

8.8%

Keller Williams Southern Arizona

6.4%

Exp Realty

5.3%

Coldwell Banker

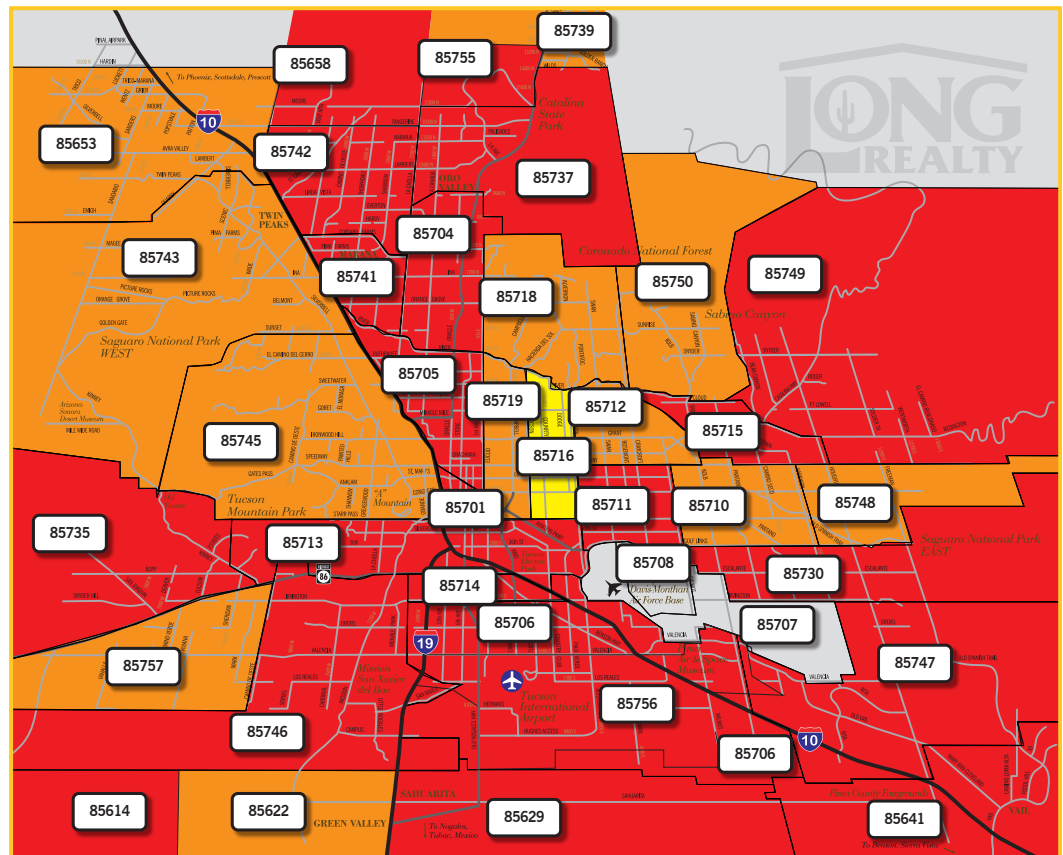
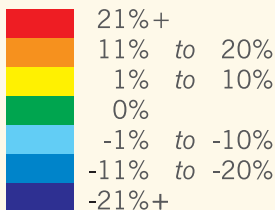
3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2020-OCT 2020 TO
AUG 2021-OCT 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.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from August 2020-October 2020 to August 2021-October 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/05/2021. Information is believed to be reliable, but not guaranteed.