

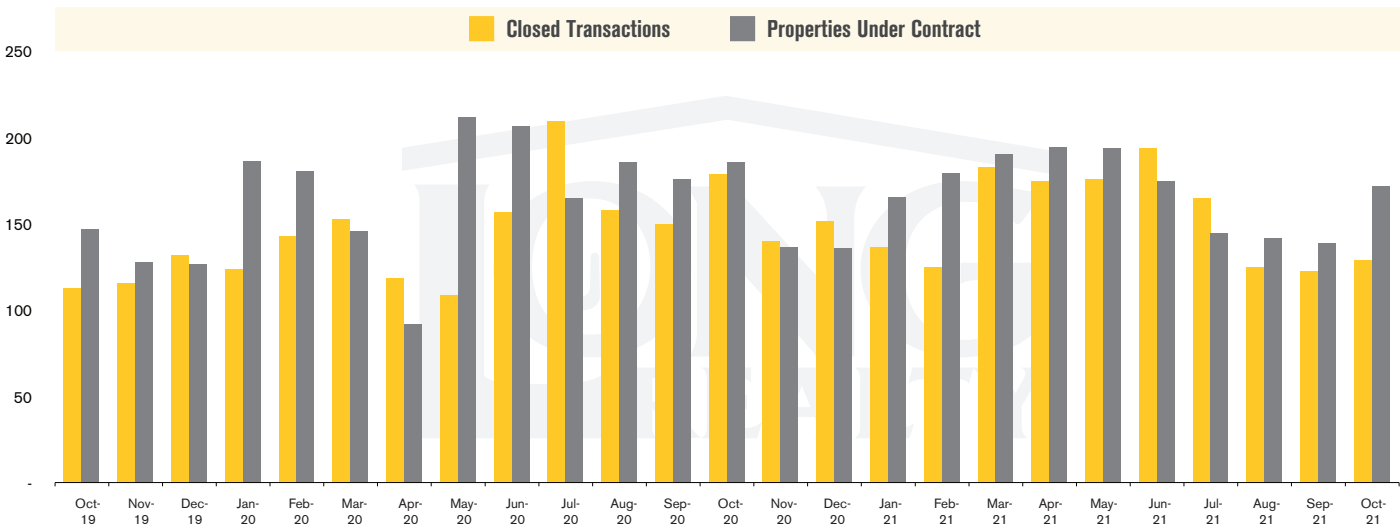
THE HOUSING REPORT

TUCSON NORTH | NOVEMBER 2021

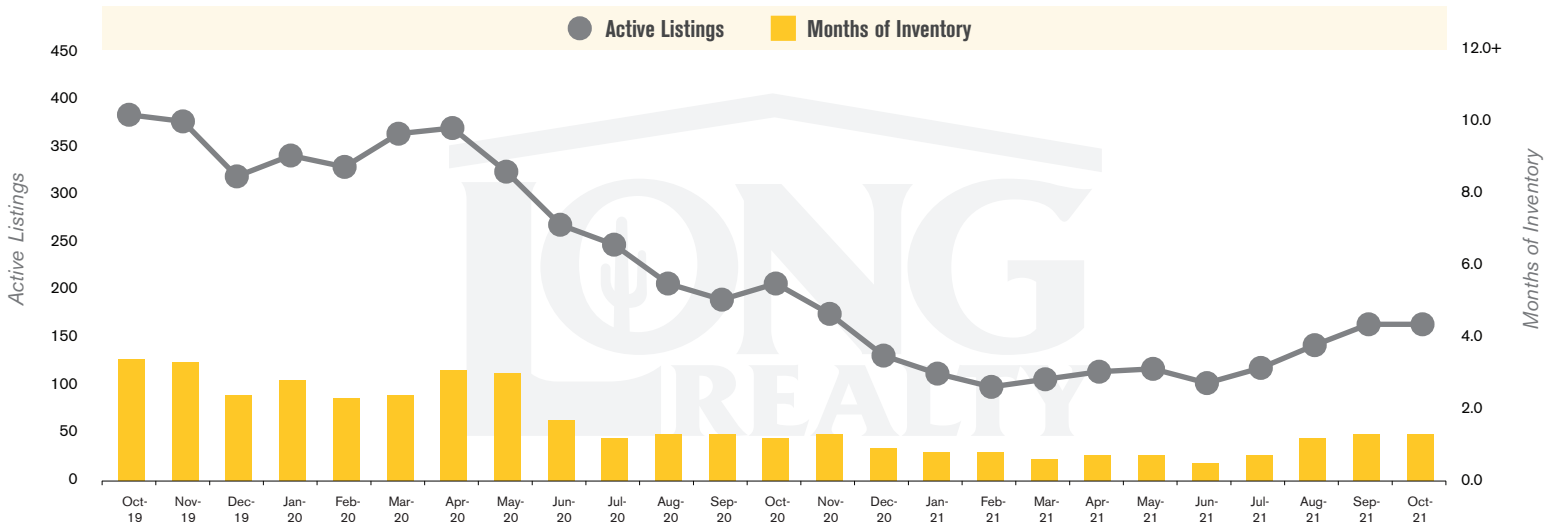


In the Tucson North area, October 2021 active inventory was 166, a 21% decrease from October 2020. There were 129 closings in October 2021, a 28% decrease from October 2020. Year-to-date 2021 there were 1,532 closings, a 2% increase from year-to-date 2020. Months of Inventory was 1.3, up from 1.2 in October 2020. Median price of sold homes was \$484,400 for the month of October 2021, up 13% from October 2020. The Tucson North area had 172 new properties under contract in October 2021, down 8% from October 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 11/05/2021 is believed to be reliable, but not guaranteed.

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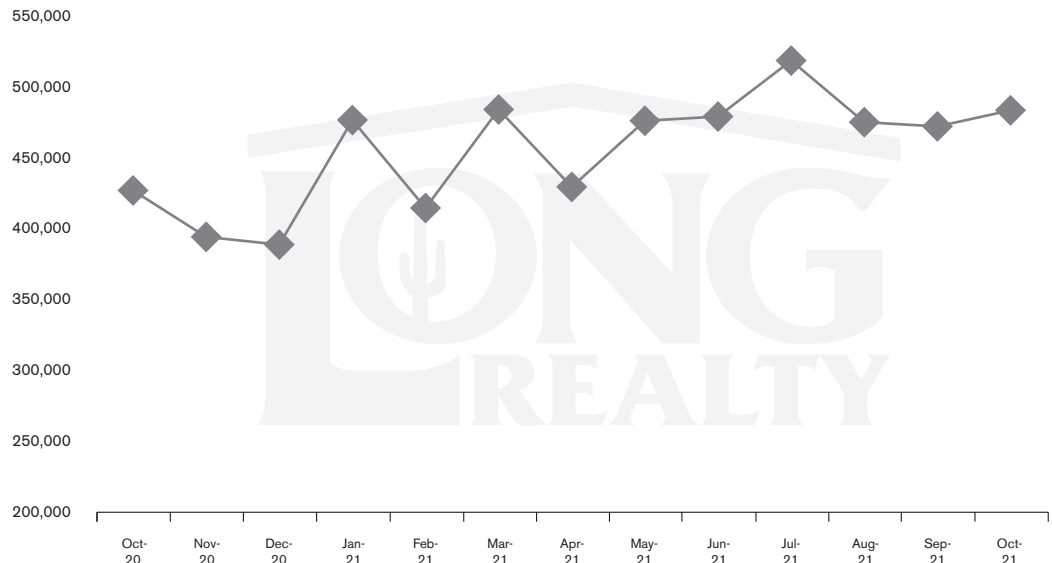
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MEDIAN SOLD PRICE TUCSON NORTH

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

Oct 2020	Oct 2021
98.2%	99.0%

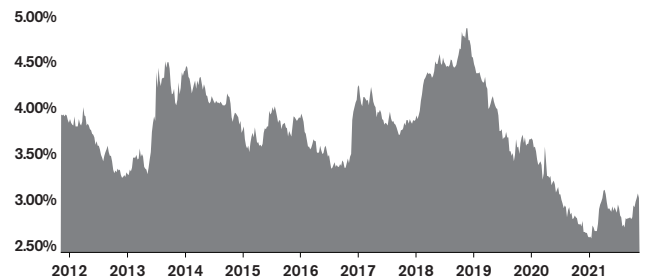


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$427,500	2.830%	\$1,675.23
2021	\$484,400	3.070%	\$1,957.55

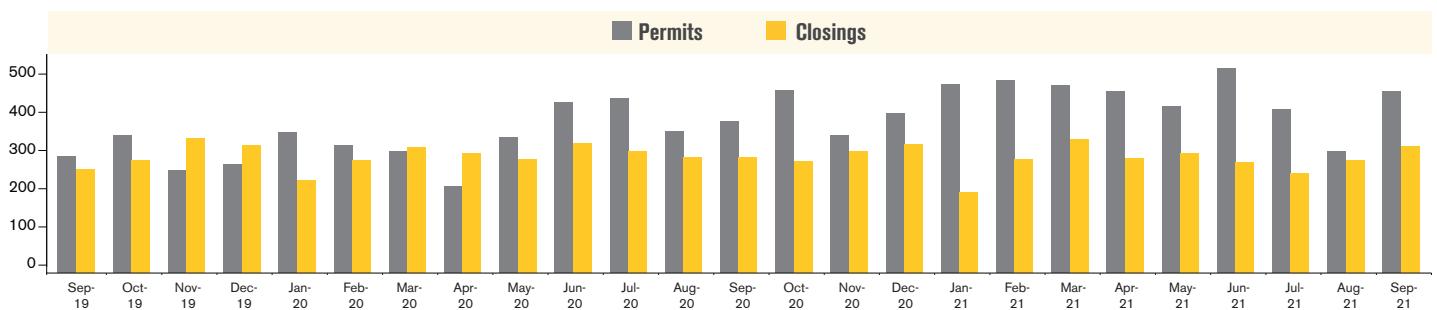
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For September 2021, new home permits were **up 19%** and new home closings were **up 10%** from September 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
		May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-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	3	1	0	1	0.0	0.0	Seller
\$100,000 - 124,999	2	3	1	0	1	0	1	2.0	3.5	Seller
\$125,000 - 149,999	2	0	1	1	2	0	2	1.0	1.0	Seller
\$150,000 - 174,999	3	3	5	1	1	3	1	3.0	1.2	Seller
\$175,000 - 199,999	1	4	8	3	3	5	1	1.0	0.1	Seller
\$200,000 - 224,999	2	10	9	3	5	5	4	0.5	0.6	Seller
\$225,000 - 249,999	4	11	11	8	7	4	4	1.0	0.7	Seller
\$250,000 - 274,999	4	7	8	9	5	10	2	2.0	0.8	Seller
\$275,000 - 299,999	2	8	12	7	5	7	10	0.2	0.7	Seller
\$300,000 - 349,999	3	8	9	11	9	5	13	0.2	0.5	Seller
\$350,000 - 399,999	11	8	10	7	7	7	7	1.6	1.0	Seller
\$400,000 - 499,999	23	30	25	20	22	17	19	1.2	1.2	Seller
\$500,000 - 599,999	18	23	14	26	12	16	16	1.1	1.0	Seller
\$600,000 - 699,999	16	18	21	17	16	12	21	0.8	1.0	Seller
\$700,000 - 799,999	8	10	16	13	10	8	9	0.9	1.2	Seller
\$800,000 - 899,999	4	9	9	11	5	9	2	2.0	1.0	Seller
\$900,000 - 999,999	5	5	12	4	5	7	6	0.8	0.8	Seller
\$1,000,000 - and over	58	18	22	21	9	8	10	5.8	5.6	Balanced
TOTAL	166	176	194	165	125	123	129	1.3	1.3	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 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.

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MARKET SHARE TUCSON NORTH

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

40.1%

Tierra Antigua Realty

11.8%

Russ Lyon Sotheby's International Realty

5.9%

Coldwell Banker Realty

5.3%

Keller Williams Southern Arizona

5.0%

Realty Executives Arizona Territory

4.8%

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

