

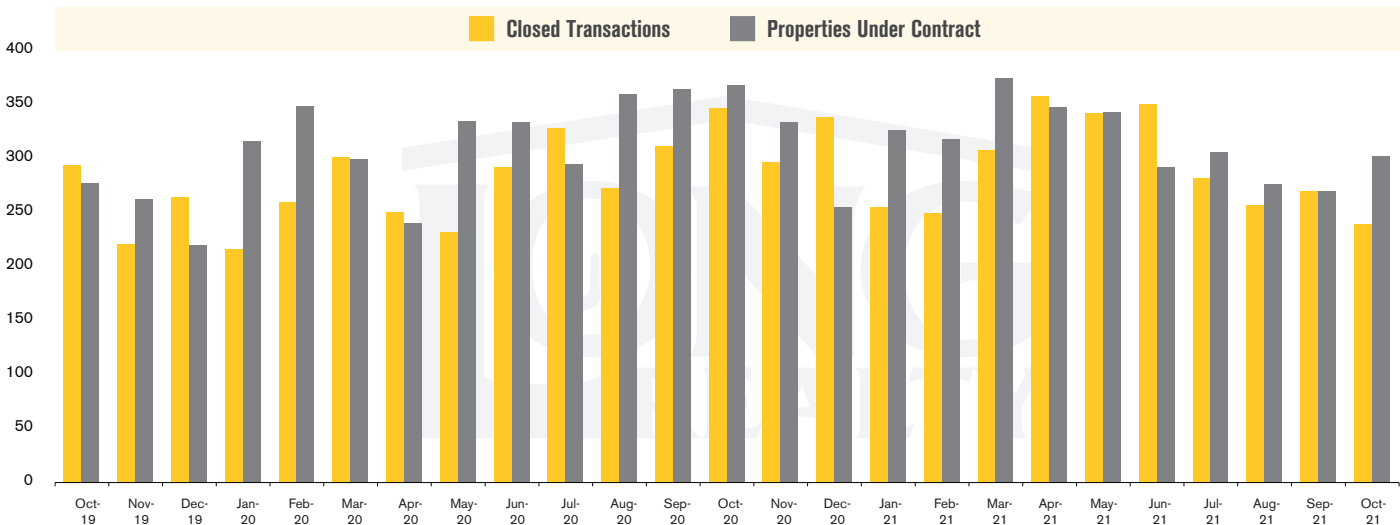
THE HOUSING REPORT

TUCSON NORTHWEST | NOVEMBER 2021

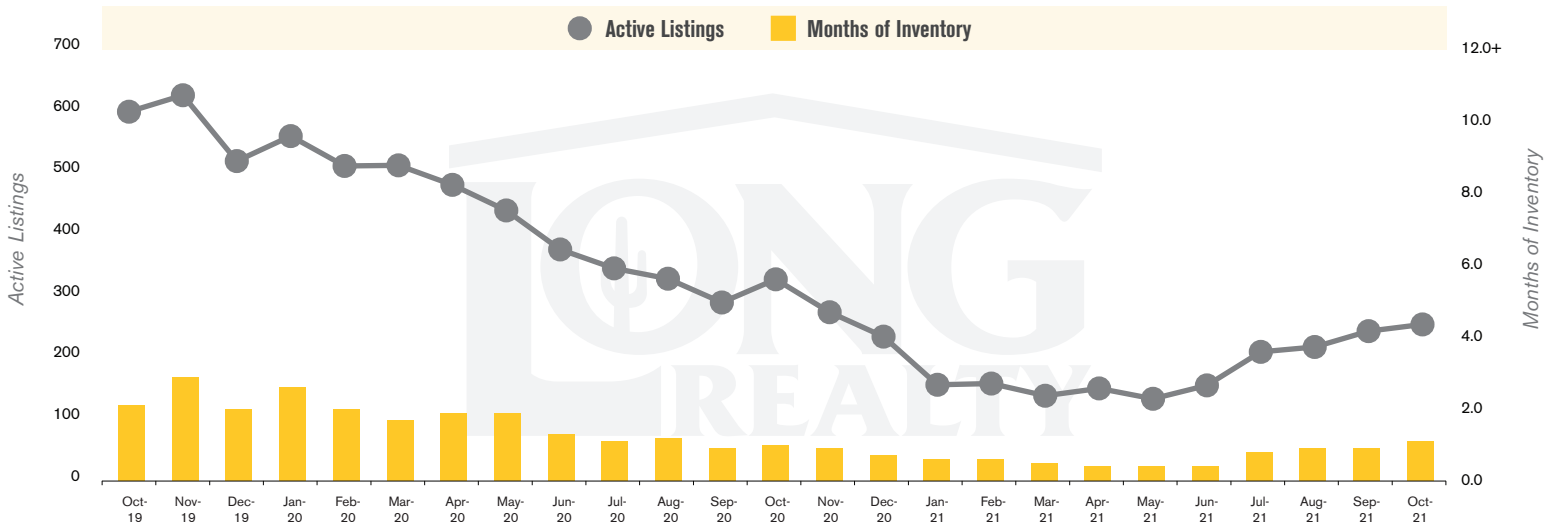


In the Tucson Northwest area, October 2021 active inventory was 258, a 22% decrease from October 2020. There were 240 closings in October 2021, a 31% decrease from October 2020. Year-to-date 2021 there were 2,921 closings, a 4% increase from year-to-date 2020. Months of Inventory was 1.1, up from 1.0 in October 2020. Median price of sold homes was \$396,500 for the month of October 2021, up 29% from October 2020. The Tucson Northwest area had 303 new properties under contract in October 2021, down 18% from October 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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 NORTHWEST | NOVEMBER 2021

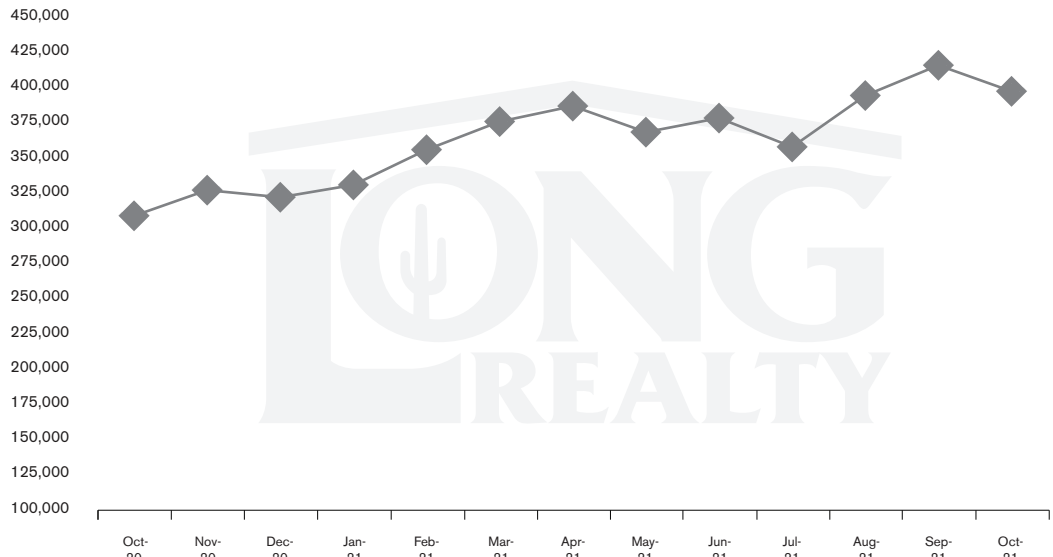


MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Oct 2020	Oct 2021
98.2%	99.0%

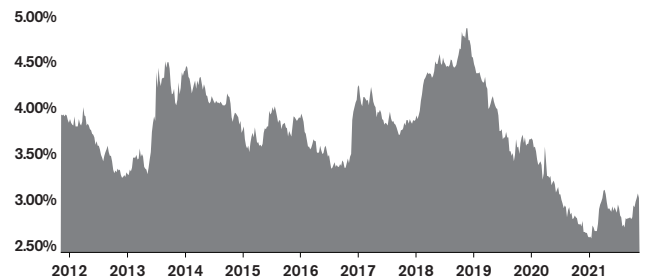


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$308,062	2.830%	\$1,207.19
2021	\$396,500	3.070%	\$1,602.33

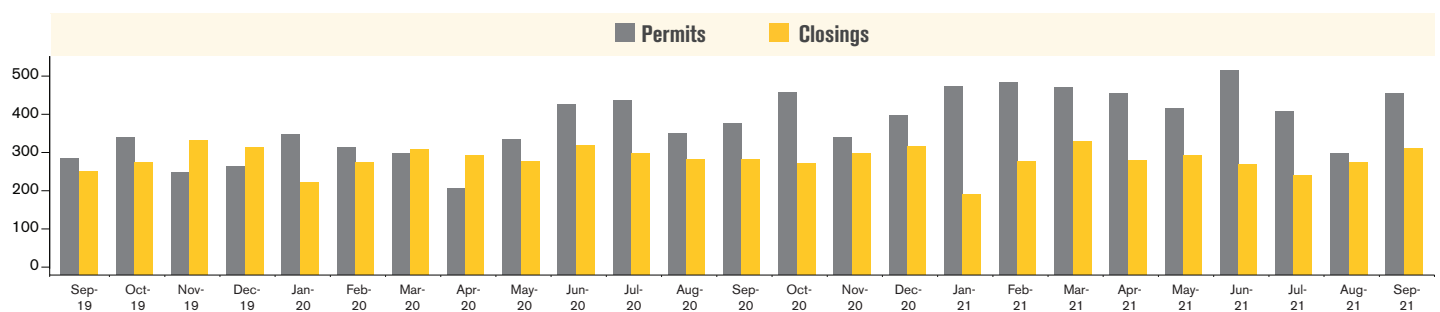
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.



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 NORTHWEST | NOVEMBER 2021



MARKET CONDITIONS BY PRICE BAND TUCSON NORTHWEST

	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	0	0	0	0	2	1	0.0	0.3	Seller
\$100,000 - 124,999	2	2	1	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	3	2	1	1	1	0	1	3.0	3.0	Seller
\$150,000 - 174,999	2	2	1	2	2	1	2	1.0	1.4	Seller
\$175,000 - 199,999	1	1	0	5	1	0	2	0.5	0.7	Seller
\$200,000 - 224,999	1	5	4	4	4	2	5	0.2	0.4	Seller
\$225,000 - 249,999	3	19	11	11	7	6	5	0.6	0.5	Seller
\$250,000 - 274,999	3	27	26	21	12	7	10	0.3	0.4	Seller
\$275,000 - 299,999	13	30	34	33	17	29	21	0.6	0.4	Seller
\$300,000 - 349,999	35	63	70	59	48	48	36	1.0	0.6	Seller
\$350,000 - 399,999	36	43	50	34	45	30	41	0.9	0.8	Seller
\$400,000 - 499,999	49	52	74	51	51	64	55	0.9	0.9	Seller
\$500,000 - 599,999	39	32	29	24	23	42	24	1.6	1.4	Seller
\$600,000 - 699,999	24	16	15	13	15	13	11	2.2	1.7	Seller
\$700,000 - 799,999	8	10	12	8	6	5	8	1.0	1.6	Seller
\$800,000 - 899,999	11	10	7	3	7	8	2	5.5	1.4	Seller
\$900,000 - 999,999	2	12	7	3	6	4	6	0.3	0.8	Seller
\$1,000,000 - and over	26	18	11	11	13	10	10	2.6	1.9	Seller
TOTAL	258	344	353	283	258	271	240	1.1	0.9	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 NORTHWEST | NOVEMBER 2021



MARKET SHARE TUCSON NORTHWEST

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

29.0%

Tierra Antigua Realty

11.3%

Coldwell Banker Residential Brokerage

7.7%

Keller Williams Southern Arizona

6.4%

Realty Executives Arizona Territory

6.0%

Exp Realty

4.1%

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

