

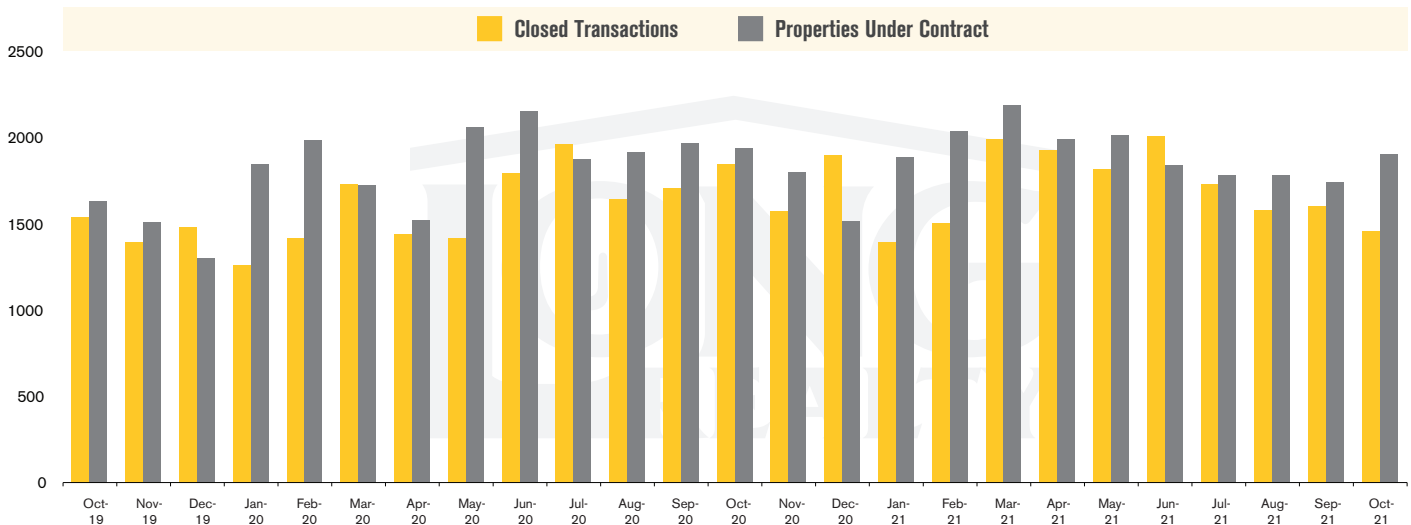
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | NOVEMBER 2021

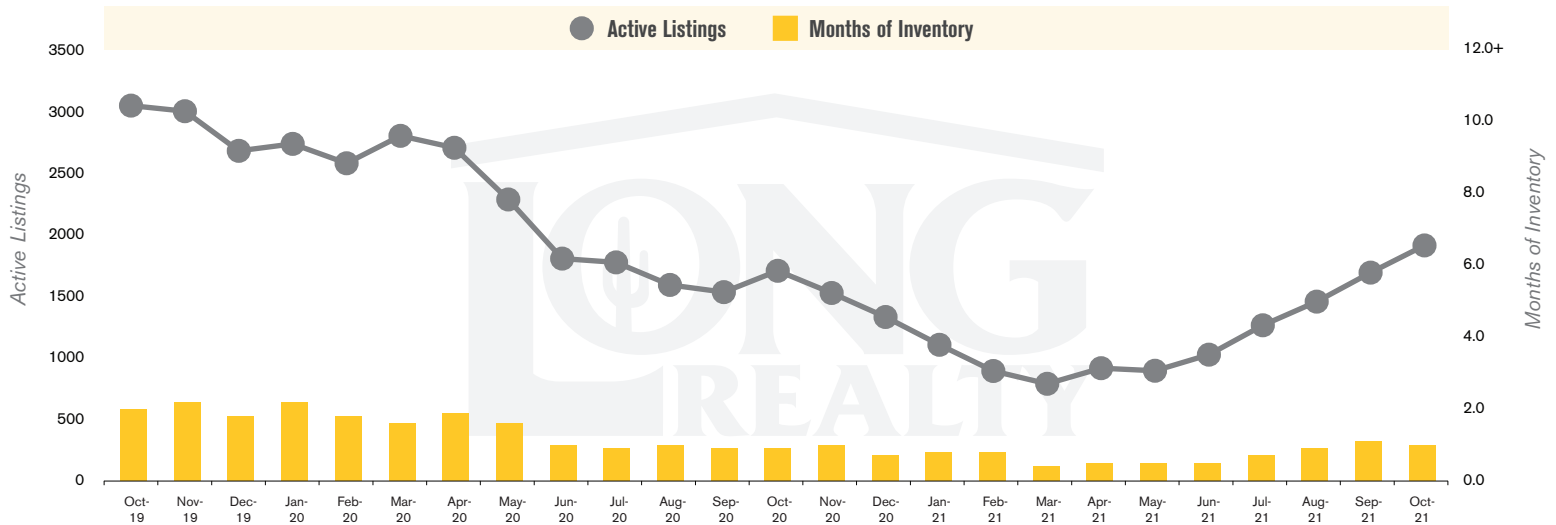


In the Tucson Main Market area, October 2021 active inventory was 1,938, a 12% increase from October 2020. There were 1,462 closings in October 2021, a 21% decrease from October 2020. Year-to-date 2021 there were 17,045 closings, a 5% increase from year-to-date 2020. Months of Inventory was 1.3, up from 0.9 in October 2020. Median price of sold homes was \$331,362 for the month of October 2021, up 19% from October 2020. The Tucson Main Market area had 1,905 new properties under contract in October 2021, down 2% from October 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 11/05/2021 is believed to be reliable, but not guaranteed.

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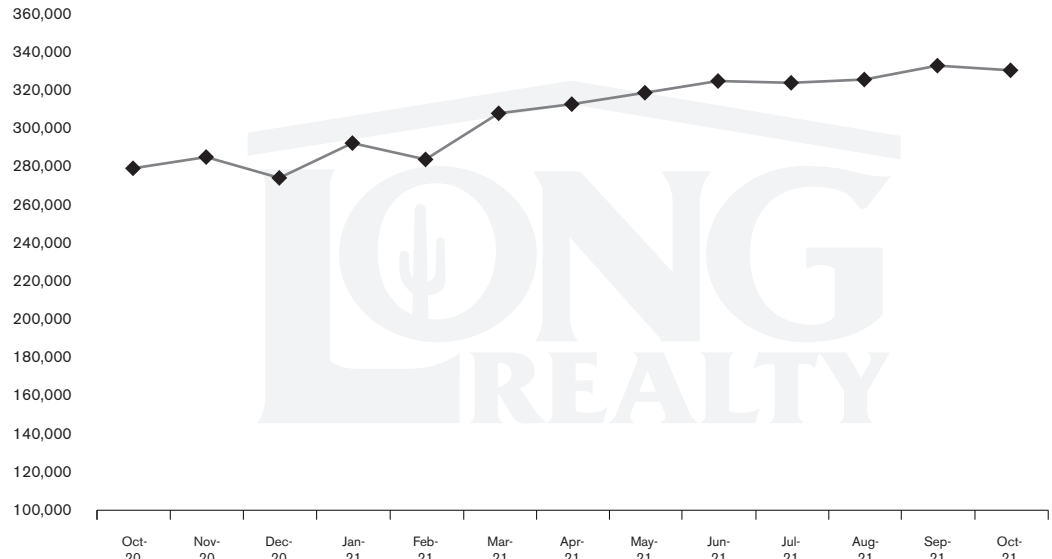


MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Oct 2020	Oct 2021
98.4%	98.4%

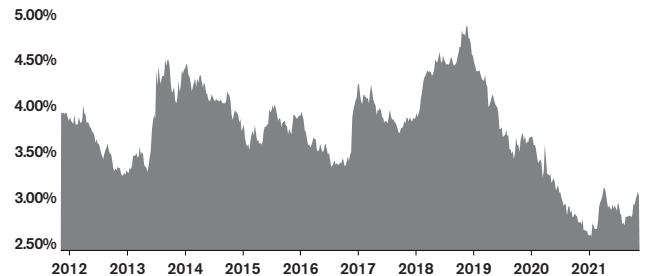


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$279,636	2.830%	\$1,095.80
2021	\$331,362	3.070%	\$1,339.10

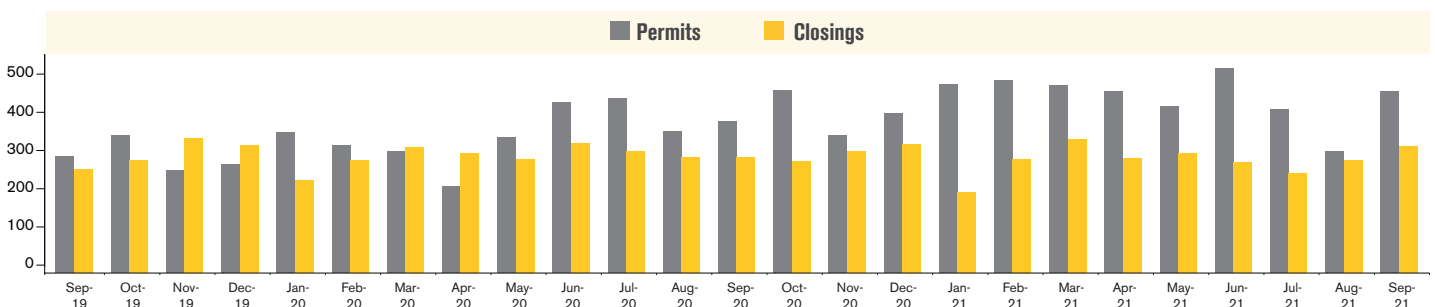
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 GREATER TUCSON MAIN MARKET

	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	5	1	2	3	2	1	0.0	0.2	Seller
\$50,000 - 74,999	4	10	9	9	4	7	4	1.0	0.5	Seller
\$75,000 - 99,999	8	30	24	24	12	22	19	0.4	0.5	Seller
\$100,000 - 124,999	18	40	43	22	24	15	27	0.7	0.9	Seller
\$125,000 - 149,999	35	41	40	34	37	26	31	1.1	1.1	Seller
\$150,000 - 174,999	39	58	50	49	40	39	46	0.8	0.9	Seller
\$175,000 - 199,999	54	87	95	80	69	76	48	1.1	0.6	Seller
\$200,000 - 224,999	60	117	120	104	107	95	76	0.8	0.5	Seller
\$225,000 - 249,999	93	159	195	138	116	118	101	0.9	0.8	Seller
\$250,000 - 274,999	102	176	200	193	163	154	138	0.7	0.6	Seller
\$275,000 - 299,999	172	173	179	181	138	157	155	1.1	1.0	Seller
\$300,000 - 349,999	320	276	300	274	273	250	227	1.4	1.0	Seller
\$350,000 - 399,999	319	167	205	180	176	193	182	1.8	1.3	Seller
\$400,000 - 499,999	258	211	236	179	191	207	183	1.4	1.3	Seller
\$500,000 - 599,999	135	93	95	94	73	96	91	1.5	1.5	Seller
\$600,000 - 699,999	102	60	67	63	62	52	46	2.2	1.8	Seller
\$700,000 - 799,999	42	32	48	33	25	31	31	1.4	1.5	Seller
\$800,000 - 899,999	36	24	35	25	19	24	9	4.0	1.8	Seller
\$900,000 - 999,999	22	19	28	7	17	15	17	1.3	1.2	Seller
\$1,000,000 - and over	119	46	45	41	34	29	30	4.0	3.4	Seller
TOTAL	1,938	1,824	2,015	1,732	1,583	1,608	1,462	1.3	1.1	Seller



Seller's Market



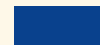
Slight Seller's Market



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 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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GREATER TUCSON MAIN MARKET | NOVEMBER 2021



MARKET SHARE GREATER TUCSON MAIN MARKET

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

25.1%

Tierra Antigua Realty

13.0%

Realty Executives Arizona Territory

8.0%

Keller Williams Southern Arizona

7.2%

Coldwell Banker Residential Brokerage

6.7%

Exp Realty

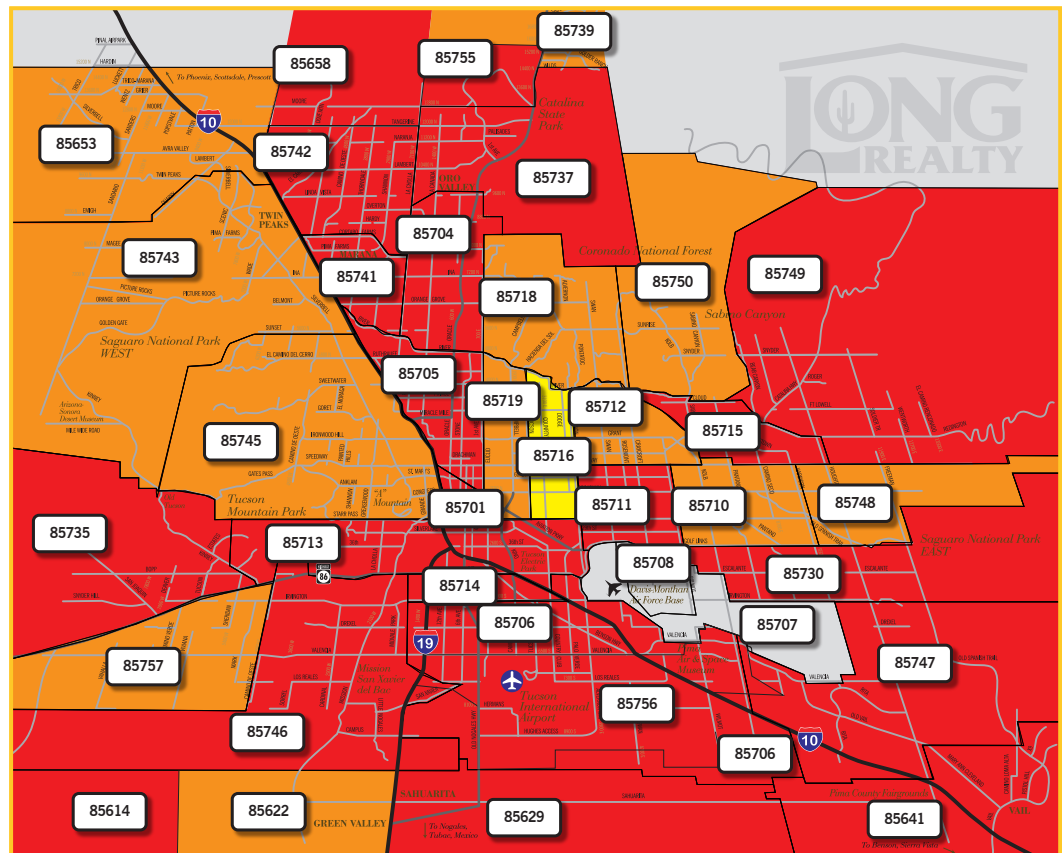
4.2%

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.

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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.