

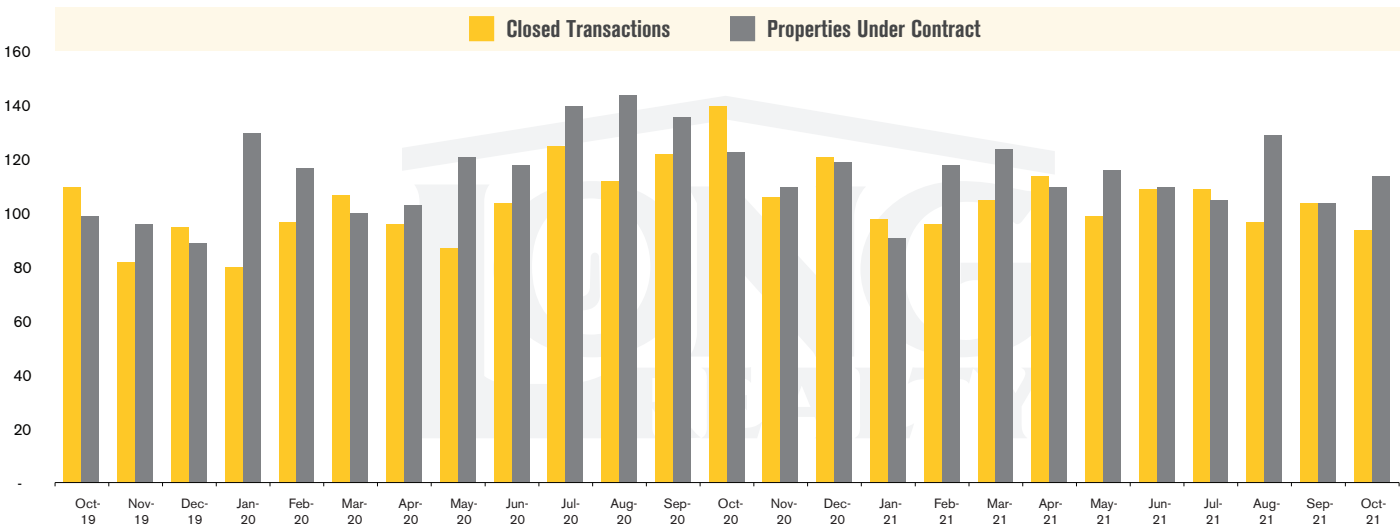
THE HOUSING REPORT

TUCSON WEST | NOVEMBER 2021

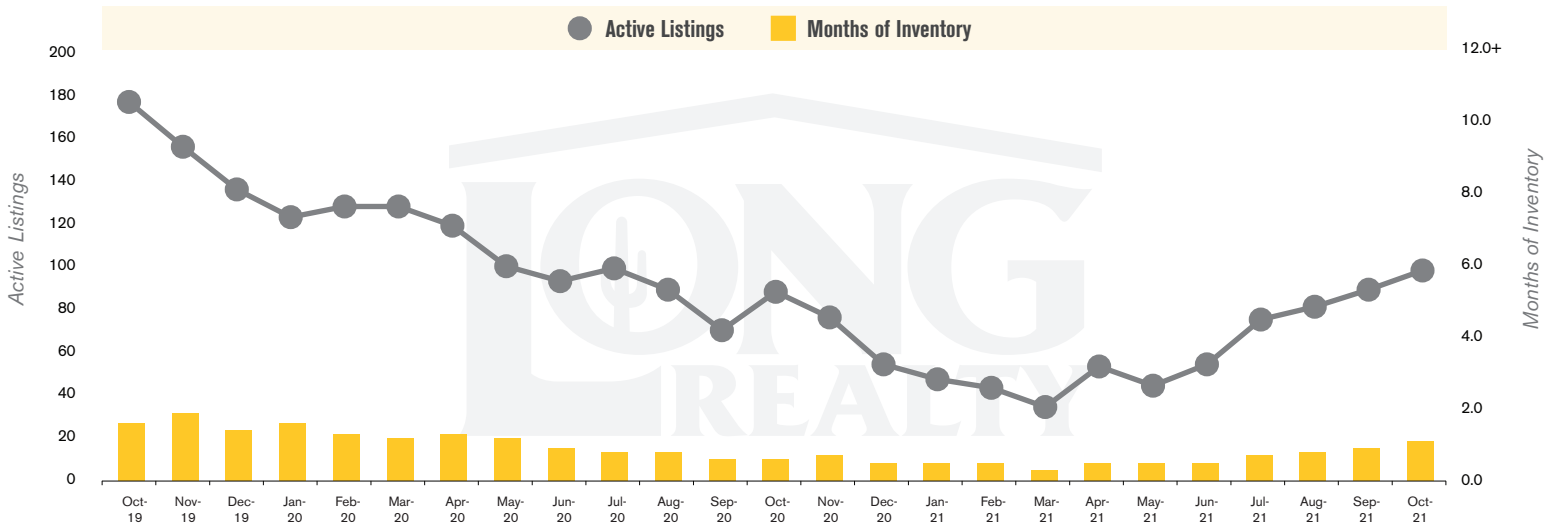


In the Tucson West area, October 2021 active inventory was 99, an 11% increase from October 2020. There were 94 closings in October 2021, a 33% decrease from October 2020. Year-to-date 2021 there were 1,025 closings, a 4% decrease from year-to-date 2020. Months of Inventory was 1.1, up from 0.6 in October 2020. Median price of sold homes was \$332,750 for the month of October 2021, up 23% from October 2020. The Tucson West area had 114 new properties under contract in October 2021, down 7% from October 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON WEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON WEST



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

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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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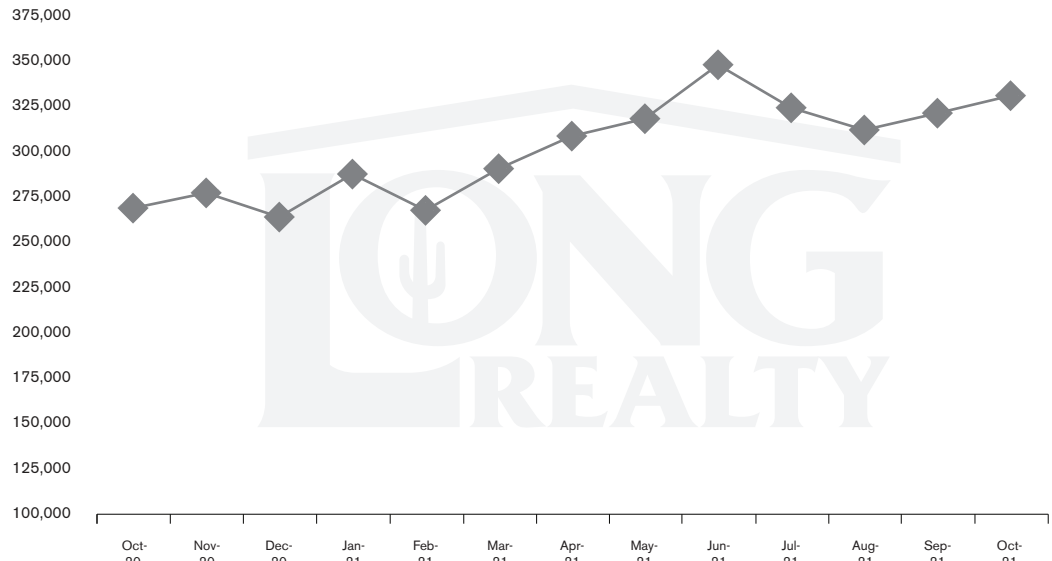


MEDIAN SOLD PRICE

TUCSON WEST

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

Oct 2020	Oct 2021
98.6%	98.9%

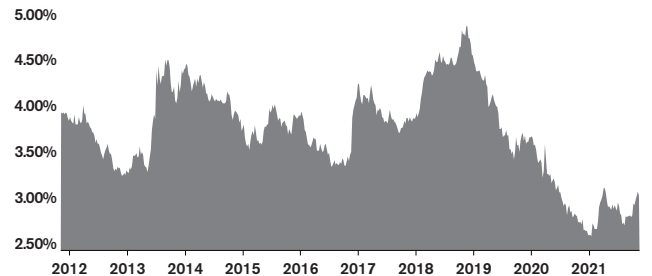


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON WEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2020	\$270,000	2.830%	\$1,058.04
2021	\$332,750	3.070%	\$1,344.71

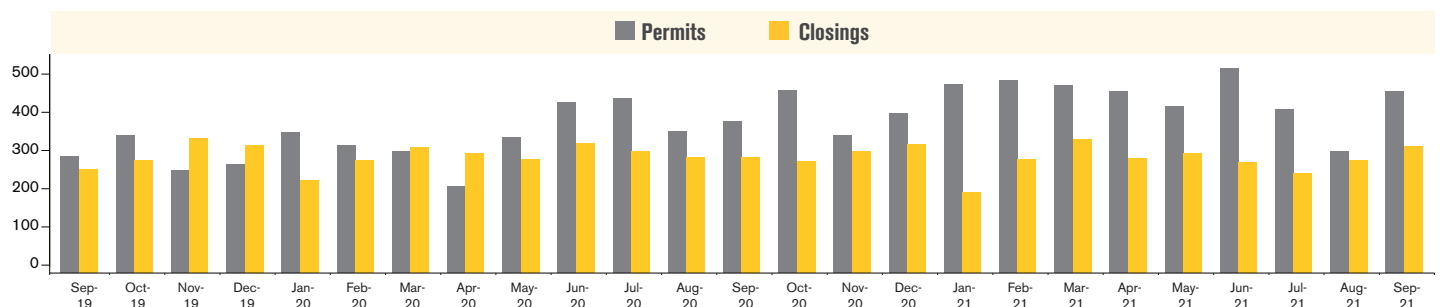
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 WEST

	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	1	0	n/a	0.0	Seller
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	0	3	2	1	2	2	0.5	1.4	Seller
\$125,000 - 149,999	2	1	0	2	1	0	0	n/a	4.0	Seller
\$150,000 - 174,999	1	3	1	3	0	0	3	0.3	0.3	Seller
\$175,000 - 199,999	2	4	3	4	4	3	6	0.3	0.2	Seller
\$200,000 - 224,999	4	5	5	6	6	8	3	1.3	0.4	Seller
\$225,000 - 249,999	3	3	9	2	5	5	8	0.4	1.0	Seller
\$250,000 - 274,999	5	11	6	10	10	13	6	0.8	0.5	Seller
\$275,000 - 299,999	10	9	12	11	13	9	11	0.9	0.9	Seller
\$300,000 - 349,999	18	25	14	23	24	17	11	1.6	0.8	Seller
\$350,000 - 399,999	11	13	13	12	15	22	15	0.7	0.6	Seller
\$400,000 - 499,999	15	19	19	12	8	11	12	1.3	1.3	Seller
\$500,000 - 599,999	6	2	7	8	3	2	6	1.0	1.3	Seller
\$600,000 - 699,999	6	0	6	4	5	2	3	2.0	2.2	Seller
\$700,000 - 799,999	4	2	2	4	0	3	2	2.0	2.0	Seller
\$800,000 - 899,999	2	0	2	3	0	2	0	n/a	1.5	Seller
\$900,000 - 999,999	1	0	1	0	1	3	3	0.3	0.6	Seller
\$1,000,000 - and over	8	2	6	3	1	1	3	2.7	4.2	Slightly Seller
TOTAL	99	99	109	109	97	104	94	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 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 WEST

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

20.3%

Tierra Antigua Realty

15.5%

Keller Williams Southern Arizona

7.4%

Realty Executives Arizona Territory

7.1%

Coldwell Banker Residential Brokerage

6.4%

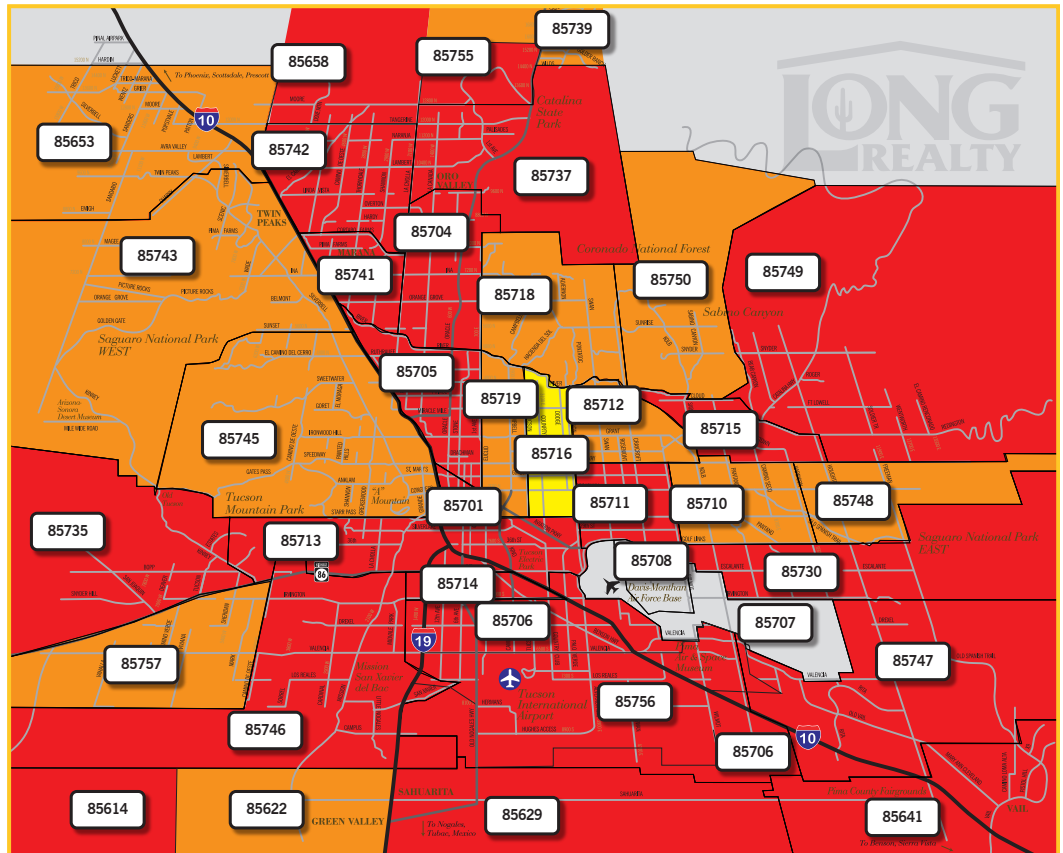
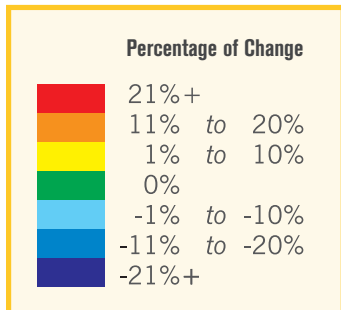
Exp Realty

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.



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.