

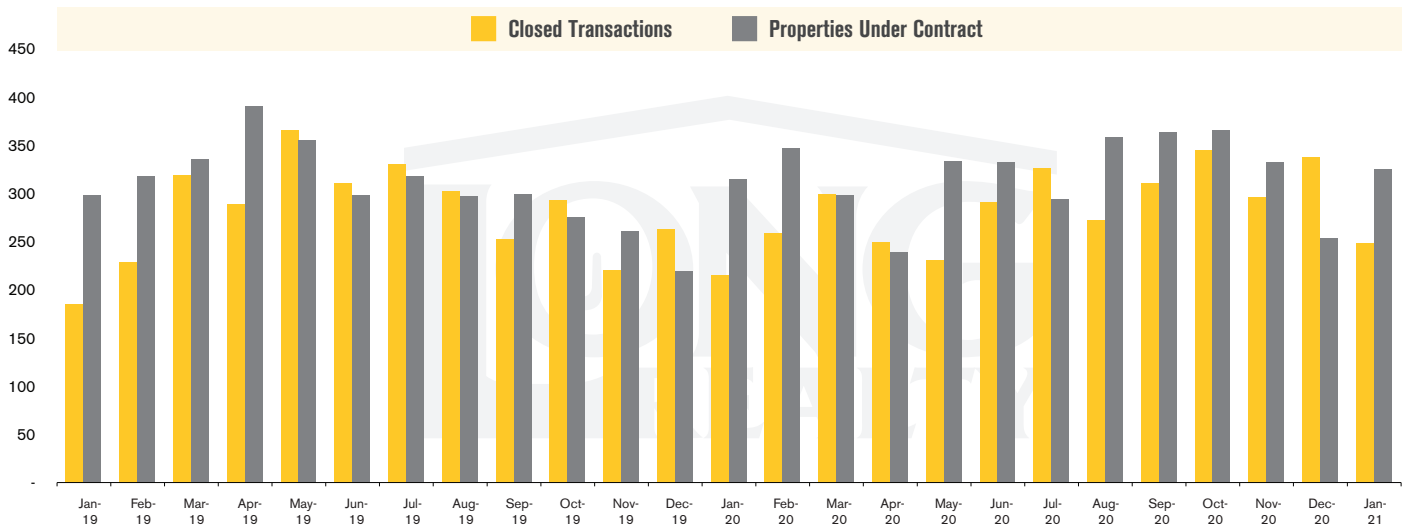
# THE HOUSING REPORT



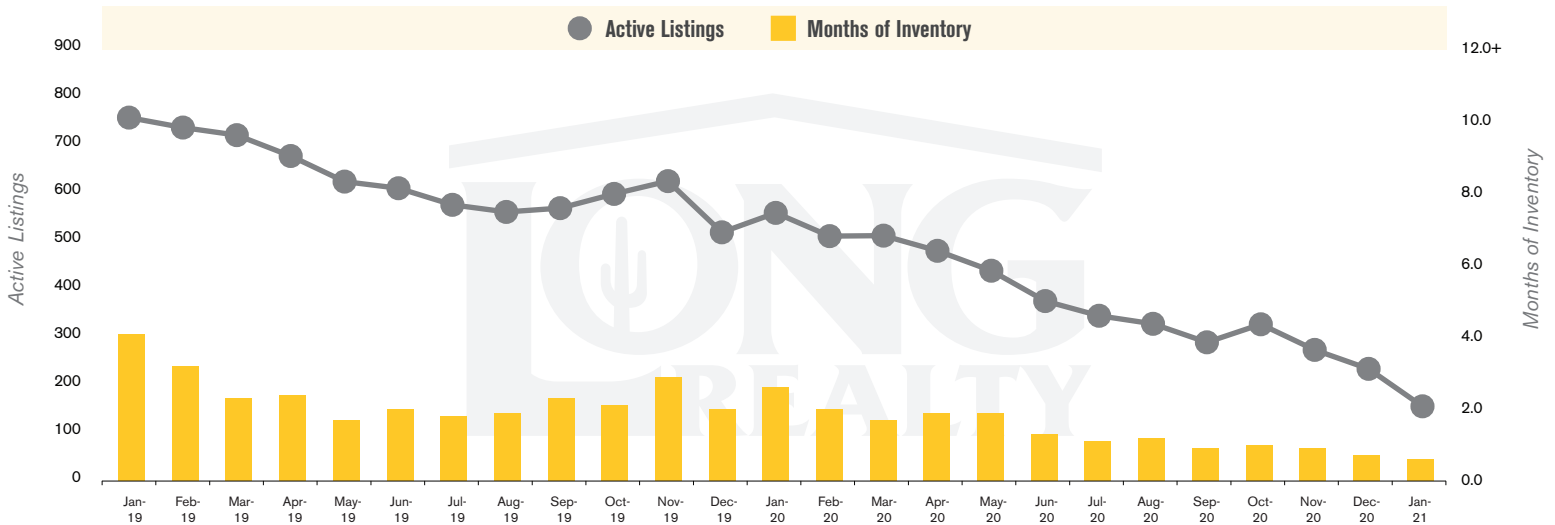
TUCSON NORTHWEST | FEBRUARY 2021

In the Tucson Northwest area, January 2021 active inventory was 159, a 72% decrease from January 2020. There were 250 closings in January 2021, a 15% increase from January 2020. Months of Inventory was 0.6, down from 2.6 in January 2020. Median price of sold homes was \$333,500 for the month of January 2021, up 24% from January 2020. The Tucson Northwest area had 328 new properties under contract in January 2021, up 3% from January 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



Ian Taylor  
 (520) 400-9494 | itaylor@longrealty.com

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSAZ using TrendGraphix software. All data obtained 02/05/2021 is believed to be reliable, but not guaranteed.

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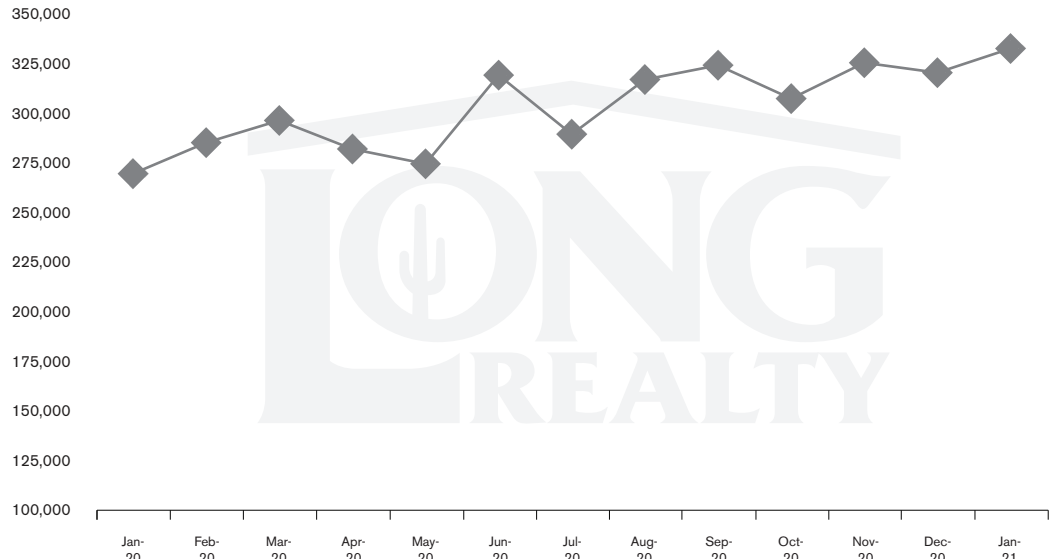
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## MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Jan 2020	Jan 2021
<b>96.0%</b>	<b>97.8%</b>

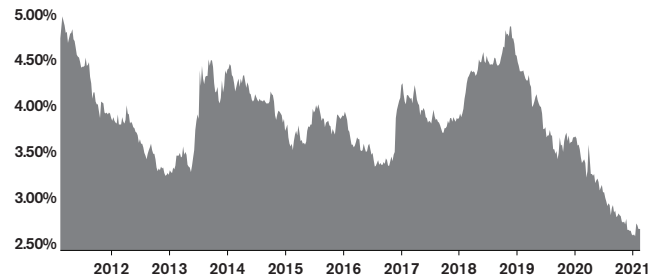


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$270,000	3.620%	\$1,169.05
2021	\$333,500	2.740%	\$1,291.73

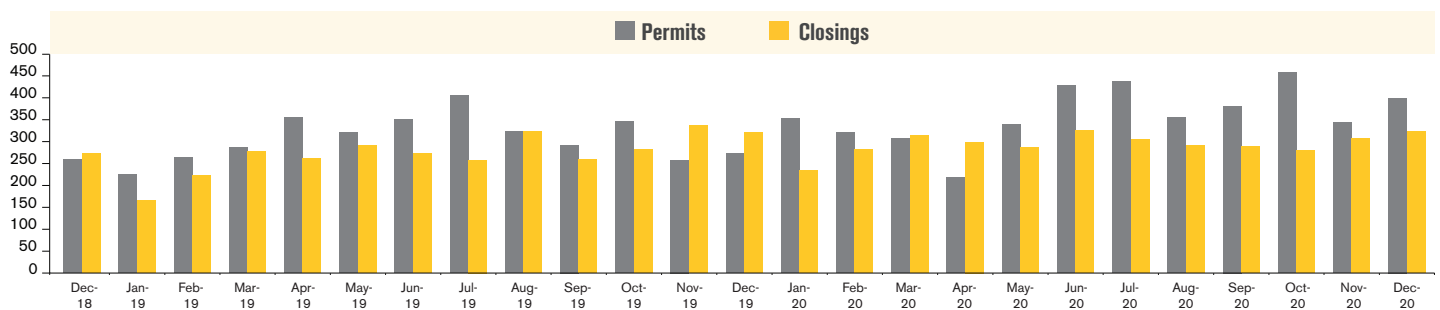
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For December 2020, new home permits were **up 47%** and new home closings were **up 1%** from December 2019.

Ian Taylor  
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# THE HOUSING REPORT

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## 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
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			
\$1 - 49,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	1	1	1	0	1	0.0	0.0	<b>Seller</b>
\$75,000 - 99,999	1	0	0	1	0	2	1	1.0	1.0	<b>Seller</b>
\$100,000 - 124,999	0	1	2	0	2	2	0	n/a	1.0	<b>Seller</b>
\$125,000 - 149,999	1	0	8	2	4	4	0	n/a	0.5	<b>Seller</b>
\$150,000 - 174,999	1	5	1	8	3	4	8	0.1	0.3	<b>Seller</b>
\$175,000 - 199,999	0	8	6	9	11	13	3	0.0	0.3	<b>Seller</b>
\$200,000 - 224,999	2	23	21	23	16	12	8	0.3	0.1	<b>Seller</b>
\$225,000 - 249,999	5	40	33	51	37	38	25	0.2	0.2	<b>Seller</b>
\$250,000 - 274,999	5	28	44	41	30	36	38	0.1	0.3	<b>Seller</b>
\$275,000 - 299,999	9	15	18	28	21	41	26	0.3	0.4	<b>Seller</b>
\$300,000 - 349,999	14	38	49	47	34	46	22	0.6	0.6	<b>Seller</b>
\$350,000 - 399,999	11	30	41	35	35	35	31	0.4	0.7	<b>Seller</b>
\$400,000 - 499,999	24	37	36	48	63	53	40	0.6	0.8	<b>Seller</b>
\$500,000 - 599,999	21	17	18	18	13	19	20	1.1	1.4	<b>Seller</b>
\$600,000 - 699,999	9	8	13	13	14	10	11	0.8	1.0	<b>Seller</b>
\$700,000 - 799,999	12	10	7	6	7	5	2	6.0	2.7	<b>Seller</b>
\$800,000 - 899,999	5	4	7	7	3	5	4	1.3	2.0	<b>Seller</b>
\$900,000 - 999,999	7	1	2	3	0	4	3	2.3	3.7	<b>Seller</b>
\$1,000,000 - and over	32	8	5	7	4	11	7	4.6	4.8	<b>Slightly Seller</b>
<b>TOTAL</b>	<b>159</b>	<b>274</b>	<b>313</b>	<b>348</b>	<b>298</b>	<b>340</b>	<b>250</b>	<b>0.6</b>	<b>0.8</b>	<b>Seller</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Ian Taylor  
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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 02/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2020-01/31/2021. Information is believed to be reliable, but not guaranteed.

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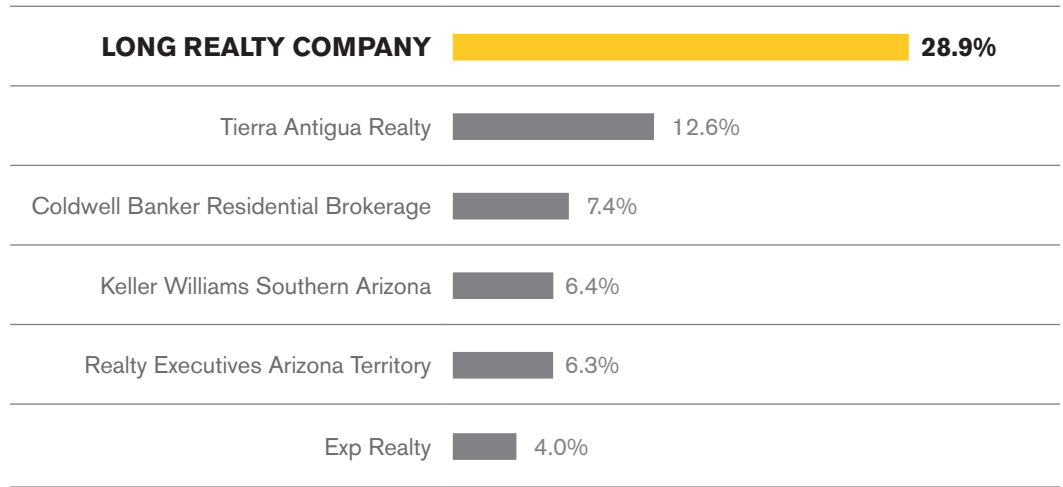
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## MARKET SHARE TUCSON NORTHWEST

**Long Realty leads the market in successful real estate sales.**

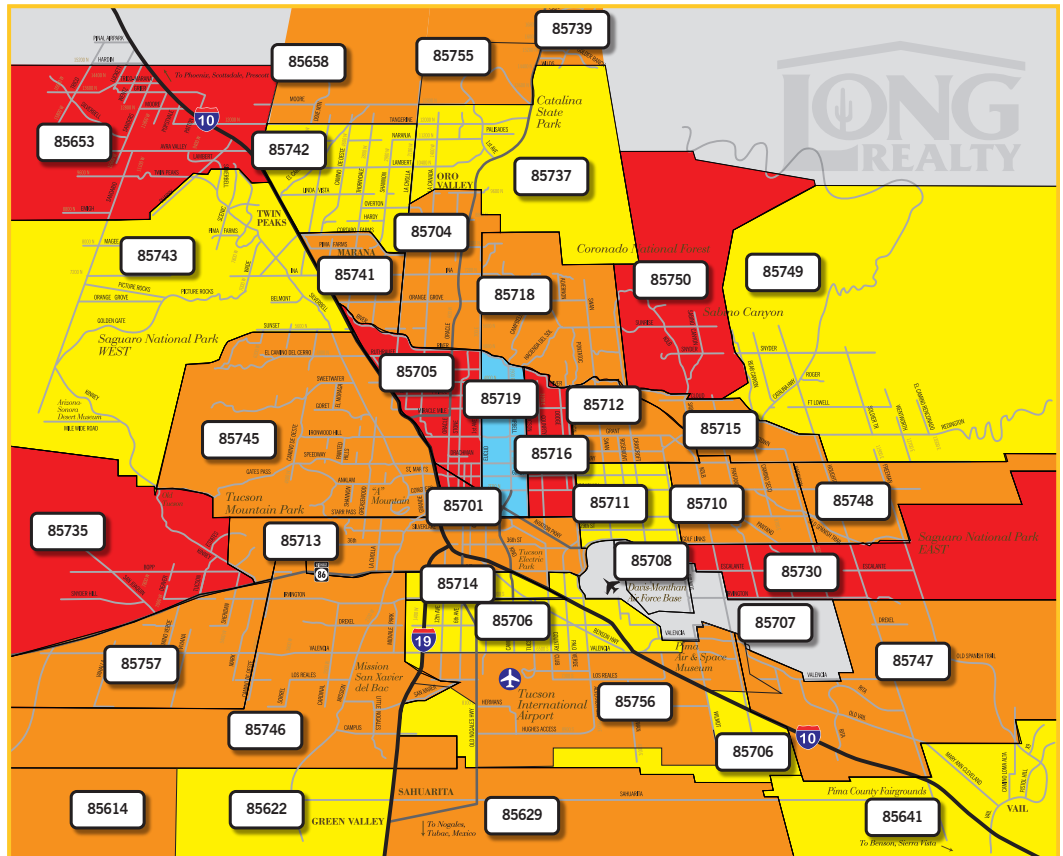
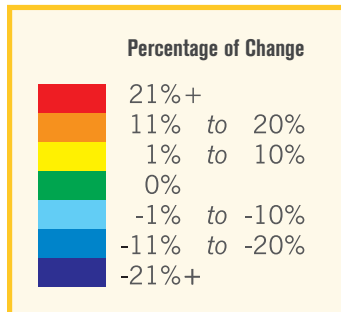
*Data Obtained 02/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2020 – 01/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.*



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2019-JAN 2020 TO  
NOV 2020-JAN 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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(520) 400-9494 | itaylor@longrealty.com

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*This heat map represents the percentage of change in Tucson metro median sales prices from November 2019-January 2020 to November 2020-January 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2021. Information is believed to be reliable, but not guaranteed.*