In the Tucson North area, June 2021 active inventory was 104, a 62% decrease from June 2020. There were 191 closings in June 2021, a 22% increase from June 2020. Year-to-date 2021 there were 987 closings, a 23% increase from year-to-date 2020. Months of Inventory was 0.5, down from 1.7 in June 2020. Median price of sold homes was $480,000 for the month of June 2021, up 20% from June 2020. The Tucson North area had 175 new properties under contract in June 2021, down 15% from June 2020.

Closed Sales and New Properties Under Contract

Active Listings and Months of Inventory
MEDIAN SOLD PRICE
TUCSON NORTH

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

<table>
<thead>
<tr>
<th></th>
<th>Jun 2020</th>
<th>Jun 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>96.8%</td>
<td>100.6%</td>
<td></td>
</tr>
</tbody>
</table>

MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

<table>
<thead>
<tr>
<th>Year</th>
<th>Median Price</th>
<th>Int. Rate</th>
<th>MO. Payment</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>$335,000</td>
<td>6.140%</td>
<td>$1,936.81</td>
</tr>
<tr>
<td>2020</td>
<td>$400,000</td>
<td>3.160%</td>
<td>$1,635.07</td>
</tr>
<tr>
<td>2021</td>
<td>$480,000</td>
<td>2.980%</td>
<td>$1,917.60</td>
</tr>
</tbody>
</table>

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

30 YEAR FIXED MORTGAGE RATE

<table>
<thead>
<tr>
<th>Year</th>
<th>MO. Payment</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>5.00%</td>
</tr>
<tr>
<td>2013</td>
<td>4.15%</td>
</tr>
<tr>
<td>2014</td>
<td>3.75%</td>
</tr>
<tr>
<td>2015</td>
<td>3.50%</td>
</tr>
<tr>
<td>2016</td>
<td>3.75%</td>
</tr>
<tr>
<td>2017</td>
<td>4.00%</td>
</tr>
<tr>
<td>2018</td>
<td>4.00%</td>
</tr>
<tr>
<td>2019</td>
<td>4.00%</td>
</tr>
<tr>
<td>2020</td>
<td>4.50%</td>
</tr>
<tr>
<td>2021</td>
<td>5.00%</td>
</tr>
</tbody>
</table>

Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO

For May 2021, new home permits were up 23% and new home closings were up 5% from May 2020.

Source: RLBrownReports/Bright Future Real Estate Research

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Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 07/07/2021. Information is believed to be reliable, but not guaranteed.
# Market Conditions by Price Band: Tucson North

<table>
<thead>
<tr>
<th>Price Band</th>
<th>Active Listings</th>
<th>Last 6 Months Closed Sales</th>
<th>Current Months of Inventory</th>
<th>Last 3 Month Trend Months of Inventory</th>
<th>Market Conditions</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1 - 49,999</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n/a</td>
<td>n/a</td>
</tr>
<tr>
<td>$50,000 - 74,999</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n/a</td>
<td>0.0</td>
</tr>
<tr>
<td>$75,000 - 99,999</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>2</td>
<td>1.1</td>
</tr>
<tr>
<td>$100,000 - 124,999</td>
<td>0</td>
<td>3</td>
<td>0</td>
<td>1</td>
<td>1.1</td>
</tr>
<tr>
<td>$125,000 - 149,999</td>
<td>0</td>
<td>6</td>
<td>1</td>
<td>1</td>
<td>1.1</td>
</tr>
<tr>
<td>$150,000 - 174,999</td>
<td>0</td>
<td>4</td>
<td>7</td>
<td>5</td>
<td>1.1</td>
</tr>
<tr>
<td>$175,000 - 199,999</td>
<td>1</td>
<td>4</td>
<td>3</td>
<td>13</td>
<td>1.1</td>
</tr>
<tr>
<td>$200,000 - 224,999</td>
<td>3</td>
<td>6</td>
<td>3</td>
<td>6</td>
<td>1.1</td>
</tr>
<tr>
<td>$225,000 - 249,999</td>
<td>1</td>
<td>9</td>
<td>12</td>
<td>13</td>
<td>1.1</td>
</tr>
<tr>
<td>$250,000 - 274,999</td>
<td>2</td>
<td>5</td>
<td>6</td>
<td>6</td>
<td>1.1</td>
</tr>
<tr>
<td>$275,000 - 299,999</td>
<td>3</td>
<td>5</td>
<td>11</td>
<td>7</td>
<td>1.1</td>
</tr>
<tr>
<td>$300,000 - 349,999</td>
<td>4</td>
<td>3</td>
<td>11</td>
<td>8</td>
<td>1.1</td>
</tr>
<tr>
<td>$350,000 - 399,999</td>
<td>3</td>
<td>6</td>
<td>6</td>
<td>10</td>
<td>1.1</td>
</tr>
<tr>
<td>$400,000 - 499,999</td>
<td>16</td>
<td>20</td>
<td>20</td>
<td>23</td>
<td>1.1</td>
</tr>
<tr>
<td>$500,000 - 599,999</td>
<td>7</td>
<td>15</td>
<td>15</td>
<td>17</td>
<td>1.1</td>
</tr>
<tr>
<td>$600,000 - 699,999</td>
<td>10</td>
<td>14</td>
<td>7</td>
<td>22</td>
<td>1.1</td>
</tr>
<tr>
<td>$700,000 - 799,999</td>
<td>7</td>
<td>5</td>
<td>8</td>
<td>18</td>
<td>1.1</td>
</tr>
<tr>
<td>$800,000 - 899,999</td>
<td>6</td>
<td>11</td>
<td>3</td>
<td>10</td>
<td>1.1</td>
</tr>
<tr>
<td>$900,000 - 999,999</td>
<td>3</td>
<td>5</td>
<td>4</td>
<td>6</td>
<td>1.1</td>
</tr>
<tr>
<td>$1,000,000 - and over</td>
<td>38</td>
<td>16</td>
<td>8</td>
<td>17</td>
<td>1.1</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>104</strong></td>
<td><strong>137</strong></td>
<td><strong>125</strong></td>
<td><strong>184</strong></td>
<td><strong>175</strong></td>
</tr>
</tbody>
</table>

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**Statistics** based on information obtained from MLSSAZ and using TrendGraphix software on 07/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2021 - 06/30/2021. Information is believed to be reliable, but not guaranteed.

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[trend conditions diagram]
This heat map represents the percentage of change in Tucson metro median sales prices from April 2020-June 2020 to April 2021-June 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/07/2021. Information is believed to be reliable, but not guaranteed.

**MARKET SHARE**

TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 07/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 07/01/2020 – 06/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

<table>
<thead>
<tr>
<th>Long Realty Company</th>
<th>39.2%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tierra Antigua Realty</td>
<td>12.0%</td>
</tr>
<tr>
<td>Russ Lyon Sotheby’s International Realty</td>
<td>6.1%</td>
</tr>
<tr>
<td>Coldwell Banker Realty</td>
<td>5.8%</td>
</tr>
<tr>
<td>Keller Williams Southern Arizona</td>
<td>5.6%</td>
</tr>
<tr>
<td>Realty Executives Arizona Territory</td>
<td>5.2%</td>
</tr>
</tbody>
</table>

**CHANGE IN MEDIAN SALES PRICE BY ZIP CODE**

APR 2020-JUN 2020 TO APR 2021-JUN 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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