

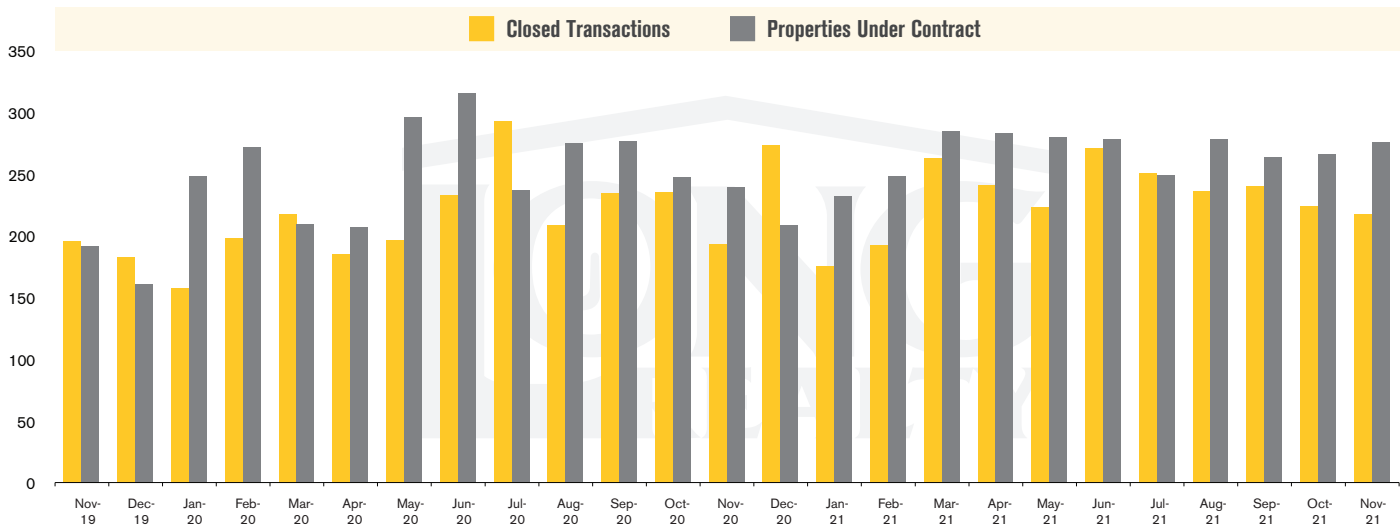
THE HOUSING REPORT

TUCSON CENTRAL | DECEMBER 2021

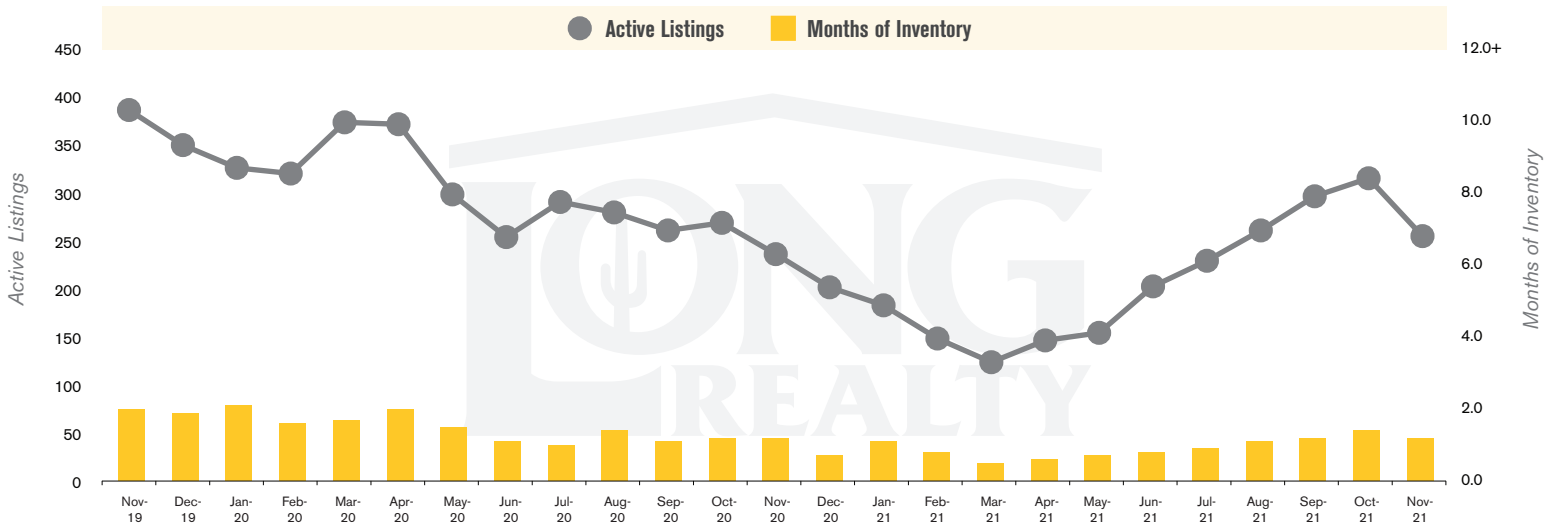


In the Tucson Central area, November 2021 active inventory was 259, an 8% increase from November 2020. There were 218 closings in November 2021, a 12% increase from November 2020. Year-to-date 2021 there were 2,544 closings, an 8% increase from year-to-date 2020. Months of Inventory was 1.2, unchanged from 1.2 in November 2020. Median price of sold homes was \$268,825 for the month of November 2021, up 20% from November 2020. The Tucson Central area had 277 new properties under contract in November 2021, up 15% from November 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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 12/07/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

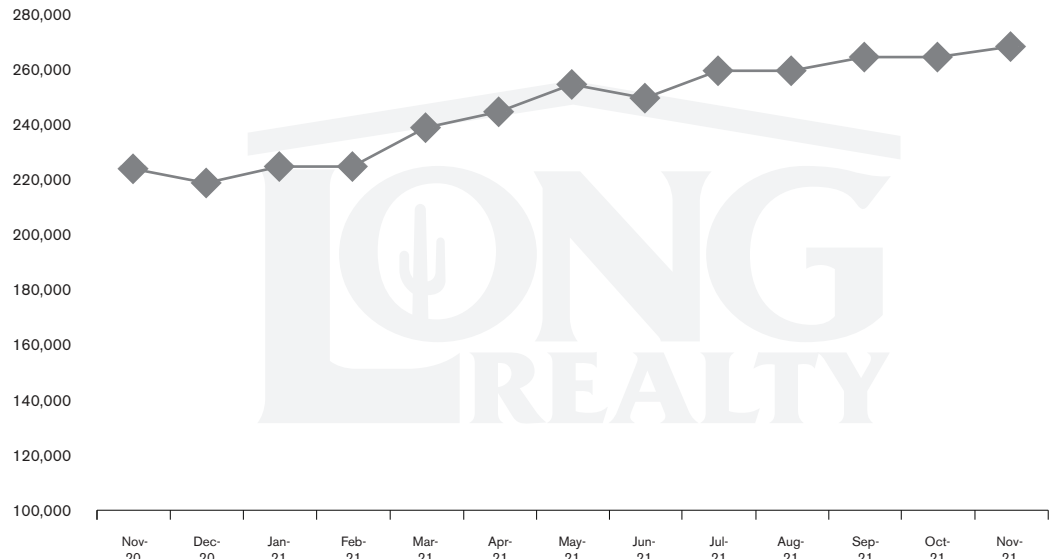
TUCSON CENTRAL | DECEMBER 2021



MEDIAN SOLD PRICE TUCSON CENTRAL

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

Nov 2020	Nov 2021
97.3%	97.1%

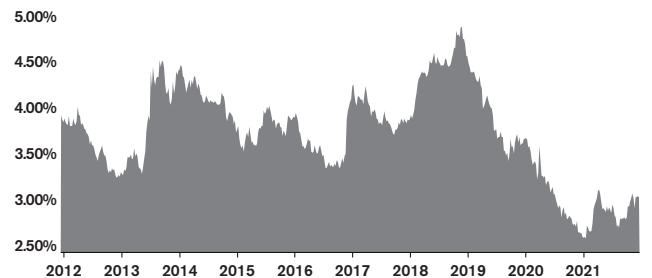


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2020	\$224,175	2.770%	\$871.67
2021	\$268,825	3.070%	\$1,086.37

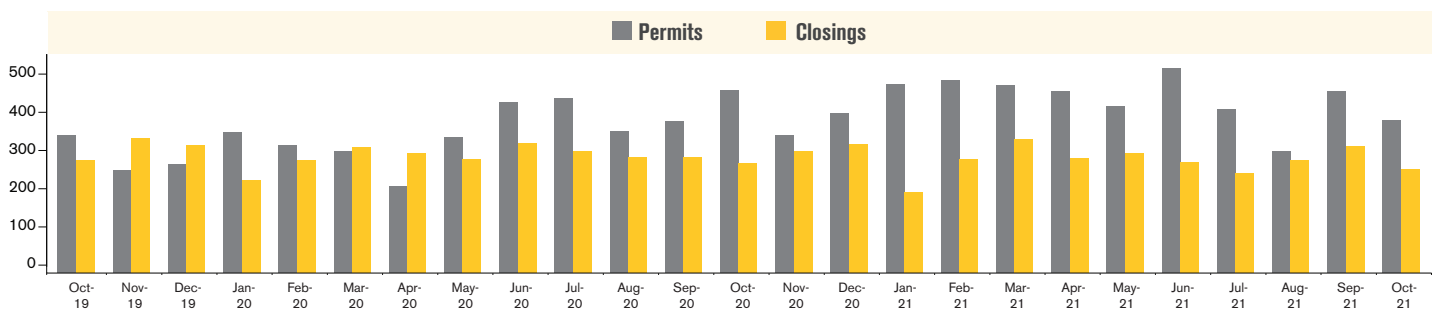
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research



For October 2021, new home permits were **down 16%** and new home closings were **down 6%** from October 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 12/07/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | DECEMBER 2021



MARKET CONDITIONS BY PRICE BAND TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21			
\$1 - 49,999	0	1	2	3	2	1	1	0.0	0.0	Seller
\$50,000 - 74,999	2	2	2	3	2	3	3	0.7	0.4	Seller
\$75,000 - 99,999	2	3	5	4	7	6	6	0.3	0.4	Seller
\$100,000 - 124,999	3	8	4	8	3	2	1	3.0	1.2	Seller
\$125,000 - 149,999	8	9	11	3	10	6	7	1.1	0.8	Seller
\$150,000 - 174,999	7	13	17	16	10	11	6	1.2	1.1	Seller
\$175,000 - 199,999	20	26	16	19	29	16	15	1.3	0.8	Seller
\$200,000 - 224,999	18	26	24	26	17	25	20	0.9	0.9	Seller
\$225,000 - 249,999	21	43	34	29	25	28	25	0.8	1.1	Seller
\$250,000 - 274,999	14	28	31	24	22	25	34	0.4	0.7	Seller
\$275,000 - 299,999	29	20	21	19	23	17	13	2.2	2.0	Seller
\$300,000 - 349,999	38	32	35	33	26	27	27	1.4	1.5	Seller
\$350,000 - 399,999	26	22	27	18	23	27	19	1.4	1.5	Seller
\$400,000 - 499,999	29	25	10	19	21	14	19	1.5	1.8	Seller
\$500,000 - 599,999	17	6	4	6	10	9	11	1.5	2.1	Seller
\$600,000 - 699,999	12	3	5	4	4	3	7	1.7	3.0	Seller
\$700,000 - 799,999	3	2	1	1	2	3	2	1.5	1.6	Seller
\$800,000 - 899,999	3	3	2	0	2	0	1	3.0	2.7	Seller
\$900,000 - 999,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	6	0	1	1	3	2	1	6.0	2.5	Seller
TOTAL	259	272	252	237	241	225	218	1.2	1.3	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 12/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2021-11/30/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON CENTRAL | DECEMBER 2021



MARKET SHARE TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 12/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2020 – 11/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

22.0%

Tierra Antigua Realty

17.1%

Realty Executives Arizona Territory

8.6%

Keller Williams Southern Arizona

6.3%

Exp Realty

5.1%

Coldwell Banker

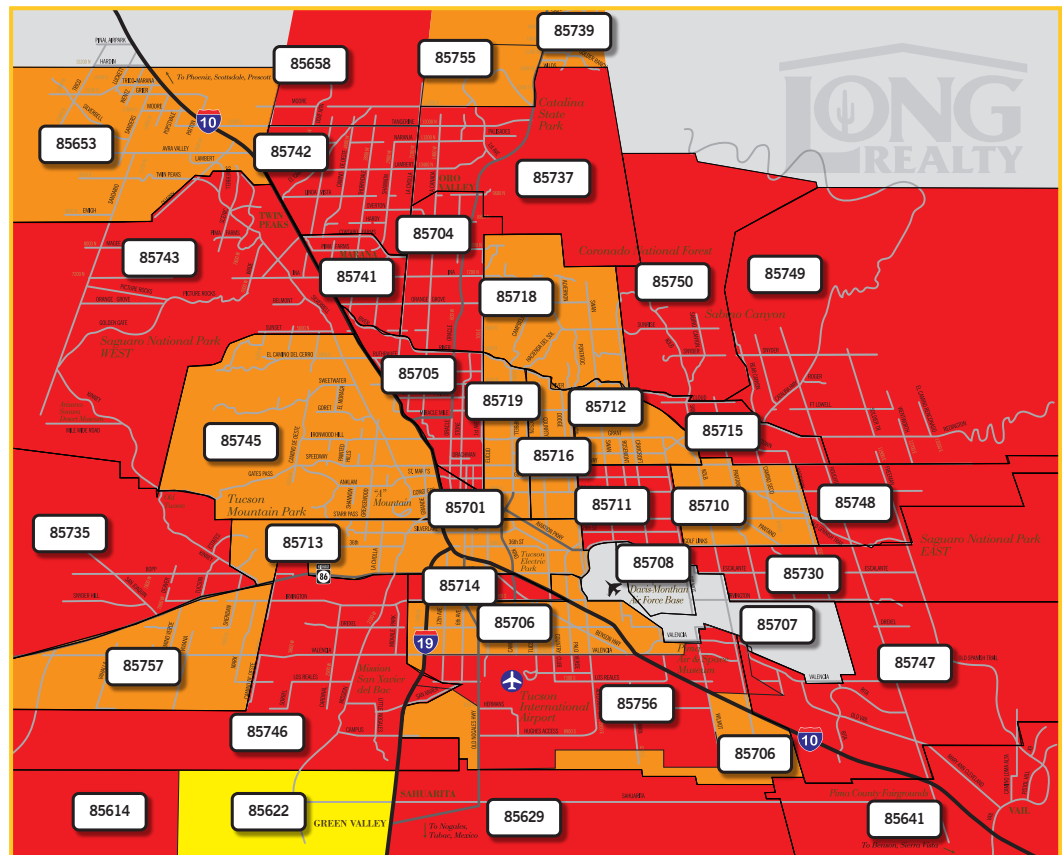
3.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2020-NOV 2020 TO
SEP 2021-NOV 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.

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

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from September 2020-November 2020 to September 2021-November 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2021. Information is believed to be reliable, but not guaranteed.