

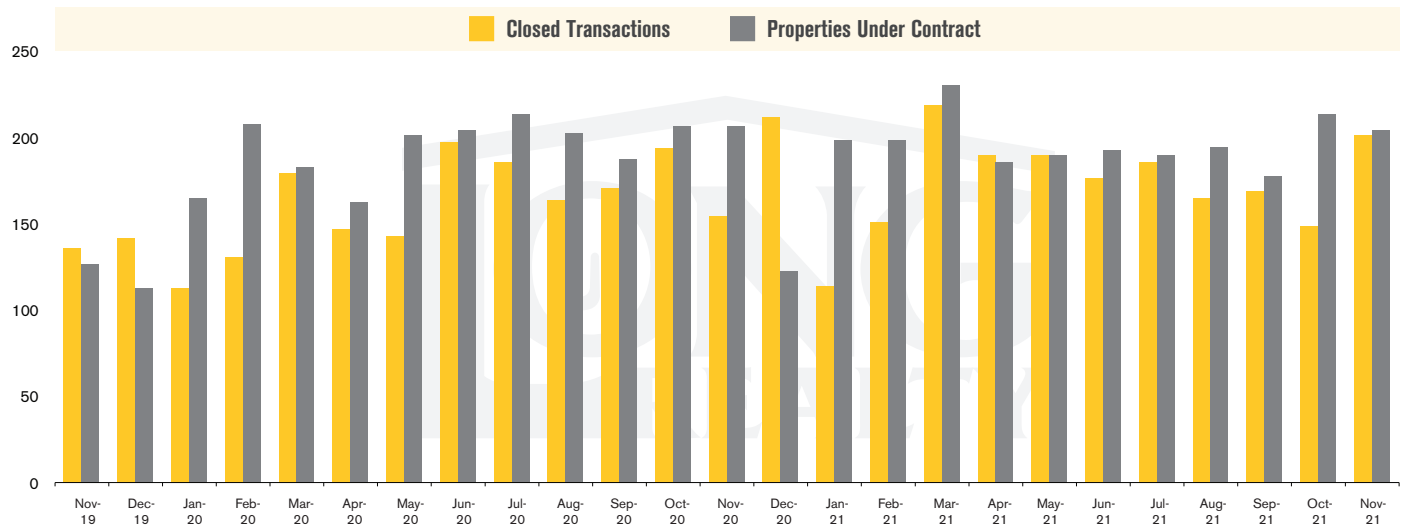
THE HOUSING REPORT

TUCSON EAST | DECEMBER 2021

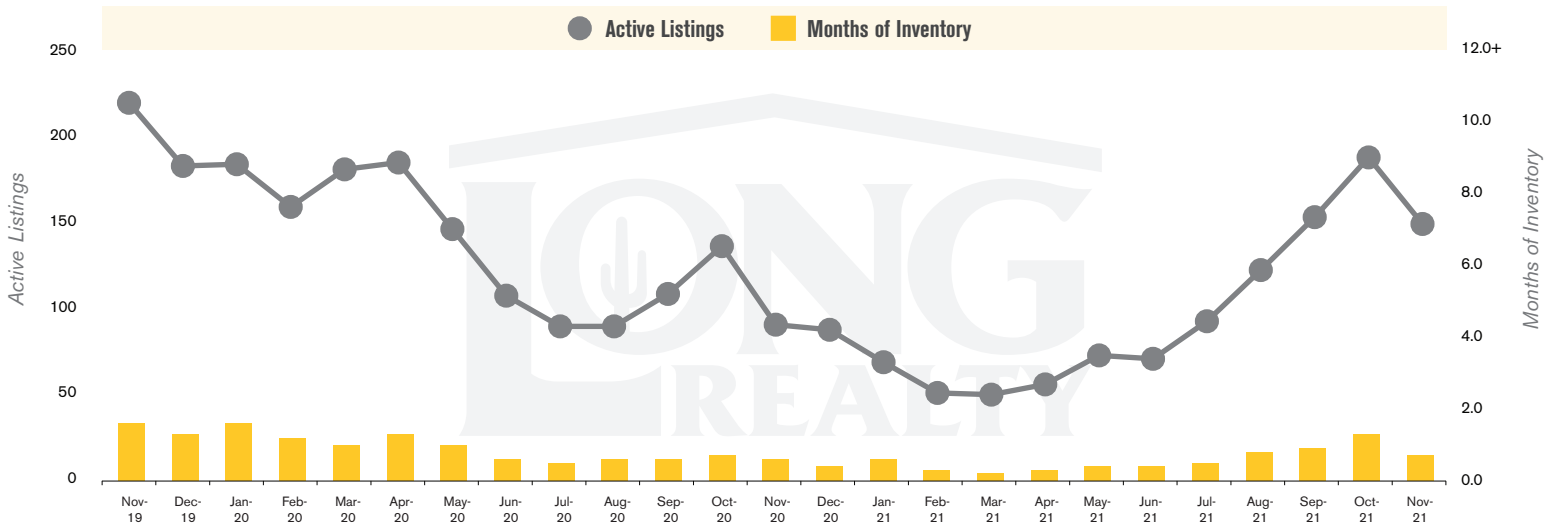


In the Tucson East area, November 2021 active inventory was 151, a 64% increase from November 2020. There were 202 closings in November 2021, a 30% increase from November 2020. Year-to-date 2021 there were 1,912 closings, a 7% increase from year-to-date 2020. Months of Inventory was 0.7, up from 0.6 in November 2020. Median price of sold homes was \$280,000 for the month of November 2021, up 21% from November 2020. The Tucson East area had 205 new properties under contract in November 2021, down 1% from November 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON EAST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON EAST



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

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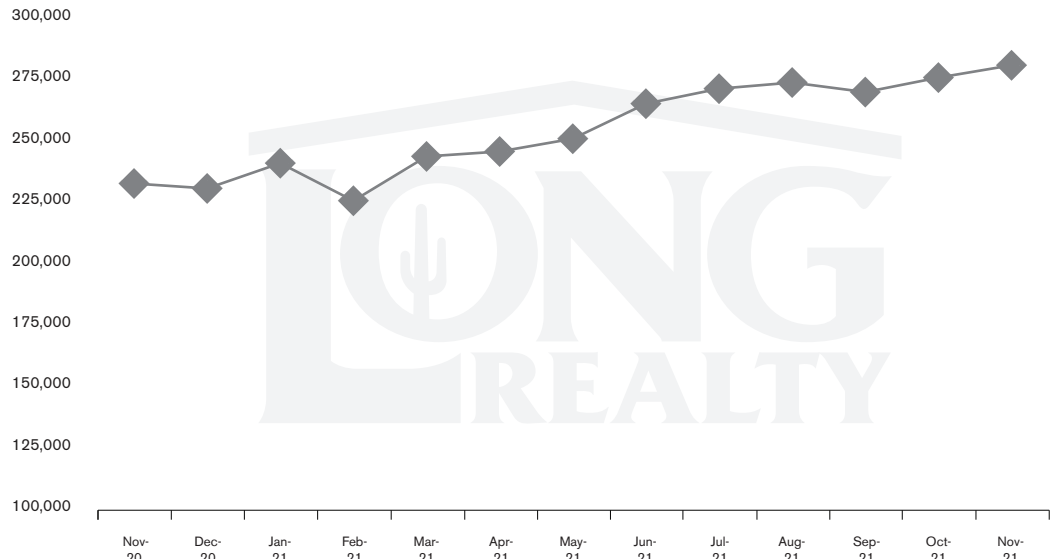
TUCSON EAST | DECEMBER 2021



MEDIAN SOLD PRICE TUCSON EAST

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

| Nov 2020 | Nov 2021 |
|----------|----------|
| 99.7% | 99.0% |

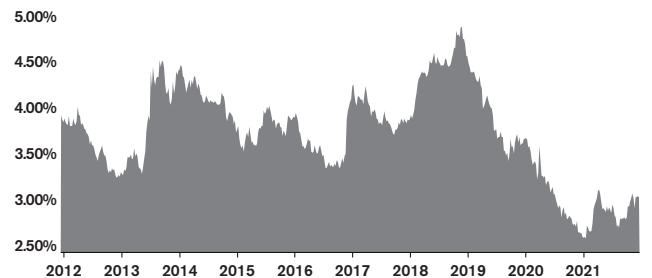


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON EAST

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$218,250 | 6.140% | \$1,261.82 |
| 2020 | \$232,000 | 2.770% | \$902.10 |
| 2021 | \$280,000 | 3.070% | \$1,131.53 |

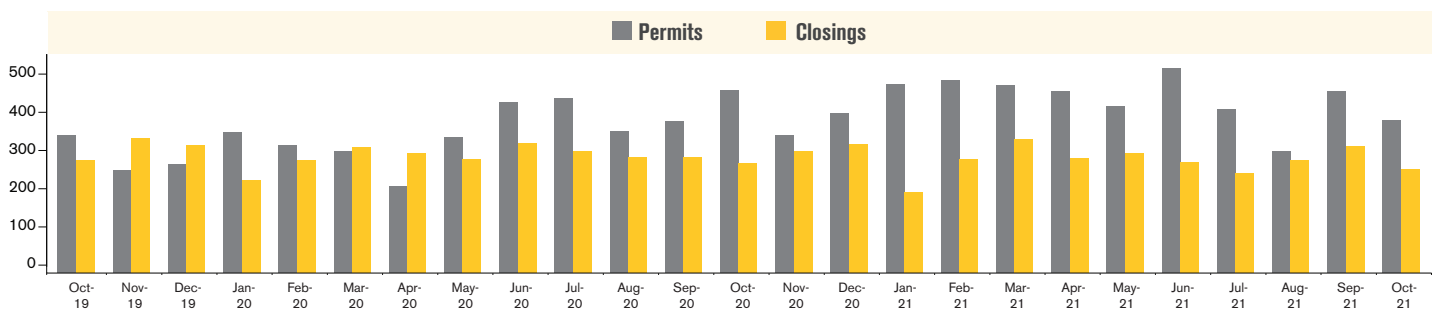
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For October 2021, new home permits were **down 16%** and new home closings were **down 6%** from October 2020.

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MARKET CONDITIONS BY PRICE BAND TUCSON EAST

| | 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 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$50,000 - 74,999 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$75,000 - 99,999 | 1 | 3 | 0 | 0 | 2 | 0 | 2 | 0.5 | 0.8 | Seller |
| \$100,000 - 124,999 | 1 | 5 | 3 | 5 | 1 | 2 | 2 | 0.5 | 1.0 | Seller |
| \$125,000 - 149,999 | 1 | 5 | 3 | 2 | 4 | 6 | 6 | 0.2 | 0.4 | Seller |
| \$150,000 - 174,999 | 3 | 8 | 5 | 5 | 6 | 4 | 8 | 0.4 | 0.7 | Seller |
| \$175,000 - 199,999 | 5 | 9 | 7 | 6 | 7 | 3 | 7 | 0.7 | 0.5 | Seller |
| \$200,000 - 224,999 | 3 | 19 | 22 | 15 | 19 | 12 | 13 | 0.2 | 0.4 | Seller |
| \$225,000 - 249,999 | 16 | 26 | 19 | 18 | 19 | 15 | 16 | 1.0 | 0.9 | Seller |
| \$250,000 - 274,999 | 16 | 23 | 38 | 31 | 39 | 29 | 37 | 0.4 | 0.5 | Seller |
| \$275,000 - 299,999 | 23 | 25 | 33 | 23 | 16 | 27 | 33 | 0.7 | 1.2 | Seller |
| \$300,000 - 349,999 | 36 | 27 | 26 | 27 | 28 | 26 | 48 | 0.8 | 1.2 | Seller |
| \$350,000 - 399,999 | 26 | 10 | 18 | 15 | 16 | 14 | 12 | 2.2 | 1.7 | Seller |
| \$400,000 - 499,999 | 9 | 9 | 10 | 8 | 7 | 3 | 13 | 0.7 | 1.3 | Seller |
| \$500,000 - 599,999 | 2 | 2 | 1 | 5 | 2 | 3 | 1 | 2.0 | 1.0 | Seller |
| \$600,000 - 699,999 | 3 | 1 | 0 | 0 | 1 | 0 | 2 | 1.5 | 2.7 | Seller |
| \$700,000 - 799,999 | 1 | 3 | 0 | 0 | 0 | 2 | 1 | 1.0 | 0.7 | Seller |
| \$800,000 - 899,999 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0.0 | 0.7 | Seller |
| \$900,000 - 999,999 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | n/a | 3.0 | Seller |
| \$1,000,000 - and over | 3 | 0 | 1 | 2 | 1 | 1 | 0 | n/a | 3.5 | Seller |
| TOTAL | 151 | 177 | 186 | 165 | 169 | 149 | 202 | 0.7 | 1.0 | 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 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.

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MARKET SHARE TUCSON EAST

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.

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17.1%

Tierra Antigua Realty

13.6%

Realty Executives Arizona Properties

12.6%

Keller Williams Southern Arizona

8.0%

Exp Realty

6.2%

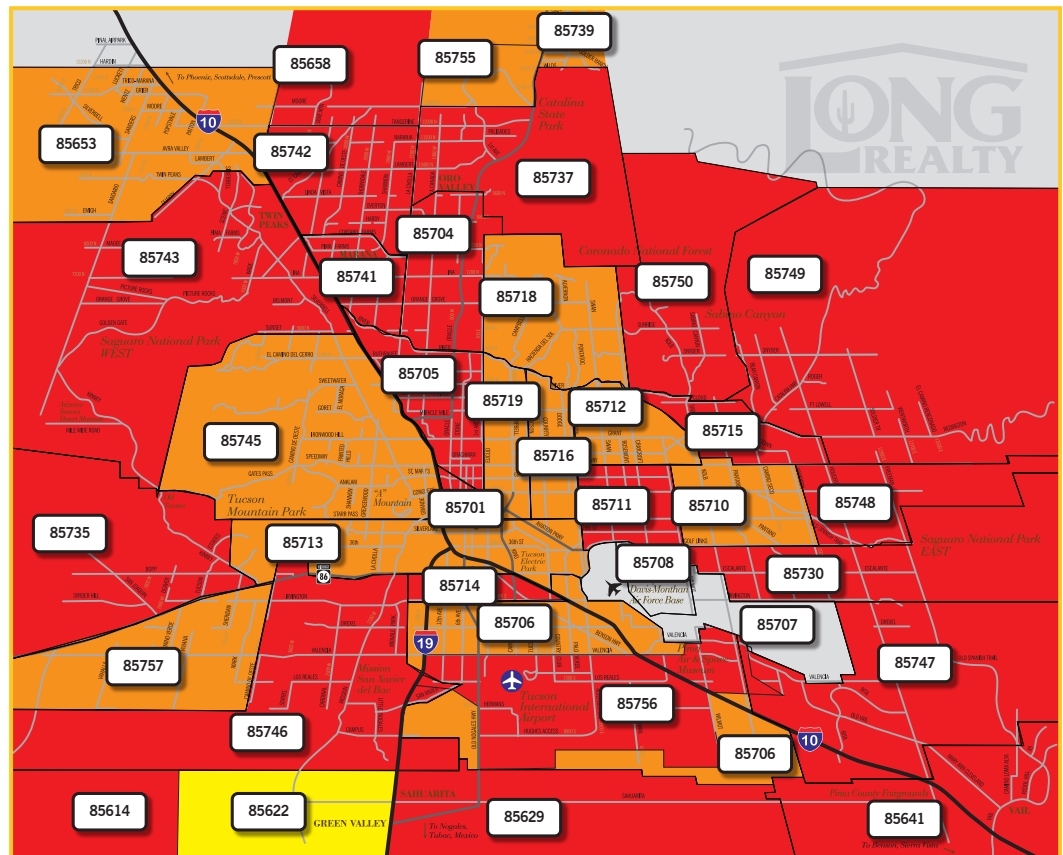
Coldwell Banker Residential Brokerage

4.8%

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.



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 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.