

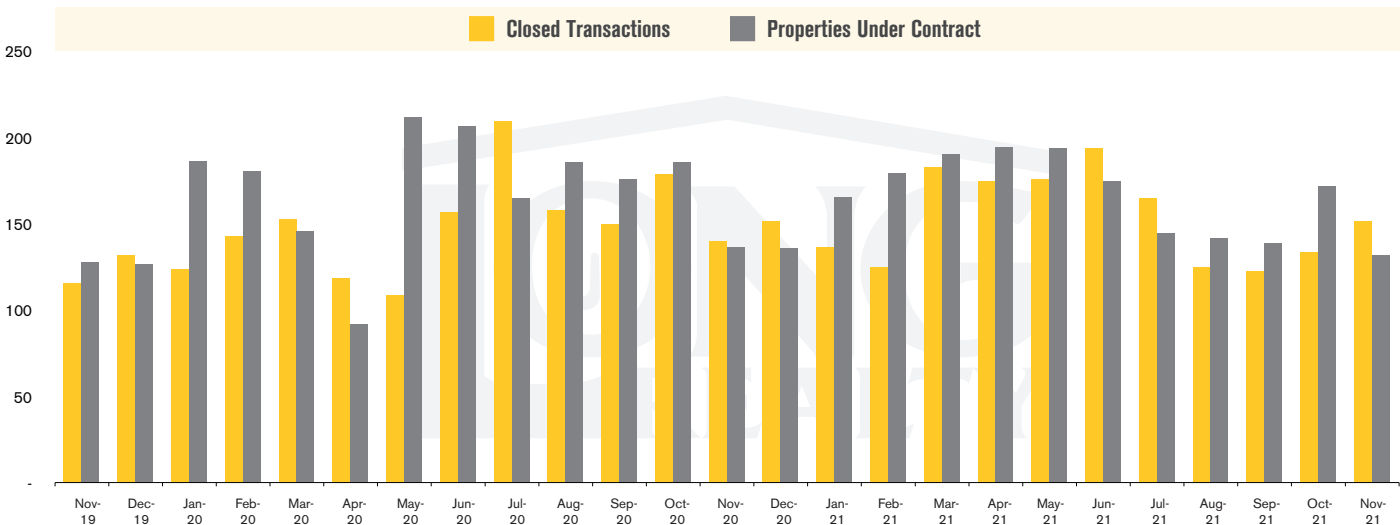
THE HOUSING REPORT

TUCSON NORTH | DECEMBER 2021

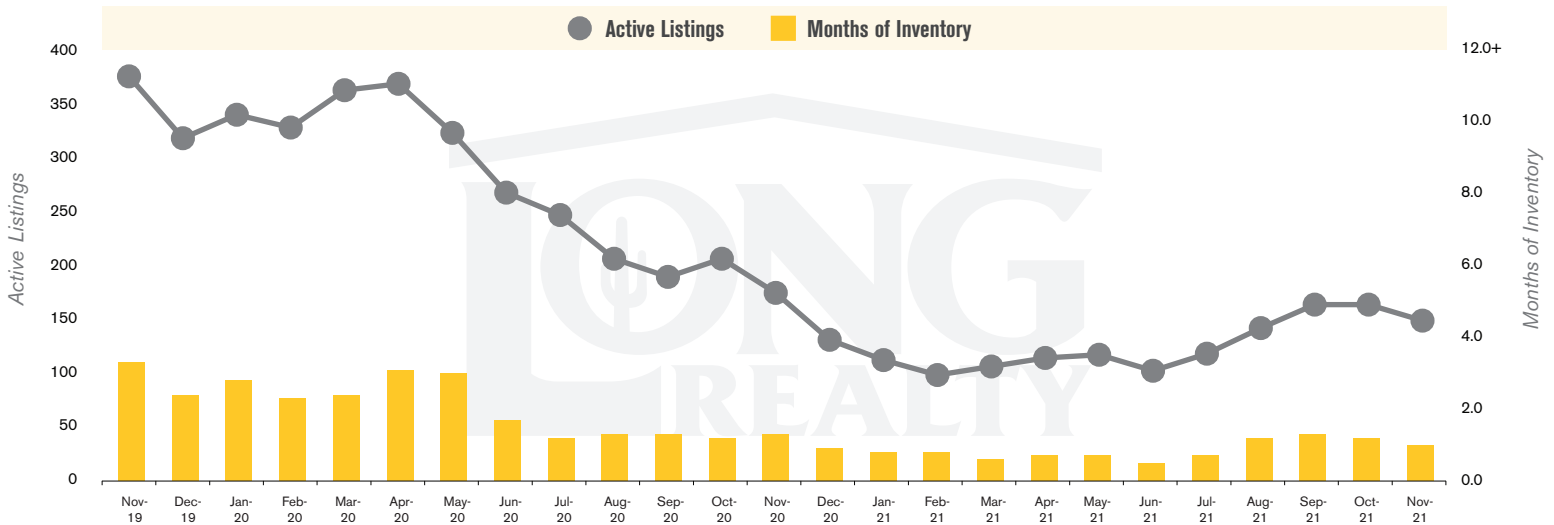


In the Tucson North area, November 2021 active inventory was 151, a 15% decrease from November 2020. There were 152 closings in November 2021, a 9% increase from November 2020. Year-to-date 2021 there were 1,689 closings, a 3% increase from year-to-date 2020. Months of Inventory was 1.0, down from 1.3 in November 2020. Median price of sold homes was \$510,000 for the month of November 2021, up 29% from November 2020. The Tucson North area had 132 new properties under contract in November 2021, down 4% from November 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



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

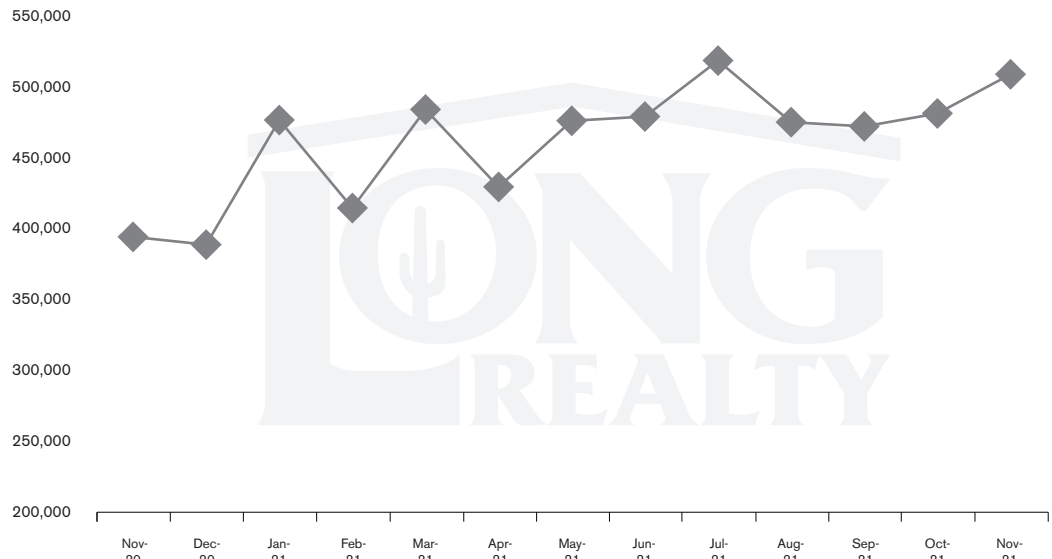
TUCSON NORTH | DECEMBER 2021



MEDIAN SOLD PRICE TUCSON NORTH

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

Nov 2020	Nov 2021
98.4%	98.5%

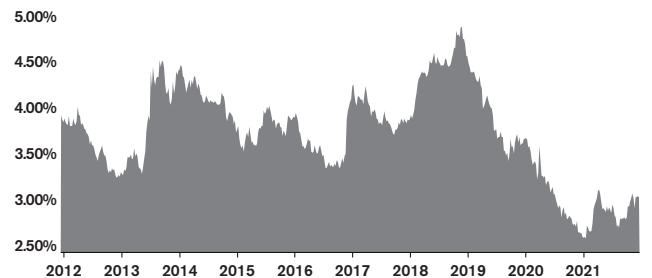


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$394,500	2.770%	\$1,533.96
2021	\$510,000	3.070%	\$2,061.01

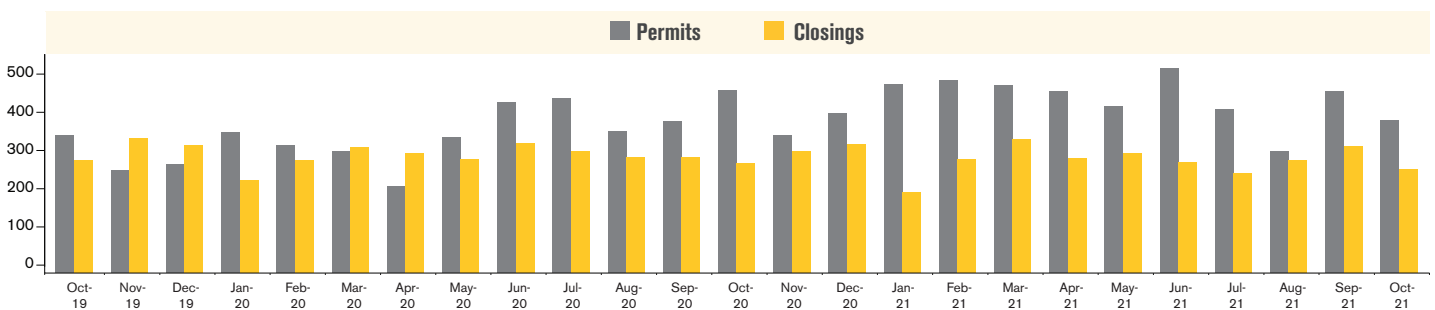
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

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 NORTH | DECEMBER 2021



MARKET CONDITIONS BY PRICE BAND TUCSON NORTH

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	1	3	1	0	1	1	0.0	0.0	Seller
\$100,000 - 124,999	1	1	0	1	0	1	2	0.5	2.0	Seller
\$125,000 - 149,999	0	1	1	2	0	2	2	0.0	1.0	Seller
\$150,000 - 174,999	1	5	1	1	3	1	2	0.5	1.2	Seller
\$175,000 - 199,999	0	8	3	3	5	1	3	0.0	0.1	Seller
\$200,000 - 224,999	2	9	3	5	5	4	4	0.5	0.6	Seller
\$225,000 - 249,999	3	11	8	7	4	5	7	0.4	0.7	Seller
\$250,000 - 274,999	0	8	9	5	10	4	8	0.0	0.4	Seller
\$275,000 - 299,999	5	12	7	5	7	10	13	0.4	0.5	Seller
\$300,000 - 349,999	6	9	11	9	5	13	8	0.8	0.5	Seller
\$350,000 - 399,999	5	10	7	7	7	7	5	1.0	1.1	Seller
\$400,000 - 499,999	19	25	20	22	17	19	19	1.0	1.2	Seller
\$500,000 - 599,999	13	14	26	12	16	16	20	0.7	0.9	Seller
\$600,000 - 699,999	15	21	17	16	12	22	15	1.0	1.0	Seller
\$700,000 - 799,999	13	16	13	10	8	9	15	0.9	1.1	Seller
\$800,000 - 899,999	9	9	11	5	9	3	10	0.9	0.9	Seller
\$900,000 - 999,999	8	12	4	5	7	6	4	2.0	1.1	Seller
\$1,000,000 - and over	51	22	21	9	8	10	14	3.6	4.9	Slightly Seller
TOTAL	151	194	165	125	123	134	152	1.0	1.2	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 NORTH | DECEMBER 2021



MARKET SHARE TUCSON NORTH

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

39.4%

Tierra Antigua Realty

12.0%

Russ Lyon Sotheby's International Realty

6.2%

Coldwell Banker Realty

5.4%

Keller Williams Southern Arizona

4.9%

Realty Executives Arizona Territory

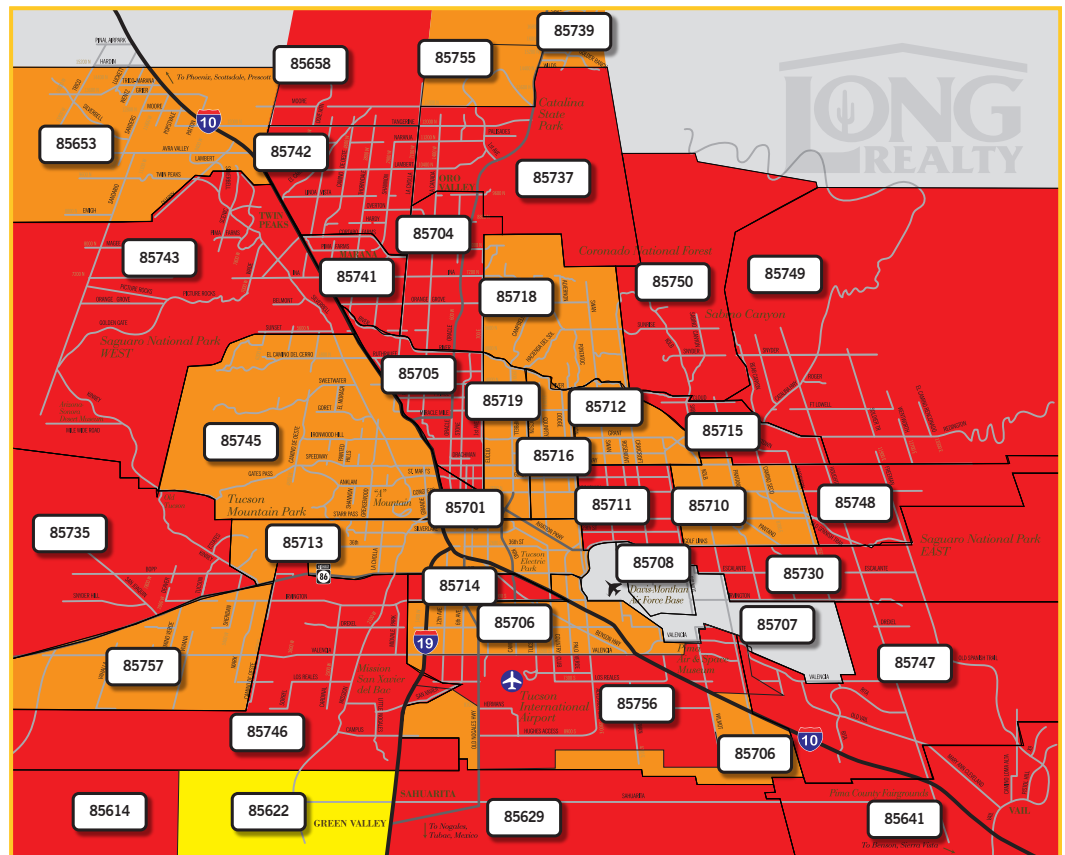
4.8%

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.

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.