

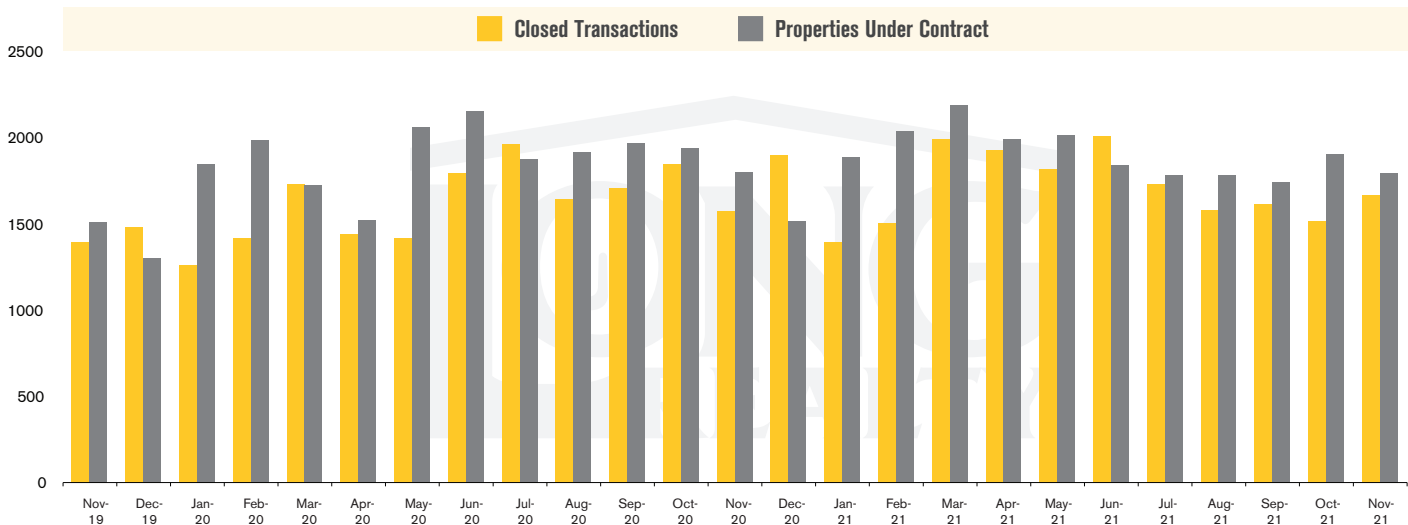
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | DECEMBER 2021

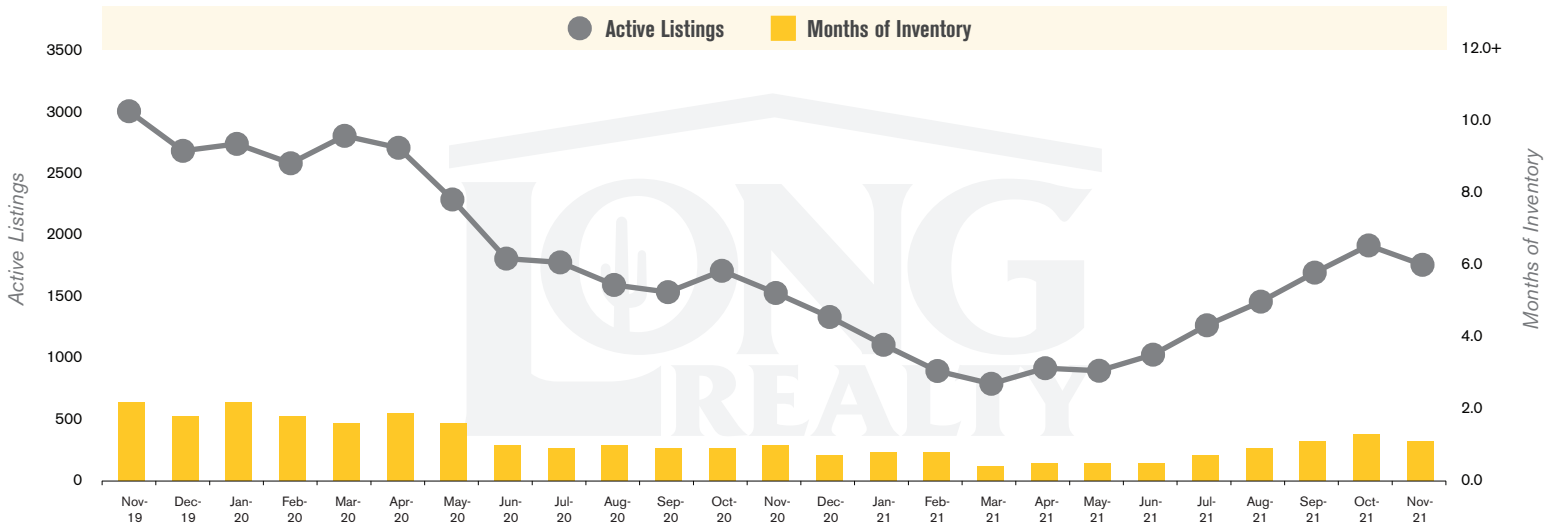


In the Tucson Main Market area, November 2021 active inventory was 1,779, a 15% increase from November 2020. There were 1,667 closings in November 2021, a 6% increase from November 2020. Year-to-date 2021 there were 18,774 closings, a 5% increase from year-to-date 2020. Months of Inventory was 1.1, up from 1.0 in November 2020. Median price of sold homes was \$341,686 for the month of November 2021, up 20% from November 2020. The Tucson Main Market area had 1,799 new properties under contract in November 2021, virtually unchanged from November 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT GREATER TUCSON MAIN MARKET



## ACTIVE LISTINGS AND MONTHS OF INVENTORY GREATER TUCSON MAIN MARKET



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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.

# THE HOUSING REPORT

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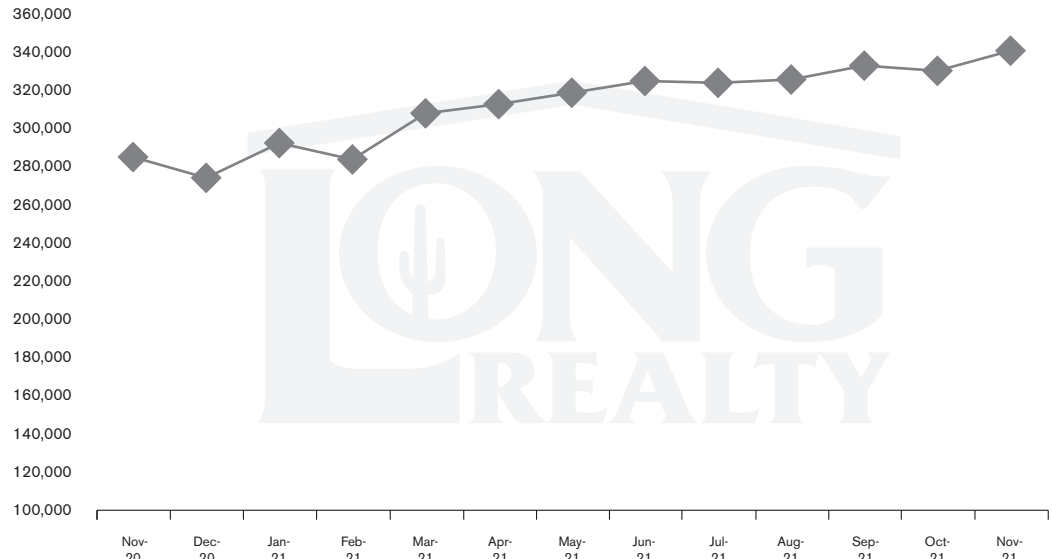


## MEDIAN SOLD PRICE

GREATER TUCSON  
MAIN MARKET

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

Nov 2020	Nov 2021
<b>98.6%</b>	<b>98.4%</b>

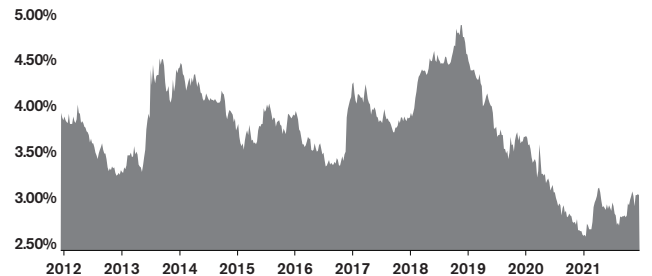


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$285,576	2.770%	\$1,110.42
2021	\$341,686	3.070%	\$1,380.82

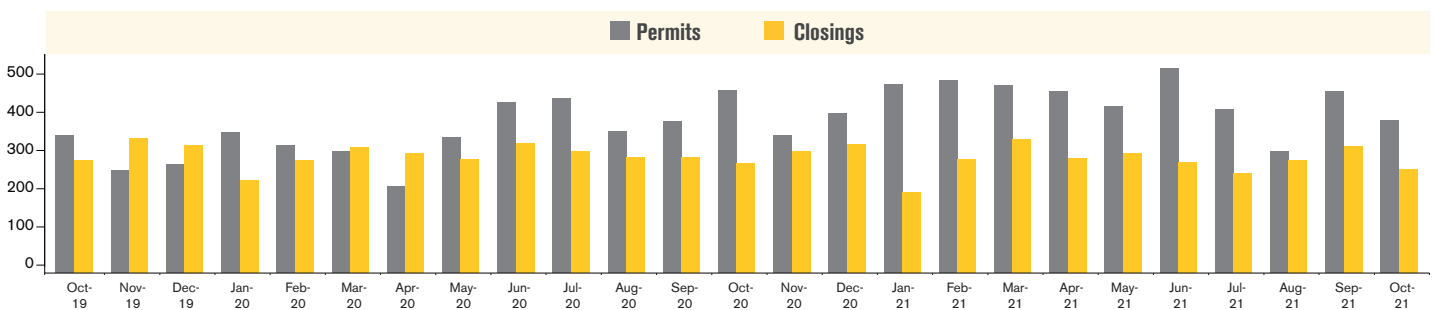
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS GREATER TUCSON MAIN MARKET



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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GREATER TUCSON MAIN MARKET | DECEMBER 2021



## MARKET CONDITIONS BY PRICE BAND GREATER TUCSON MAIN MARKET

	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	2	1	2	3	2	1	3	0.7	0.3	Seller
\$50,000 - 74,999	6	9	9	4	6	4	7	0.9	0.8	Seller
\$75,000 - 99,999	11	24	24	12	22	19	19	0.6	0.5	Seller
\$100,000 - 124,999	14	43	22	24	16	29	23	0.6	0.8	Seller
\$125,000 - 149,999	36	40	34	37	26	33	35	1.0	1.1	Seller
\$150,000 - 174,999	41	50	49	40	39	46	41	1.0	1.0	Seller
\$175,000 - 199,999	64	95	80	69	76	48	56	1.1	0.8	Seller
\$200,000 - 224,999	55	120	104	107	96	79	85	0.6	0.6	Seller
\$225,000 - 249,999	79	195	138	116	119	108	108	0.7	0.8	Seller
\$250,000 - 274,999	88	200	193	163	155	149	174	0.5	0.6	Seller
\$275,000 - 299,999	134	179	181	138	159	163	164	0.8	1.0	Seller
\$300,000 - 349,999	291	300	274	273	251	235	271	1.1	1.1	Seller
\$350,000 - 399,999	268	205	180	176	193	187	182	1.5	1.5	Seller
\$400,000 - 499,999	264	236	179	191	208	188	210	1.3	1.3	Seller
\$500,000 - 599,999	126	95	94	73	96	92	123	1.0	1.2	Seller
\$600,000 - 699,999	87	67	63	62	52	48	68	1.3	1.7	Seller
\$700,000 - 799,999	55	48	33	25	31	31	34	1.6	1.5	Seller
\$800,000 - 899,999	25	35	25	19	24	10	23	1.1	1.6	Seller
\$900,000 - 999,999	21	28	7	17	15	17	11	1.9	1.4	Seller
\$1,000,000 - and over	112	45	41	34	29	30	30	3.7	3.8	Seller
<b>TOTAL</b>	<b>1,779</b>	<b>2,015</b>	<b>1,732</b>	<b>1,583</b>	<b>1,615</b>	<b>1,517</b>	<b>1,667</b>	<b>1.1</b>	<b>1.1</b>	<b>Seller</b>



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.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | DECEMBER 2021



## MARKET SHARE

GREATER TUCSON MAIN MARKET

**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**

**24.7%**

Tierra Antigua Realty

12.9%

Realty Executives Arizona Territory

7.9%

Keller Williams Southern Arizona

7.1%

Coldwell Banker Residential Brokerage

6.7%

Exp Realty

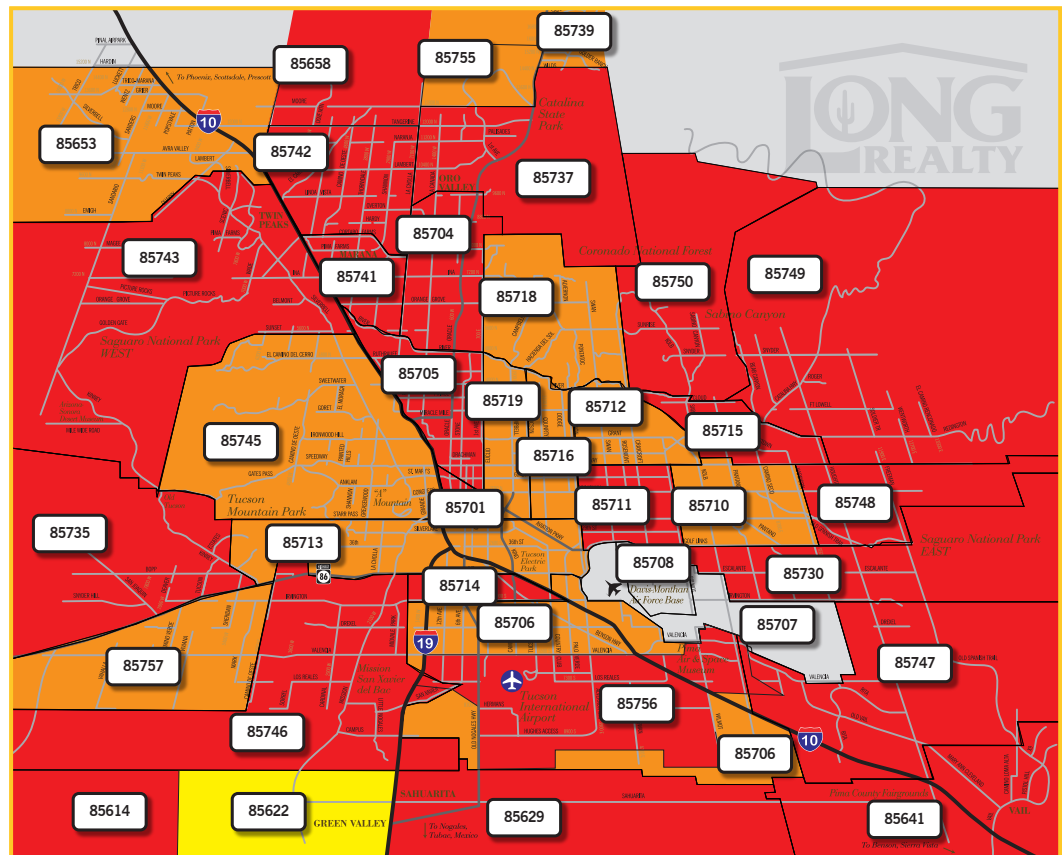
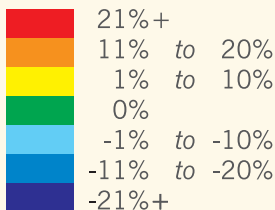
4.2%

## 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.**



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**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.