

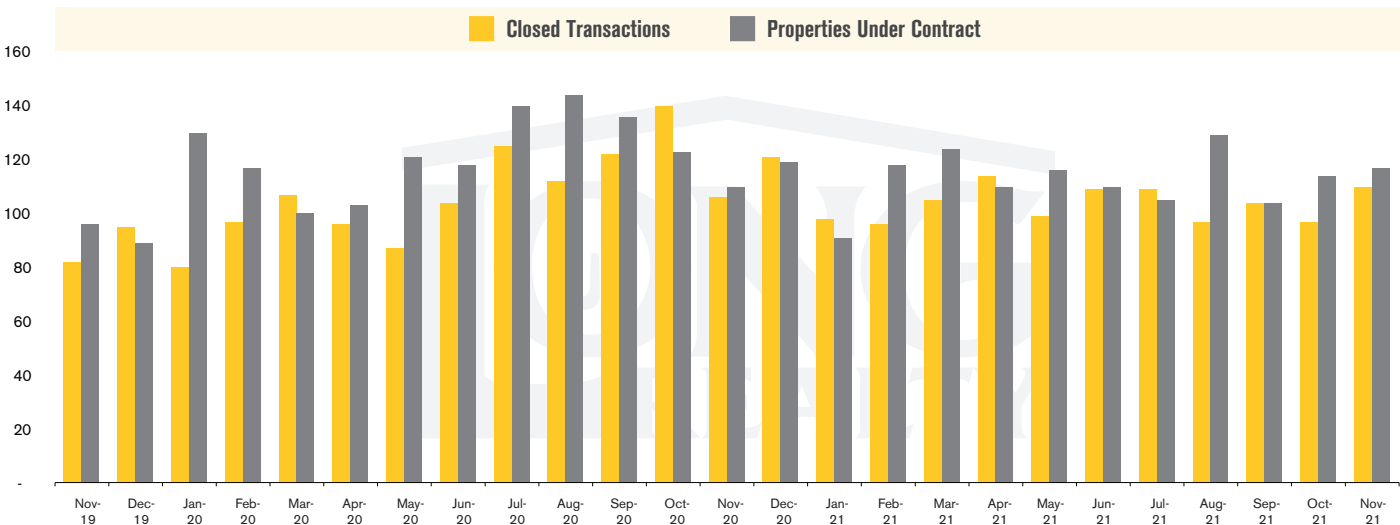
THE HOUSING REPORT

TUCSON WEST | DECEMBER 2021

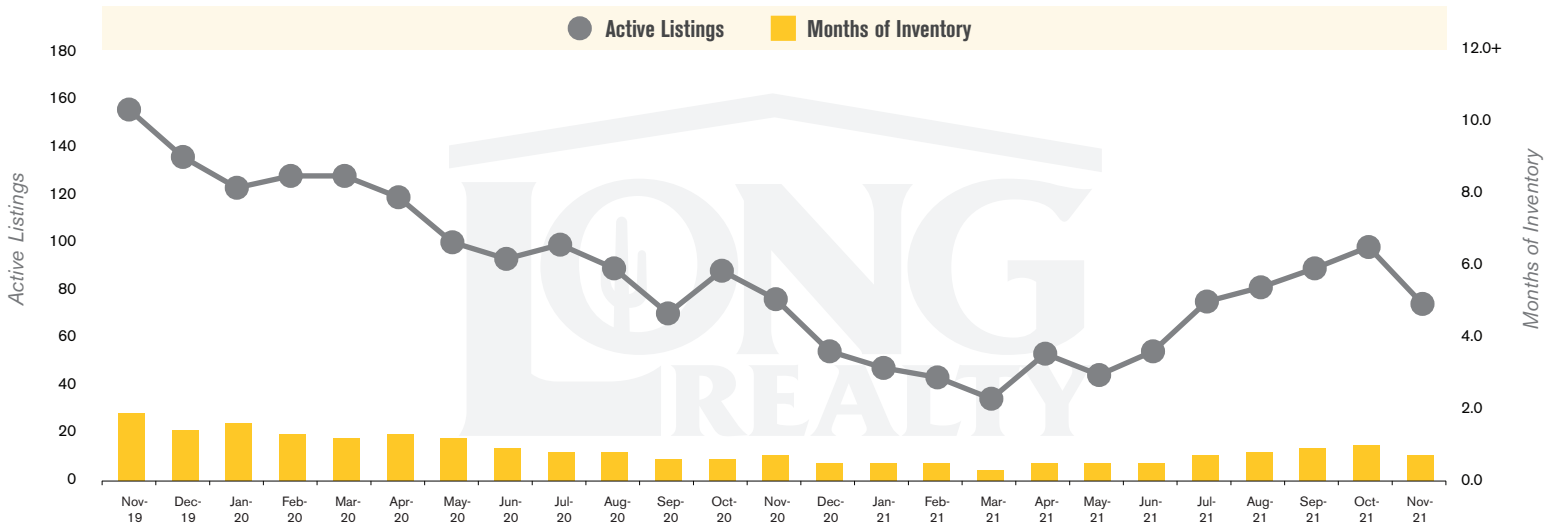


In the Tucson West area, November 2021 active inventory was 75, a 3% decrease from November 2020. There were 110 closings in November 2021, a 4% increase from November 2020. Year-to-date 2021 there were 1,138 closings, a 3% decrease from year-to-date 2020. Months of Inventory was 0.7, unchanged from 0.7 in November 2020. Median price of sold homes was \$318,500 for the month of November 2021, up 14% from November 2020. The Tucson West area had 117 new properties under contract in November 2021, up 6% from November 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON WEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON WEST



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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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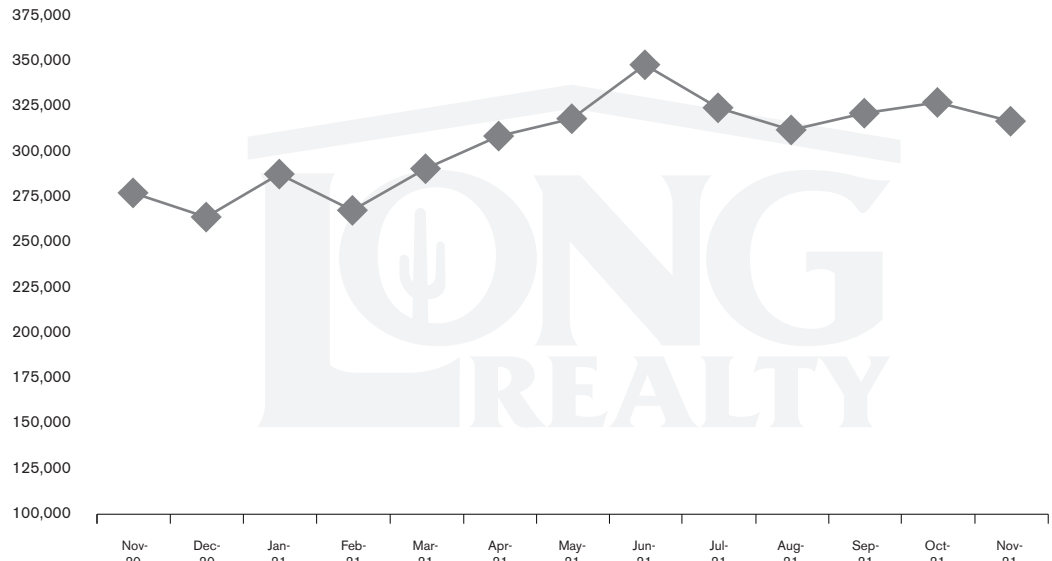


MEDIAN SOLD PRICE

TUCSON WEST

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

Nov 2020	Nov 2021
98.7%	98.7%

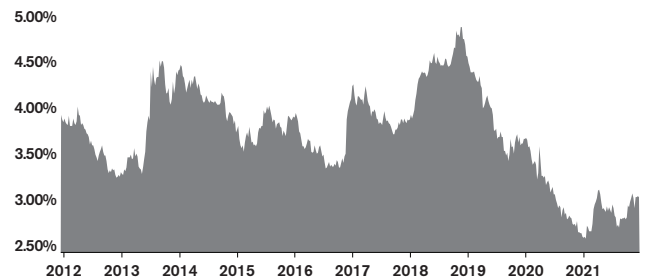


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON WEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$225,000	6.140%	\$1,300.84
2020	\$278,500	2.770%	\$1,082.91
2021	\$318,500	3.070%	\$1,287.12

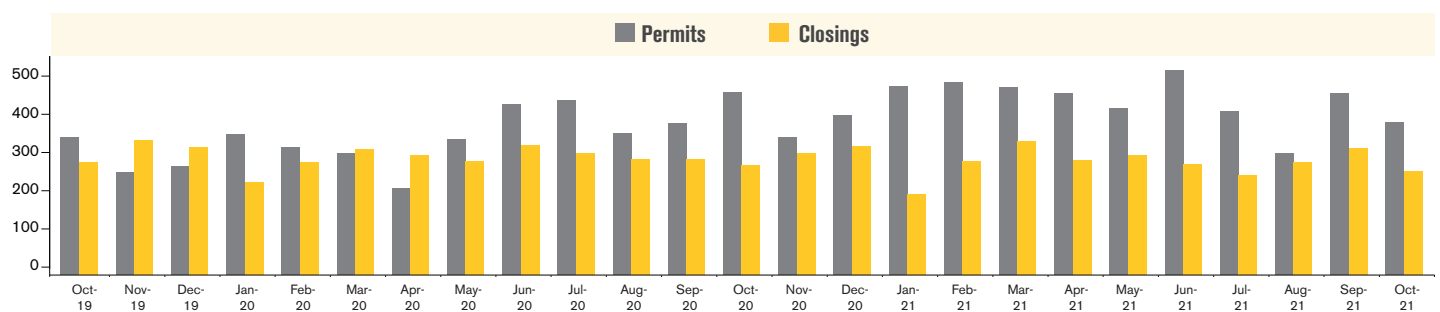
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 WEST

	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	1	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	3	2	1	3	2	6	0.2	0.4	Seller
\$125,000 - 149,999	2	0	2	1	0	0	4	0.5	1.3	Seller
\$150,000 - 174,999	2	1	3	0	0	3	1	2.0	0.8	Seller
\$175,000 - 199,999	3	3	4	4	3	6	4	0.8	0.5	Seller
\$200,000 - 224,999	3	5	6	6	8	3	6	0.5	0.5	Seller
\$225,000 - 249,999	1	9	2	5	5	8	4	0.3	0.6	Seller
\$250,000 - 274,999	6	6	10	10	13	7	7	0.9	0.6	Seller
\$275,000 - 299,999	5	12	11	13	9	12	9	0.6	1.0	Seller
\$300,000 - 349,999	11	14	23	24	17	12	24	0.5	0.8	Seller
\$350,000 - 399,999	8	13	12	15	22	15	10	0.8	0.6	Seller
\$400,000 - 499,999	11	19	12	8	11	12	13	0.8	1.1	Seller
\$500,000 - 599,999	3	7	8	3	2	6	8	0.4	0.9	Seller
\$600,000 - 699,999	4	6	4	5	2	3	7	0.6	1.5	Seller
\$700,000 - 799,999	6	2	4	0	3	2	4	1.5	1.4	Seller
\$800,000 - 899,999	1	2	3	0	2	0	0	n/a	1.5	Seller
\$900,000 - 999,999	2	1	0	1	3	3	2	1.0	0.5	Seller
\$1,000,000 - and over	5	6	3	1	1	3	1	5.0	4.2	Slightly Seller
TOTAL	75	109	109	97	104	97	110	0.7	0.8	Seller



Seller's Market



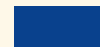
Slight Seller's Market



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 WEST

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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19.8%

Tierra Antigua Realty

15.4%

Keller Williams Southern Arizona

7.4%

Realty Executives Arizona Territory

7.0%

Coldwell Banker Residential Brokerage

6.6%

Exp Realty

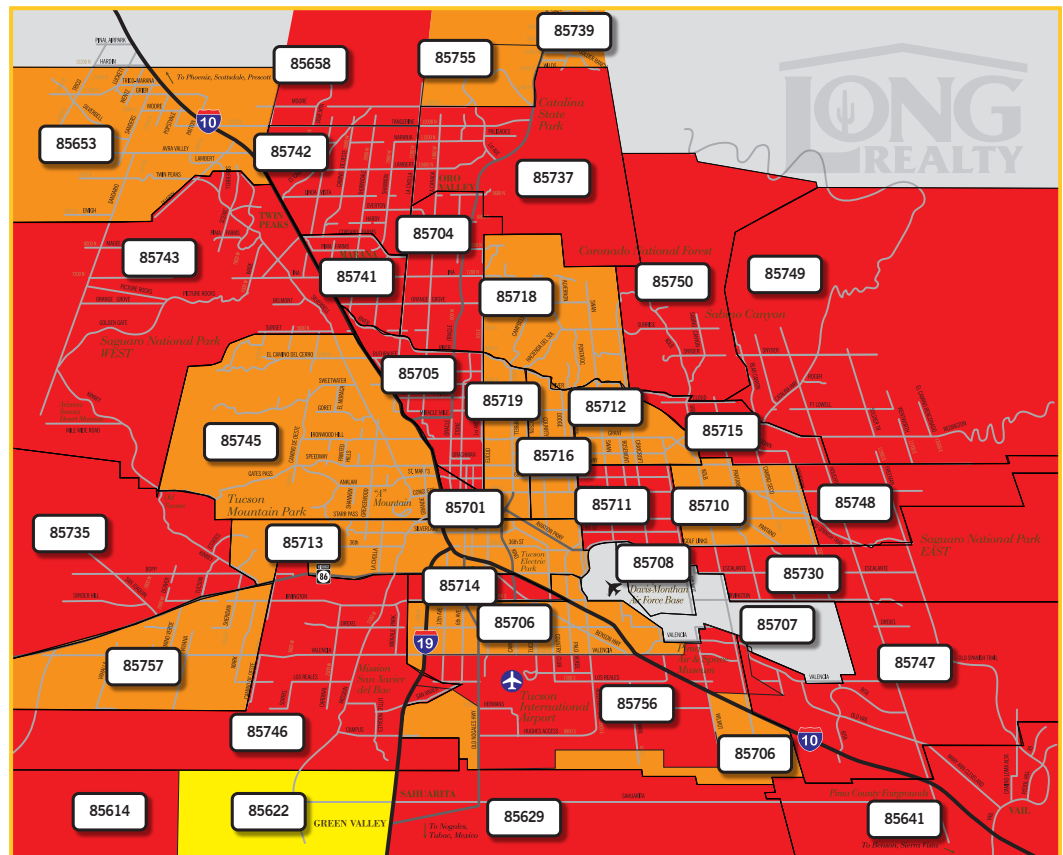
3.9%

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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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.