

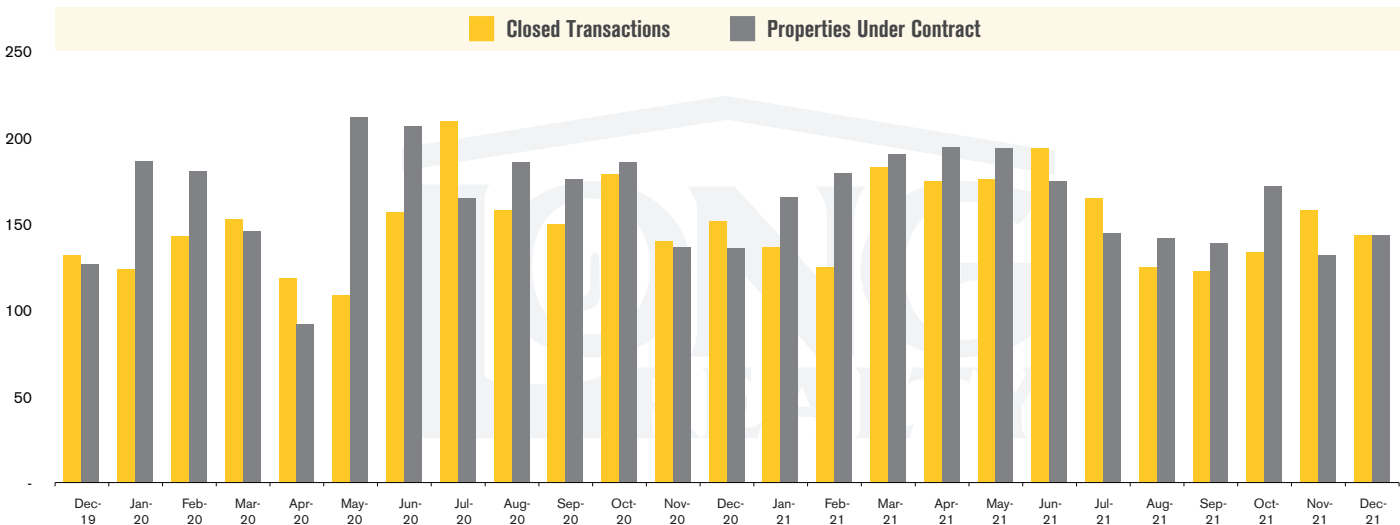
# THE HOUSING REPORT

TUCSON NORTH | JANUARY 2022

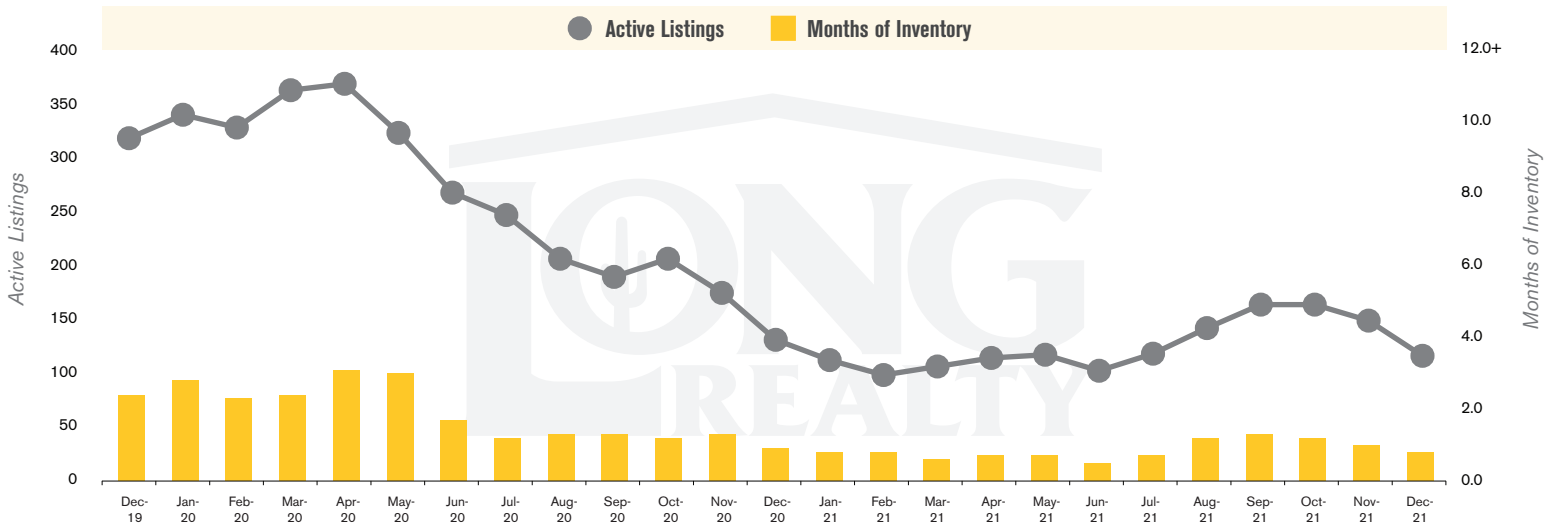


In the Tucson North area, December 2021 active inventory was 118, an 11% decrease from December 2020. There were 144 closings in December 2021, a 5% decrease from December 2020. Year-to-date 2021 there were 1,839 closings, a 3% increase from year-to-date 2020. Months of Inventory was 0.8, down from 0.9 in December 2020. Median price of sold homes was \$527,500 for the month of December 2021, up 36% from December 2020. The Tucson North area had 144 new properties under contract in December 2021, up 6% from December 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



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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 01/06/2022 is believed to be reliable, but not guaranteed.

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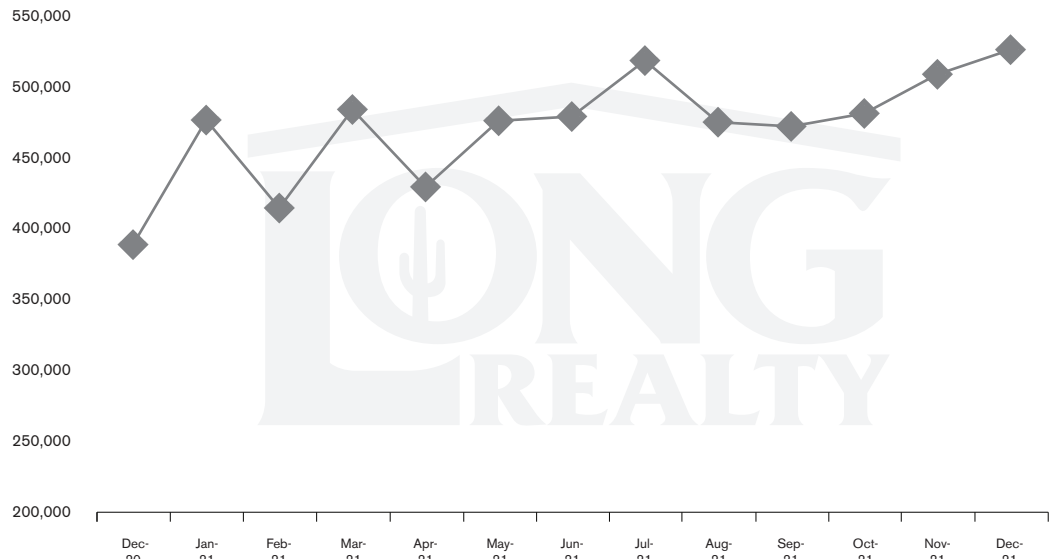
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## MEDIAN SOLD PRICE TUCSON NORTH

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

Dec 2020	Dec 2021
98.6%	97.0%

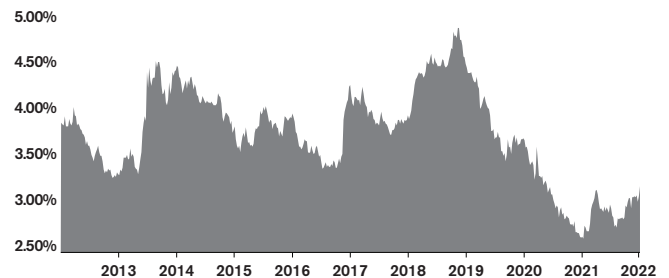


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$389,000	2.680%	\$1,494.99
2021	\$527,500	3.100%	\$2,139.89

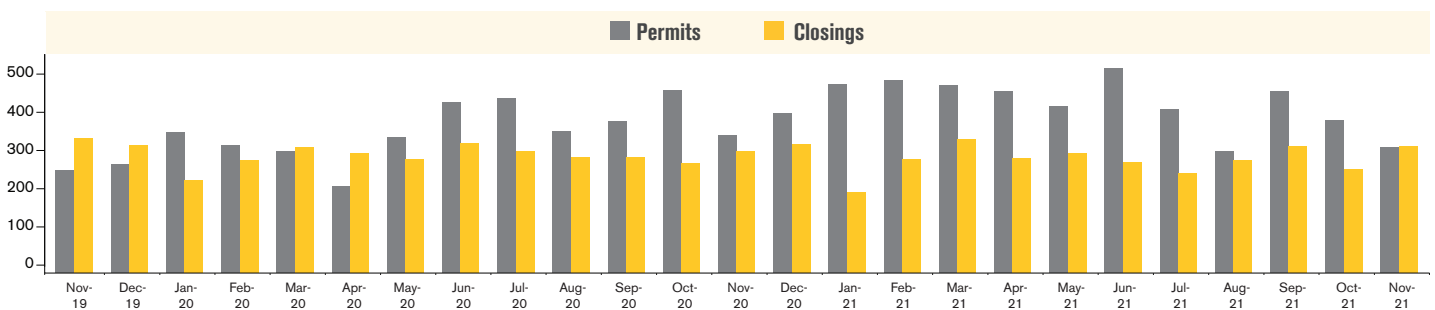
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2021, new home permits were **down 9%** and new home closings were **up 4%** from November 2020.

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## 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
		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-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	3	1	0	1	1	1	0.0	0.0	<b>Seller</b>
\$100,000 - 124,999	3	0	1	0	1	2	1	3.0	1.5	<b>Seller</b>
\$125,000 - 149,999	1	1	2	0	2	2	0	n/a	0.8	<b>Seller</b>
\$150,000 - 174,999	0	1	1	3	1	2	3	0.0	0.7	<b>Seller</b>
\$175,000 - 199,999	0	3	3	5	1	3	1	0.0	0.2	<b>Seller</b>
\$200,000 - 224,999	2	3	5	5	4	4	3	0.7	0.5	<b>Seller</b>
\$225,000 - 249,999	2	8	7	4	5	7	9	0.2	0.4	<b>Seller</b>
\$250,000 - 274,999	1	9	5	10	4	8	5	0.2	0.3	<b>Seller</b>
\$275,000 - 299,999	2	7	5	7	10	14	6	0.3	0.3	<b>Seller</b>
\$300,000 - 349,999	2	11	9	5	13	8	8	0.3	0.4	<b>Seller</b>
\$350,000 - 399,999	1	7	7	7	7	5	6	0.2	0.9	<b>Seller</b>
\$400,000 - 499,999	14	20	22	17	19	21	24	0.6	0.9	<b>Seller</b>
\$500,000 - 599,999	10	26	12	16	16	20	19	0.5	0.7	<b>Seller</b>
\$600,000 - 699,999	12	17	16	12	22	16	17	0.7	0.8	<b>Seller</b>
\$700,000 - 799,999	10	13	10	8	9	16	12	0.8	0.8	<b>Seller</b>
\$800,000 - 899,999	7	11	5	9	3	11	11	0.6	0.8	<b>Seller</b>
\$900,000 - 999,999	5	4	5	7	6	4	4	1.3	1.3	<b>Seller</b>
\$1,000,000 - and over	46	21	9	8	10	14	14	3.3	4.1	<b>Slightly Seller</b>
<b>TOTAL</b>	<b>118</b>	<b>165</b>	<b>125</b>	<b>123</b>	<b>134</b>	<b>158</b>	<b>144</b>	<b>0.8</b>	<b>1.0</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 01/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.

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TUCSON NORTH | JANUARY 2022



## MARKET SHARE TUCSON NORTH

**Long Realty leads the market in successful real estate sales.**

Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

39.2%

Tierra Antigua Realty

11.8%

Russ Lyon Sotheby's International Realty

5.9%

Coldwell Banker Realty

5.4%

Realty Executives Arizona Territory

4.8%

Keller Williams Southern Arizona

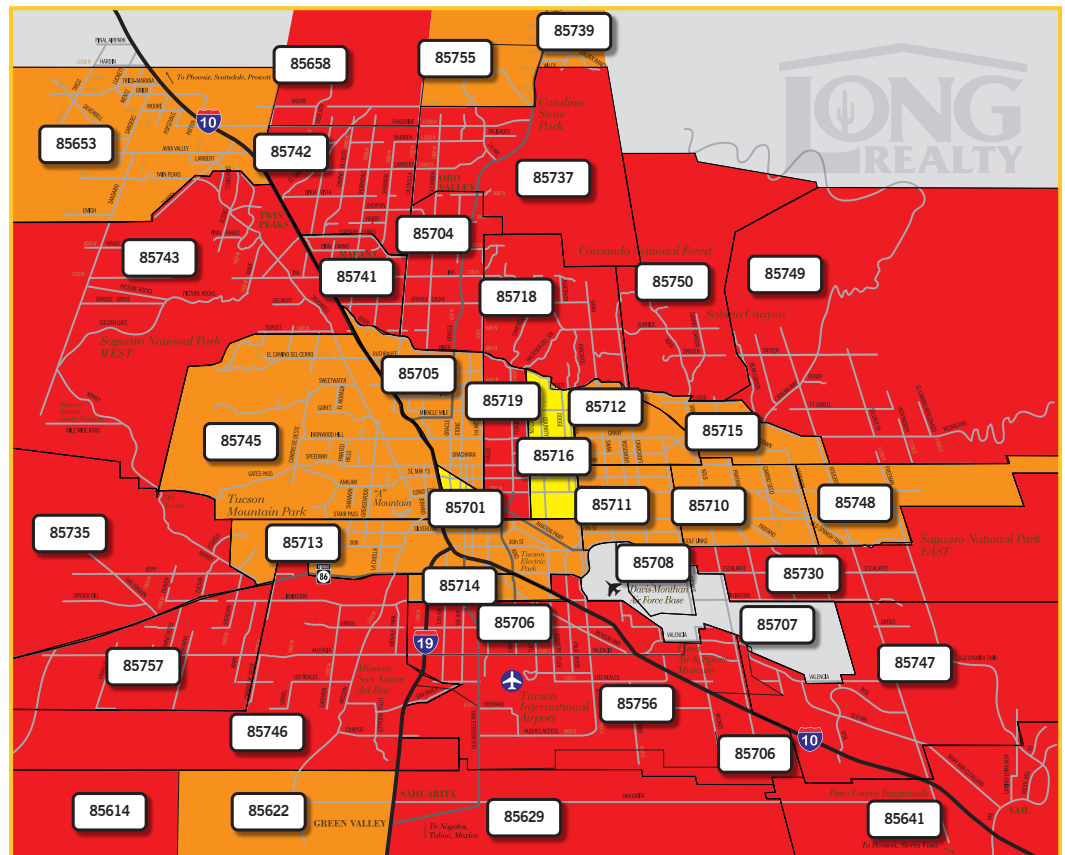
4.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2020-DEC 2020 TO  
OCT 2021-DEC 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 October 2020-December 2020 to October 2021-December 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2022. Information is believed to be reliable, but not guaranteed.