

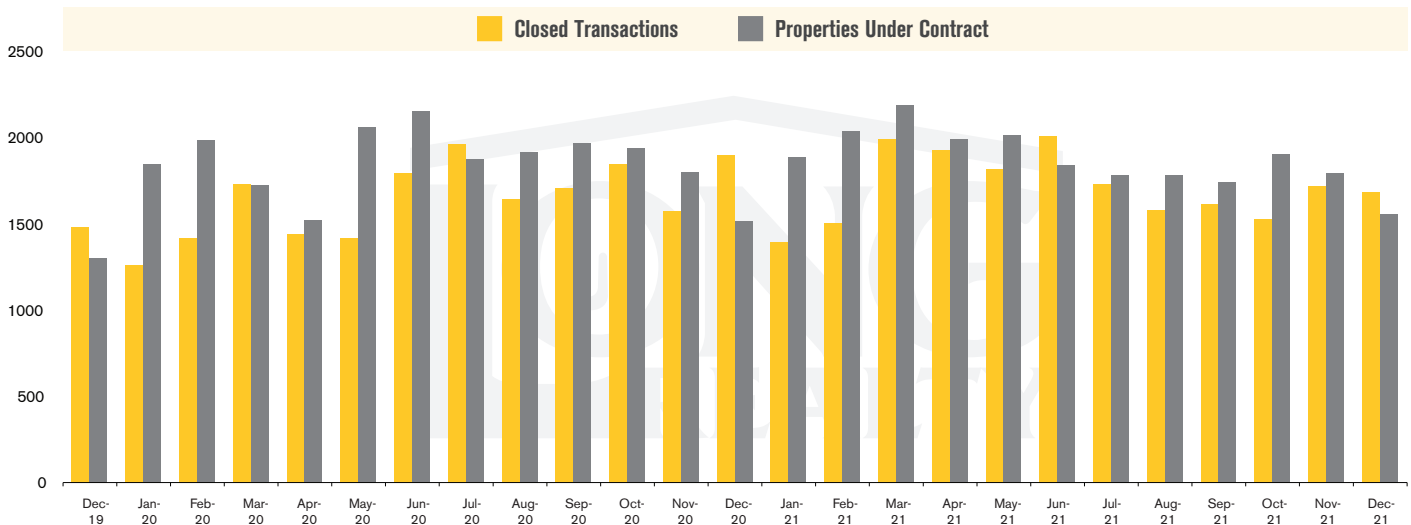
# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JANUARY 2022

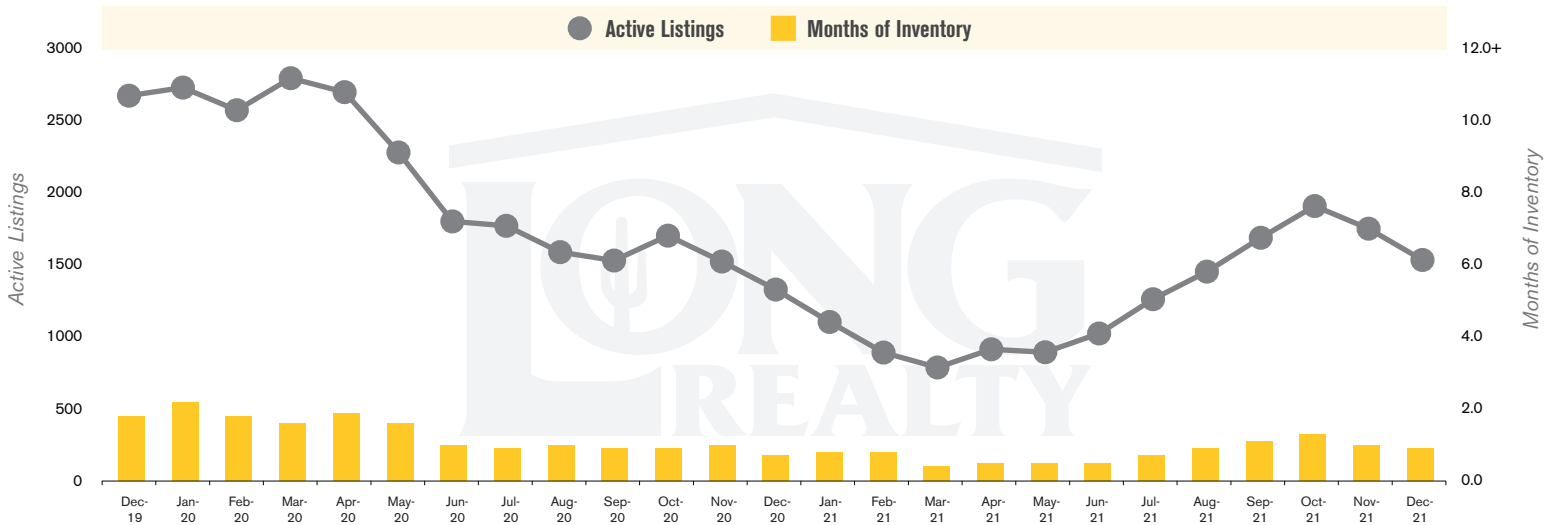


In the Tucson Main Market area, December 2021 active inventory was 1,559, a 15% increase from December 2020. There were 1,689 closings in December 2021, a 11% decrease from December 2020. Year-to-date 2021 there were 20,531 closings, a 4% increase from year-to-date 2020. Months of Inventory was 0.9, up from 0.7 in December 2020. Median price of sold homes was \$349,082 for the month of December 2021, up 27% from December 2020. The Tucson Main Market area had 1,561 new properties under contract in December 2021, up 3% from December 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 01/06/2022 is believed to be reliable, but not guaranteed.

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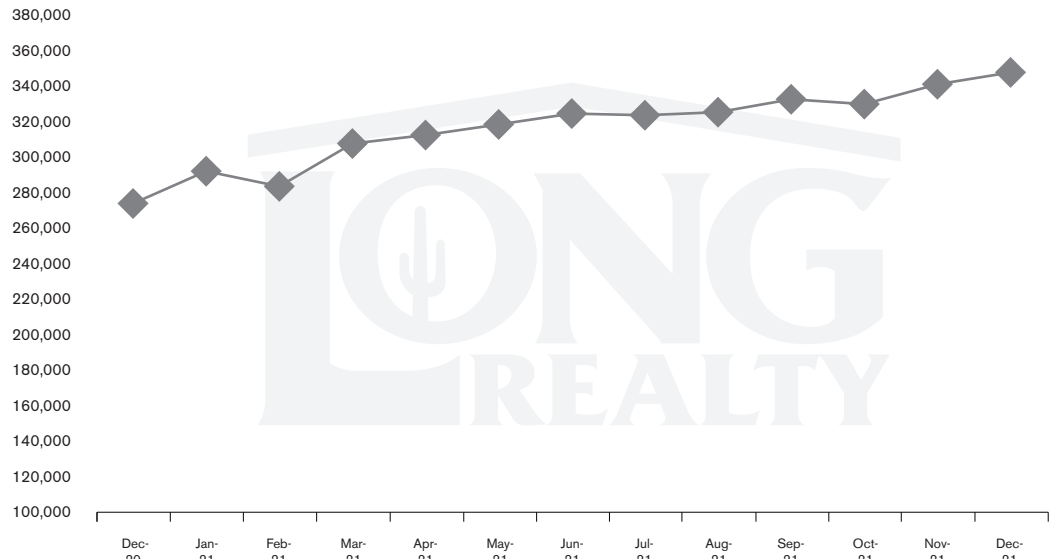


## MEDIAN SOLD PRICE

GREATER TUCSON  
MAIN MARKET

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

Dec 2020	Dec 2021
<b>98.6%</b>	<b>97.9%</b>

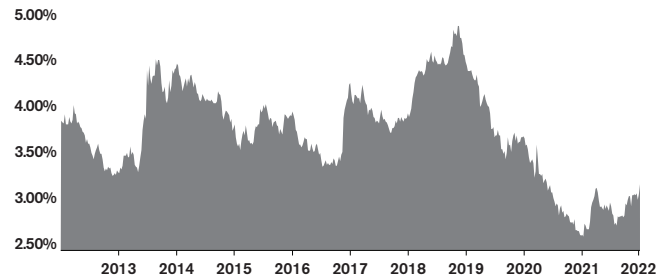


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2020	\$274,579	2.680%	\$1,055.25
2021	\$349,082	3.100%	\$1,416.11

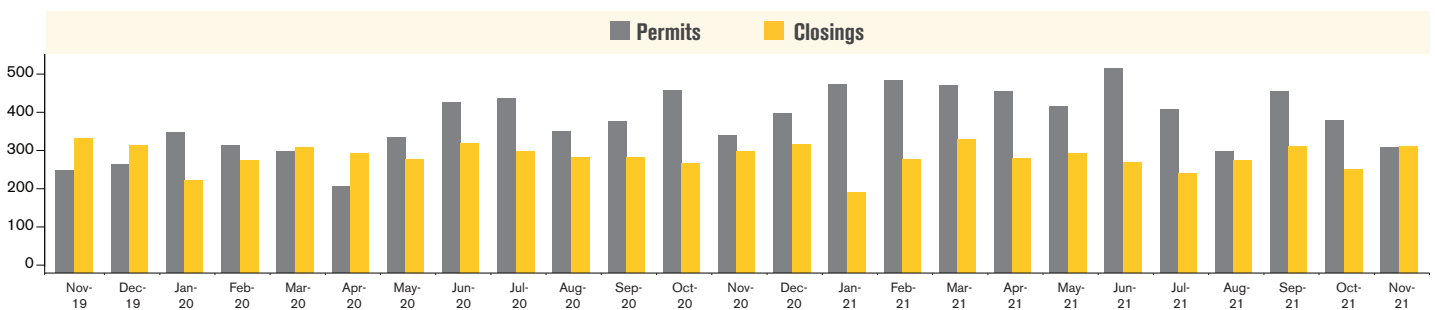
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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

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GREATER TUCSON MAIN MARKET | JANUARY 2022



## 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
		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21			
\$1 - 49,999	0	2	3	2	1	3	2	0.0	0.3	Seller
\$50,000 - 74,999	0	9	4	6	4	8	5	0.0	0.6	Seller
\$75,000 - 99,999	9	24	12	22	19	18	17	0.5	0.5	Seller
\$100,000 - 124,999	18	22	24	16	29	24	19	0.9	0.7	Seller
\$125,000 - 149,999	33	34	37	26	33	36	24	1.4	1.1	Seller
\$150,000 - 174,999	34	49	40	39	46	42	33	1.0	0.9	Seller
\$175,000 - 199,999	44	80	69	76	48	57	70	0.6	0.9	Seller
\$200,000 - 224,999	41	104	107	96	81	88	97	0.4	0.6	Seller
\$225,000 - 249,999	71	138	116	119	111	109	118	0.6	0.7	Seller
\$250,000 - 274,999	78	193	163	155	149	181	120	0.7	0.6	Seller
\$275,000 - 299,999	117	181	138	159	165	172	162	0.7	0.8	Seller
\$300,000 - 349,999	261	274	273	251	237	277	282	0.9	1.1	Seller
\$350,000 - 399,999	232	180	176	193	189	191	230	1.0	1.3	Seller
\$400,000 - 499,999	249	179	191	208	190	217	227	1.1	1.2	Seller
\$500,000 - 599,999	115	94	73	96	92	127	94	1.2	1.2	Seller
\$600,000 - 699,999	63	63	62	52	48	69	70	0.9	1.3	Seller
\$700,000 - 799,999	36	33	25	31	31	35	31	1.2	1.4	Seller
\$800,000 - 899,999	30	25	19	24	10	25	32	0.9	1.4	Seller
\$900,000 - 999,999	17	7	17	15	17	11	18	0.9	1.3	Seller
\$1,000,000 - and over	111	41	34	29	30	32	38	2.9	3.4	Seller
<b>TOTAL</b>	<b>1,559</b>	<b>1,732</b>	<b>1,583</b>	<b>1,615</b>	<b>1,530</b>	<b>1,722</b>	<b>1,689</b>	<b>0.9</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 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.

# THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | JANUARY 2022



## MARKET SHARE

GREATER TUCSON MAIN MARKET

**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**

**24.6%**

Tierra Antigua Realty

12.6%

Realty Executives Arizona Territory

7.9%

Keller Williams Southern Arizona

7.1%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

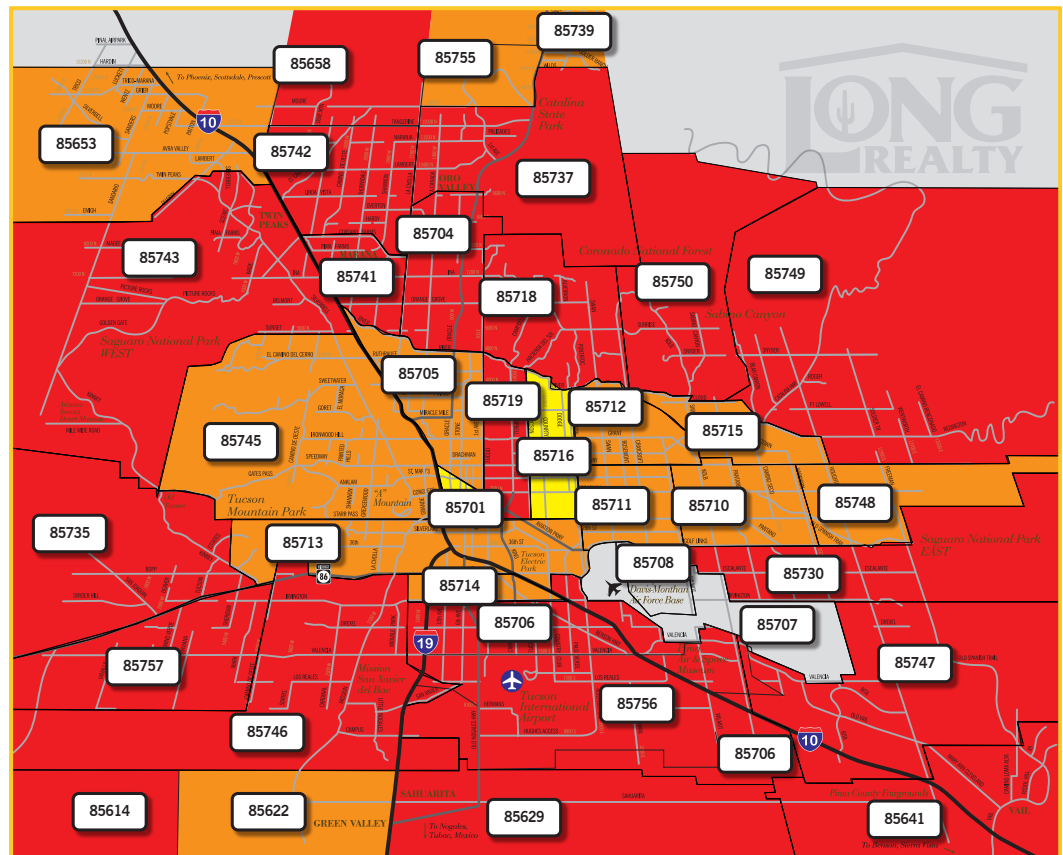
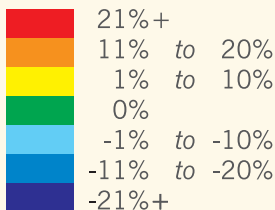
4.4%

## 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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**Long Realty Company**

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.