

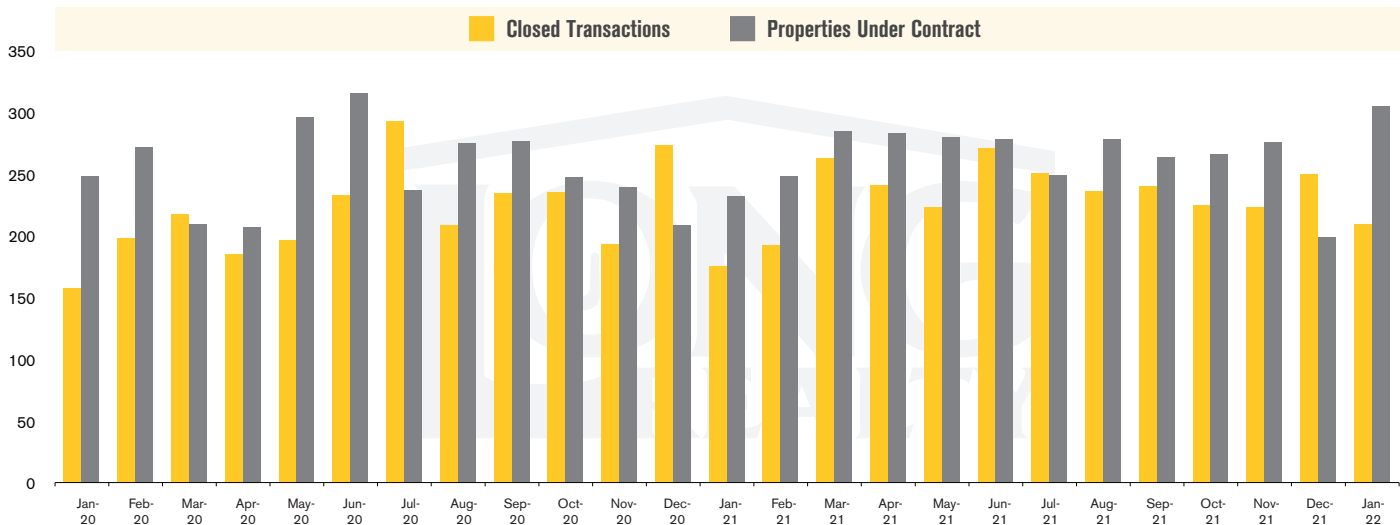
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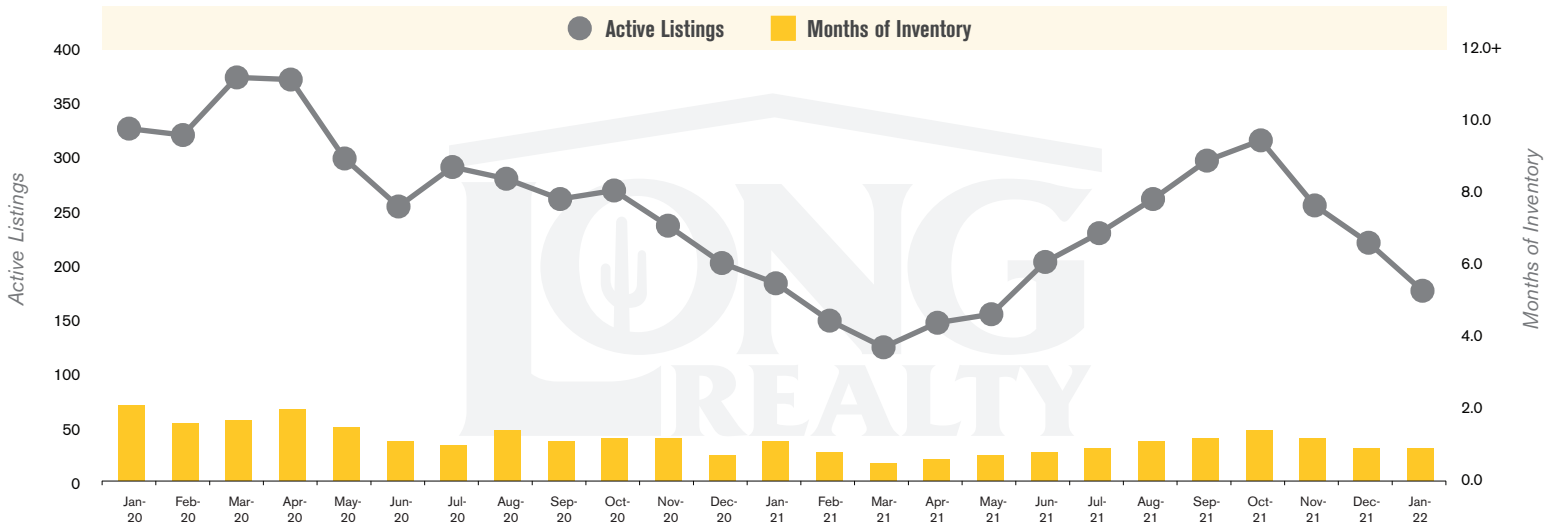


In the Tucson Central area, January 2022 active inventory was 179, a 4% decrease from January 2021. There were 210 closings in January 2022, a 19% increase from January 2021. Year-to-date 2022 there were 210 closings, a 19% increase from year-to-date 2021. Months of Inventory was 0.9, down from 1.1 in January 2021. Median price of sold homes was \$274,250 for the month of January 2022, up 22% from January 2021. The Tucson Central area had 306 new properties under contract in January 2022, up 31% from January 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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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 02/07/2022 is believed to be reliable, but not guaranteed.

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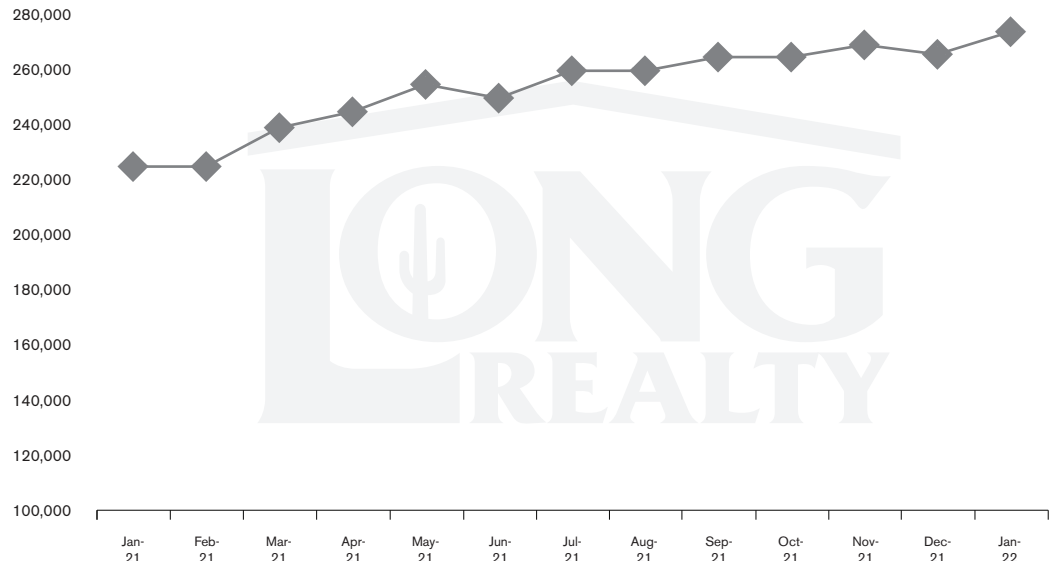
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MEDIAN SOLD PRICE TUCSON CENTRAL

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

Jan 2021	Jan 2022
97.6%	97.6%

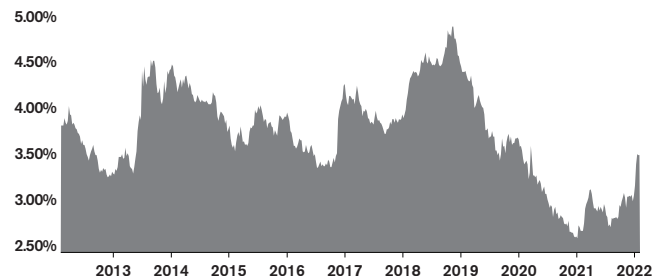


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2021	\$225,000	2.740%	\$871.48
2022	\$274,250	3.450%	\$1,162.67

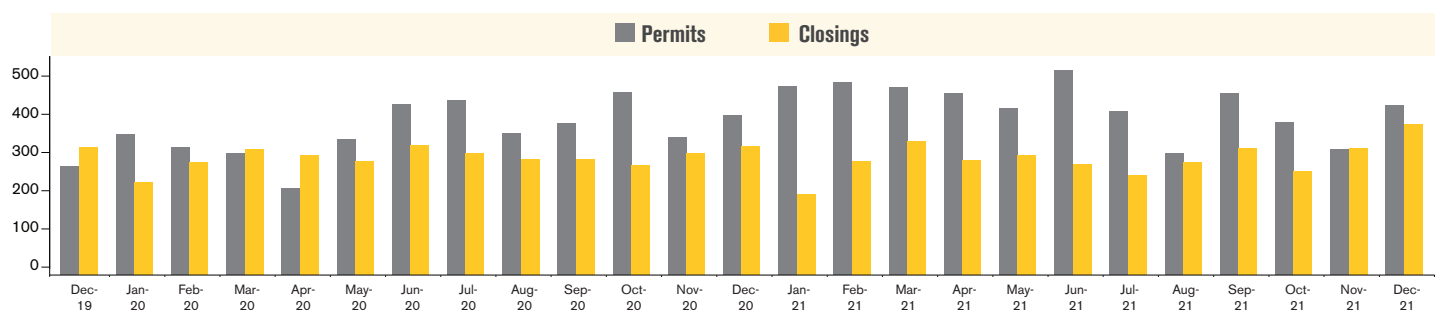
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research



For December 2021, new home permits were **up 7%** and new home closings were **up 17%** from December 2020.

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MARKET CONDITIONS BY PRICE BAND TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22			
\$1 - 49,999	2	3	2	1	1	1	0	n/a	1.0	Seller
\$50,000 - 74,999	2	3	2	3	3	1	1	2.0	0.8	Seller
\$75,000 - 99,999	3	4	7	6	6	4	4	0.8	0.5	Seller
\$100,000 - 124,999	1	8	3	2	2	3	4	0.3	1.1	Seller
\$125,000 - 149,999	5	3	10	6	8	7	5	1.0	1.2	Seller
\$150,000 - 174,999	3	16	10	11	6	10	16	0.2	0.5	Seller
\$175,000 - 199,999	9	19	29	16	15	27	14	0.6	0.8	Seller
\$200,000 - 224,999	17	26	17	26	20	26	20	0.9	0.7	Seller
\$225,000 - 249,999	16	29	25	28	25	30	16	1.0	0.8	Seller
\$250,000 - 274,999	8	24	22	25	34	22	25	0.3	0.5	Seller
\$275,000 - 299,999	18	19	23	17	15	23	20	0.9	1.2	Seller
\$300,000 - 349,999	23	33	26	27	27	26	22	1.0	1.1	Seller
\$350,000 - 399,999	16	18	23	27	21	29	22	0.7	1.0	Seller
\$400,000 - 499,999	26	19	21	14	19	22	23	1.1	1.3	Seller
\$500,000 - 599,999	9	6	10	9	11	10	10	0.9	1.2	Seller
\$600,000 - 699,999	6	4	4	3	7	5	3	2.0	1.5	Seller
\$700,000 - 799,999	2	1	2	3	2	0	1	2.0	2.0	Seller
\$800,000 - 899,999	4	0	2	0	1	1	0	n/a	5.5	Balanced
\$900,000 - 999,999	2	1	0	0	0	2	0	n/a	2.5	Seller
\$1,000,000 - and over	7	1	3	2	1	2	4	1.8	2.4	Seller
TOTAL	179	237	241	226	224	251	210	0.9	1.0	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 02/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2021-01/31/2022. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 02/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2021 – 1/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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21.6%

Tierra Antigua Realty

16.4%

Realty Executives Arizona Territory

8.6%

Keller Williams Southern Arizona

6.2%

Exp Realty

5.1%

Coldwell Banker

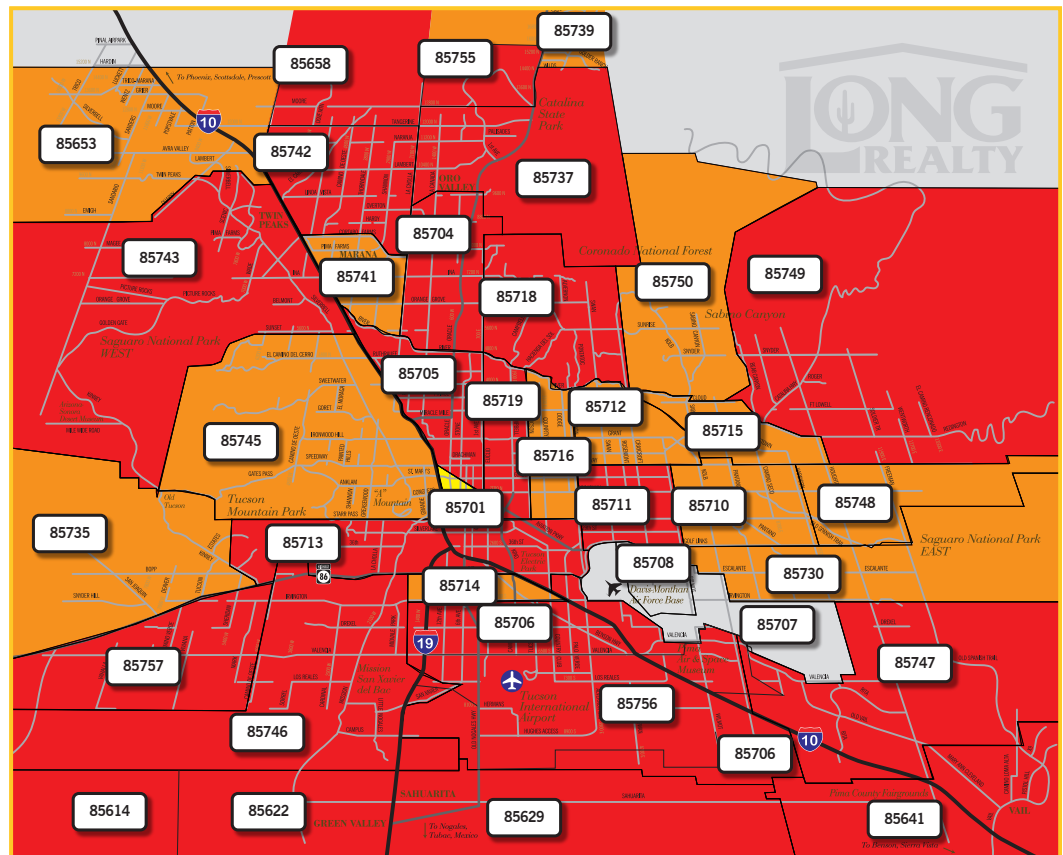
4.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2020-JAN 2021 TO
NOV 2021-JAN 2022

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 November 2020-January 2021 to November 2021-January 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/07/2022. Information is believed to be reliable, but not guaranteed.