

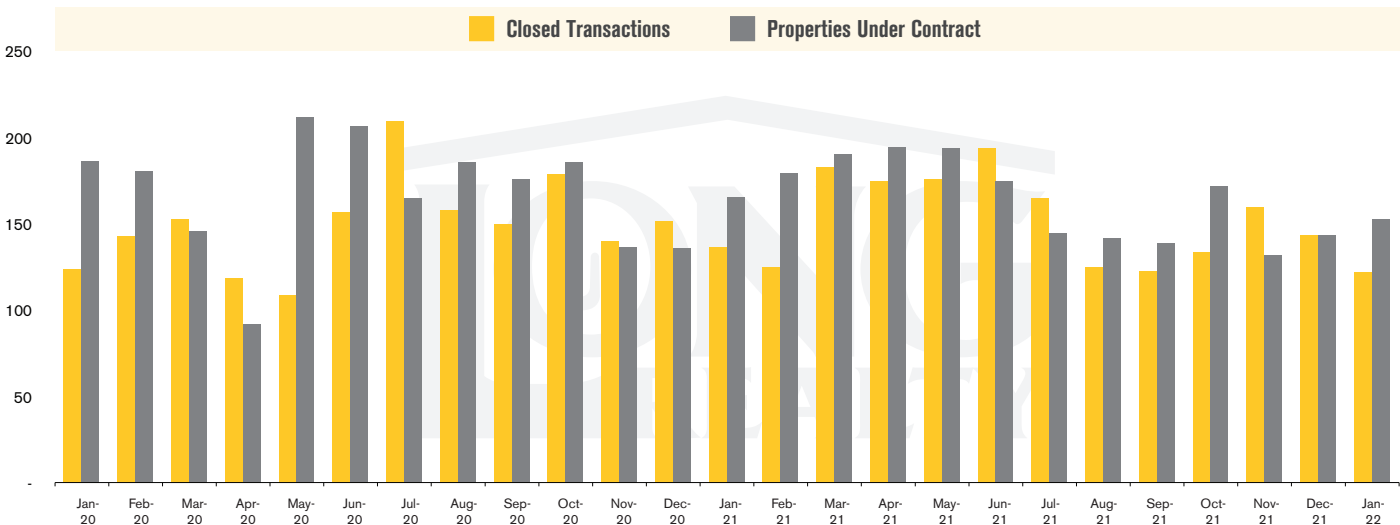
THE HOUSING REPORT

TUCSON NORTH | FEBRUARY 2022

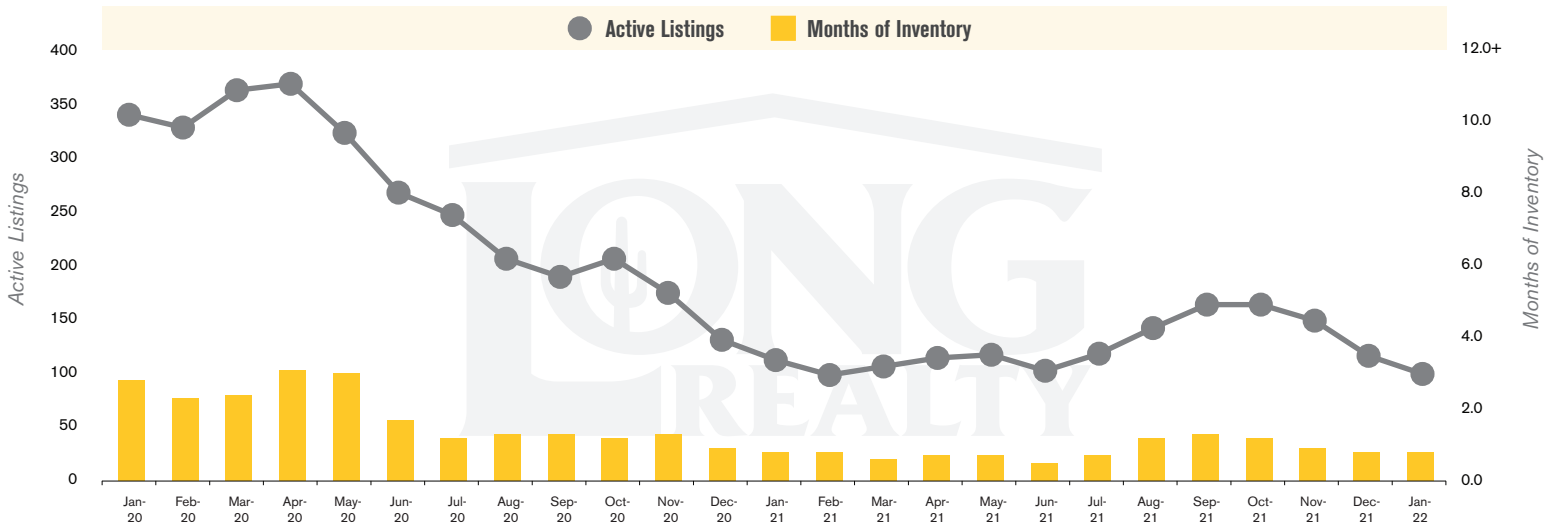


In the Tucson North area, January 2022 active inventory was 101, an 11% decrease from January 2021. There were 122 closings in January 2022, a 11% decrease from January 2021. Year-to-date 2022 there were 122 closings, an 11% decrease from year-to-date 2021. Months of Inventory was 0.8, unchanged from 0.8 in January 2021. Median price of sold homes was \$575,000 for the month of January 2022, up 20% from January 2021. The Tucson North area had 153 new properties under contract in January 2022, down 8% from January 2021.

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

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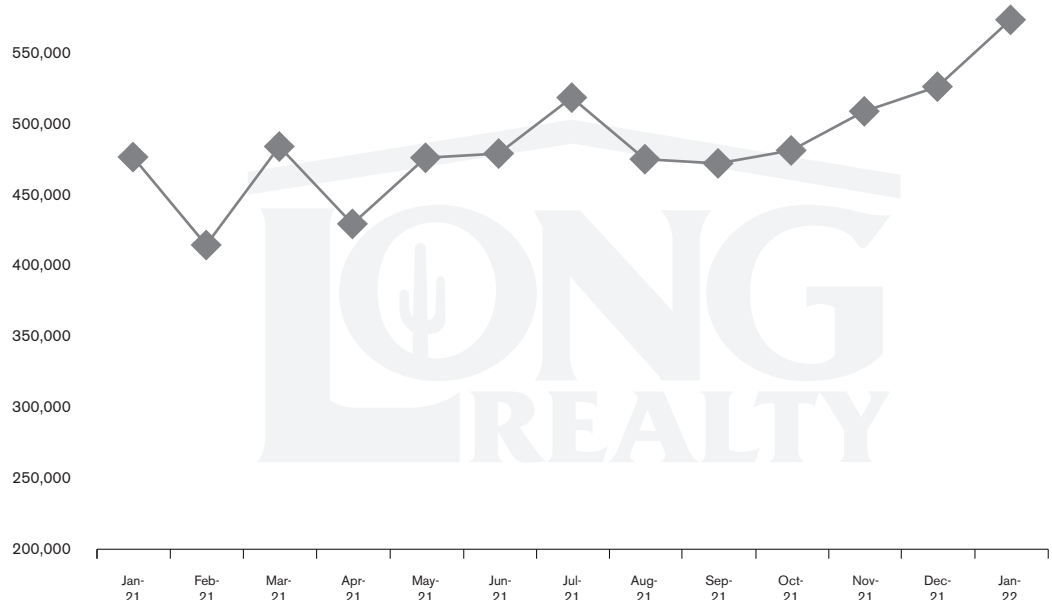
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MEDIAN SOLD PRICE TUCSON NORTH

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

Jan 2021	Jan 2022
96.7%	97.5%

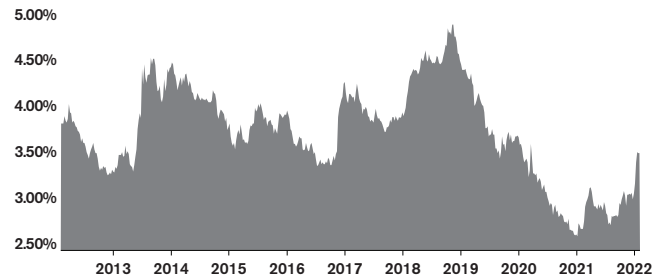


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2021	\$477,500	2.740%	\$1,849.48
2022	\$575,000	3.450%	\$2,437.69

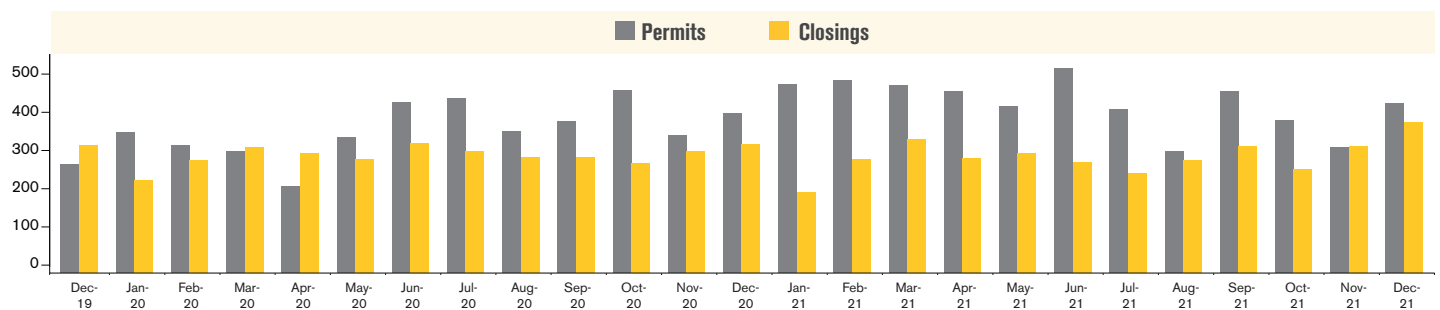
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For 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 NORTH

	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	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	1	0	1	1	1	1	0.0	0.0	Seller
\$100,000 - 124,999	0	1	0	1	2	1	0	n/a	1.3	Seller
\$125,000 - 149,999	1	2	0	2	2	0	2	0.5	0.5	Seller
\$150,000 - 174,999	1	1	3	1	2	3	3	0.3	0.3	Seller
\$175,000 - 199,999	0	3	5	1	3	1	2	0.0	0.0	Seller
\$200,000 - 224,999	2	5	5	4	4	3	5	0.4	0.5	Seller
\$225,000 - 249,999	5	7	4	5	7	9	5	1.0	0.5	Seller
\$250,000 - 274,999	2	5	10	4	8	5	4	0.5	0.2	Seller
\$275,000 - 299,999	3	5	7	10	15	6	7	0.4	0.4	Seller
\$300,000 - 349,999	1	9	5	13	8	8	6	0.2	0.4	Seller
\$350,000 - 399,999	1	7	7	7	5	6	4	0.3	0.5	Seller
\$400,000 - 499,999	9	22	17	19	21	24	15	0.6	0.7	Seller
\$500,000 - 599,999	10	12	16	16	20	19	11	0.9	0.7	Seller
\$600,000 - 699,999	6	16	12	22	16	17	16	0.4	0.7	Seller
\$700,000 - 799,999	6	10	8	9	17	12	12	0.5	0.7	Seller
\$800,000 - 899,999	5	5	9	3	11	11	5	1.0	0.8	Seller
\$900,000 - 999,999	6	5	7	6	4	4	3	2.0	1.7	Seller
\$1,000,000 - and over	43	9	8	10	14	14	21	2.0	2.9	Seller
TOTAL	101	125	123	134	160	144	122	0.8	0.9	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 NORTH

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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39.1%

Tierra Antigua Realty 11.4%

Russ Lyon Sotheby's International Realty 6.2%

Coldwell Banker Realty 5.3%

Realty Executives Arizona Territory 5.0%

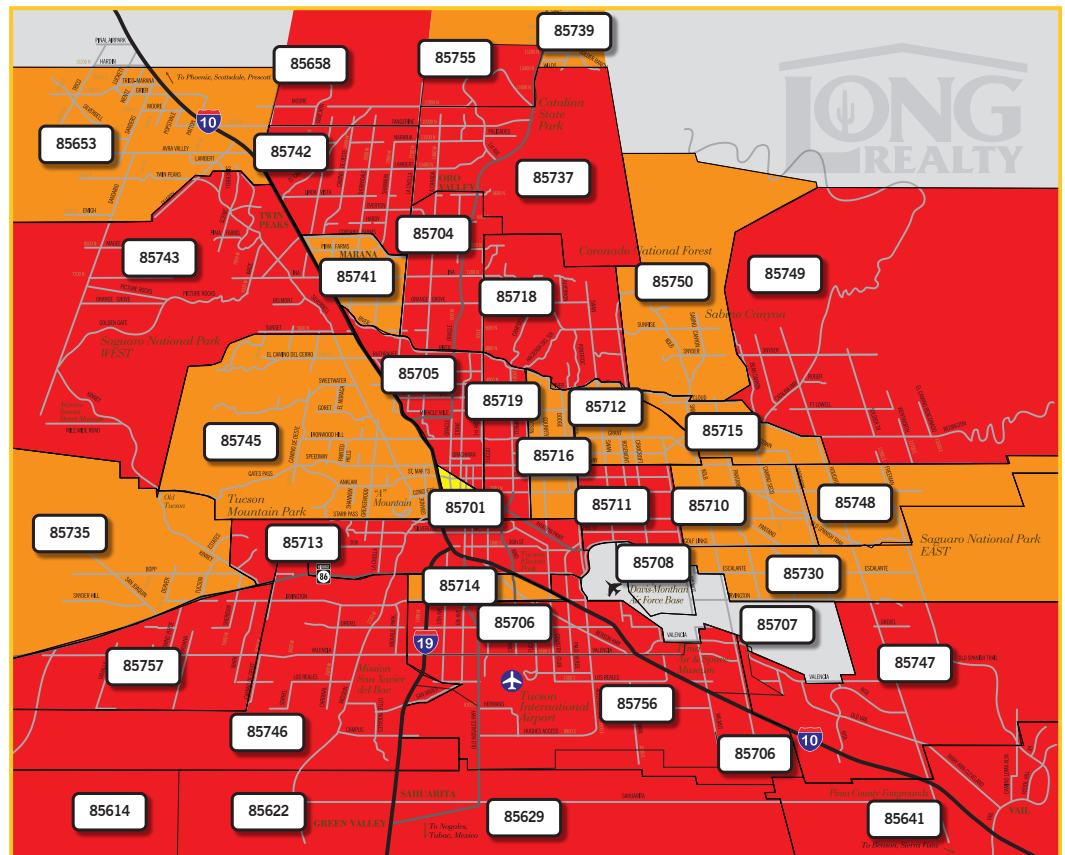
Keller Williams Southern Arizona 4.7%

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.