

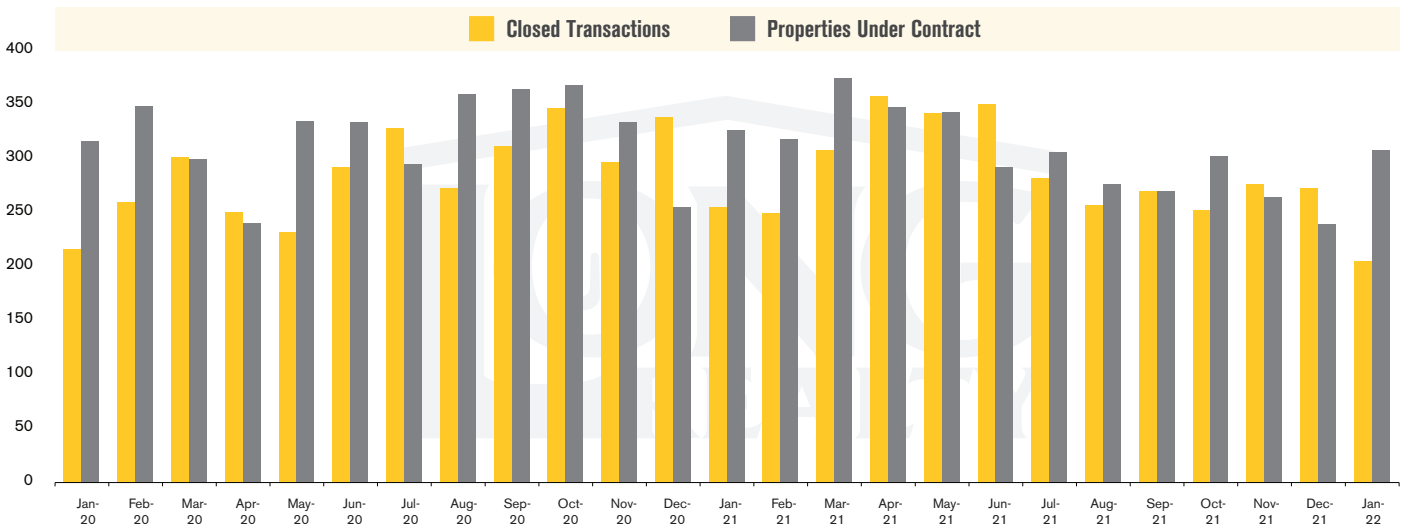
THE HOUSING REPORT

TUCSON NORTHWEST | FEBRUARY 2022

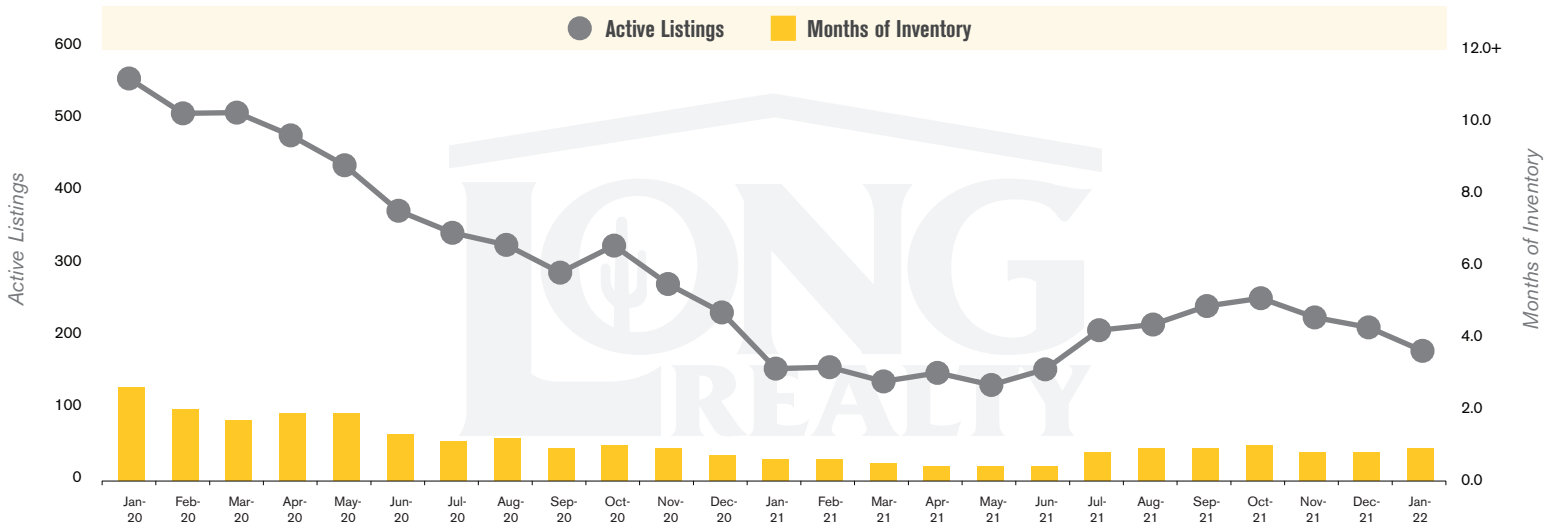


In the Tucson Northwest area, January 2022 active inventory was 184, a 16% increase from January 2021. There were 206 closings in January 2022, a 20% decrease from January 2021. Year-to-date 2022 there were 206 closings, a 20% decrease from year-to-date 2021. Months of Inventory was 0.9, up from 0.6 in January 2021. Median price of sold homes was \$390,000 for the month of January 2022, up 18% from January 2021. The Tucson Northwest area had 309 new properties under contract in January 2022, down 6% from January 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

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.

THE HOUSING REPORT

TUCSON NORTHWEST | FEBRUARY 2022

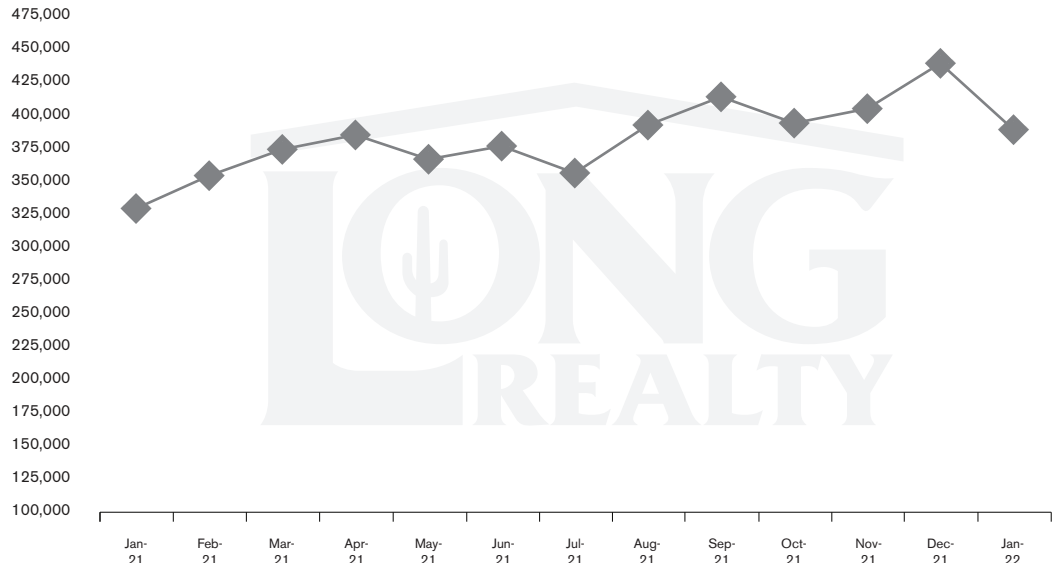


MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Jan 2021	Jan 2022
97.7%	99.1%

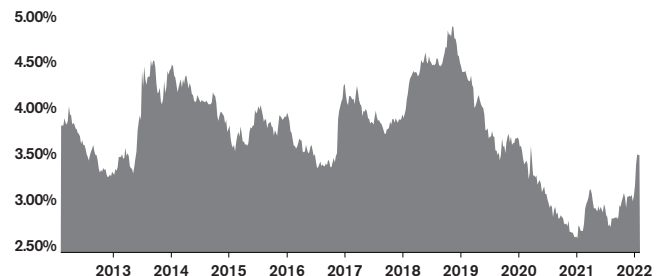


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2021	\$330,000	2.740%	\$1,278.18
2022	\$390,000	3.450%	\$1,653.39

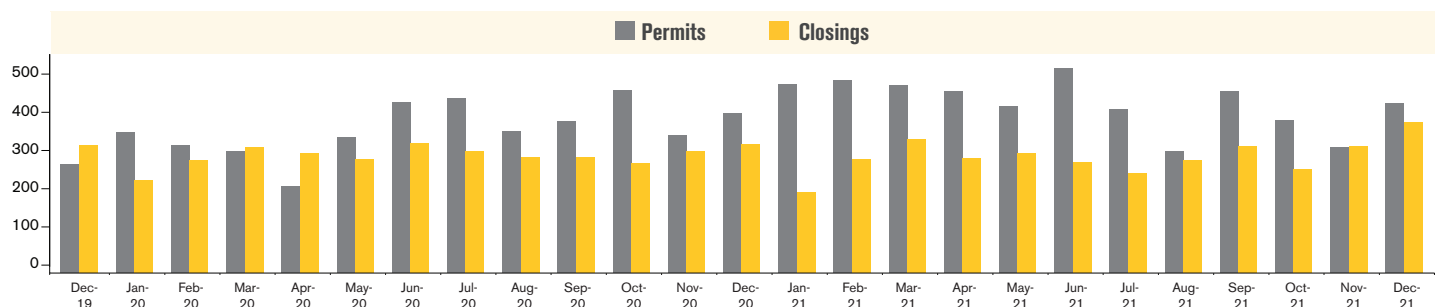
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 02/07/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTHWEST | FEBRUARY 2022



MARKET CONDITIONS BY PRICE BAND TUCSON NORTHWEST

	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	1	0	0	n/a	0.0	Seller
\$75,000 - 99,999	0	0	2	1	1	3	0	n/a	0.3	Seller
\$100,000 - 124,999	1	0	0	0	2	0	1	1.0	2.3	Seller
\$125,000 - 149,999	2	1	0	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	2	1	2	1	1	1	0.0	1.0	Seller
\$175,000 - 199,999	0	1	0	2	1	1	2	0.0	0.5	Seller
\$200,000 - 224,999	0	4	2	6	4	1	2	0.0	0.0	Seller
\$225,000 - 249,999	0	7	6	6	7	9	5	0.0	0.1	Seller
\$250,000 - 274,999	0	12	7	10	18	8	12	0.0	0.2	Seller
\$275,000 - 299,999	8	17	29	24	16	16	26	0.3	0.6	Seller
\$300,000 - 349,999	27	48	48	38	44	42	29	0.9	0.8	Seller
\$350,000 - 399,999	15	45	30	43	37	37	30	0.5	0.5	Seller
\$400,000 - 499,999	43	51	64	59	59	57	36	1.2	0.8	Seller
\$500,000 - 599,999	21	23	42	24	45	36	27	0.8	0.9	Seller
\$600,000 - 699,999	12	15	13	11	18	20	17	0.7	1.0	Seller
\$700,000 - 799,999	5	6	5	8	5	11	8	0.6	0.9	Seller
\$800,000 - 899,999	9	7	8	2	4	10	5	1.8	1.2	Seller
\$900,000 - 999,999	6	6	4	6	3	7	2	3.0	1.3	Seller
\$1,000,000 - and over	35	13	10	10	11	15	3	11.7	3.2	Seller
TOTAL	184	258	271	253	277	274	206	0.9	0.8	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

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.

THE HOUSING REPORT

TUCSON NORTHWEST | FEBRUARY 2022



MARKET SHARE TUCSON NORTHWEST

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.

LONG REALTY COMPANY

28.5%

Tierra Antigua Realty

10.5%

Coldwell Banker Residential Brokerage

7.9%

Keller Williams Southern Arizona

6.5%

Realty Executives Arizona Territory

6.3%

Exp Realty

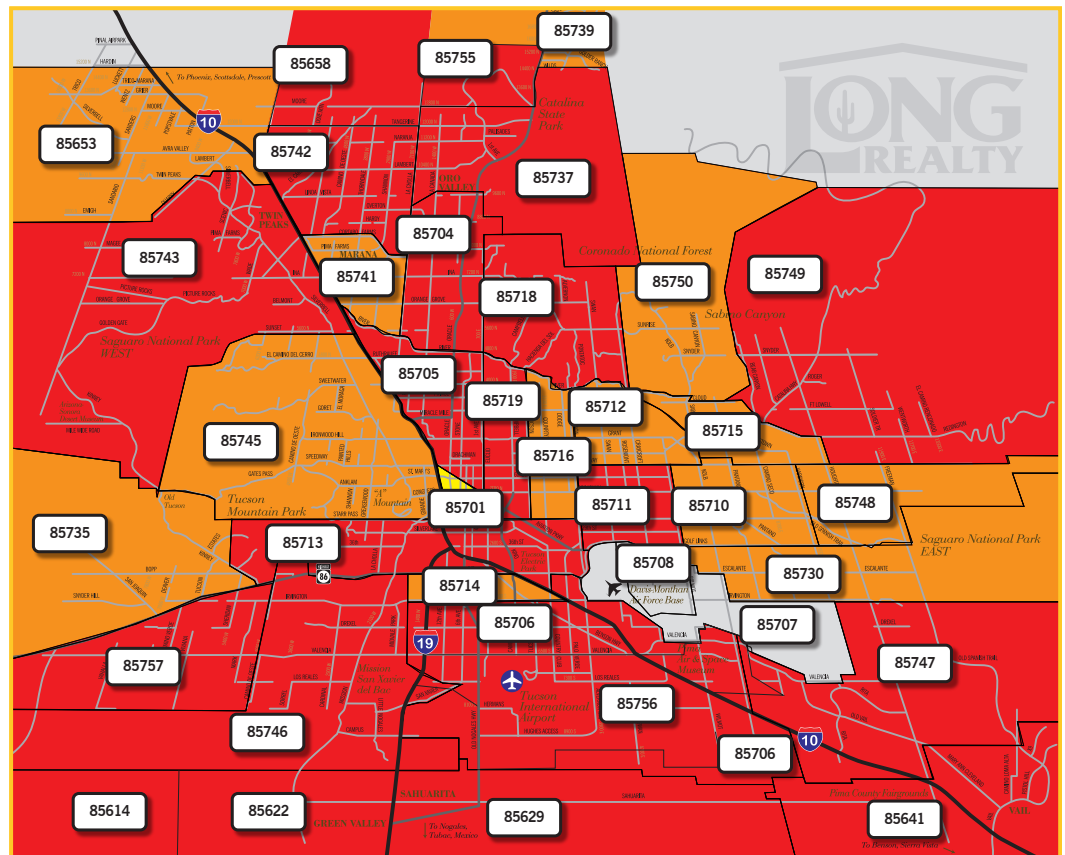
4.2%

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.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company



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.