

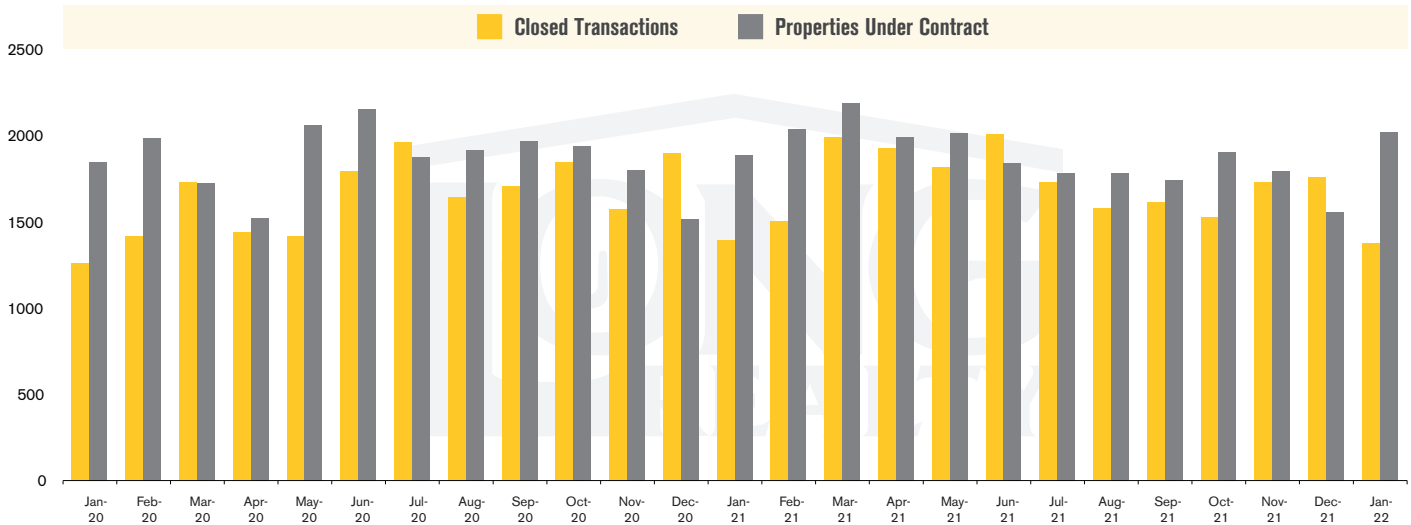
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | FEBRUARY 2022

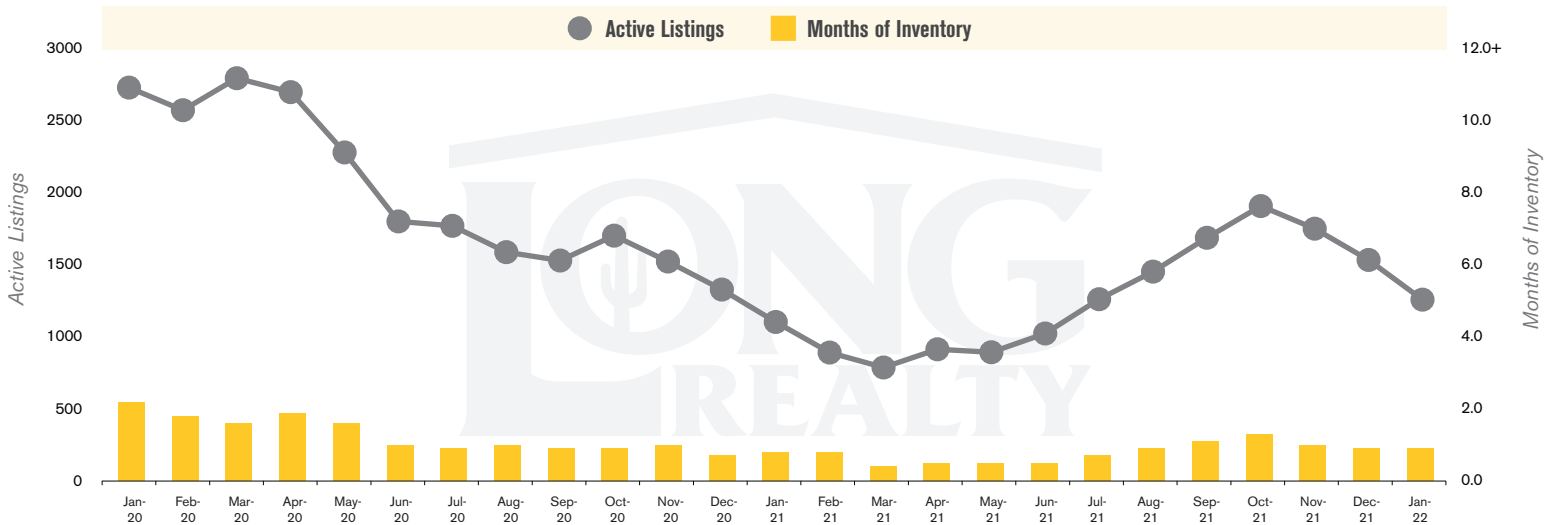


In the Tucson Main Market area, January 2022 active inventory was 1,280, a 14% increase from January 2021. There were 1,377 closings in January 2022, a 1% decrease from January 2021. Year-to-date 2022 there were 1,377 closings, a 1% decrease from year-to-date 2021. Months of Inventory was 0.9, up from 0.8 in January 2021. Median price of sold homes was \$342,751 for the month of January 2022, up 17% from January 2021. The Tucson Main Market area had 2,024 new properties under contract in January 2022, up 7% from January 2021.

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

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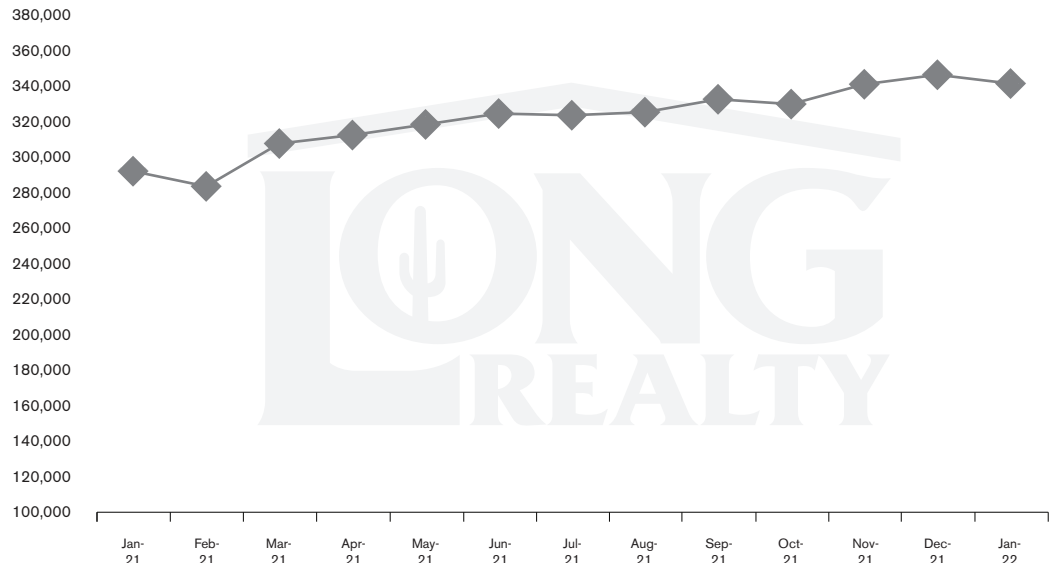


MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Jan 2021	Jan 2022
98.4%	98.4%

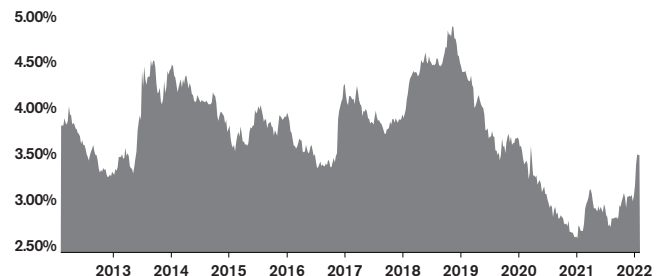


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2021	\$292,935	2.740%	\$1,134.61
2022	\$342,751	3.450%	\$1,453.08

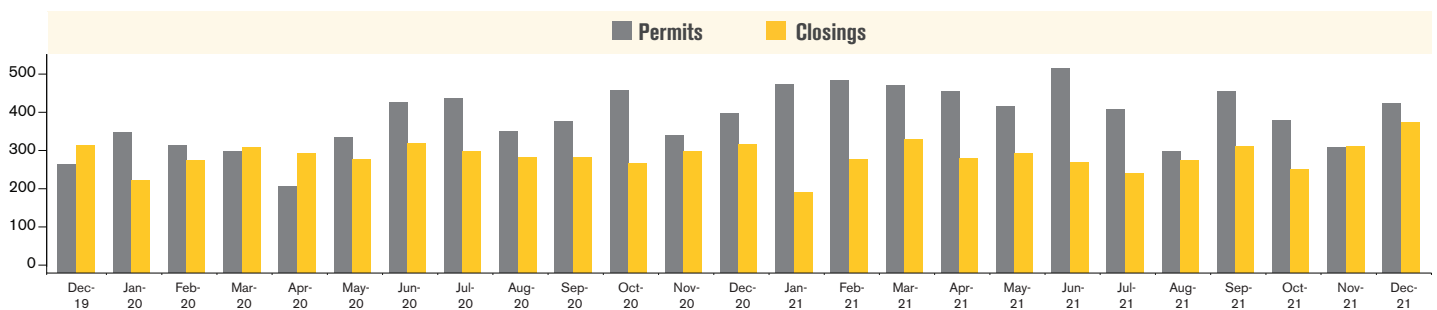
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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

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THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | FEBRUARY 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
		Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22			
\$1 - 49,999	2	3	2	1	3	2	3	0.7	0.5	Seller
\$50,000 - 74,999	3	4	6	4	8	5	6	0.5	0.5	Seller
\$75,000 - 99,999	12	12	22	19	18	17	14	0.9	0.7	Seller
\$100,000 - 124,999	10	24	16	29	24	21	18	0.6	0.7	Seller
\$125,000 - 149,999	29	37	26	33	36	26	33	0.9	1.0	Seller
\$150,000 - 174,999	18	40	39	46	42	33	41	0.4	0.8	Seller
\$175,000 - 199,999	33	69	76	48	57	77	45	0.7	0.8	Seller
\$200,000 - 224,999	45	107	96	81	90	99	80	0.6	0.5	Seller
\$225,000 - 249,999	63	116	119	111	110	123	101	0.6	0.6	Seller
\$250,000 - 274,999	52	163	155	149	181	131	133	0.4	0.5	Seller
\$275,000 - 299,999	92	138	159	165	174	169	132	0.7	0.7	Seller
\$300,000 - 349,999	202	273	251	237	277	294	209	1.0	1.0	Seller
\$350,000 - 399,999	178	176	193	189	193	235	171	1.0	1.1	Seller
\$400,000 - 499,999	217	191	208	190	217	237	155	1.4	1.2	Seller
\$500,000 - 599,999	91	73	96	92	128	96	94	1.0	1.0	Seller
\$600,000 - 699,999	56	62	52	48	69	73	51	1.1	1.1	Seller
\$700,000 - 799,999	24	25	31	31	36	32	31	0.8	1.2	Seller
\$800,000 - 899,999	24	19	24	10	25	32	17	1.4	1.1	Seller
\$900,000 - 999,999	19	17	15	17	11	20	8	2.4	1.5	Seller
\$1,000,000 - and over	110	34	29	30	32	38	35	3.1	3.2	Seller
TOTAL	1,280	1,583	1,615	1,530	1,731	1,760	1,377	0.9	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.

THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | FEBRUARY 2022



MARKET SHARE

GREATER TUCSON MAIN MARKET

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

24.2%

Tierra Antigua Realty

12.5%

Realty Executives Arizona Territory

8.0%

Keller Williams Southern Arizona

7.1%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

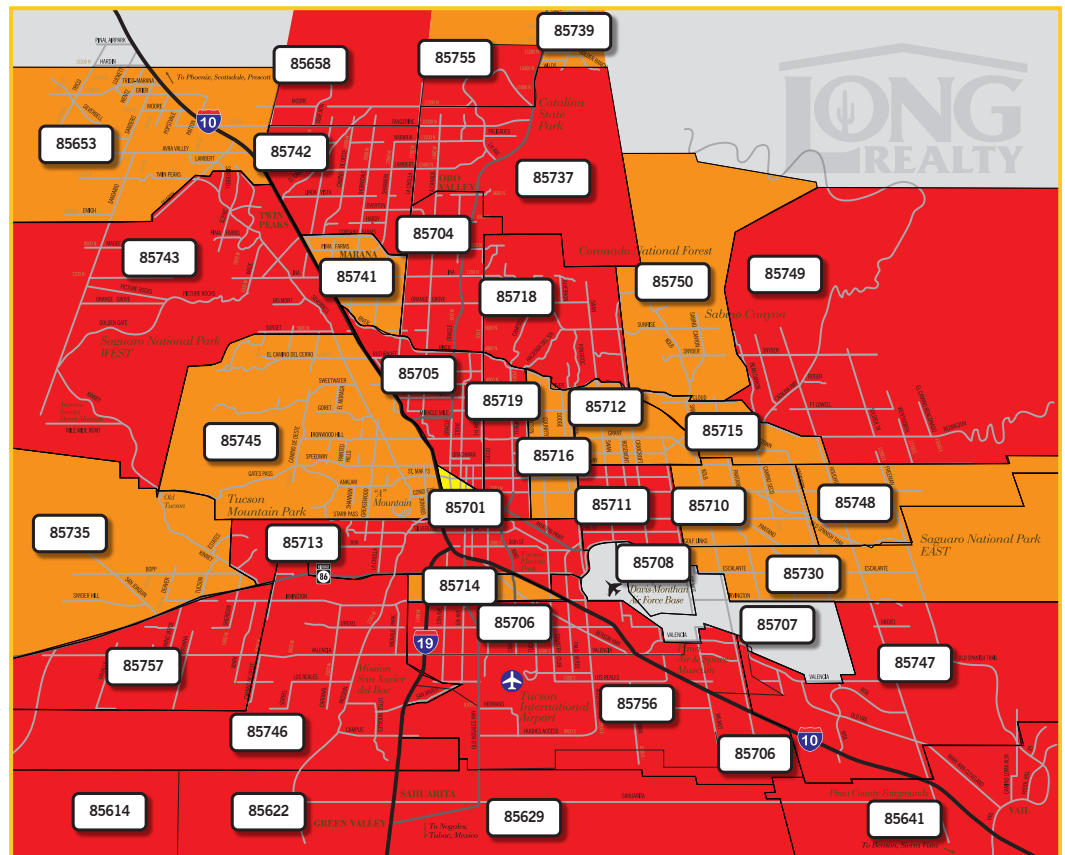
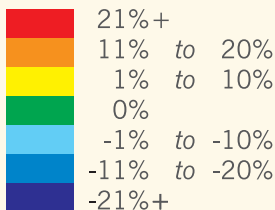
4.4%

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.