

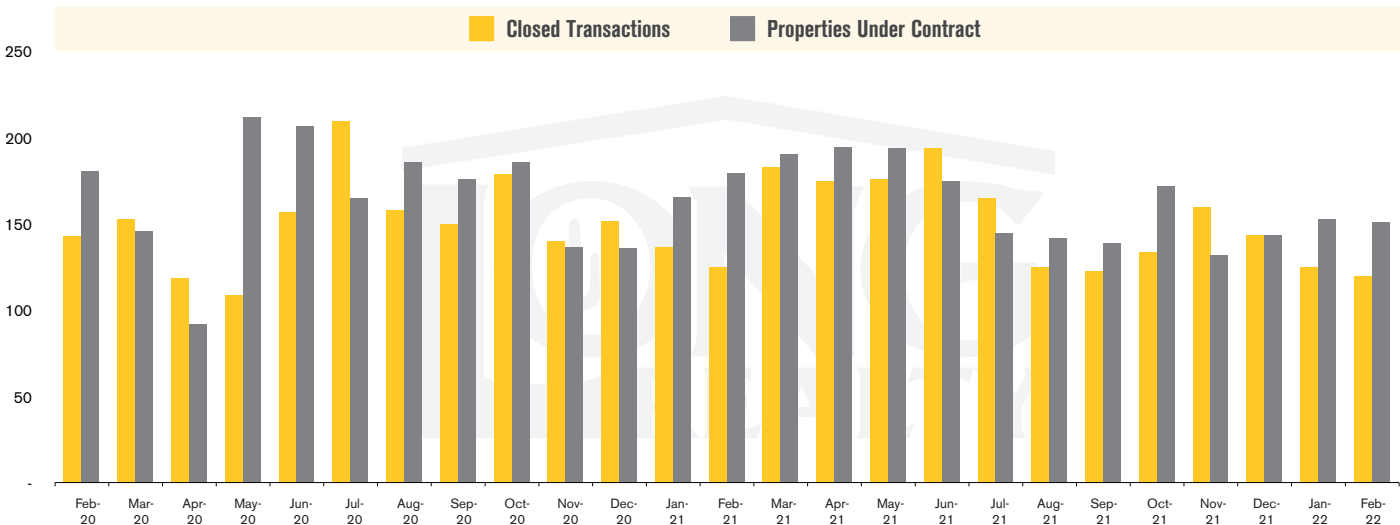
# THE HOUSING REPORT

TUCSON NORTH | MARCH 2022

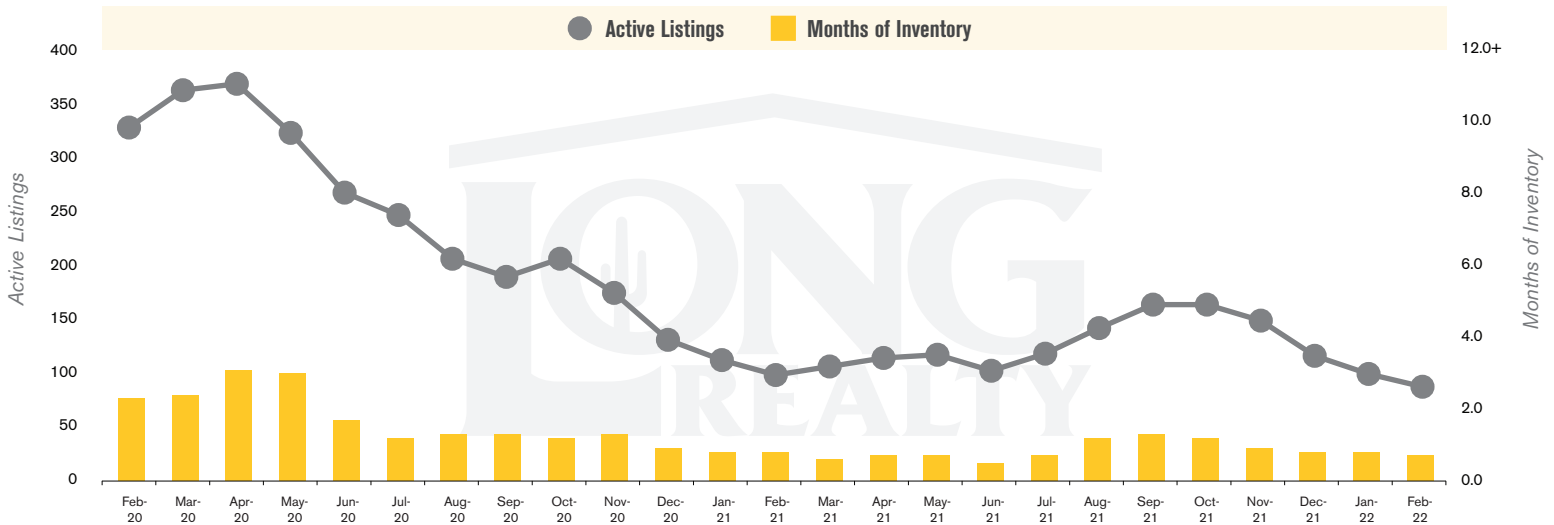


In the Tucson North area, February 2022 active inventory was 89, an 11% decrease from February 2021. There were 120 closings in February 2022, a 4% decrease from February 2021. Year-to-date 2022 there were 245 closings, a 6% decrease from year-to-date 2021. Months of Inventory was 0.7, down from 0.8 in February 2021. Median price of sold homes was \$537,500 for the month of February 2022, up 30% from February 2021. The Tucson North area had 151 new properties under contract in February 2022, down 16% from February 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 03/07/2022 is believed to be reliable, but not guaranteed.

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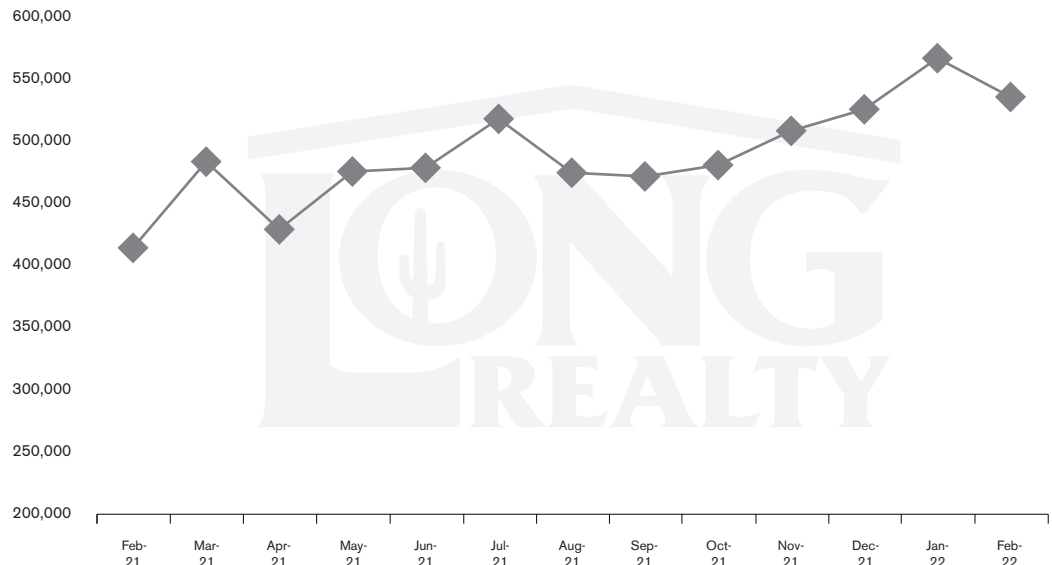
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## MEDIAN SOLD PRICE TUCSON NORTH

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

Feb 2021	Feb 2022
97.8%	98.3%

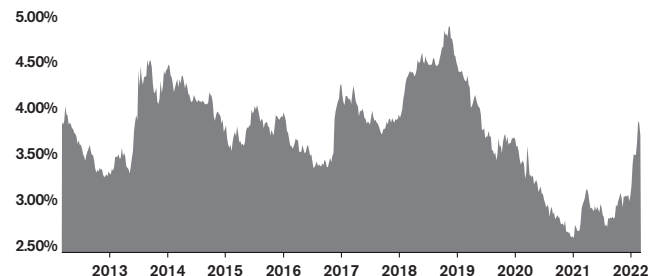


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2021	\$415,000	2.810%	\$1,622.05
2022	\$537,500	3.760%	\$2,367.68

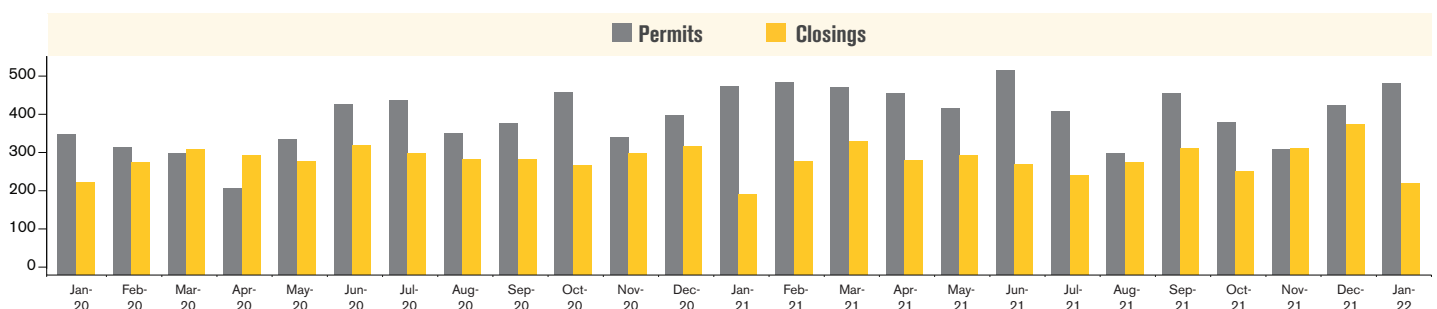
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For January 2022, new home permits were **up 1%** and new home closings were **up 13%** from January 2021.

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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
		Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-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	0	1	1	1	1	0	n/a	0.0	<b>Seller</b>
\$100,000 - 124,999	0	0	1	2	1	0	1	0.0	1.5	<b>Seller</b>
\$125,000 - 149,999	1	0	2	2	0	2	1	1.0	1.0	<b>Seller</b>
\$150,000 - 174,999	1	3	1	2	3	3	0	n/a	0.3	<b>Seller</b>
\$175,000 - 199,999	1	5	1	3	1	2	2	0.5	0.2	<b>Seller</b>
\$200,000 - 224,999	0	5	4	4	3	5	2	0.0	0.4	<b>Seller</b>
\$225,000 - 249,999	1	4	5	7	9	5	7	0.1	0.4	<b>Seller</b>
\$250,000 - 274,999	1	10	4	8	5	4	7	0.1	0.3	<b>Seller</b>
\$275,000 - 299,999	0	7	10	15	6	7	8	0.0	0.2	<b>Seller</b>
\$300,000 - 349,999	1	5	13	8	8	6	9	0.1	0.2	<b>Seller</b>
\$350,000 - 399,999	4	7	7	5	6	4	6	0.7	0.4	<b>Seller</b>
\$400,000 - 499,999	9	17	19	21	24	17	12	0.8	0.6	<b>Seller</b>
\$500,000 - 599,999	6	16	16	20	19	12	15	0.4	0.6	<b>Seller</b>
\$600,000 - 699,999	8	12	22	16	17	16	18	0.4	0.5	<b>Seller</b>
\$700,000 - 799,999	8	8	9	17	12	12	11	0.7	0.7	<b>Seller</b>
\$800,000 - 899,999	3	9	3	11	11	5	7	0.4	0.7	<b>Seller</b>
\$900,000 - 999,999	3	7	6	4	4	3	4	0.8	1.3	<b>Seller</b>
\$1,000,000 - and over	42	8	10	14	14	21	10	4.2	2.9	<b>Seller</b>
<b>TOTAL</b>	<b>89</b>	<b>123</b>	<b>134</b>	<b>160</b>	<b>144</b>	<b>125</b>	<b>120</b>	<b>0.7</b>	<b>0.8</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 03/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2021-02/28/2022. Information is believed to be reliable, but not guaranteed.

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TUCSON NORTH | MARCH 2022



## MARKET SHARE TUCSON NORTH

**Long Realty leads the market in successful real estate sales.**

Data Obtained 03/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2021 – 02/28/2022 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

38.9%

Tierra Antigua Realty

11.6%

Russ Lyon Sotheby's International Realty

6.3%

Coldwell Banker Realty

5.3%

Realty Executives Arizona Territory

5.0%

Keller Williams Southern Arizona

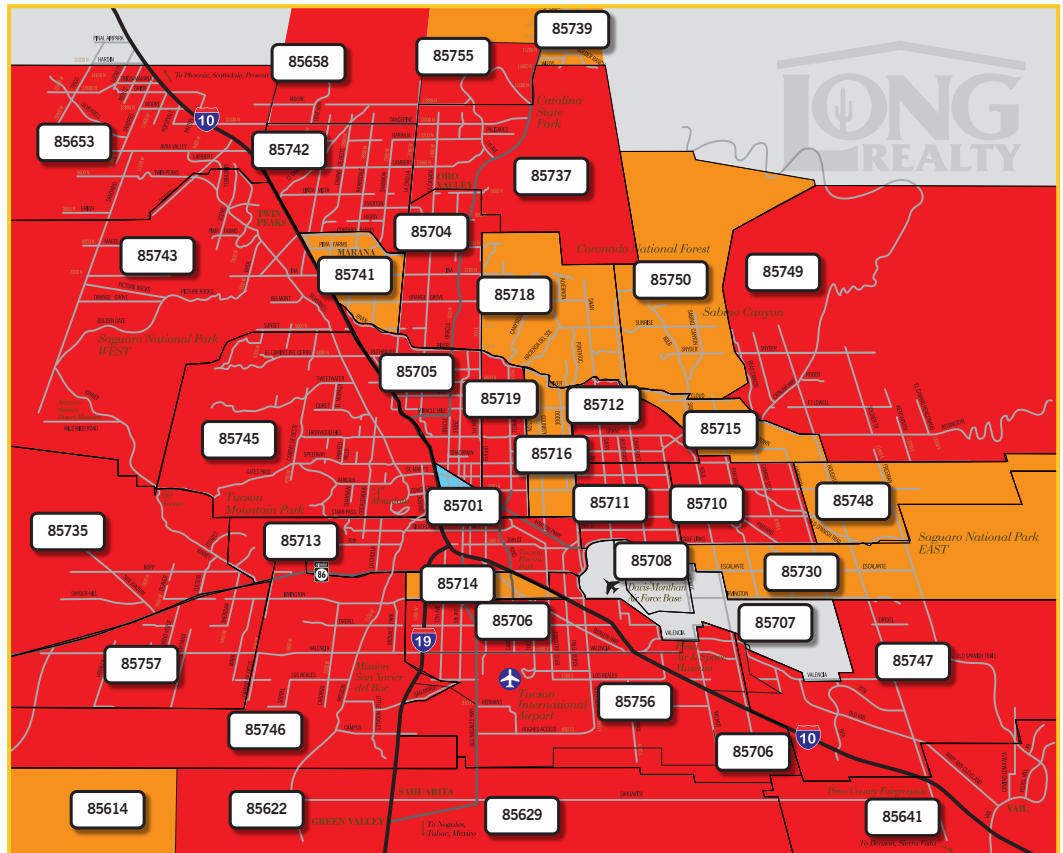
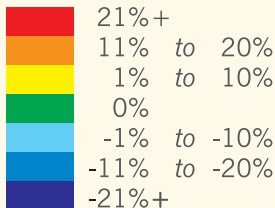
4.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2020-FEB 2021 TO  
DEC 2021-FEB 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 December 2020-February 2021 to December 2021-February 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/07/2022. Information is believed to be reliable, but not guaranteed.