

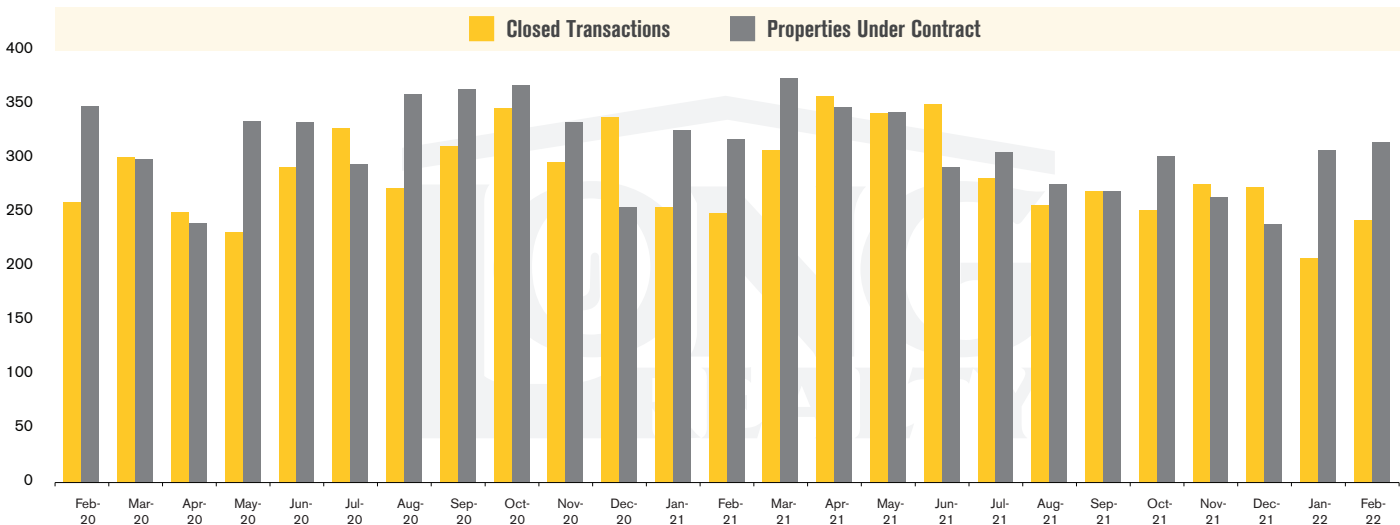
# THE HOUSING REPORT

TUCSON NORTHWEST | MARCH 2022

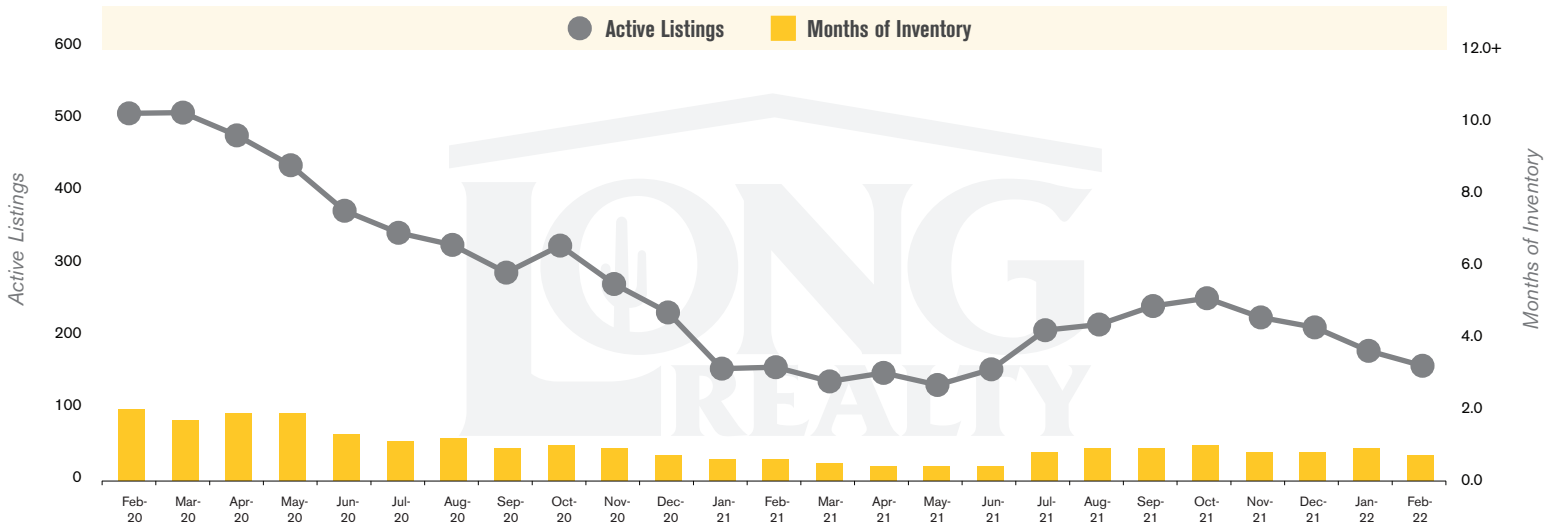


In the Tucson Northwest area, February 2022 active inventory was 163, a 1% increase from February 2021. There were 244 closings in February 2022, a 2% decrease from February 2021. Year-to-date 2022 there were 453 closings, a 10% decrease from year-to-date 2021. Months of Inventory was 0.7, up from 0.6 in February 2021. Median price of sold homes was \$415,000 for the month of February 2022, up 17% from February 2021. The Tucson Northwest area had 316 new properties under contract in February 2022, down 1% from February 2021.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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Long Realty Company

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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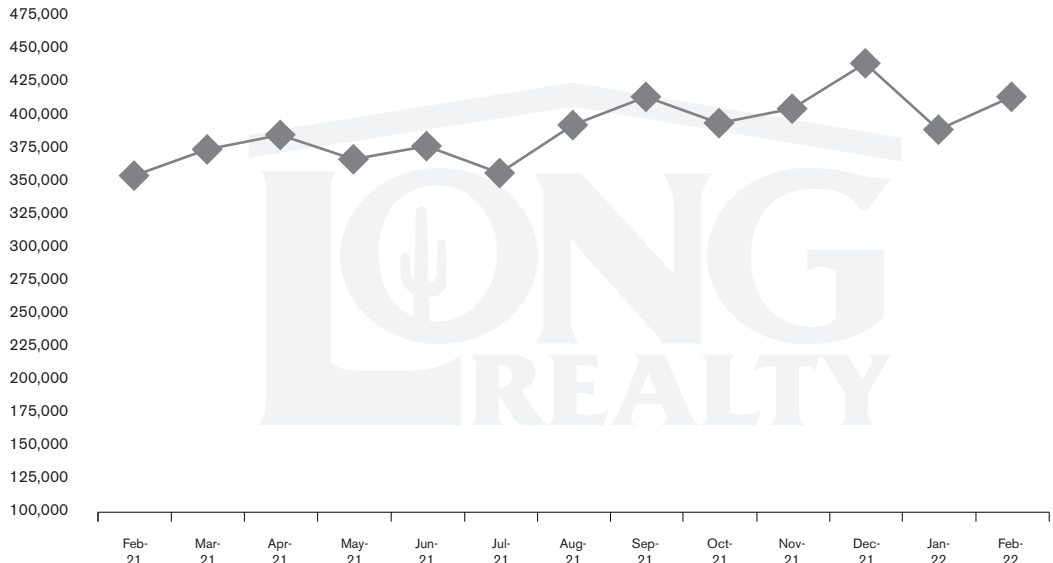


## MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Feb 2021	Feb 2022
98.6%	99.9%

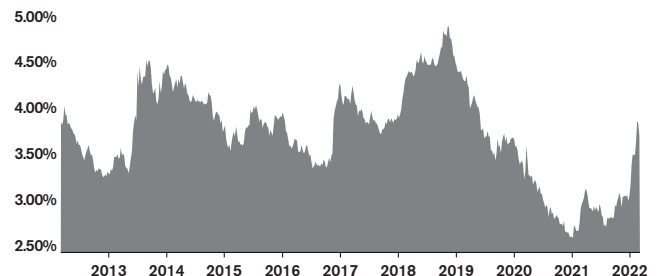


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2021	\$355,000	2.810%	\$1,387.54
2022	\$415,000	3.760%	\$1,828.07

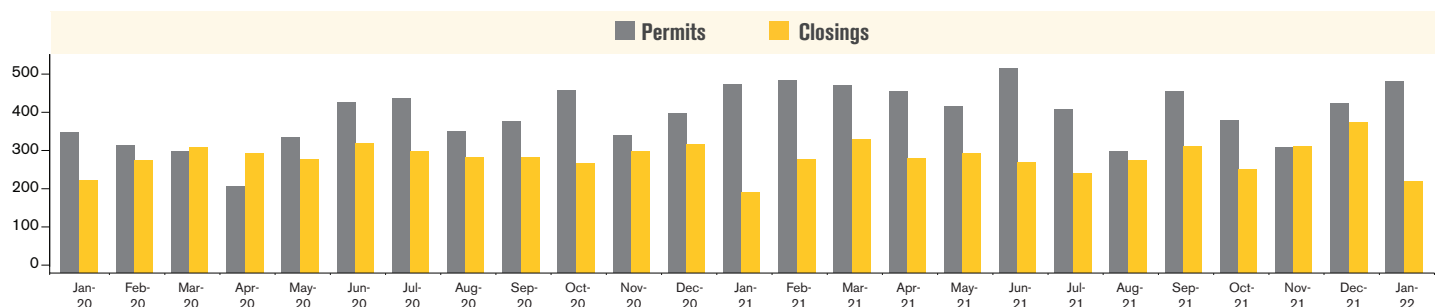
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 NORTHWEST

	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	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	2	1	1	3	0	1	0.0	0.0	<b>Seller</b>
\$100,000 - 124,999	0	0	0	2	0	1	1	0.0	1.5	<b>Seller</b>
\$125,000 - 149,999	1	0	1	0	0	0	1	1.0	3.0	<b>Seller</b>
\$150,000 - 174,999	0	1	2	1	1	1	2	0.0	0.3	<b>Seller</b>
\$175,000 - 199,999	0	0	2	1	1	2	2	0.0	0.2	<b>Seller</b>
\$200,000 - 224,999	0	2	6	4	1	2	1	0.0	0.0	<b>Seller</b>
\$225,000 - 249,999	1	6	6	7	9	5	5	0.2	0.1	<b>Seller</b>
\$250,000 - 274,999	1	7	10	18	8	13	6	0.2	0.2	<b>Seller</b>
\$275,000 - 299,999	2	29	24	16	16	26	15	0.1	0.4	<b>Seller</b>
\$300,000 - 349,999	17	48	38	44	42	29	45	0.4	0.7	<b>Seller</b>
\$350,000 - 399,999	17	30	43	37	38	30	38	0.4	0.5	<b>Seller</b>
\$400,000 - 499,999	28	64	59	59	57	36	46	0.6	0.8	<b>Seller</b>
\$500,000 - 599,999	24	42	24	45	36	27	31	0.8	0.9	<b>Seller</b>
\$600,000 - 699,999	11	13	11	18	20	17	19	0.6	0.8	<b>Seller</b>
\$700,000 - 799,999	8	5	8	5	11	8	12	0.7	0.6	<b>Seller</b>
\$800,000 - 899,999	6	8	2	4	10	5	1	6.0	1.5	<b>Seller</b>
\$900,000 - 999,999	7	4	6	3	7	2	5	1.4	1.2	<b>Seller</b>
\$1,000,000 - and over	40	10	10	11	15	5	13	3.1	3.2	<b>Seller</b>
<b>TOTAL</b>	<b>163</b>	<b>271</b>	<b>253</b>	<b>277</b>	<b>275</b>	<b>209</b>	<b>244</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.

# THE HOUSING REPORT

TUCSON NORTHWEST | MARCH 2022



## MARKET SHARE TUCSON NORTHWEST

**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

28.4%

Tierra Antigua Realty

10.6%

Coldwell Banker Residential Brokerage

7.7%

Keller Williams Southern Arizona

6.6%

Realty Executives Arizona Territory

6.4%

Exp Realty

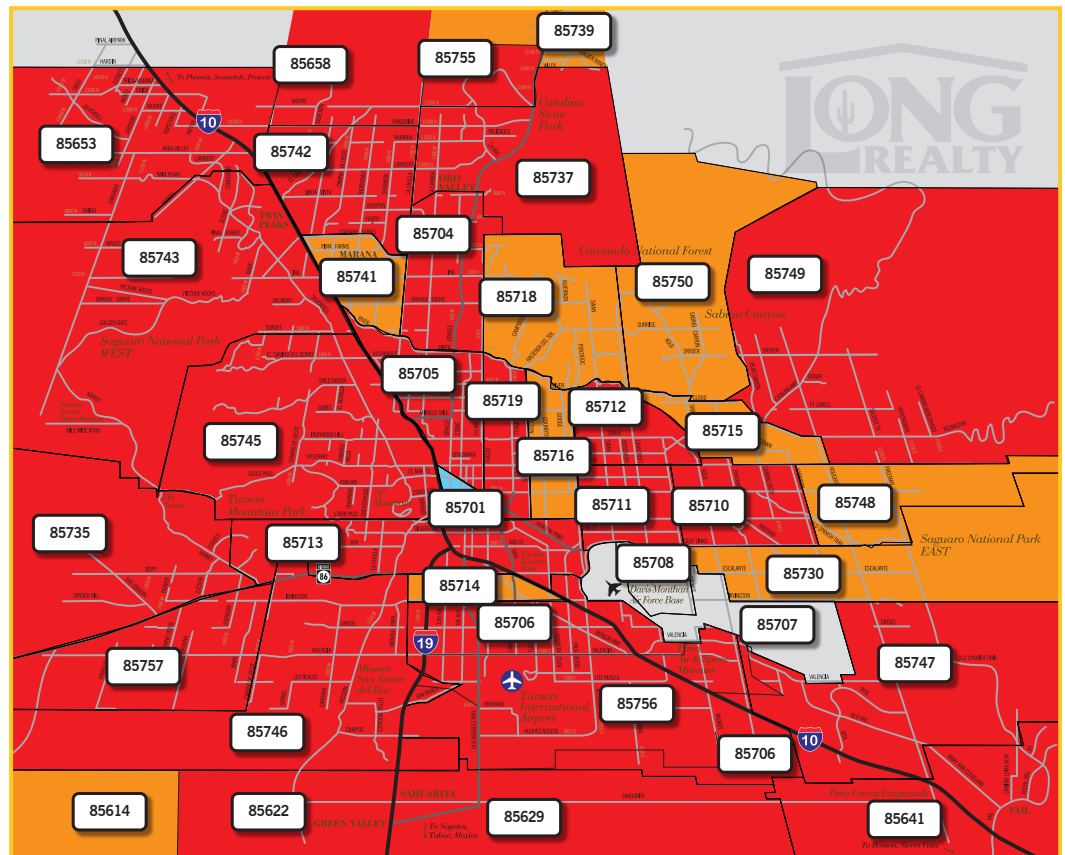
4.1%

## 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.*