

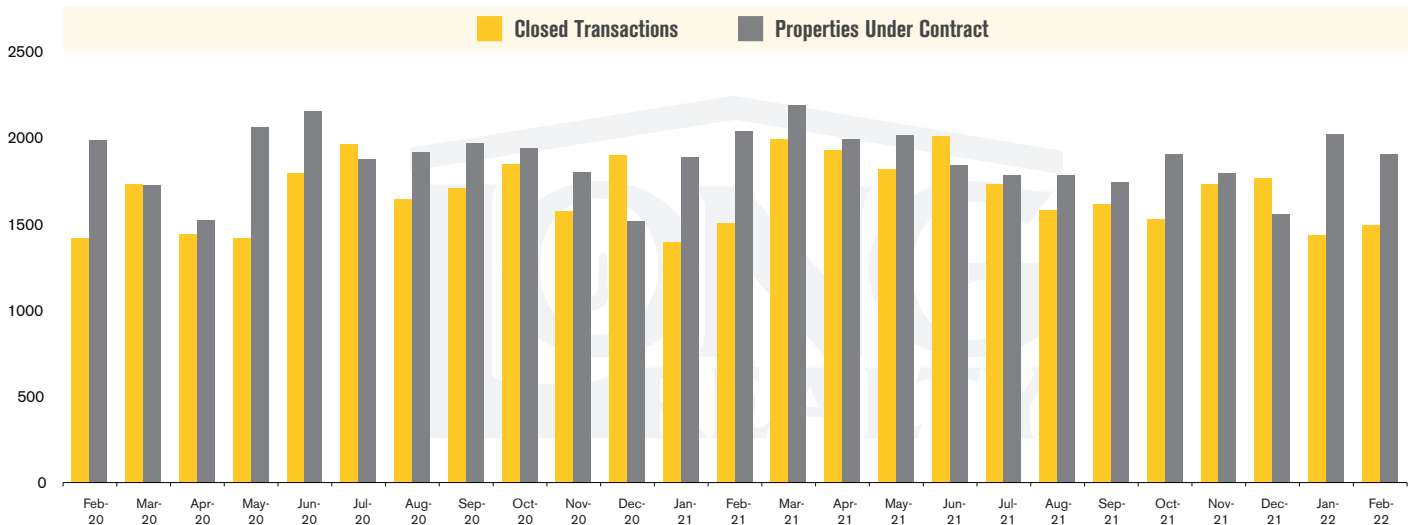
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | MARCH 2022

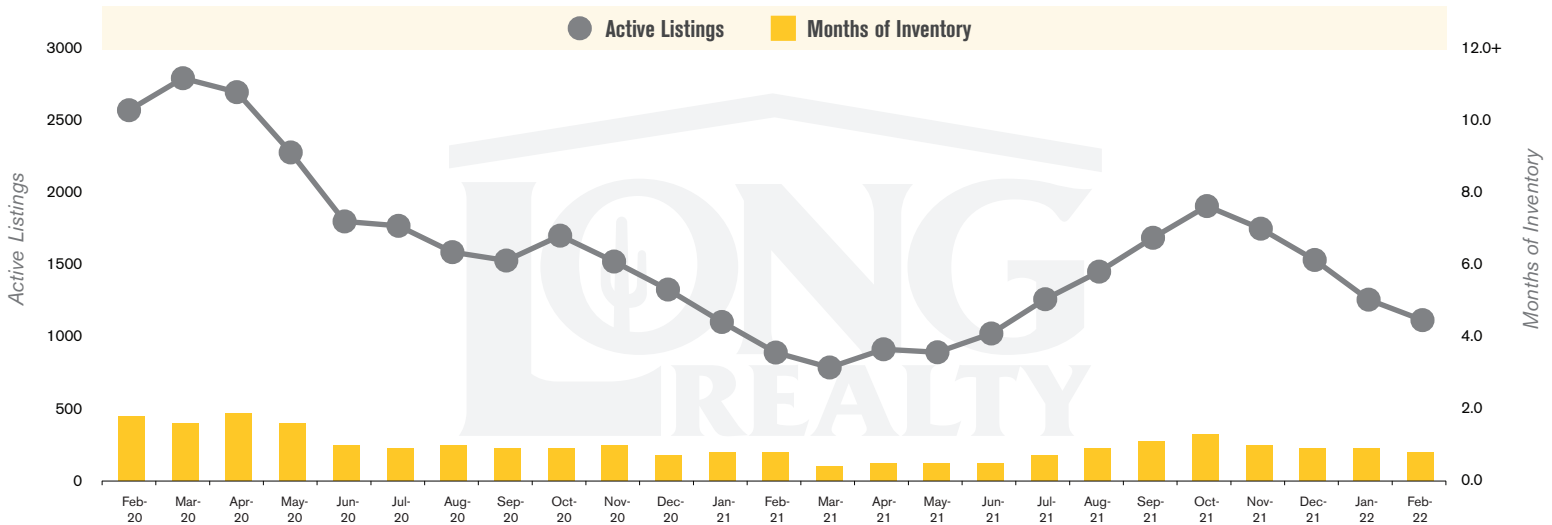


In the Tucson Main Market area, February 2022 active inventory was 1,136, a 25% increase from February 2021. There were 1,496 closings in February 2022, virtually unchanged from February 2021. Year-to-date 2022 there were 2,934 closings, a 1% increase from year-to-date 2021. Months of Inventory was 0.8, unchanged from 0.8 in February 2021. Median price of sold homes was \$355,103 for the month of February 2022, up 25% from February 2021. The Tucson Main Market area had 1,908 new properties under contract in February 2022, down 6% from February 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 03/07/2022 is believed to be reliable, but not guaranteed.

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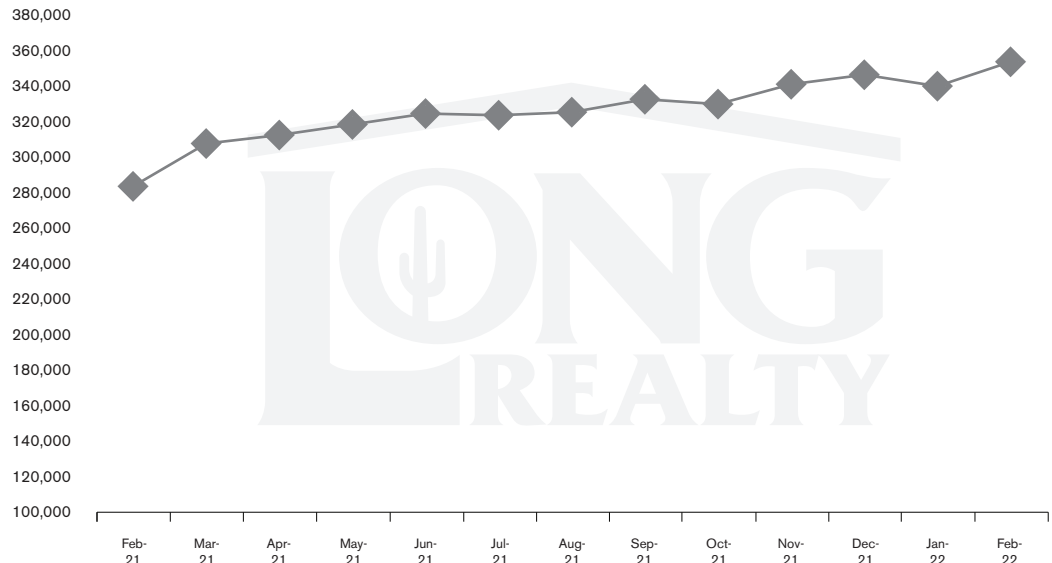


MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Feb 2021	Feb 2022
98.9%	99.2%

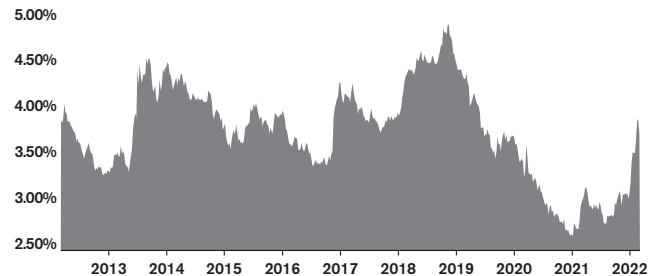


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2021	\$284,316	2.810%	\$1,111.26
2022	\$355,103	3.760%	\$1,564.23

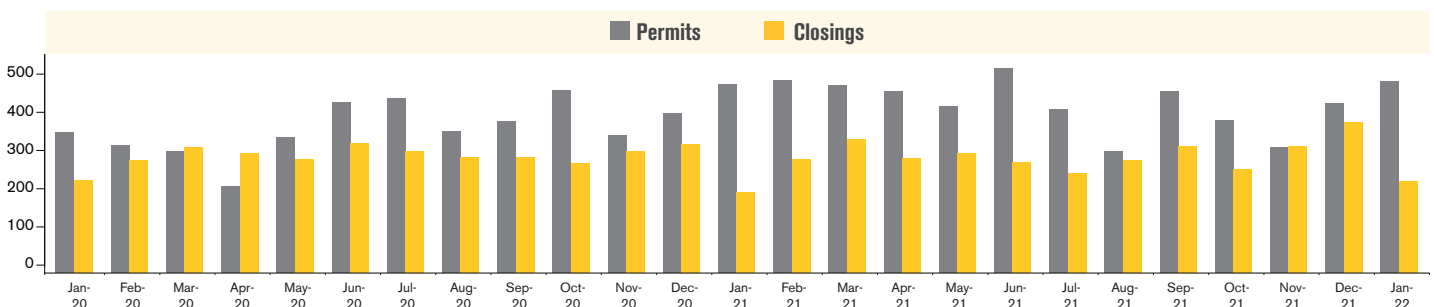
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 GREATER TUCSON MAIN MARKET

	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	2	2	1	3	3	3	0	n/a	0.7	Seller
\$50,000 - 74,999	0	6	4	8	5	6	1	0.0	0.3	Seller
\$75,000 - 99,999	4	22	19	18	17	14	9	0.4	0.6	Seller
\$100,000 - 124,999	6	16	29	24	21	18	18	0.3	0.6	Seller
\$125,000 - 149,999	22	26	33	36	27	34	33	0.7	0.9	Seller
\$150,000 - 174,999	22	39	46	42	33	44	35	0.6	0.7	Seller
\$175,000 - 199,999	35	76	48	57	78	48	43	0.8	0.7	Seller
\$200,000 - 224,999	31	96	81	90	100	83	57	0.5	0.5	Seller
\$225,000 - 249,999	54	119	111	110	124	106	97	0.6	0.6	Seller
\$250,000 - 274,999	51	155	149	181	132	140	111	0.5	0.5	Seller
\$275,000 - 299,999	72	159	165	174	171	137	133	0.5	0.6	Seller
\$300,000 - 349,999	142	251	237	277	294	221	288	0.5	0.8	Seller
\$350,000 - 399,999	166	193	189	193	236	176	216	0.8	0.9	Seller
\$400,000 - 499,999	193	208	190	217	237	164	175	1.1	1.1	Seller
\$500,000 - 599,999	97	96	92	128	97	96	104	0.9	1.0	Seller
\$600,000 - 699,999	58	52	48	69	73	52	70	0.8	0.9	Seller
\$700,000 - 799,999	28	31	31	36	32	31	41	0.7	0.8	Seller
\$800,000 - 899,999	18	24	10	25	32	18	16	1.1	1.1	Seller
\$900,000 - 999,999	21	15	17	11	21	9	17	1.2	1.2	Seller
\$1,000,000 - and over	114	29	30	32	38	38	32	3.6	3.1	Seller
TOTAL	1,136	1,615	1,530	1,731	1,771	1,438	1,496	0.8	0.8	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 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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GREATER TUCSON MAIN MARKET | MARCH 2022



MARKET SHARE

GREATER TUCSON MAIN MARKET

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

24.1%

Tierra Antigua Realty

12.5%

Realty Executives Arizona Territory

8.0%

Keller Williams Southern Arizona

7.0%

Coldwell Banker Residential Brokerage

6.8%

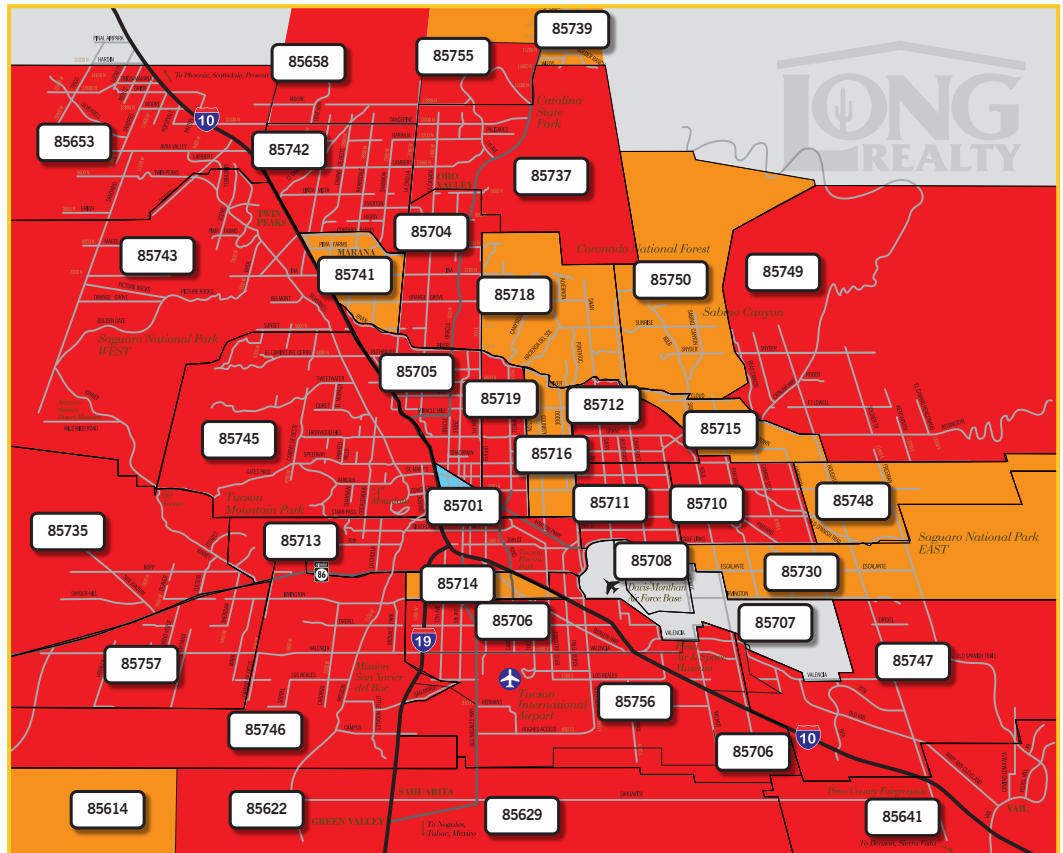
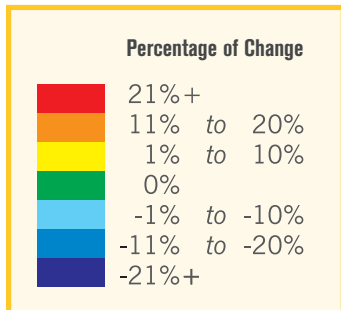
Exp Realty

4.5%

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.



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 MLSAZ on 03/07/2022. Information is believed to be reliable, but not guaranteed.