

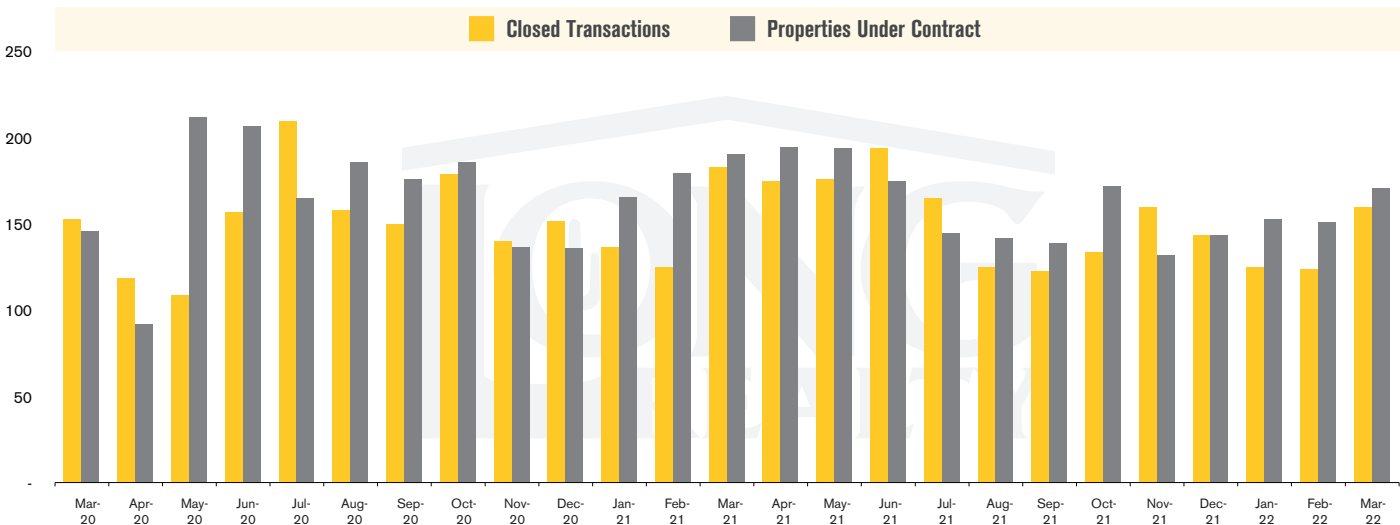
THE HOUSING REPORT

TUCSON NORTH | APRIL 2022

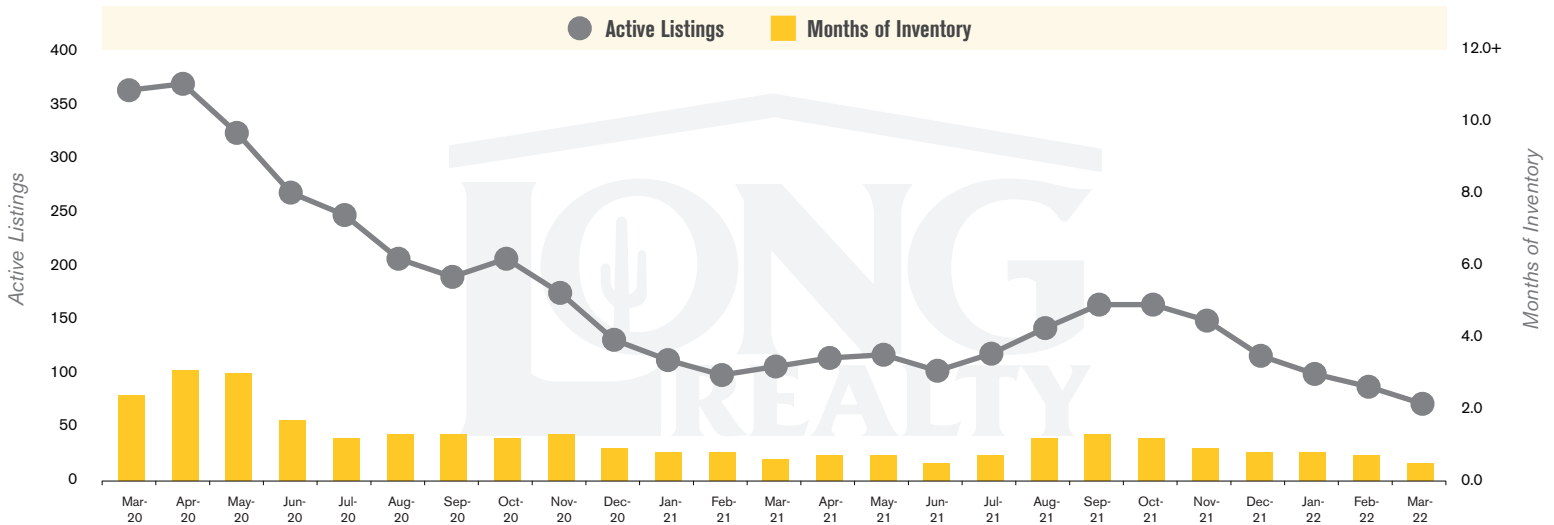


In the Tucson North area, March 2022 active inventory was 73, a 32% decrease from March 2021. There were 160 closings in March 2022, a 13% decrease from March 2021. Year-to-date 2022 there were 409 closings, an 8% decrease from year-to-date 2021. Months of Inventory was 0.5, down from 0.6 in March 2021. Median price of sold homes was \$620,000 for the month of March 2022, up 25% from March 2021. The Tucson North area had 171 new properties under contract in March 2022, down 10% from March 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 04/07/2022 is believed to be reliable, but not guaranteed.

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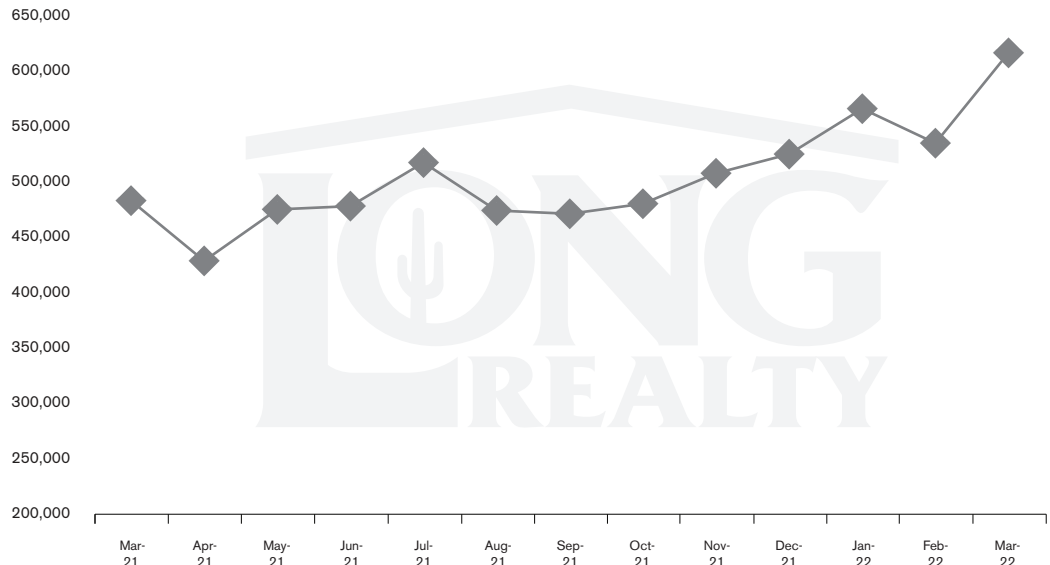
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MEDIAN SOLD PRICE TUCSON NORTH

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

Mar 2021	Mar 2022
98.5%	102.2%

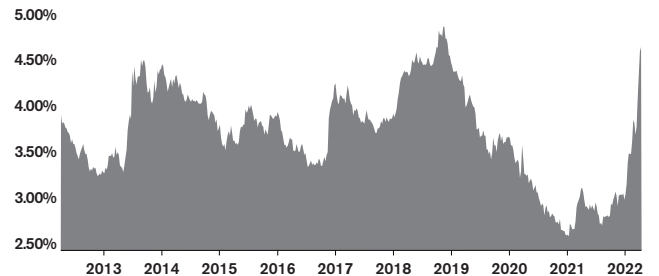


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2021	\$485,000	3.080%	\$1,962.48
2022	\$620,000	4.170%	\$2,870.01

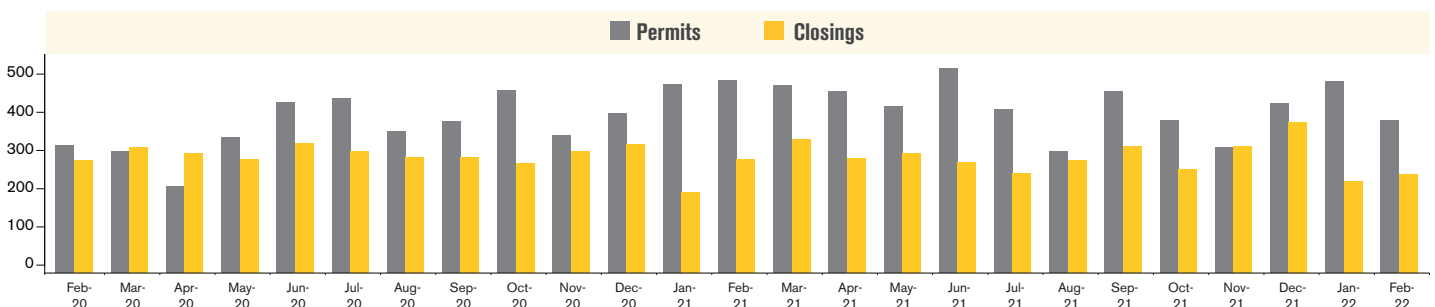
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For February 2022, new home permits were **down 21%** and new home closings were **down 14%** from February 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
		Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-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	1	1	1	1	0	0	n/a	0.0	Seller
\$100,000 - 124,999	0	1	2	1	0	1	1	0.0	0.0	Seller
\$125,000 - 149,999	0	2	2	0	2	1	1	0.0	0.5	Seller
\$150,000 - 174,999	0	1	2	3	3	0	1	0.0	0.5	Seller
\$175,000 - 199,999	1	1	3	1	2	2	1	1.0	0.4	Seller
\$200,000 - 224,999	2	4	4	3	5	2	5	0.4	0.3	Seller
\$225,000 - 249,999	1	5	7	9	5	7	11	0.1	0.3	Seller
\$250,000 - 274,999	1	4	8	5	4	7	5	0.2	0.3	Seller
\$275,000 - 299,999	0	10	15	6	7	8	6	0.0	0.1	Seller
\$300,000 - 349,999	1	13	8	8	6	9	9	0.1	0.1	Seller
\$350,000 - 399,999	3	7	5	6	4	7	11	0.3	0.4	Seller
\$400,000 - 499,999	3	19	21	24	17	13	18	0.2	0.4	Seller
\$500,000 - 599,999	5	16	20	19	12	15	9	0.6	0.6	Seller
\$600,000 - 699,999	6	22	16	17	16	18	18	0.3	0.4	Seller
\$700,000 - 799,999	9	9	17	12	12	12	16	0.6	0.6	Seller
\$800,000 - 899,999	2	3	11	11	5	7	9	0.2	0.5	Seller
\$900,000 - 999,999	3	6	4	4	3	4	10	0.3	0.7	Seller
\$1,000,000 - and over	36	10	14	14	21	11	29	1.2	2.0	Seller
TOTAL	73	134	160	144	125	124	160	0.5	0.6	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 04/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2022-03/31/2022. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 04/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2021 – 03/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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39.2%

Tierra Antigua Realty 11.3%

Russ Lyon Sotheby's International Realty 6.1%

Realty Executives Arizona Territory 5.0%

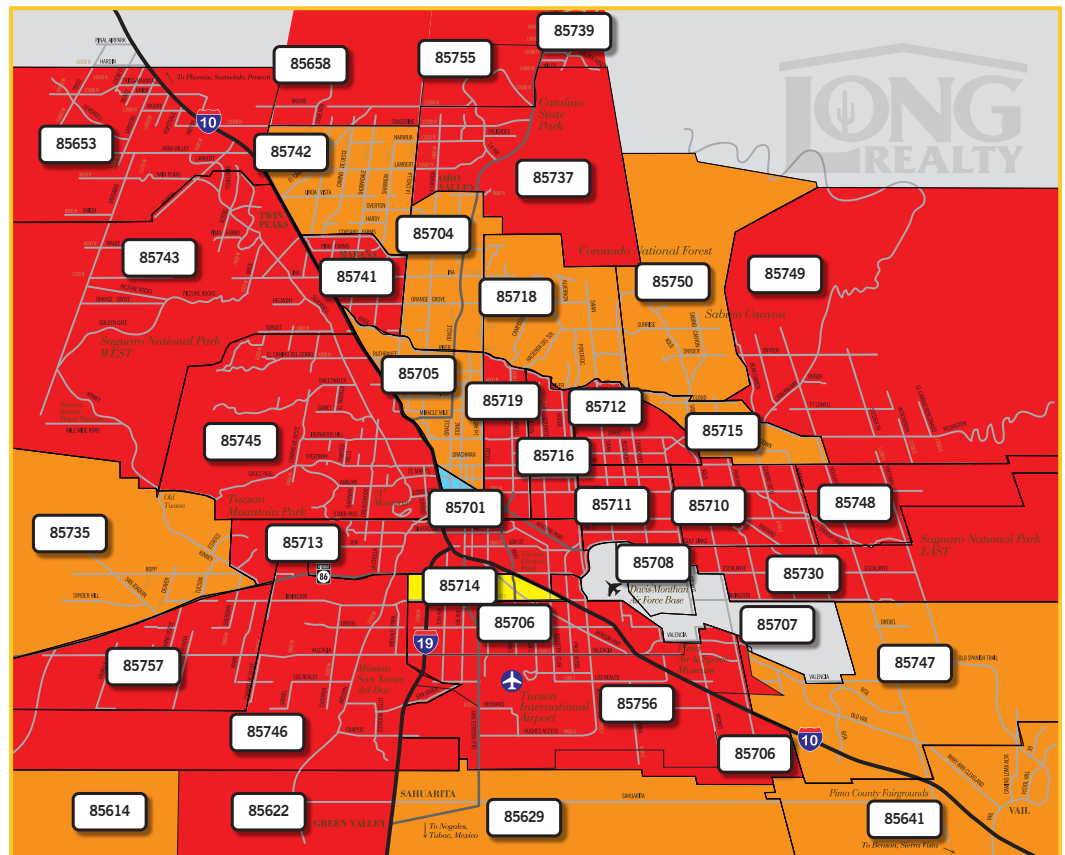
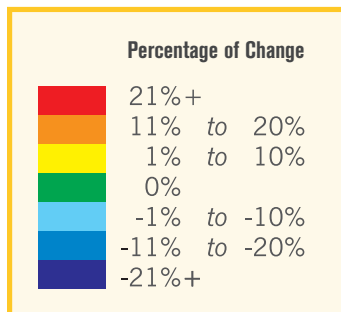
Coldwell Banker Realty 4.9%

Keller Williams Southern Arizona 4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2021-MAR 2021 TO
JAN 2022-MAR 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 January 2021-March 2021 to January 2022-March 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/07/2022. Information is believed to be reliable, but not guaranteed.