

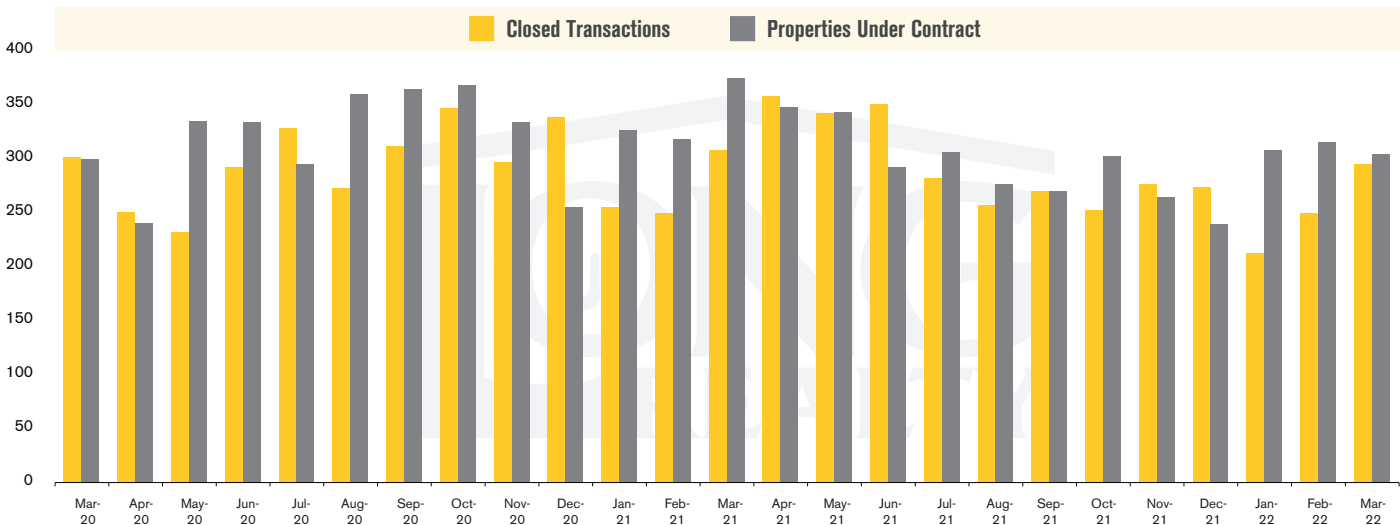
# THE HOUSING REPORT

TUCSON NORTHWEST | APRIL 2022

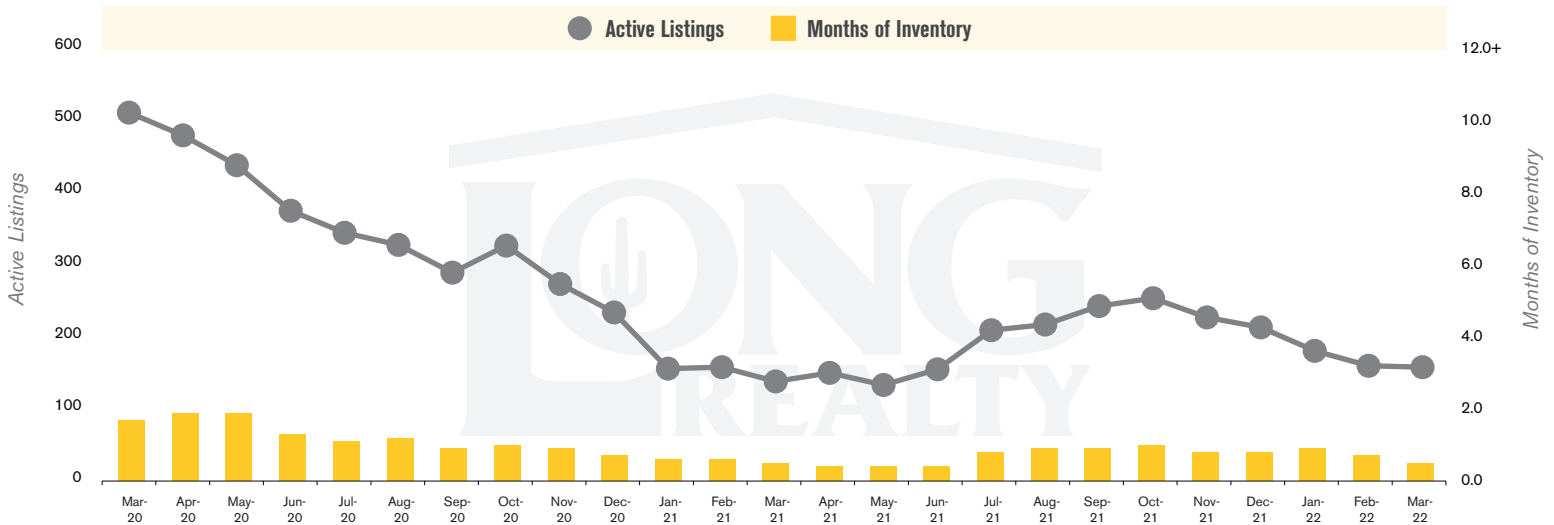


In the Tucson Northwest area, March 2022 active inventory was 161, a 14% increase from March 2021. There were 296 closings in March 2022, a 4% decrease from March 2021. Year-to-date 2022 there were 759 closings, a 7% decrease from year-to-date 2021. Months of Inventory was 0.5, unchanged from 0.5 in March 2021. Median price of sold homes was \$436,625 for the month of March 2022, up 16% from March 2021. The Tucson Northwest area had 305 new properties under contract in March 2022, down 19% from March 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 04/07/2022 is believed to be reliable, but not guaranteed.

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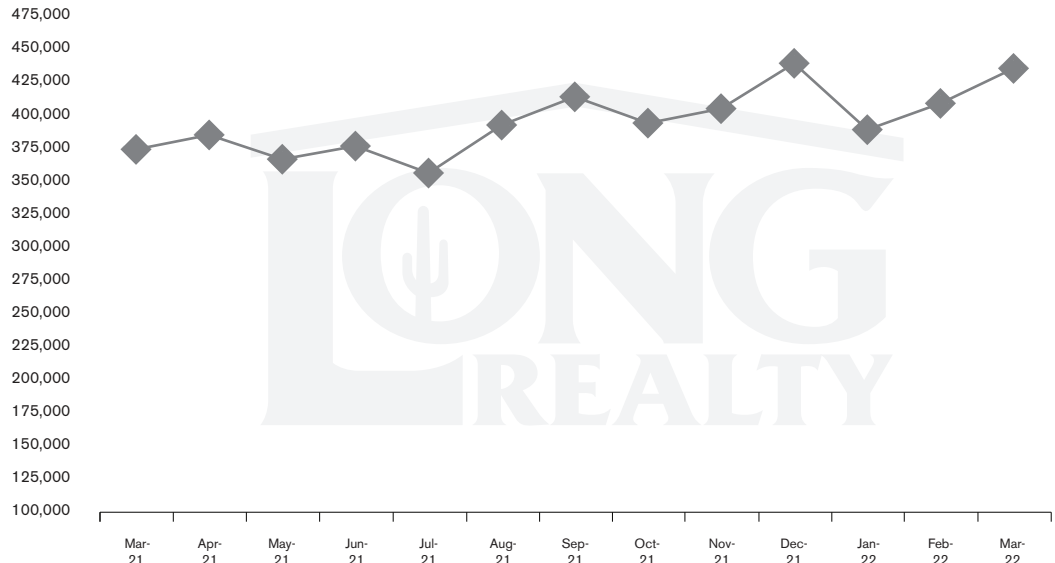


## MEDIAN SOLD PRICE

TUCSON NORTHWEST

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

Mar 2021	Mar 2022
100.1%	101.6%

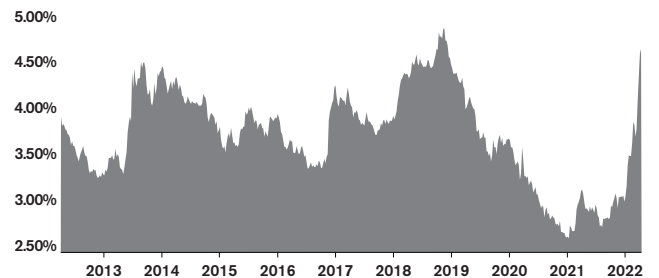


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2021	\$375,000	3.080%	\$1,517.38
2022	\$436,625	4.170%	\$2,021.16

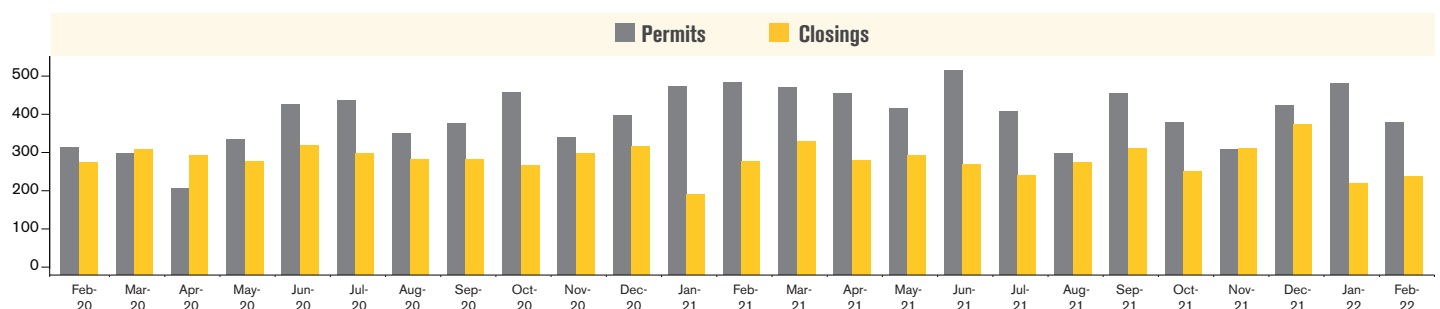
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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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# THE HOUSING REPORT

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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
		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	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	1	1	3	0	1	0	n/a	0.0	<b>Seller</b>
\$100,000 - 124,999	0	0	2	0	1	1	0	n/a	0.5	<b>Seller</b>
\$125,000 - 149,999	1	1	0	0	0	1	0	n/a	4.0	<b>Seller</b>
\$150,000 - 174,999	0	2	1	1	1	2	1	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	0	2	1	1	2	2	2	0.0	0.0	<b>Seller</b>
\$200,000 - 224,999	0	6	4	1	2	1	1	0.0	0.0	<b>Seller</b>
\$225,000 - 249,999	1	6	7	9	5	5	1	1.0	0.2	<b>Seller</b>
\$250,000 - 274,999	1	10	18	8	13	6	7	0.1	0.1	<b>Seller</b>
\$275,000 - 299,999	1	24	16	16	27	16	16	0.1	0.2	<b>Seller</b>
\$300,000 - 349,999	12	38	44	42	29	46	52	0.2	0.4	<b>Seller</b>
\$350,000 - 399,999	13	43	37	38	30	40	38	0.3	0.4	<b>Seller</b>
\$400,000 - 499,999	31	59	59	57	37	47	76	0.4	0.6	<b>Seller</b>
\$500,000 - 599,999	25	24	45	36	27	31	37	0.7	0.7	<b>Seller</b>
\$600,000 - 699,999	11	11	18	20	17	20	21	0.5	0.6	<b>Seller</b>
\$700,000 - 799,999	7	8	5	11	8	12	12	0.6	0.6	<b>Seller</b>
\$800,000 - 899,999	5	2	4	10	5	1	8	0.6	1.4	<b>Seller</b>
\$900,000 - 999,999	12	6	3	7	3	5	7	1.7	1.7	<b>Seller</b>
\$1,000,000 - and over	41	10	11	15	6	13	17	2.4	3.2	<b>Seller</b>
<b>TOTAL</b>	<b>161</b>	<b>253</b>	<b>277</b>	<b>275</b>	<b>213</b>	<b>250</b>	<b>296</b>	<b>0.5</b>	<b>0.7</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 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.

# THE HOUSING REPORT

TUCSON NORTHWEST | APRIL 2022



## MARKET SHARE TUCSON NORTHWEST

**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.

### LONG REALTY COMPANY

27.5%

Tierra Antigua Realty

10.7%

Coldwell Banker Residential Brokerage

7.4%

Realty Executives Arizona Territory

6.5%

Keller Williams Southern Arizona

6.4%

Exp Realty

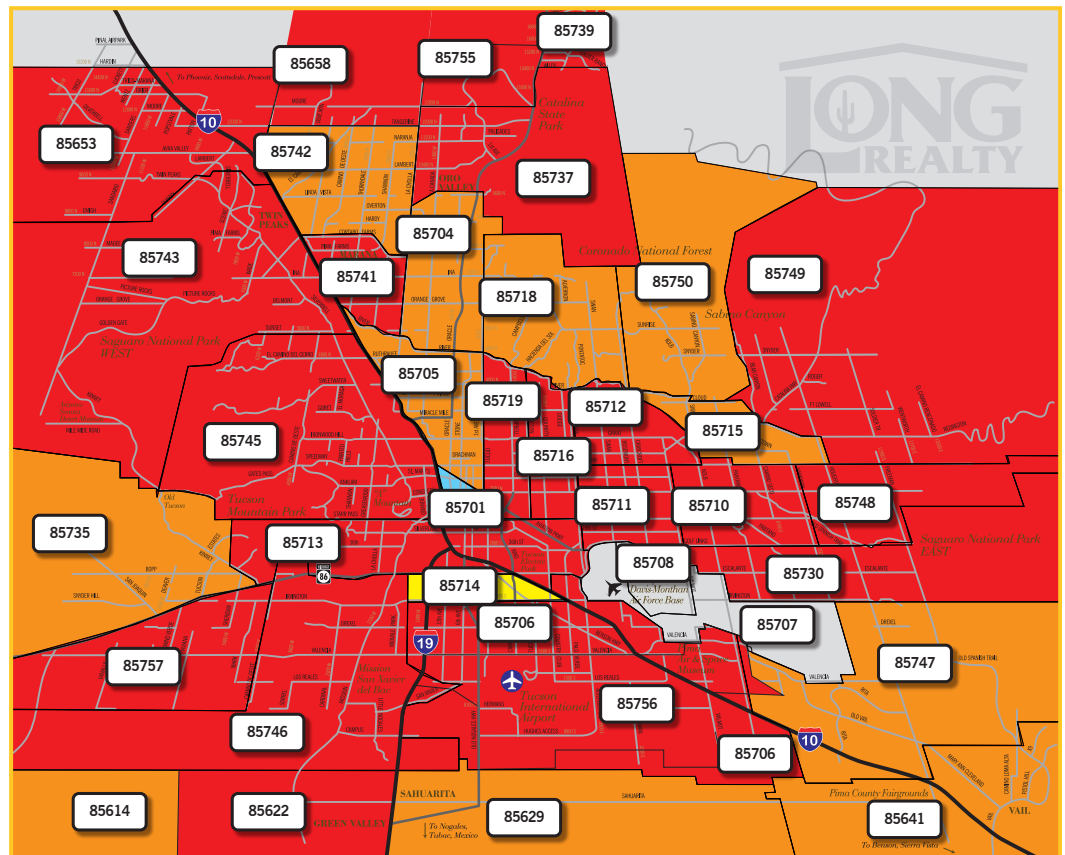
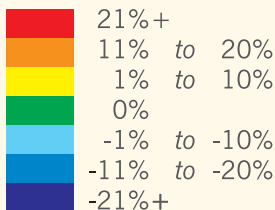
4.3%

## 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.

### 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 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.