

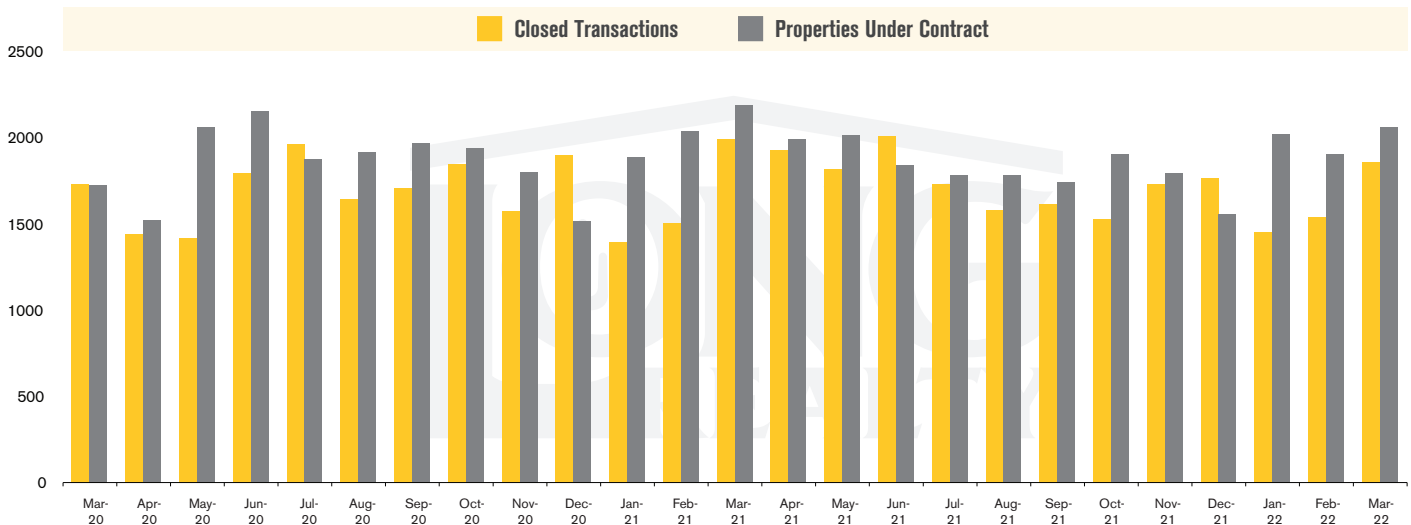
THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2022

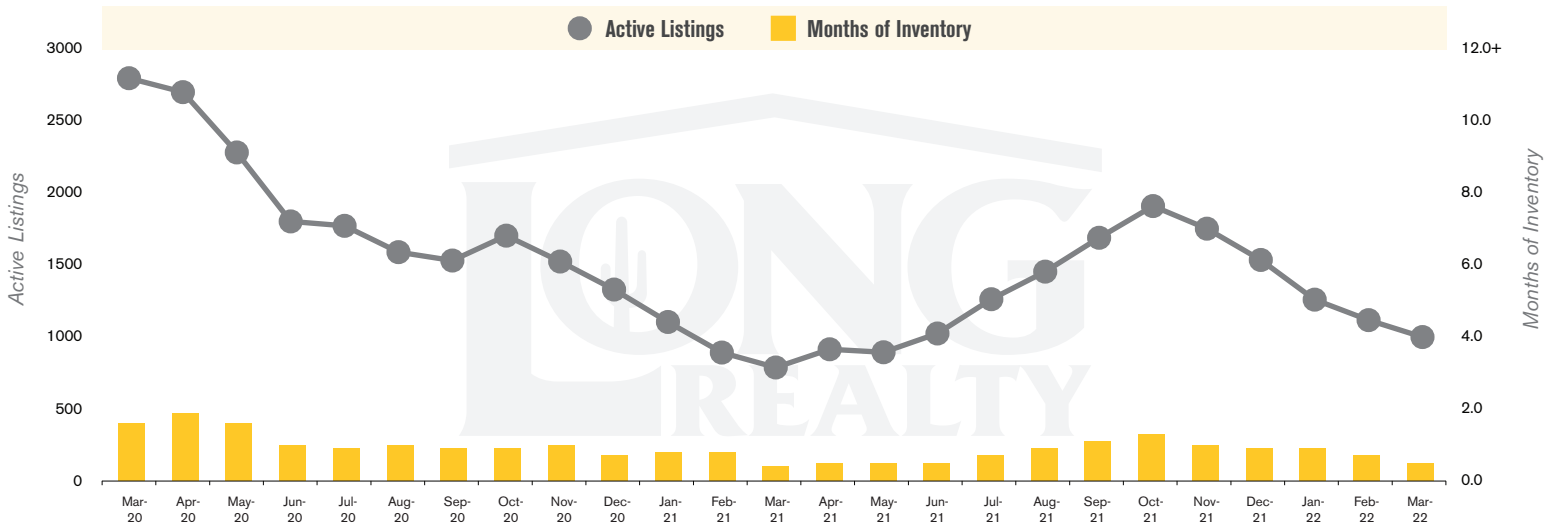


In the Tucson Main Market area, March 2022 active inventory was 1,017, a 27% increase from March 2021. There were 1,860 closings in March 2022, a 7% decrease from March 2021. Year-to-date 2022 there were 4,856 closings, a 1% decrease from year-to-date 2021. Months of Inventory was 0.5, up from 0.4 in March 2021. Median price of sold homes was \$369,043 for the month of March 2022, up 19% from March 2021. The Tucson Main Market area had 2,066 new properties under contract in March 2022, down 6% from March 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 04/07/2022 is believed to be reliable, but not guaranteed.

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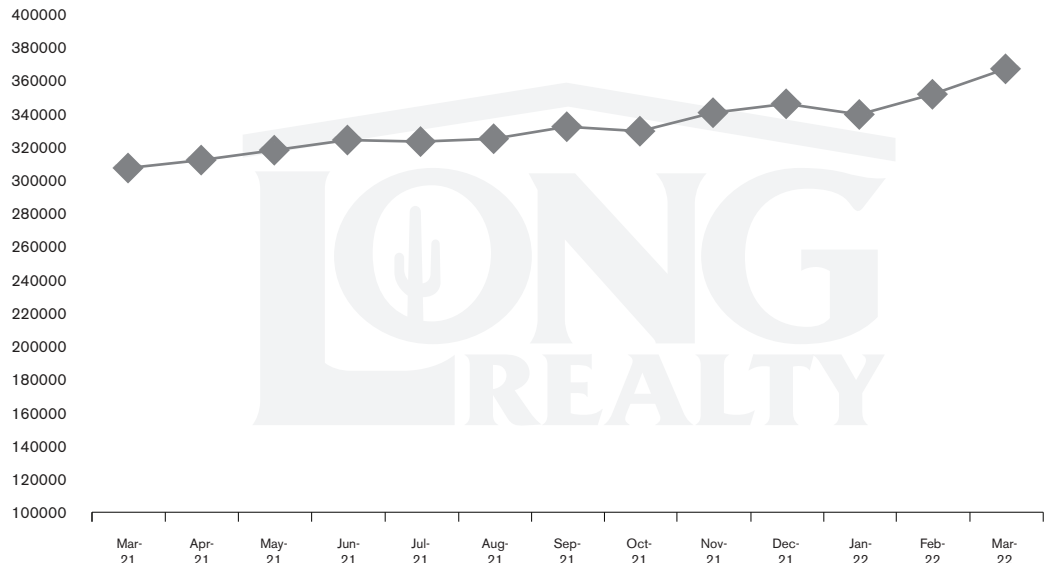


MEDIAN SOLD PRICE

GREATER TUCSON
MAIN MARKET

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

Mar 2021	Mar 2022
100.0%	100.3%

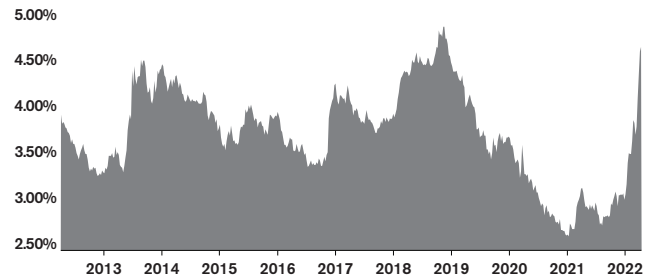


MONTHLY PAYMENT ON A MEDIAN PRICED HOME GREATER TUCSON MAIN MARKET

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2021	\$308,652	3.080%	\$1,248.91
2022	\$369,043	4.170%	\$1,708.32

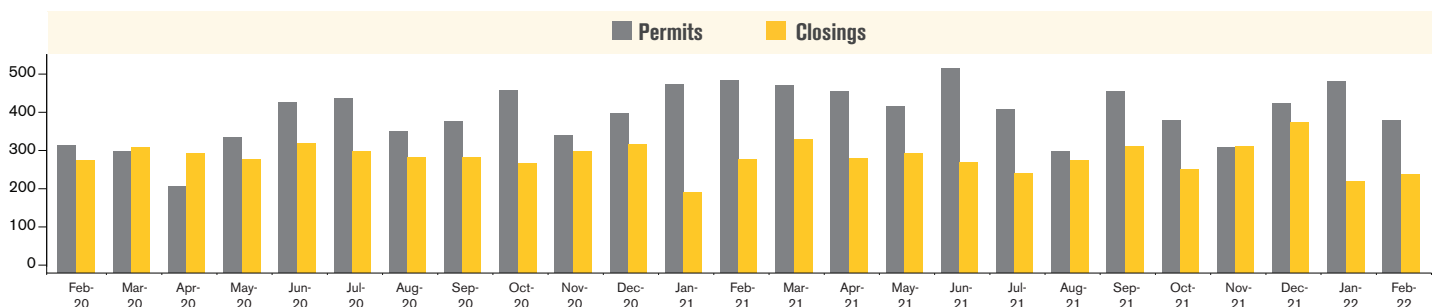
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 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 GREATER TUCSON MAIN MARKET

	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	2	1	3	3	3	0	2	1.0	1.2	Seller
\$50,000 - 74,999	4	4	8	5	6	1	6	0.7	0.5	Seller
\$75,000 - 99,999	6	19	18	17	14	10	12	0.5	0.6	Seller
\$100,000 - 124,999	11	29	24	21	18	18	18	0.6	0.5	Seller
\$125,000 - 149,999	15	33	36	27	34	34	32	0.5	0.7	Seller
\$150,000 - 174,999	19	46	42	33	44	37	35	0.5	0.5	Seller
\$175,000 - 199,999	19	48	57	78	49	44	68	0.3	0.5	Seller
\$200,000 - 224,999	37	81	90	100	86	61	87	0.4	0.5	Seller
\$225,000 - 249,999	33	111	110	124	107	99	108	0.3	0.5	Seller
\$250,000 - 274,999	36	149	181	132	140	113	120	0.3	0.4	Seller
\$275,000 - 299,999	41	165	174	171	138	141	152	0.3	0.5	Seller
\$300,000 - 349,999	109	237	277	294	223	294	380	0.3	0.5	Seller
\$350,000 - 399,999	131	189	193	236	178	220	202	0.6	0.8	Seller
\$400,000 - 499,999	207	190	217	237	166	184	283	0.7	1.0	Seller
\$500,000 - 599,999	99	92	128	97	96	105	112	0.9	0.9	Seller
\$600,000 - 699,999	54	48	69	73	52	72	80	0.7	0.8	Seller
\$700,000 - 799,999	38	31	36	32	31	43	54	0.7	0.7	Seller
\$800,000 - 899,999	20	10	25	32	18	16	22	0.9	1.1	Seller
\$900,000 - 999,999	24	17	11	21	10	18	23	1.0	1.3	Seller
\$1,000,000 - and over	112	30	32	38	39	34	64	1.8	2.5	Seller
TOTAL	1,017	1,530	1,731	1,771	1,452	1,544	1,860	0.5	0.7	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.

THE HOUSING REPORT

GREATER TUCSON MAIN MARKET | APRIL 2022



MARKET SHARE

GREATER TUCSON MAIN MARKET

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

23.9%

Tierra Antigua Realty

12.2%

Realty Executives Arizona Territory

7.9%

Keller Williams Southern Arizona

6.9%

Coldwell Banker Residential Brokerage

6.6%

Exp Realty

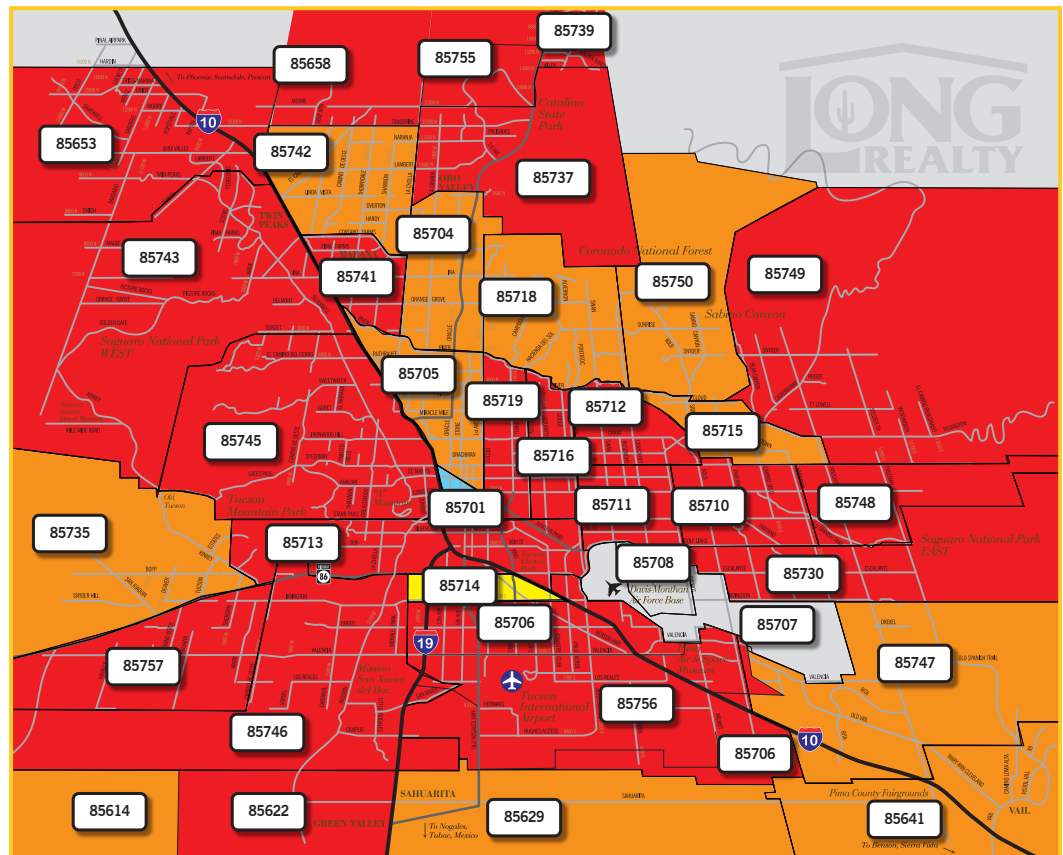
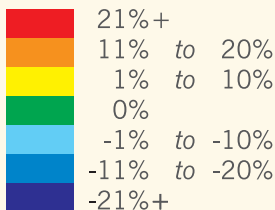
4.7%

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.