

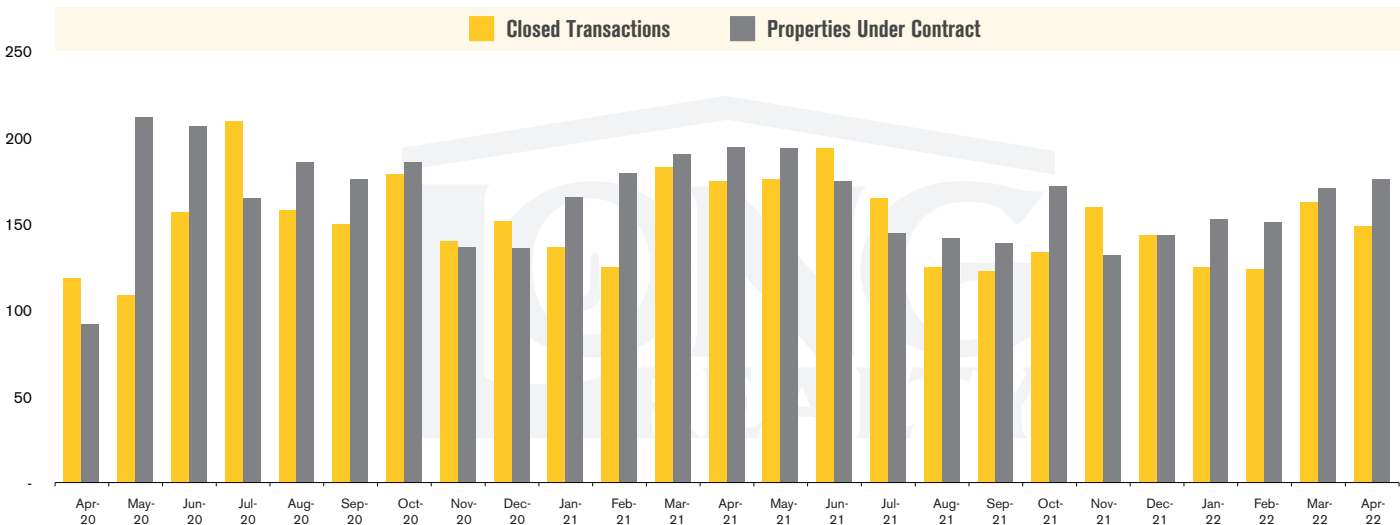
THE HOUSING REPORT

TUCSON NORTH | MAY 2022

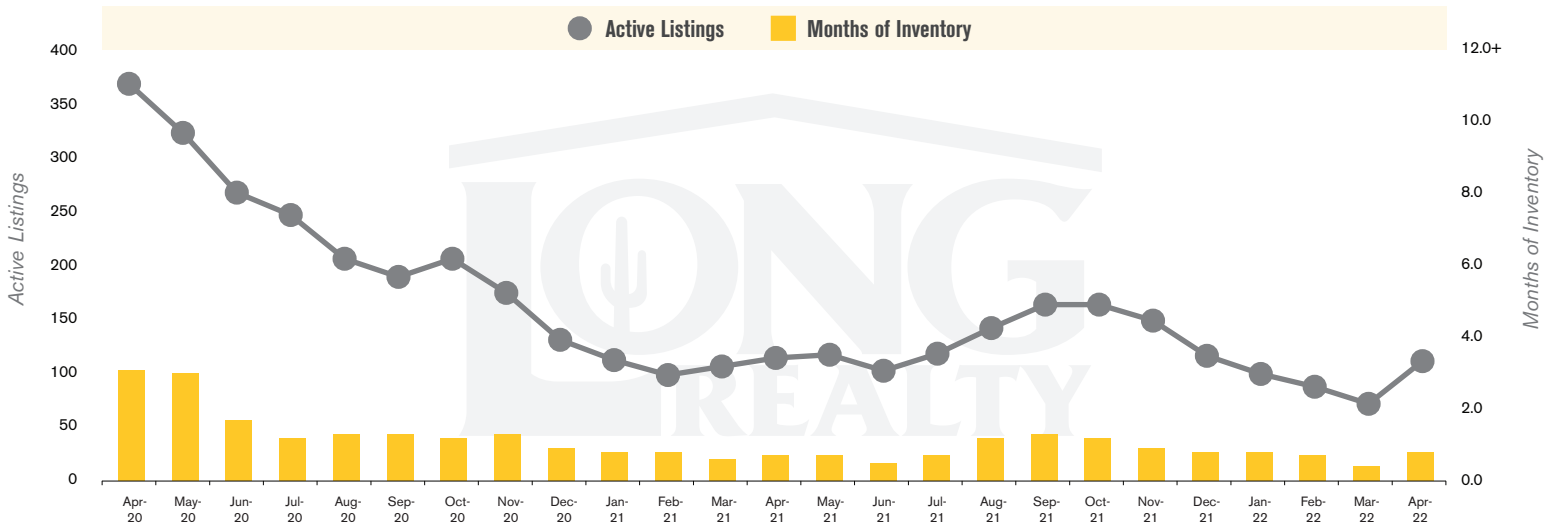


In the Tucson North area, April 2022 active inventory was 113, a 3% decrease from April 2021. There were 149 closings in April 2022, a 15% decrease from April 2021. Year-to-date 2022 there were 561 closings, a 10% decrease from year-to-date 2021. Months of Inventory was 0.8, up from 0.7 in April 2021. Median price of sold homes was \$565,000 for the month of April 2022, up 31% from April 2021. The Tucson North area had 176 new properties under contract in April 2022, down 10% from April 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 05/05/2022 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

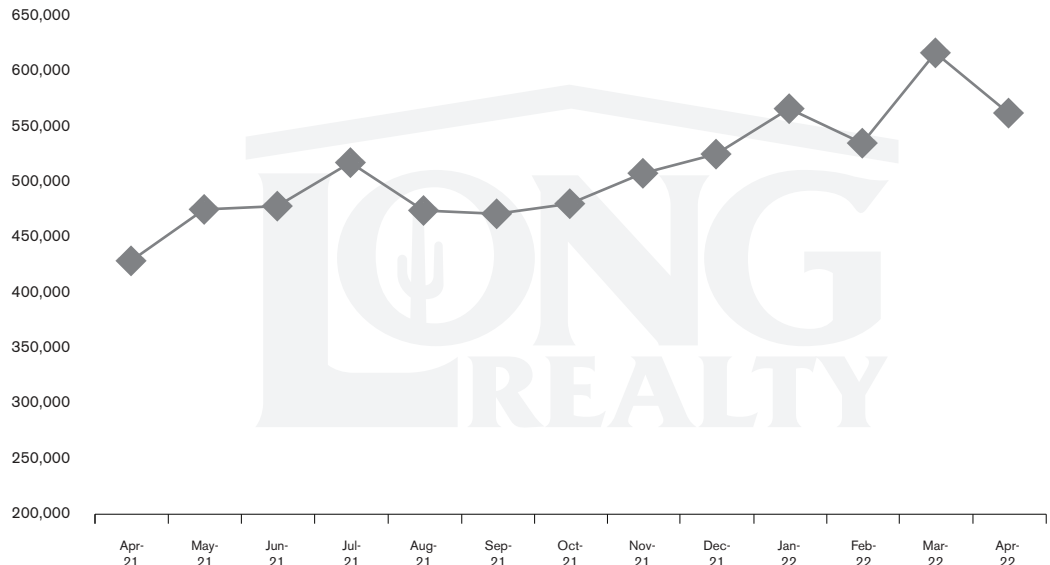
TUCSON NORTH | MAY 2022



MEDIAN SOLD PRICE TUCSON NORTH

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

Apr 2021	Apr 2022
99.6%	103.5%

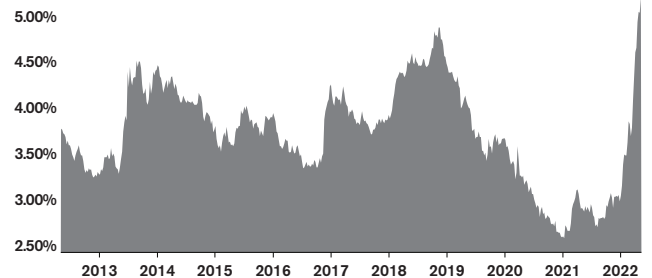


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2021	\$430,000	3.060%	\$1,735.50
2022	\$565,000	4.980%	\$2,874.83

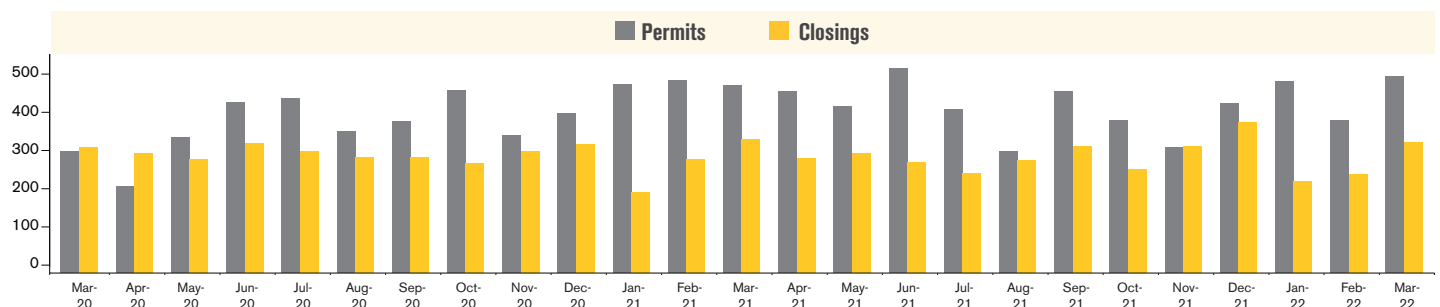
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For March 2022, new home permits were **up 5%** and new home closings were **down 2%** from March 2021.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 05/05/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | MAY 2022



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
		Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-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	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	2	1	0	1	1	1	0.0	0.0	Seller
\$125,000 - 149,999	2	2	0	2	1	1	3	0.7	0.6	Seller
\$150,000 - 174,999	0	2	3	3	0	1	1	0.0	0.5	Seller
\$175,000 - 199,999	1	3	1	2	2	1	3	0.3	0.5	Seller
\$200,000 - 224,999	2	4	3	5	2	5	5	0.4	0.3	Seller
\$225,000 - 249,999	0	7	9	5	7	11	2	0.0	0.1	Seller
\$250,000 - 274,999	3	8	5	4	7	5	7	0.4	0.3	Seller
\$275,000 - 299,999	3	15	6	7	8	6	6	0.5	0.2	Seller
\$300,000 - 349,999	6	8	8	6	9	10	8	0.8	0.3	Seller
\$350,000 - 399,999	4	5	6	4	7	11	6	0.7	0.5	Seller
\$400,000 - 499,999	4	21	24	17	13	18	19	0.2	0.3	Seller
\$500,000 - 599,999	5	20	19	12	15	9	19	0.3	0.4	Seller
\$600,000 - 699,999	12	16	17	16	18	18	14	0.9	0.5	Seller
\$700,000 - 799,999	7	17	12	12	12	17	14	0.5	0.6	Seller
\$800,000 - 899,999	9	11	11	5	7	10	14	0.6	0.5	Seller
\$900,000 - 999,999	2	4	4	3	4	10	10	0.2	0.3	Seller
\$1,000,000 - and over	53	14	14	21	11	29	17	3.1	2.3	Seller
TOTAL	113	160	144	125	124	163	149	0.8	0.6	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 05/05/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2022-04/30/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

TUCSON NORTH | MAY 2022



MARKET SHARE TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2021 – 04/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

38.8%

Tierra Antigua Realty 11.0%

Russ Lyon Sotheby's International Realty 6.4%

Realty Executives Arizona Territory 5.1%

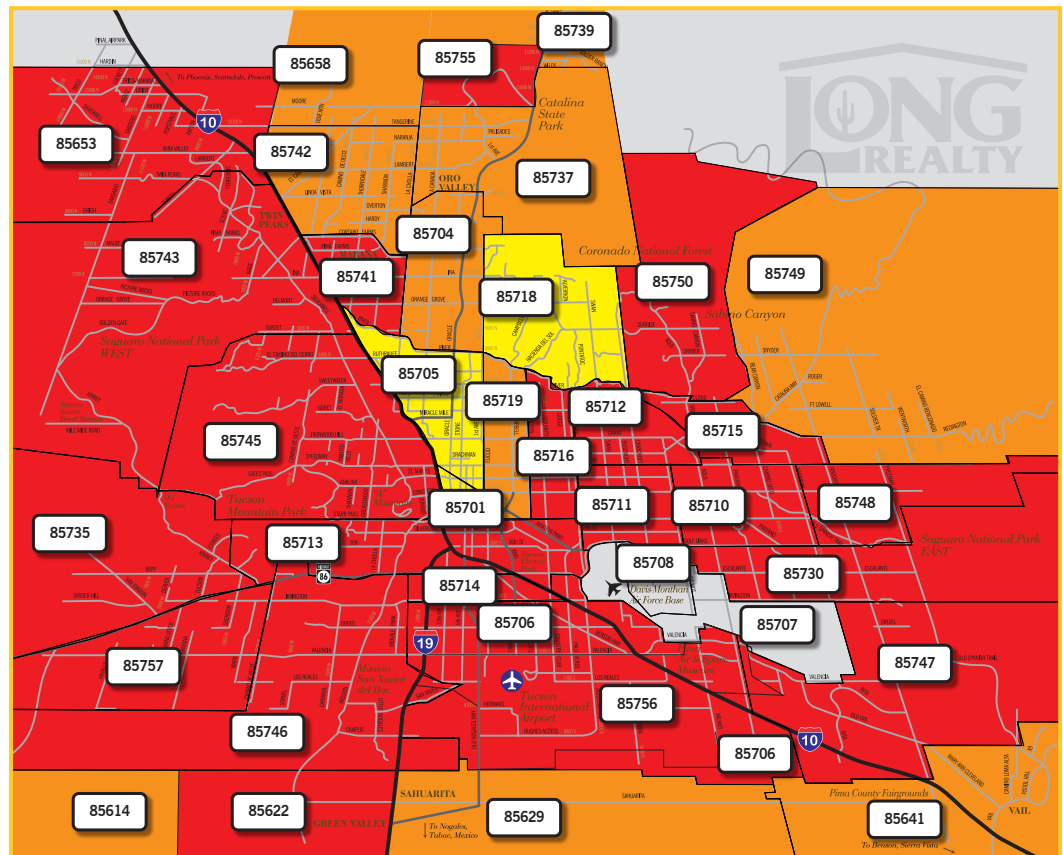
Coldwell Banker Realty 4.9%

Keller Williams Southern Arizona 4.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2021-APR 2021 TO
FEB 2022-APR 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.



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from February 2021-April 2021 to February 2022-April 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2022. Information is believed to be reliable, but not guaranteed.