

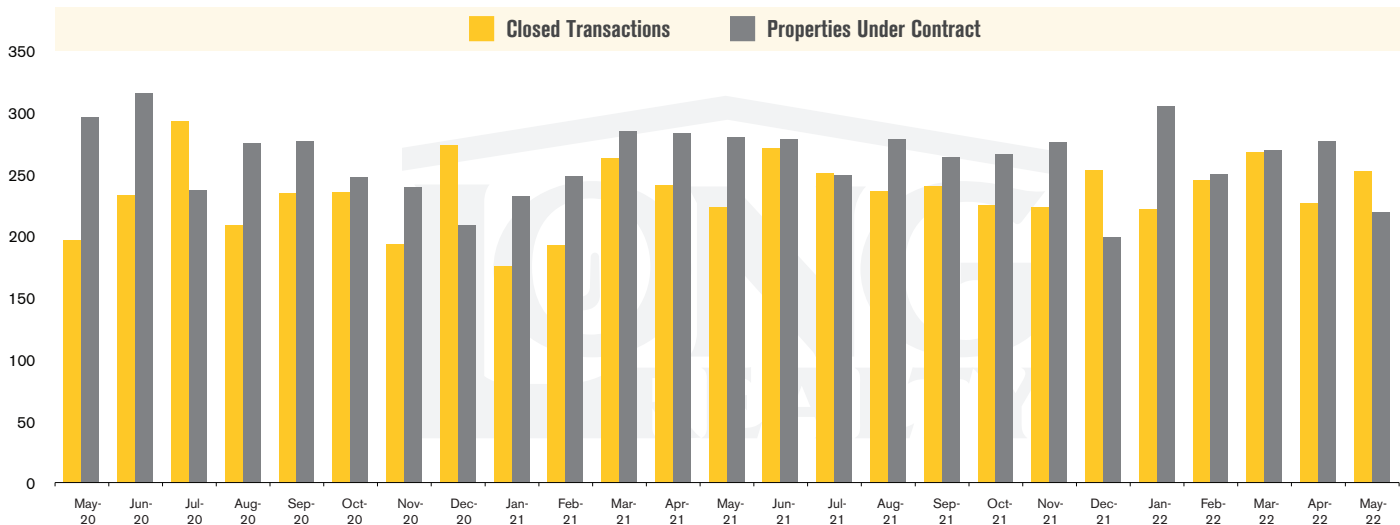
THE HOUSING REPORT

TUCSON CENTRAL | JUNE 2022

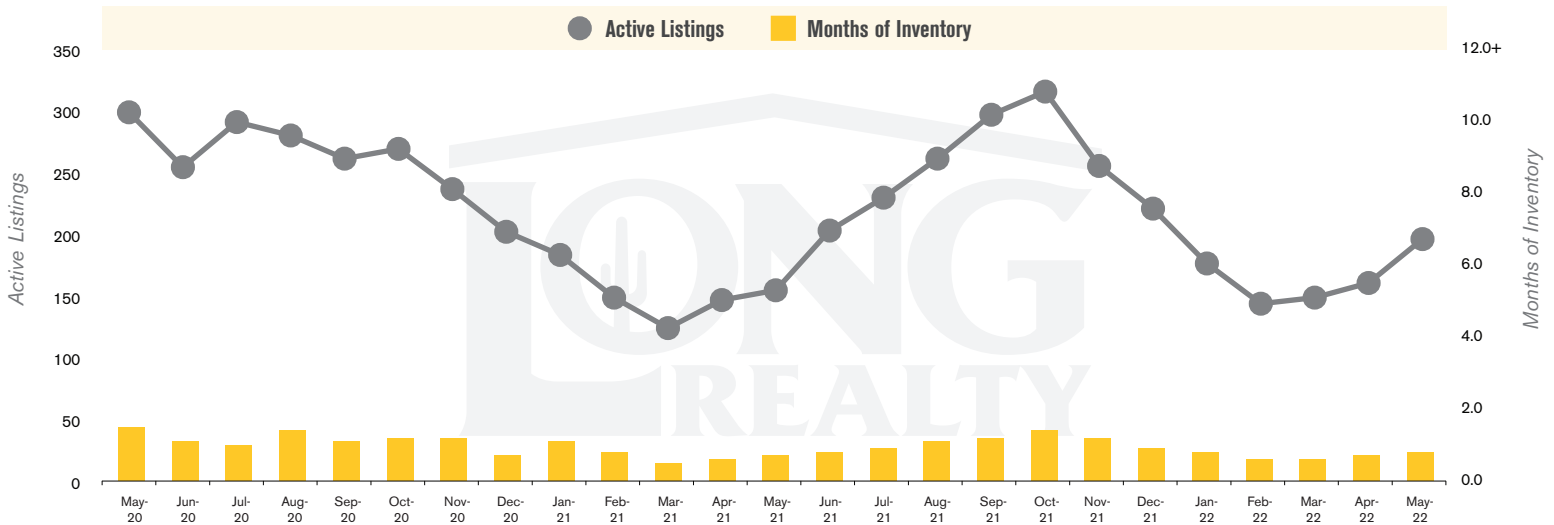


In the Tucson Central area, May 2022 active inventory was 199, a 27% increase from May 2021. There were 253 closings in May 2022, a 13% increase from May 2021. Year-to-date 2022 there were 1,217 closings, an 11% increase from year-to-date 2021. Months of Inventory was 0.8, up from 0.7 in May 2021. Median price of sold homes was \$290,000 for the month of May 2022, up 14% from May 2021. The Tucson Central area had 220 new properties under contract in May 2022, down 22% from May 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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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 06/07/2022 is believed to be reliable, but not guaranteed.

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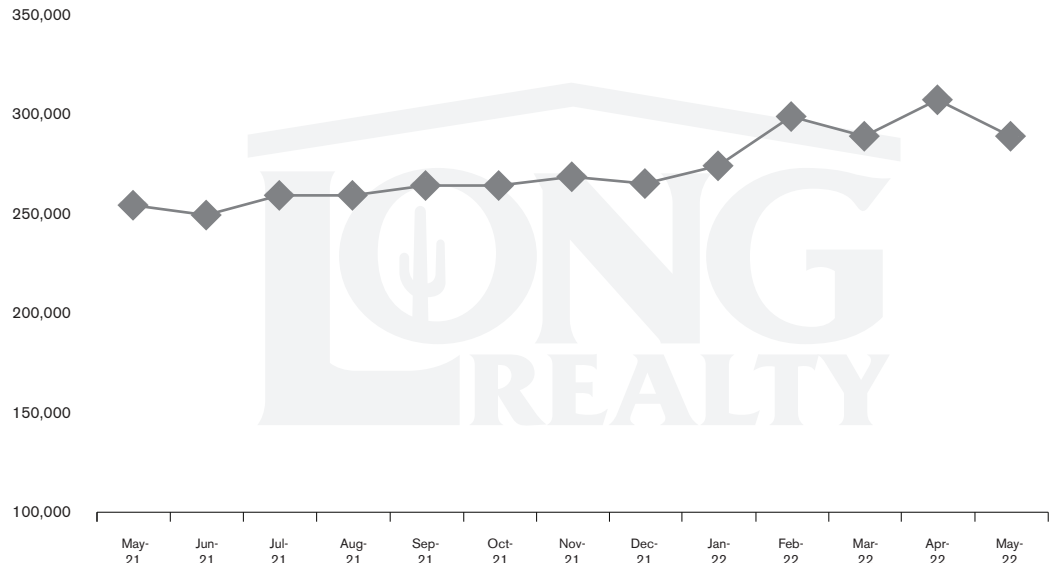


MEDIAN SOLD PRICE

TUCSON CENTRAL

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

| May 2021 | May 2022 |
|----------|----------|
| 101.5% | 100.5% |

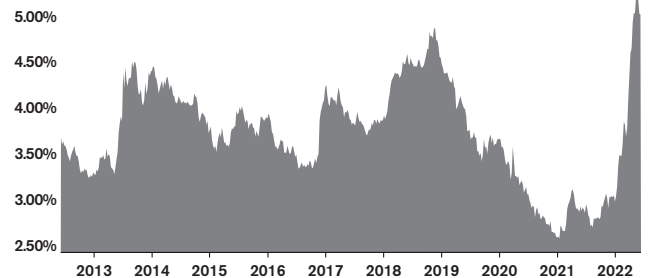


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$182,750 | 6.140% | \$1,056.57 |
| 2021 | \$255,000 | 2.960% | \$1,016.12 |
| 2022 | \$290,000 | 5.230% | \$1,517.91 |

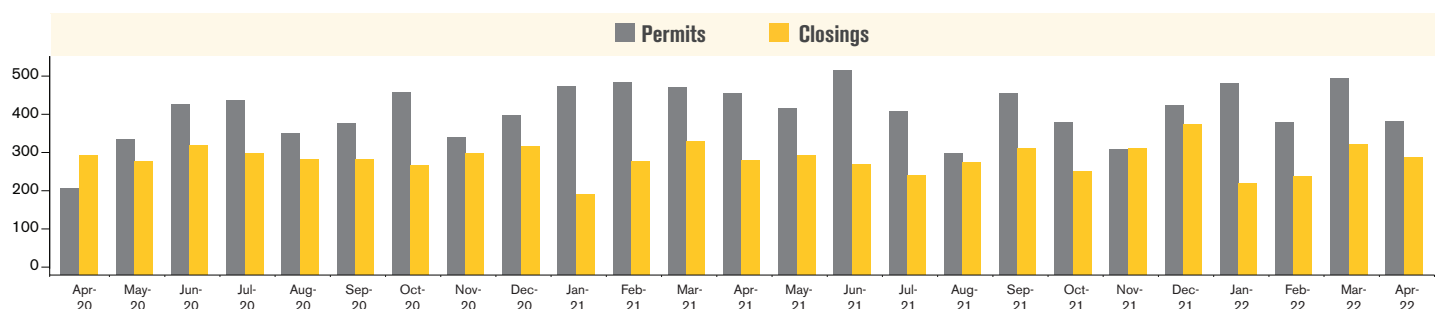
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research



For April 2022, new home permits were **down 16%** and new home closings were **up 3%** from April 2021.

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MARKET CONDITIONS BY PRICE BAND TUCSON CENTRAL

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | | | |
| \$1 - 49,999 | 0 | 1 | 0 | 0 | 2 | 0 | 0 | n/a | 1.0 | Seller |
| \$50,000 - 74,999 | 0 | 1 | 1 | 0 | 2 | 3 | 1 | 0.0 | 0.7 | Seller |
| \$75,000 - 99,999 | 1 | 4 | 4 | 4 | 3 | 4 | 5 | 0.2 | 0.3 | Seller |
| \$100,000 - 124,999 | 4 | 3 | 4 | 4 | 5 | 3 | 5 | 0.8 | 0.7 | Seller |
| \$125,000 - 149,999 | 2 | 7 | 5 | 7 | 5 | 3 | 6 | 0.3 | 0.4 | Seller |
| \$150,000 - 174,999 | 2 | 10 | 18 | 10 | 9 | 4 | 6 | 0.3 | 0.3 | Seller |
| \$175,000 - 199,999 | 5 | 28 | 15 | 12 | 22 | 9 | 9 | 0.6 | 0.4 | Seller |
| \$200,000 - 224,999 | 10 | 26 | 22 | 21 | 34 | 15 | 6 | 1.7 | 0.4 | Seller |
| \$225,000 - 249,999 | 8 | 31 | 17 | 25 | 19 | 20 | 29 | 0.3 | 0.4 | Seller |
| \$250,000 - 274,999 | 9 | 23 | 26 | 20 | 17 | 22 | 32 | 0.3 | 0.4 | Seller |
| \$275,000 - 299,999 | 23 | 23 | 22 | 18 | 30 | 23 | 35 | 0.7 | 0.6 | Seller |
| \$300,000 - 349,999 | 24 | 26 | 23 | 43 | 46 | 47 | 37 | 0.6 | 0.5 | Seller |
| \$350,000 - 399,999 | 28 | 29 | 23 | 33 | 20 | 22 | 21 | 1.3 | 1.1 | Seller |
| \$400,000 - 499,999 | 25 | 22 | 23 | 17 | 33 | 31 | 28 | 0.9 | 0.7 | Seller |
| \$500,000 - 599,999 | 19 | 10 | 10 | 11 | 8 | 9 | 12 | 1.6 | 1.4 | Seller |
| \$600,000 - 699,999 | 16 | 5 | 4 | 8 | 6 | 3 | 8 | 2.0 | 2.2 | Seller |
| \$700,000 - 799,999 | 5 | 0 | 1 | 7 | 3 | 3 | 7 | 0.7 | 0.8 | Seller |
| \$800,000 - 899,999 | 5 | 1 | 0 | 2 | 0 | 2 | 3 | 1.7 | 2.8 | Seller |
| \$900,000 - 999,999 | 2 | 2 | 0 | 1 | 1 | 2 | 2 | 1.0 | 1.4 | Seller |
| \$1,000,000 - and over | 11 | 2 | 4 | 3 | 4 | 2 | 1 | 11.0 | 4.0 | Seller |
| TOTAL | 199 | 254 | 222 | 246 | 269 | 227 | 253 | 0.8 | 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 06/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2022-05/31/2022. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 06/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2021 – 05/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

22.2%

Tierra Antigua Realty

15.3%

Realty Executives Arizona Territory

7.9%

Keller Williams Southern Arizona

6.0%

Exp Realty

5.6%

Coldwell Banker

3.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2021-MAY 2021 TO
MAR 2022-MAY 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

