

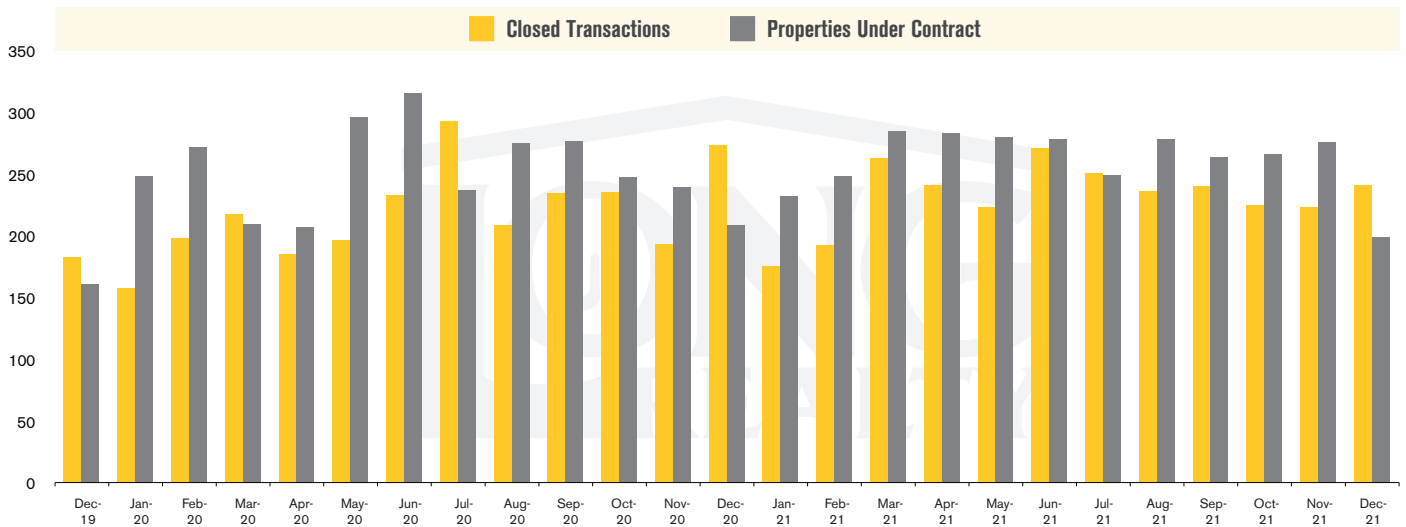
# THE HOUSING REPORT



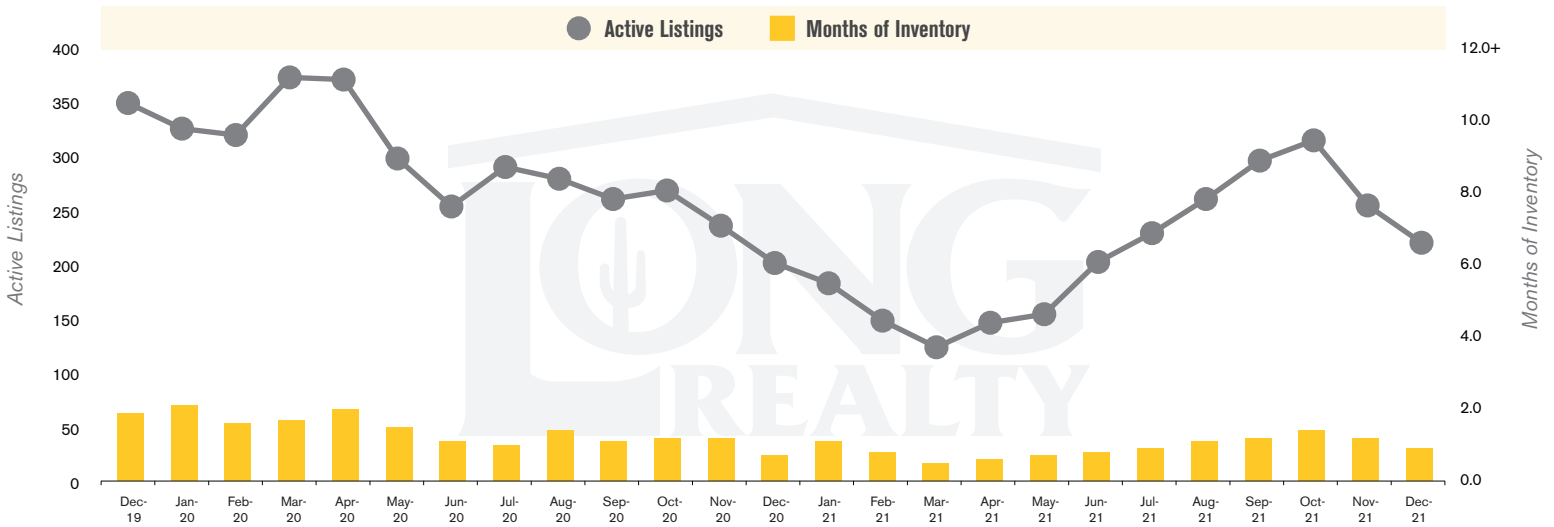
TUCSON CENTRAL | JANUARY 2022

In the Tucson Central area, December 2021 active inventory was 224, a 9% increase from December 2020. There were 242 closings in December 2021, a 12% decrease from December 2020. Year-to-date 2021 there were 2,793 closings, a 6% increase from year-to-date 2020. Months of Inventory was 0.9, up from 0.7 in December 2020. Median price of sold homes was \$262,050 for the month of December 2021, up 20% from December 2020. The Tucson Central area had 200 new properties under contract in December 2021, down 4% from December 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON CENTRAL



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON CENTRAL



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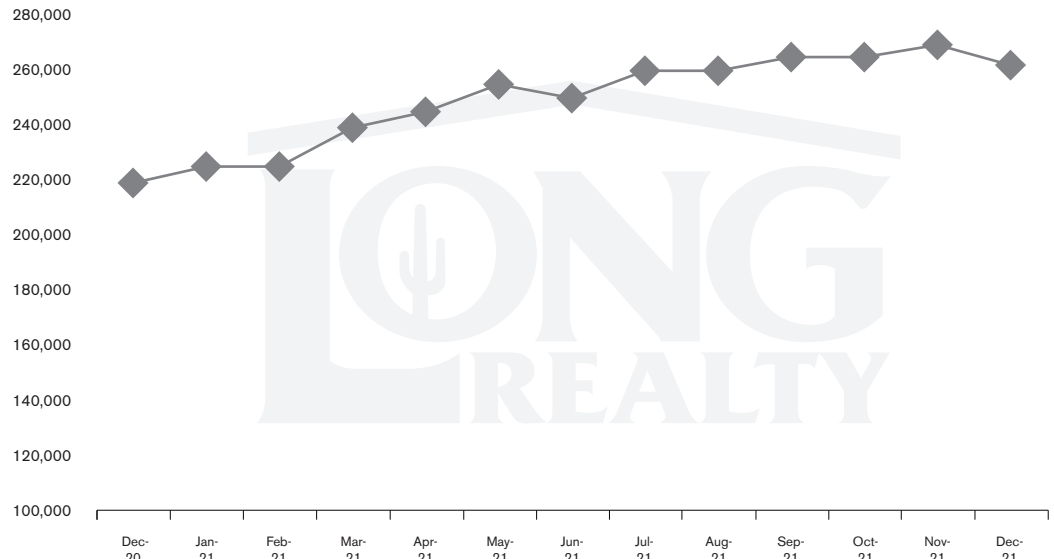
*Properties under contract and Home Sales data is based on information obtained from the MLSAZ using TrendGraphix software. All data obtained 01/06/2022 is believed to be reliable, but not guaranteed.*

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## MEDIAN SOLD PRICE TUCSON CENTRAL



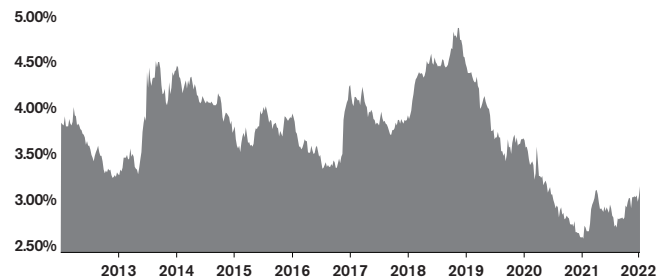
On average, homes sold this % of original list price.

| Dec 2020 | Dec 2021 |
|----------|----------|
| 96.4%    | 96.7%    |

## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON CENTRAL

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$182,750    | 6.140%    | \$1,056.57  |
| 2020 | \$219,000    | 2.680%    | \$841.65    |
| 2021 | \$262,050    | 3.100%    | \$1,063.05  |

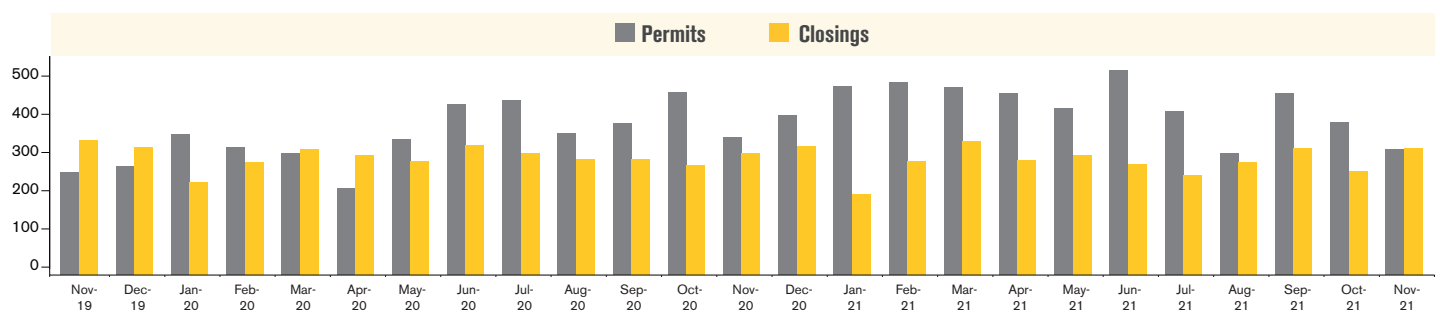
## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

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

## NEW HOME PERMITS AND CLOSINGS TUCSON CENTRAL



Source: RLBrownReports/Bright Future Real Estate Research

For November 2021, new home permits were **down 9%** and new home closings were **up 4%** from November 2020.

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These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 01/06/2022. Information is believed to be reliable, but not guaranteed.

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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 |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
|                        |                 | Jul-21                     | Aug-21     | Sep-21     | Oct-21     | Nov-21     | Dec-21     |                             |  |                   |
| \$1 - 49,999           | 0               | 2                          | 3          | 2          | 1          | 1          | 1          | 0.0                         | 0.0                                    | Seller            |
| \$50,000 - 74,999      | 0               | 2                          | 3          | 2          | 3          | 3          | 1          | 0.0                         | 0.3                                    | Seller            |
| \$75,000 - 99,999      | 2               | 5                          | 4          | 7          | 6          | 6          | 4          | 0.5                         | 0.4                                    | Seller            |
| \$100,000 - 124,999    | 6               | 4                          | 8          | 3          | 2          | 2          | 3          | 2.0                         | 1.7                                    | Seller            |
| \$125,000 - 149,999    | 10              | 11                         | 3          | 10         | 6          | 8          | 7          | 1.4                         | 1.1                                    | Seller            |
| \$150,000 - 174,999    | 7               | 17                         | 16         | 10         | 11         | 6          | 10         | 0.7                         | 0.9                                    | Seller            |
| \$175,000 - 199,999    | 17              | 16                         | 19         | 29         | 16         | 15         | 25         | 0.7                         | 1.0                                    | Seller            |
| \$200,000 - 224,999    | 11              | 24                         | 26         | 17         | 26         | 20         | 27         | 0.4                         | 0.7                                    | Seller            |
| \$225,000 - 249,999    | 21              | 34                         | 29         | 25         | 28         | 25         | 30         | 0.7                         | 0.9                                    | Seller            |
| \$250,000 - 274,999    | 17              | 31                         | 24         | 22         | 25         | 34         | 21         | 0.8                         | 0.7                                    | Seller            |
| \$275,000 - 299,999    | 24              | 21                         | 19         | 23         | 17         | 15         | 22         | 1.1                         | 1.8                                    | Seller            |
| \$300,000 - 349,999    | 25              | 35                         | 33         | 26         | 27         | 27         | 24         | 1.0                         | 1.3                                    | Seller            |
| \$350,000 - 399,999    | 30              | 27                         | 18         | 23         | 27         | 21         | 27         | 1.1                         | 1.3                                    | Seller            |
| \$400,000 - 499,999    | 26              | 10                         | 19         | 21         | 14         | 19         | 22         | 1.2                         | 1.6                                    | Seller            |
| \$500,000 - 599,999    | 12              | 4                          | 6          | 10         | 9          | 11         | 9          | 1.3                         | 1.8                                    | Seller            |
| \$600,000 - 699,999    | 5               | 5                          | 4          | 4          | 3          | 7          | 4          | 1.3                         | 2.3                                    | Seller            |
| \$700,000 - 799,999    | 1               | 1                          | 1          | 2          | 3          | 2          | 0          | n/a                         | 1.6                                    | Seller            |
| \$800,000 - 899,999    | 4               | 2                          | 0          | 2          | 0          | 1          | 1          | 4.0                         | 5.0                                    | Balanced          |
| \$900,000 - 999,999    | 2               | 0                          | 1          | 0          | 0          | 0          | 2          | 1.0                         | 3.0                                    | Seller            |
| \$1,000,000 - and over | 4               | 1                          | 1          | 3          | 2          | 1          | 2          | 2.0                         | 2.8                                    | Seller            |
| <b>TOTAL</b>           | <b>224</b>      | <b>252</b>                 | <b>237</b> | <b>241</b> | <b>226</b> | <b>224</b> | <b>242</b> | <b>0.9</b>                  | <b>1.2</b>                             | <b>Seller</b>     |



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.

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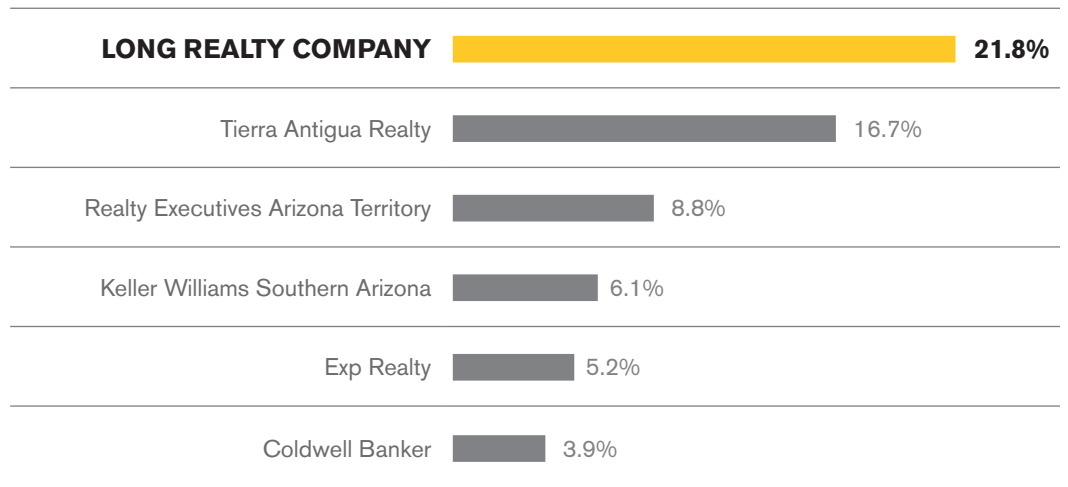
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## MARKET SHARE TUCSON CENTRAL

**Long Realty leads the market in successful real estate sales.**

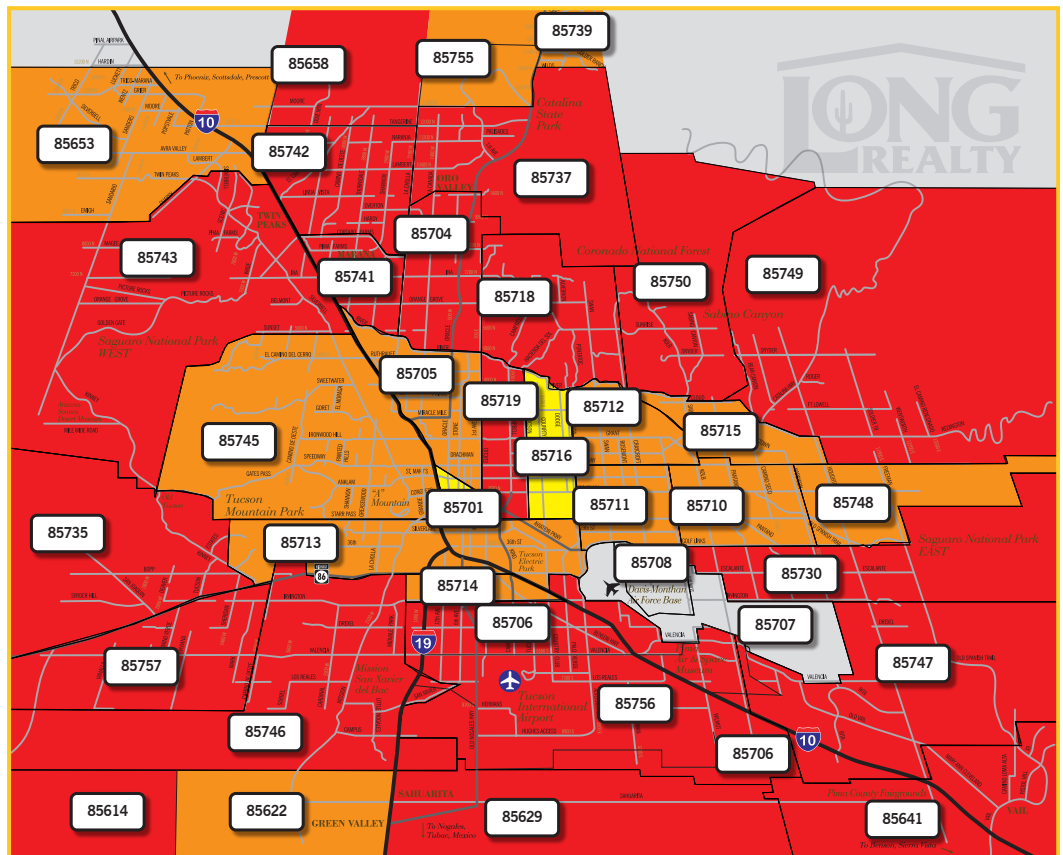
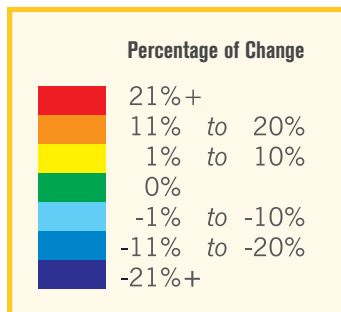
*Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.*



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2020-DEC 2020 TO  
OCT 2021-DEC 2021

*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 October 2020-December 2020 to October 2021-December 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2022. Information is believed to be reliable, but not guaranteed.*