

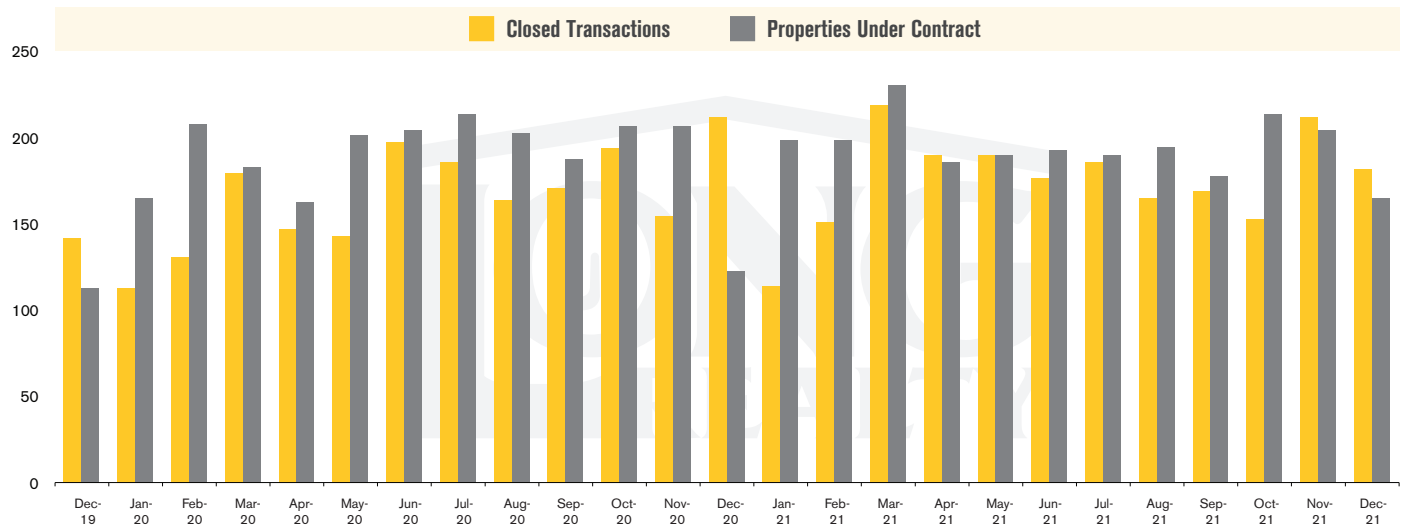
THE HOUSING REPORT



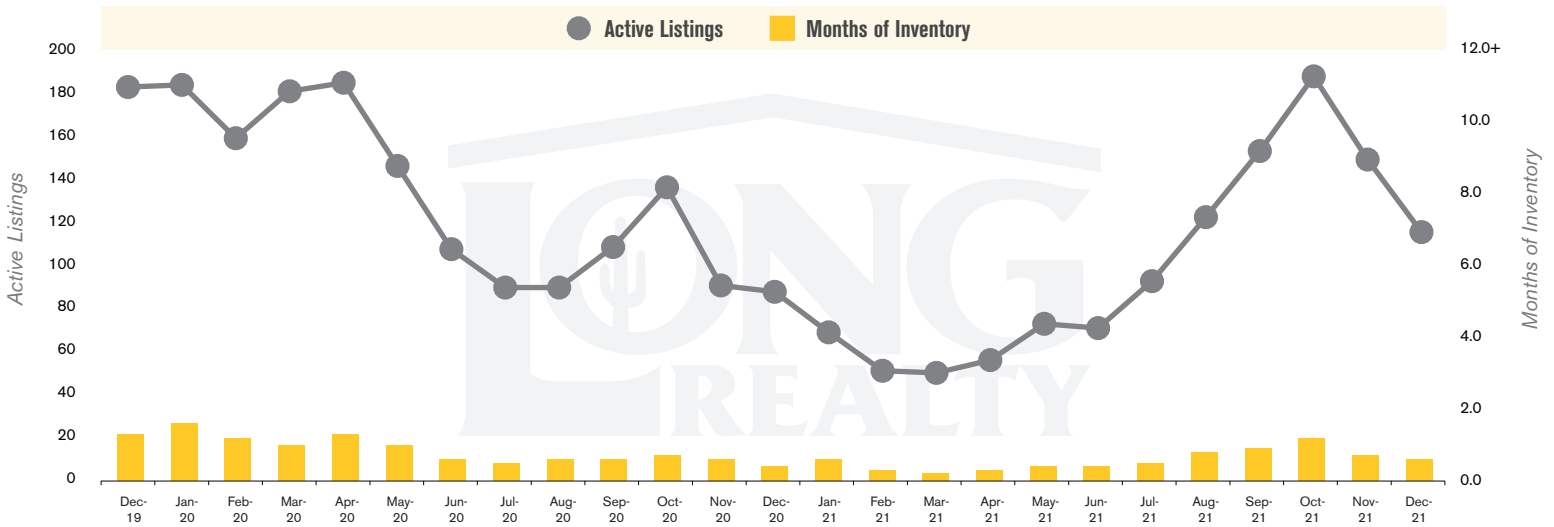
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In the Tucson East area, December 2021 active inventory was 117, a 31% increase from December 2020. There were 182 closings in December 2021, a 14% decrease from December 2020. Year-to-date 2021 there were 2,108 closings, a 6% increase from year-to-date 2020. Months of Inventory was 0.6, up from 0.4 in December 2020. Median price of sold homes was \$275,000 for the month of December 2021, up 20% from December 2020. The Tucson East area had 165 new properties under contract in December 2021, up 34% from December 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON EAST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON EAST



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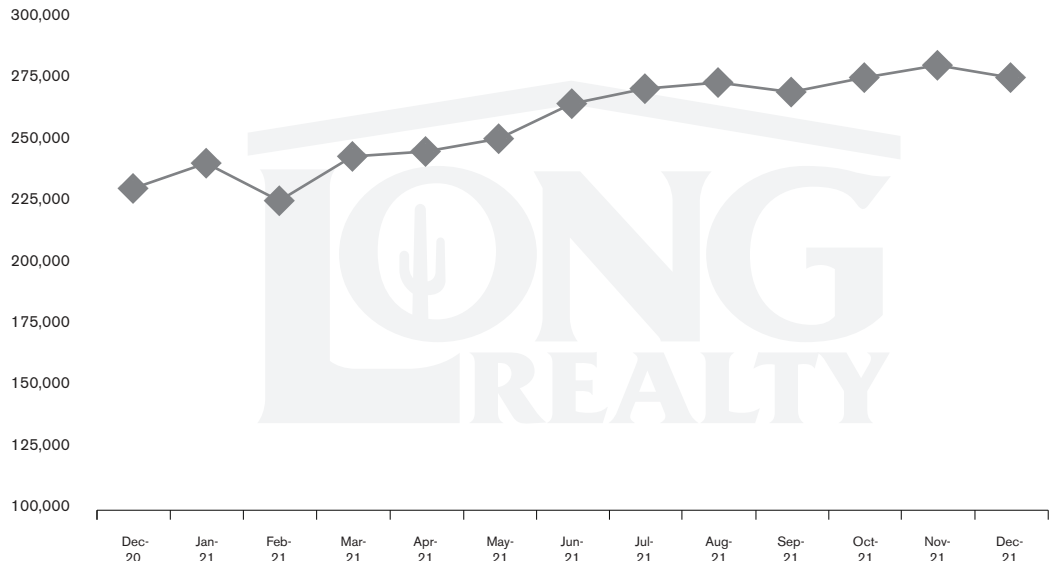
Properties under contract and Home Sales data is based on information obtained from the MLSAZ using TrendGraphix software. All data obtained 01/06/2022 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE TUCSON EAST



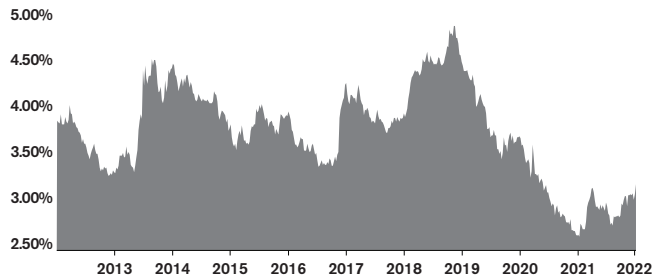
On average, homes sold this % of original list price.

Dec 2020	Dec 2021
100.1%	97.3%

MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON EAST

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2020	\$230,000	2.680%	\$883.93
2021	\$275,000	3.100%	\$1,115.58

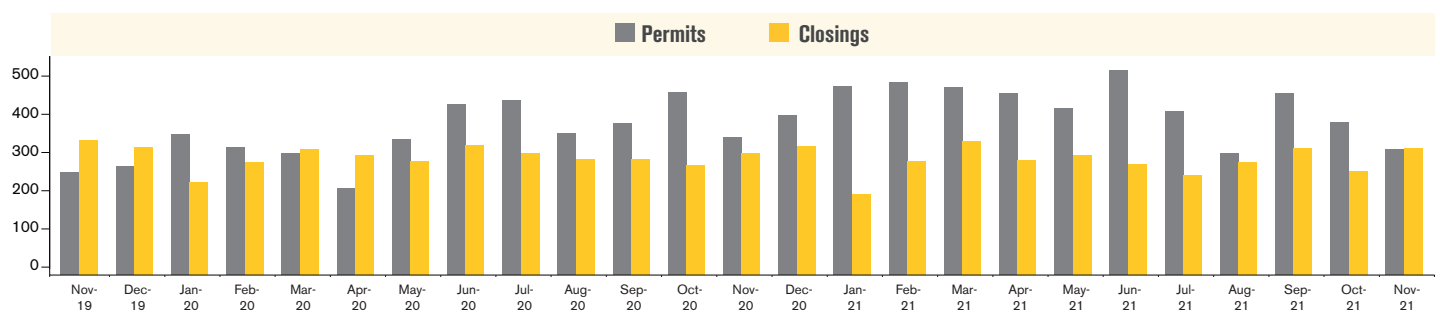
30 YEAR FIXED MORTGAGE RATE



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

Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



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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MARKET CONDITIONS BY PRICE BAND TUCSON EAST

	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	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	0	0	2	0	2	3	0.0	0.6	Seller
\$100,000 - 124,999	0	3	5	1	2	2	2	0.0	0.5	Seller
\$125,000 - 149,999	0	3	2	4	6	6	4	0.0	0.2	Seller
\$150,000 - 174,999	2	5	5	6	4	8	6	0.3	0.6	Seller
\$175,000 - 199,999	2	7	6	7	3	7	10	0.2	0.5	Seller
\$200,000 - 224,999	1	22	15	19	12	14	14	0.1	0.3	Seller
\$225,000 - 249,999	9	19	18	19	17	16	21	0.4	0.8	Seller
\$250,000 - 274,999	14	38	31	39	29	41	28	0.5	0.5	Seller
\$275,000 - 299,999	20	33	23	16	27	37	32	0.6	0.8	Seller
\$300,000 - 349,999	45	26	27	28	27	48	28	1.6	1.3	Seller
\$350,000 - 399,999	14	18	15	16	14	13	15	0.9	1.6	Seller
\$400,000 - 499,999	5	10	8	7	4	13	9	0.6	1.0	Seller
\$500,000 - 599,999	1	1	5	2	3	1	3	0.3	0.7	Seller
\$600,000 - 699,999	0	0	0	1	0	2	6	0.0	0.8	Seller
\$700,000 - 799,999	1	0	0	0	2	1	0	n/a	1.0	Seller
\$800,000 - 899,999	0	0	1	1	1	1	1	0.0	0.3	Seller
\$900,000 - 999,999	0	0	1	0	1	0	0	n/a	2.0	Seller
\$1,000,000 - and over	3	1	2	1	1	0	0	n/a	9.0	Buyer
TOTAL	117	186	165	169	153	212	182	0.6	0.8	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 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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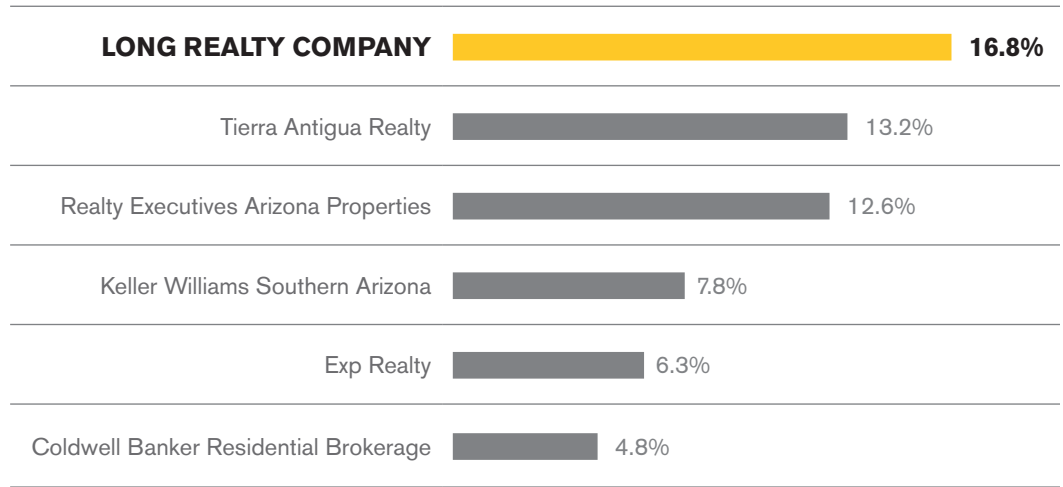
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MARKET SHARE TUCSON EAST

Long Realty leads the market in successful real estate sales.

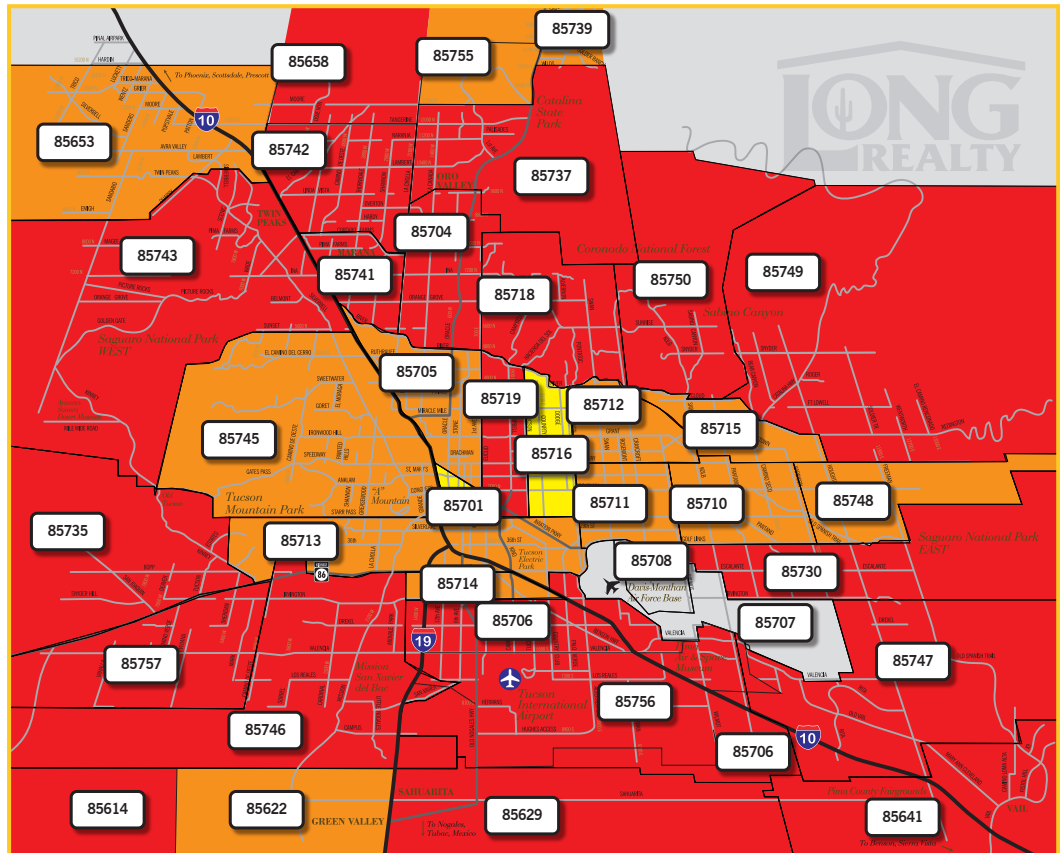
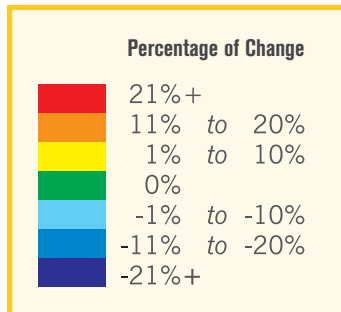
Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.



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.