

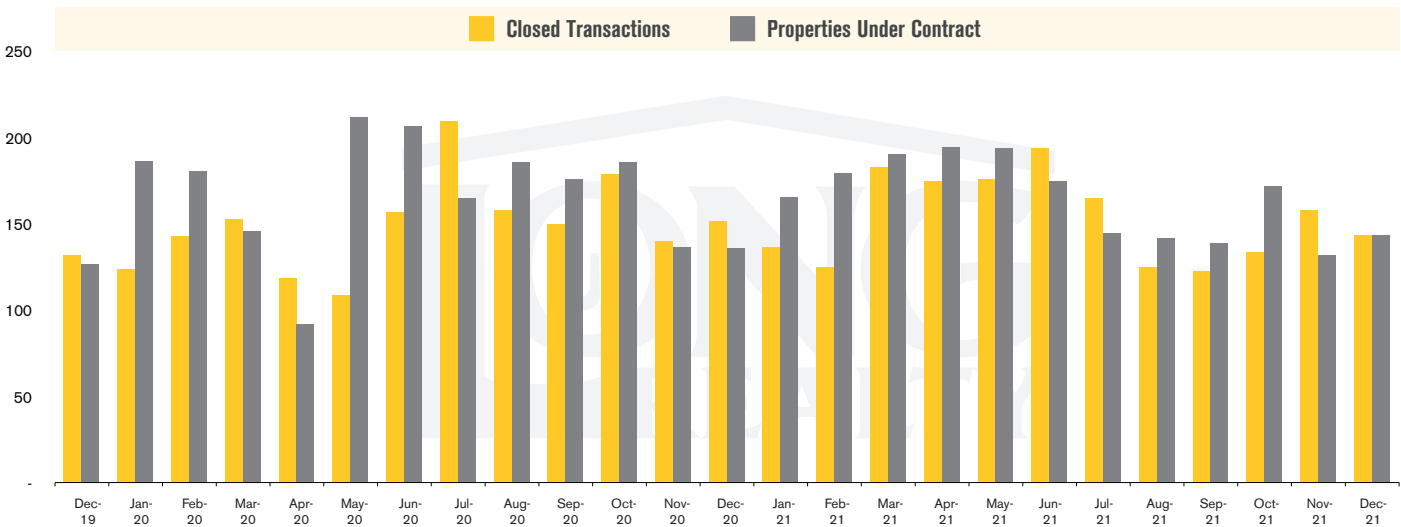
THE HOUSING REPORT



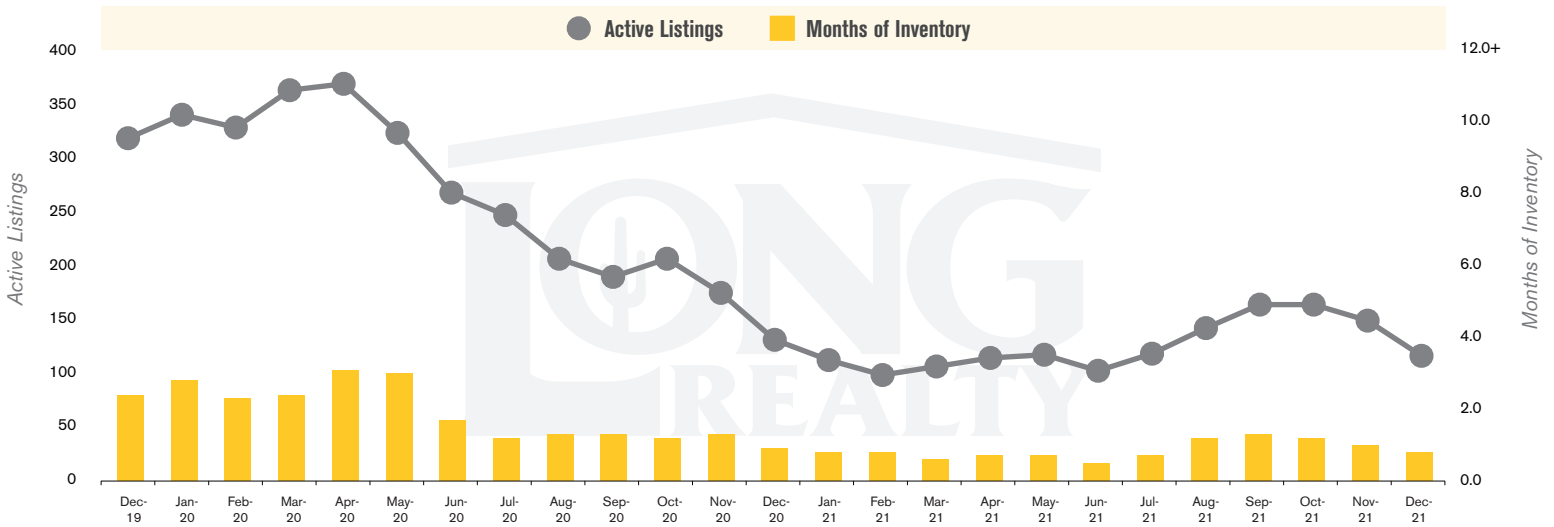
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In the Tucson North area, December 2021 active inventory was 118, an 11% decrease from December 2020. There were 144 closings in December 2021, a 5% decrease from December 2020. Year-to-date 2021 there were 1,839 closings, a 3% increase from year-to-date 2020. Months of Inventory was 0.8, down from 0.9 in December 2020. Median price of sold homes was \$527,500 for the month of December 2021, up 36% from December 2020. The Tucson North area had 144 new properties under contract in December 2021, up 6% from December 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



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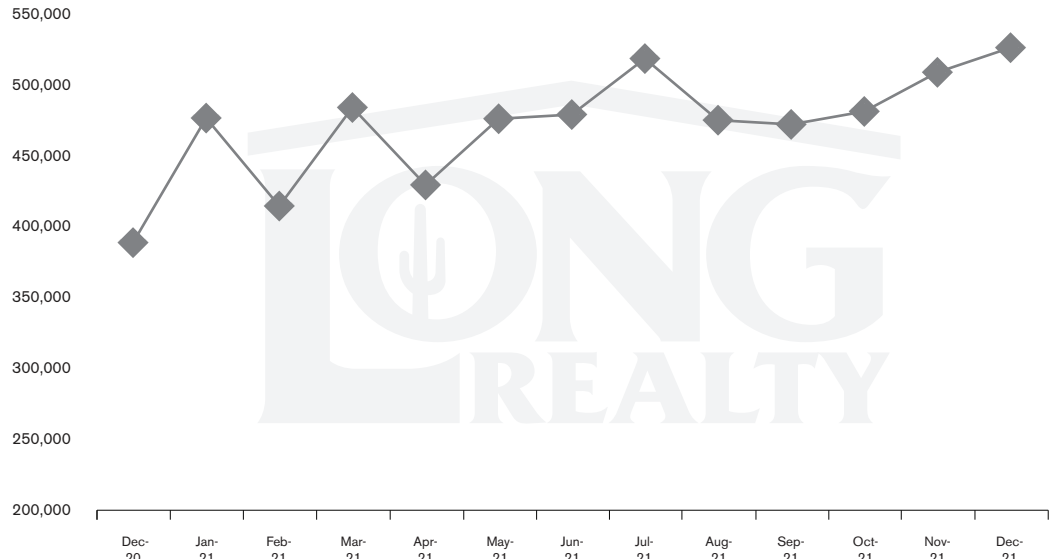
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 01/06/2022 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE TUCSON NORTH



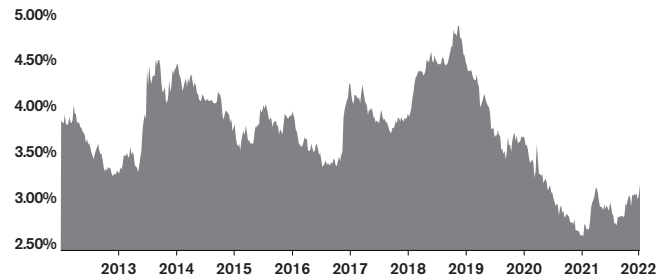
On average, homes sold this % of original list price.

Dec 2020	Dec 2021
98.6%	97.0%

MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$389,000	2.680%	\$1,494.99
2021	\$527,500	3.100%	\$2,139.89

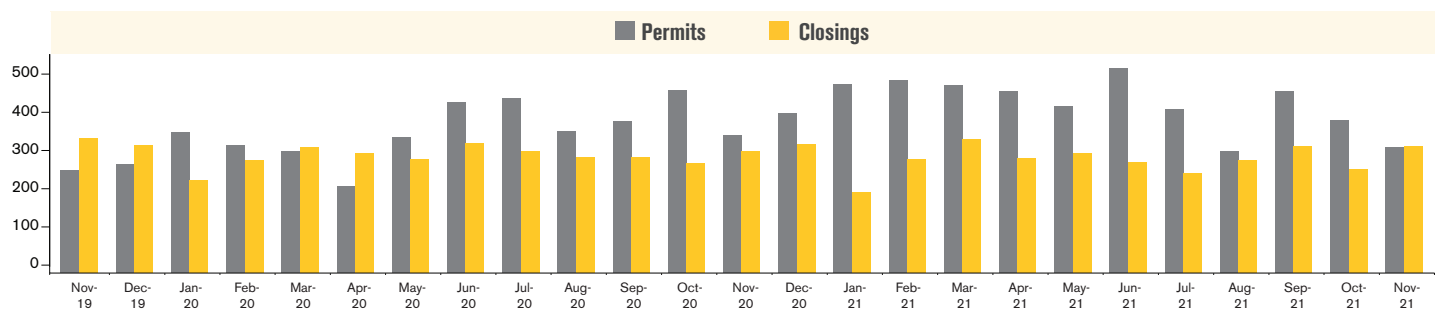
30 YEAR FIXED MORTGAGE RATE



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 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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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 NORTH

	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	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	3	1	0	1	1	1	0.0	0.0	Seller
\$100,000 - 124,999	3	0	1	0	1	2	1	3.0	1.5	Seller
\$125,000 - 149,999	1	1	2	0	2	2	0	n/a	0.8	Seller
\$150,000 - 174,999	0	1	1	3	1	2	3	0.0	0.7	Seller
\$175,000 - 199,999	0	3	3	5	1	3	1	0.0	0.2	Seller
\$200,000 - 224,999	2	3	5	5	4	4	3	0.7	0.5	Seller
\$225,000 - 249,999	2	8	7	4	5	7	9	0.2	0.4	Seller
\$250,000 - 274,999	1	9	5	10	4	8	5	0.2	0.3	Seller
\$275,000 - 299,999	2	7	5	7	10	14	6	0.3	0.3	Seller
\$300,000 - 349,999	2	11	9	5	13	8	8	0.3	0.4	Seller
\$350,000 - 399,999	1	7	7	7	7	5	6	0.2	0.9	Seller
\$400,000 - 499,999	14	20	22	17	19	21	24	0.6	0.9	Seller
\$500,000 - 599,999	10	26	12	16	16	20	19	0.5	0.7	Seller
\$600,000 - 699,999	12	17	16	12	22	16	17	0.7	0.8	Seller
\$700,000 - 799,999	10	13	10	8	9	16	12	0.8	0.8	Seller
\$800,000 - 899,999	7	11	5	9	3	11	11	0.6	0.8	Seller
\$900,000 - 999,999	5	4	5	7	6	4	4	1.3	1.3	Seller
\$1,000,000 - and over	46	21	9	8	10	14	14	3.3	4.1	Slightly Seller
TOTAL	118	165	125	123	134	158	144	0.8	1.0	Seller



Seller's Market



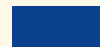
Slight Seller's Market



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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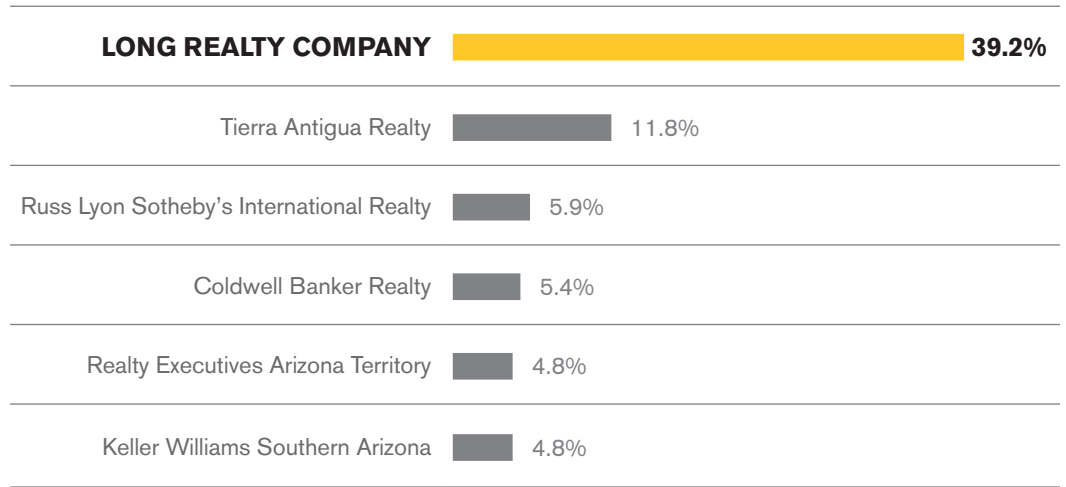
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MARKET SHARE TUCSON NORTH

Long Realty leads the market in successful real estate sales.

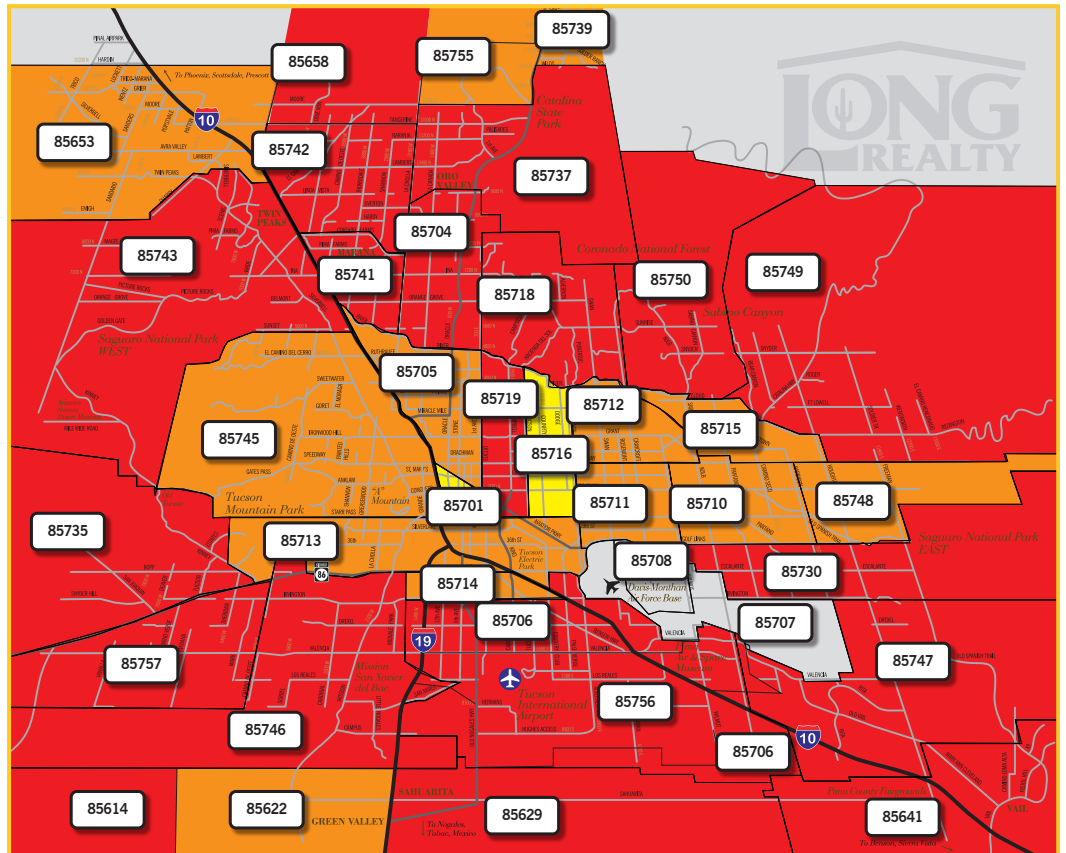
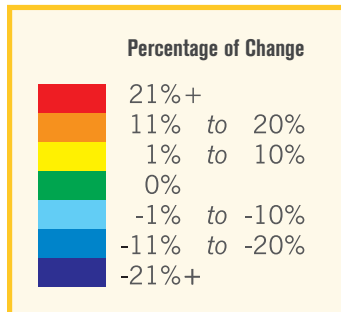
Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.



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.