

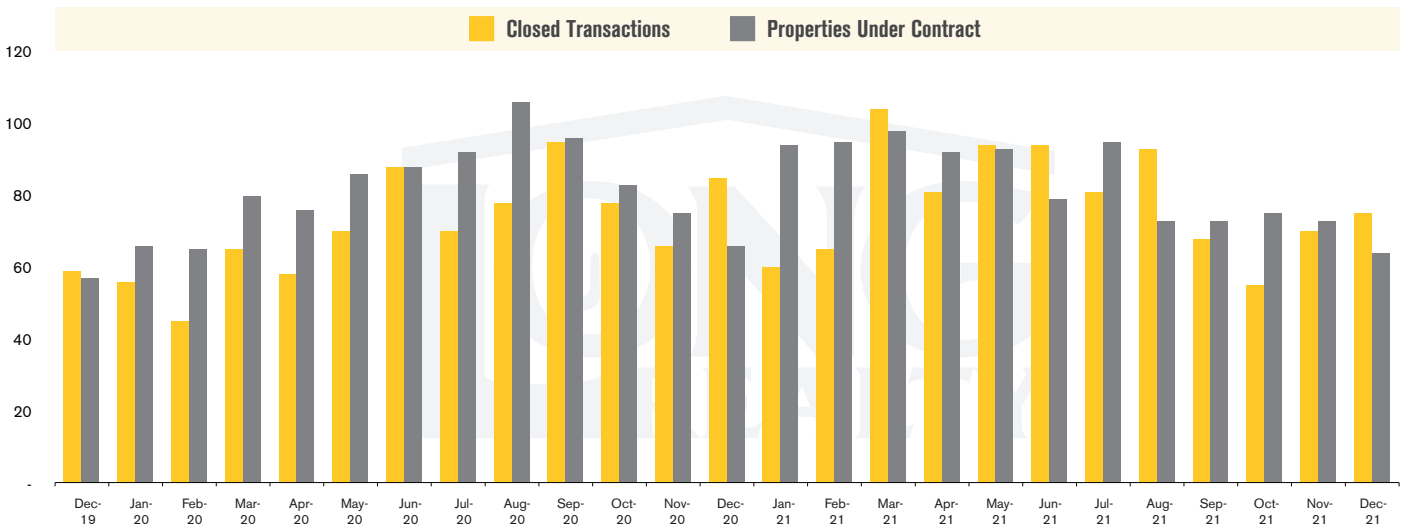
THE HOUSING REPORT



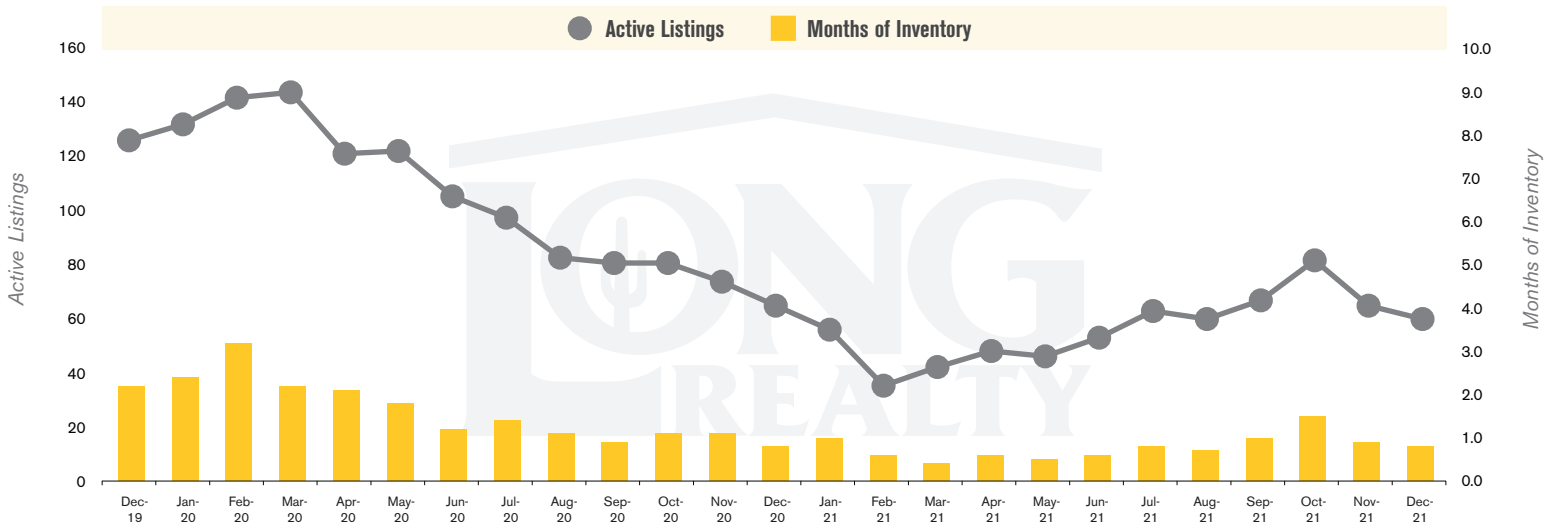
TUCSON NORTHEAST & EXTENDED NORTHEAST | JANUARY 2022

In the Tucson Northeast and Extended Northeast area, December 2021 active inventory was 61, an 8% decrease from December 2020. There were 75 closings in December 2021, a 12% decrease from December 2020. Year-to-date 2021 there were 940 closings, a 10% increase from year-to-date 2020. Months of Inventory was 0.8, unchanged from 0.8 in December 2020. Median price of sold homes was \$426,350 for the month of December 2021, up 18% from December 2020. The Tucson Northeast and Extended Northeast area had 64 new properties under contract in December 2021, down 3% from December 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NE & EXTENDED NE



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NE & EXTENDED NE



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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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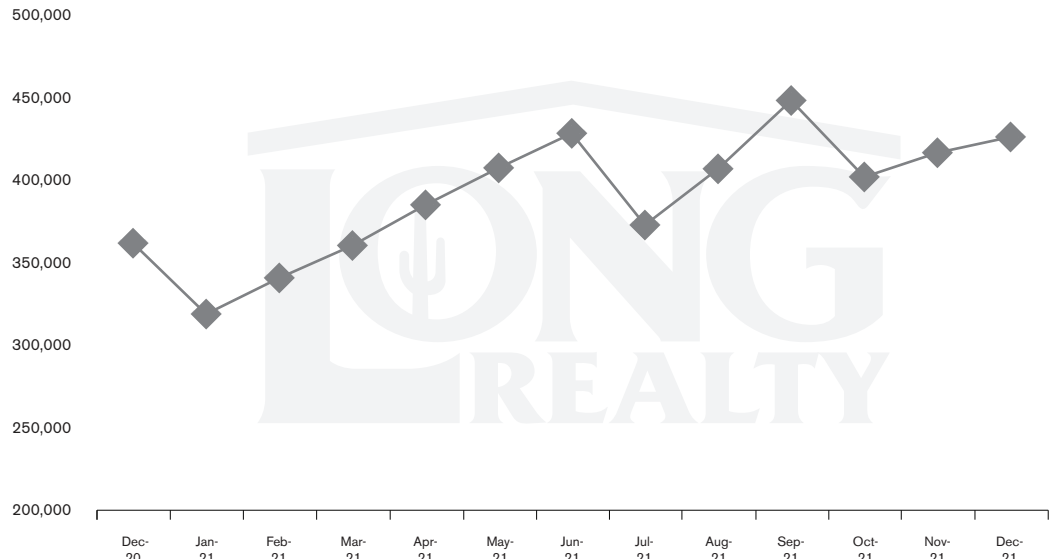
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MEDIAN SOLD PRICE

TUCSON NE & EXTENDED NE

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

Dec 2020	Dec 2021
99.3%	96.5%

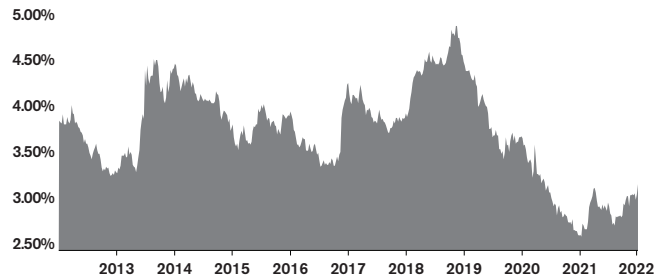


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NE & EXTENDED NE

Year	Median Price	Int. Rate	MO. Payment
2006	\$291,250	6.140%	\$1,683.87
2020	\$361,656	2.680%	\$1,389.90
2021	\$426,350	3.100%	\$1,729.56

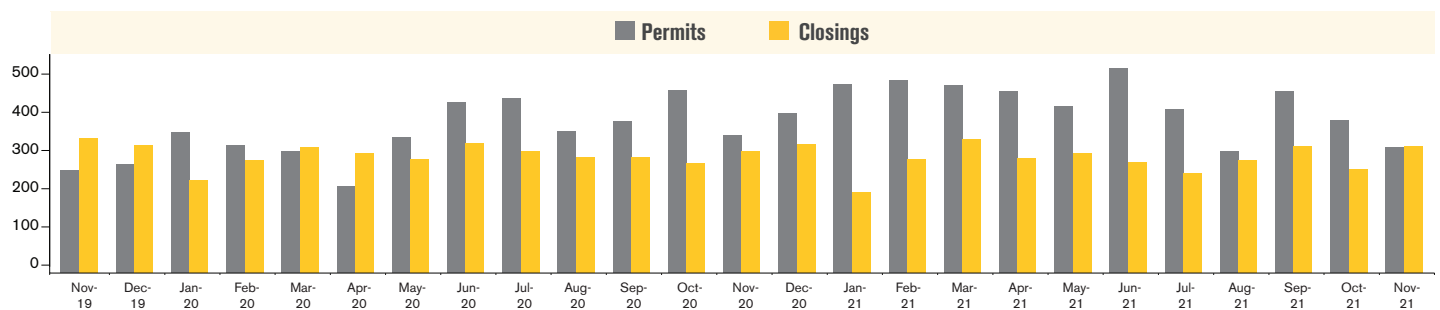
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For 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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TUCSON NORTHEAST & EXTENDED NORTHEAST | JANUARY 2022



MARKET CONDITIONS BY PRICE BAND TUCSON NORTHEAST & EXTENDED NORTHEAST

	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	5	0	0	0	1	0	n/a	0.0	Seller
\$75,000 - 99,999	1	2	1	3	3	3	2	0.5	0.5	Seller
\$100,000 - 124,999	0	5	2	3	3	1	0	n/a	0.5	Seller
\$125,000 - 149,999	5	4	8	4	1	2	2	2.5	2.4	Seller
\$150,000 - 174,999	1	1	3	0	0	1	0	n/a	2.0	Seller
\$175,000 - 199,999	0	0	0	1	0	1	0	n/a	0.0	Seller
\$200,000 - 224,999	1	0	1	1	0	1	2	0.5	0.3	Seller
\$225,000 - 249,999	1	3	2	2	0	2	3	0.3	0.4	Seller
\$250,000 - 274,999	0	3	3	0	2	0	0	n/a	0.5	Seller
\$275,000 - 299,999	6	6	4	1	2	5	4	1.5	1.0	Seller
\$300,000 - 349,999	5	8	12	4	9	5	10	0.5	0.3	Seller
\$350,000 - 399,999	6	8	9	9	6	9	9	0.7	1.2	Seller
\$400,000 - 499,999	7	11	20	10	11	12	19	0.4	0.9	Seller
\$500,000 - 599,999	4	7	9	7	12	10	5	0.8	0.4	Seller
\$600,000 - 699,999	4	9	6	10	1	8	5	0.8	1.6	Seller
\$700,000 - 799,999	5	4	2	8	2	2	3	1.7	2.3	Seller
\$800,000 - 899,999	0	3	1	0	2	4	5	0.0	0.4	Seller
\$900,000 - 999,999	3	0	2	0	0	0	3	1.0	3.0	Seller
\$1,000,000 - and over	12	2	8	5	1	3	3	4.0	5.4	Balanced
TOTAL	61	81	93	68	55	70	75	0.8	1.1	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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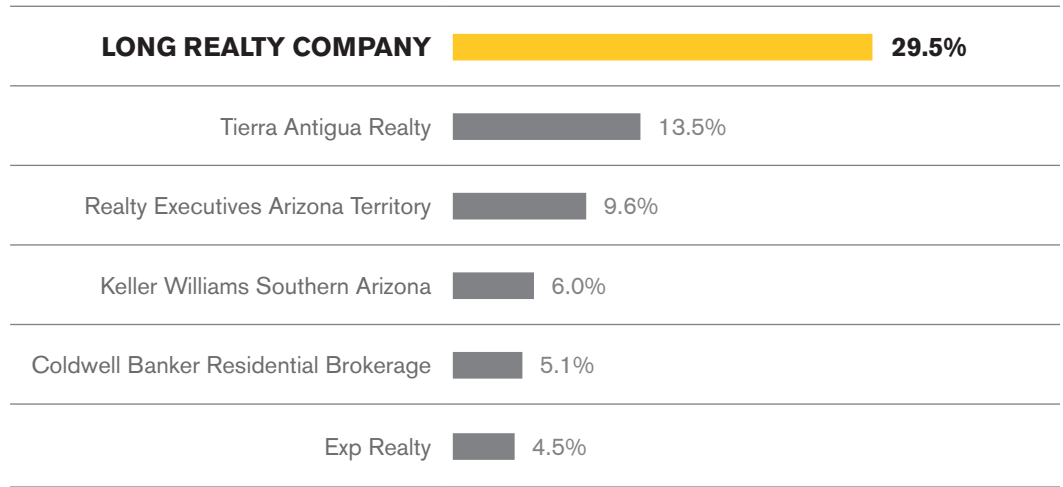


MARKET SHARE

TUCSON NORTHEAST & EXTENDED NORTHEAST

Long Realty leads the market in successful real estate sales.

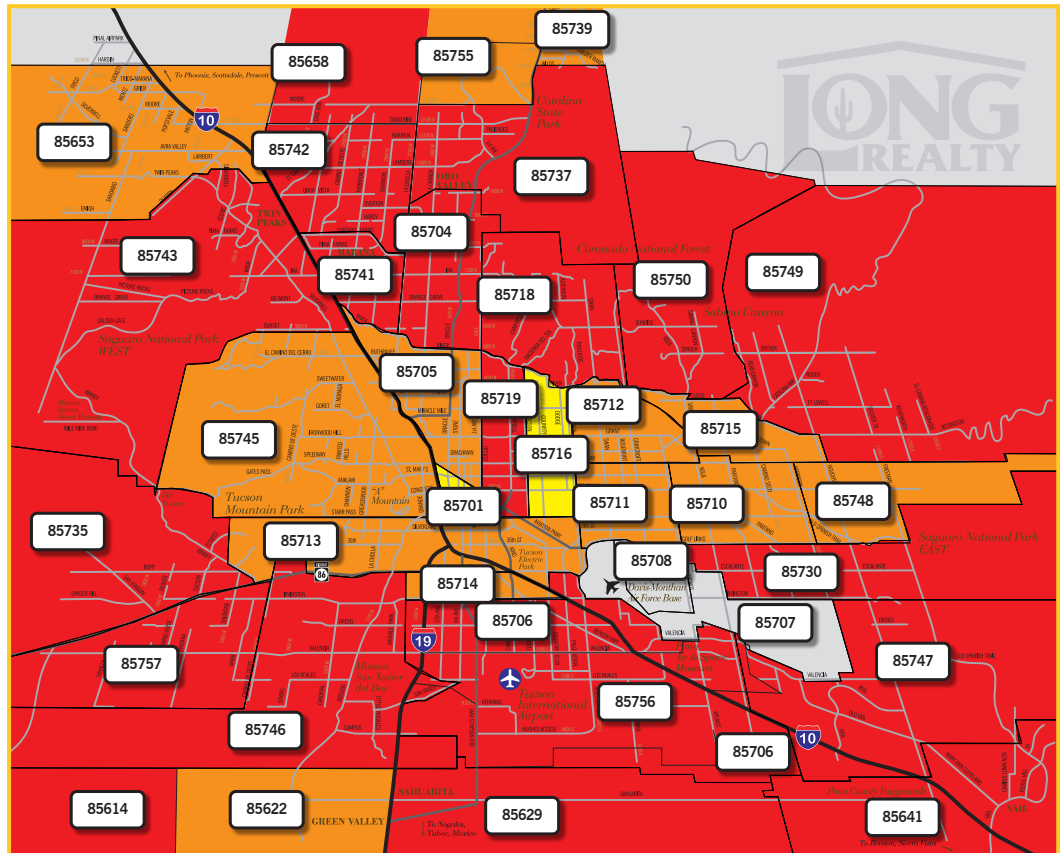
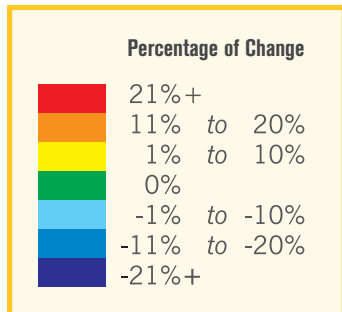
Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.



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.