

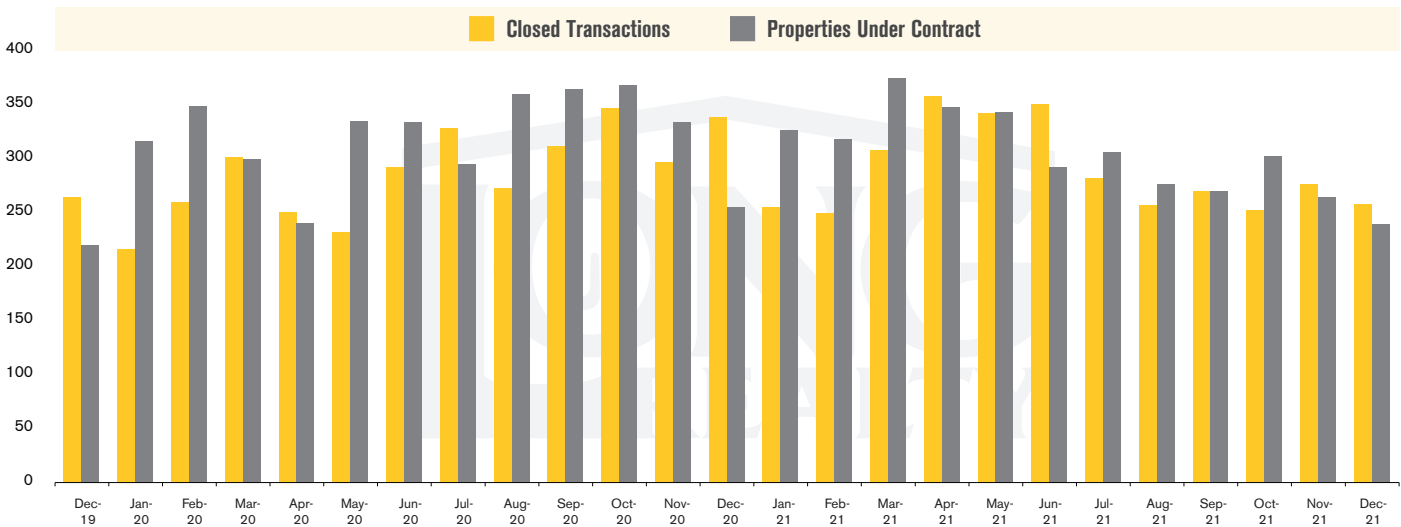
# THE HOUSING REPORT



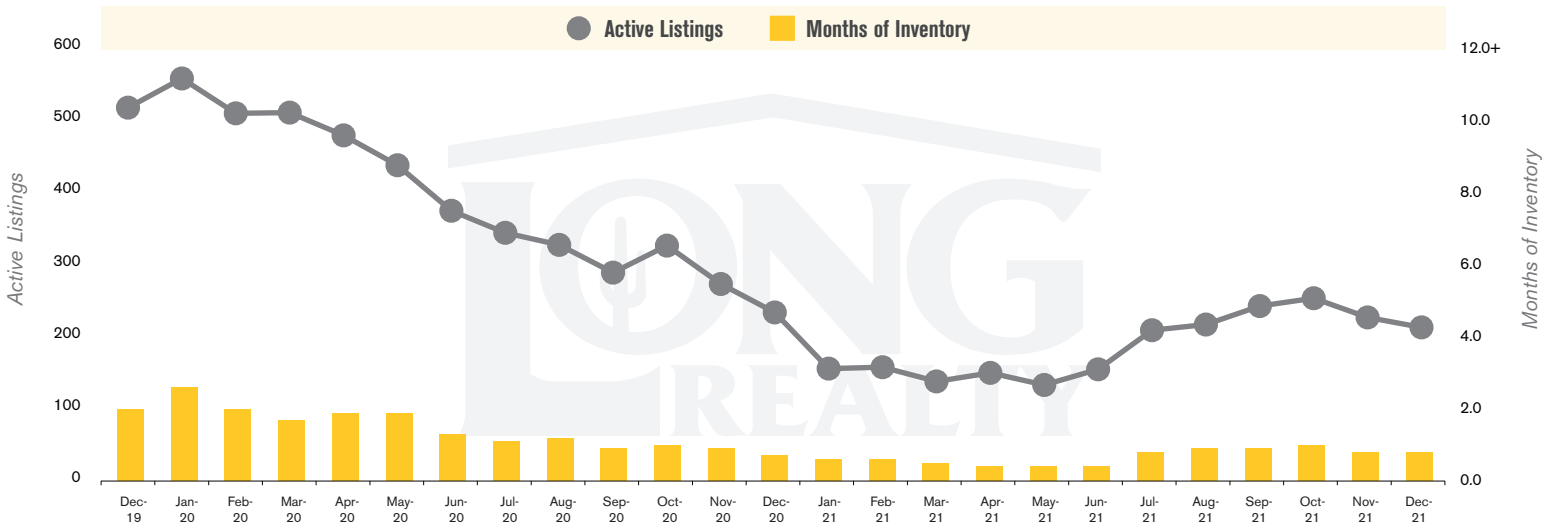
TUCSON NORTHWEST | JANUARY 2022

In the Tucson Northwest area, December 2021 active inventory was 217, an 9% decrease from December 2020. There were 259 closings in December 2021, a 24% decrease from December 2020. Year-to-date 2021 there were 3,470 closings, virtually unchanged from year-to-date 2020. Months of Inventory was 0.8, up from 0.7 in December 2020. Median price of sold homes was \$445,000 for the month of December 2021, up 39% from December 2020. The Tucson Northwest area had 240 new properties under contract in December 2021, down 6% from December 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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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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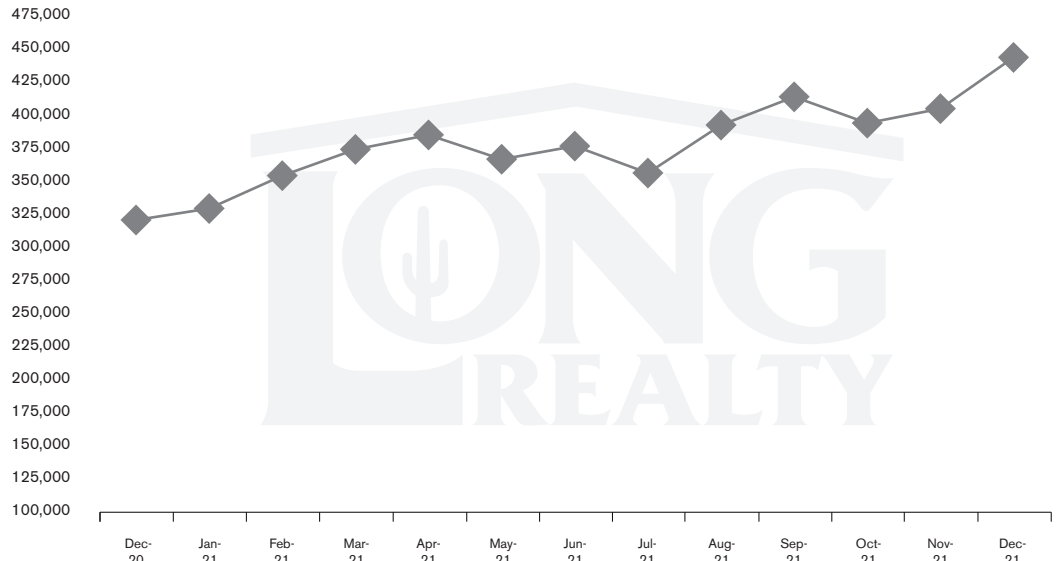


TUCSON NORTHWEST | JANUARY 2022

## MEDIAN SOLD PRICE TUCSON NORTHWEST

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

Dec 2020	Dec 2021
<b>98.5%</b>	<b>98.4%</b>

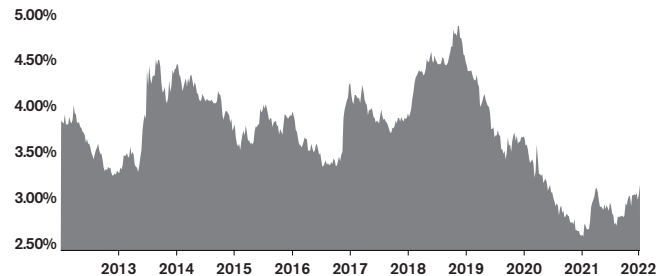


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2020	\$321,250	2.680%	\$1,234.61
2021	\$445,000	3.100%	\$1,805.21

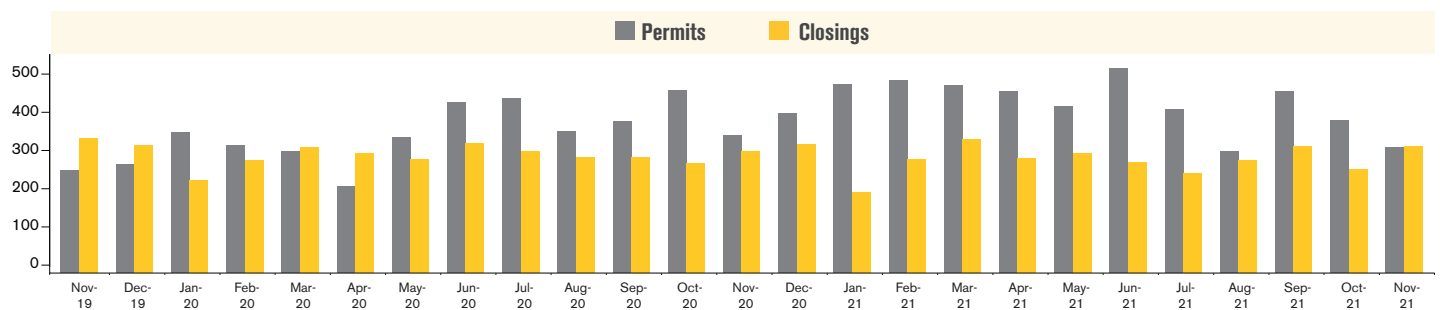
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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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## MARKET CONDITIONS BY PRICE BAND TUCSON NORTHWEST

	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	1	0	n/a	0.0	<b>Seller</b>
\$75,000 - 99,999	0	0	0	2	1	1	3	0.0	0.2	<b>Seller</b>
\$100,000 - 124,999	2	0	0	0	0	2	0	n/a	4.0	<b>Seller</b>
\$125,000 - 149,999	0	1	1	0	1	0	0	n/a	4.0	<b>Seller</b>
\$150,000 - 174,999	1	2	2	1	2	1	1	1.0	1.3	<b>Seller</b>
\$175,000 - 199,999	1	5	1	0	2	1	1	1.0	0.8	<b>Seller</b>
\$200,000 - 224,999	0	4	4	2	6	4	1	0.0	0.1	<b>Seller</b>
\$225,000 - 249,999	0	11	7	6	6	7	7	0.0	0.3	<b>Seller</b>
\$250,000 - 274,999	4	21	12	7	10	18	7	0.6	0.3	<b>Seller</b>
\$275,000 - 299,999	10	33	17	29	24	16	15	0.7	0.7	<b>Seller</b>
\$300,000 - 349,999	32	59	48	48	38	44	39	0.8	0.8	<b>Seller</b>
\$350,000 - 399,999	20	34	45	30	43	37	36	0.6	0.6	<b>Seller</b>
\$400,000 - 499,999	42	51	51	64	59	59	53	0.8	0.8	<b>Seller</b>
\$500,000 - 599,999	36	24	23	42	24	45	35	1.0	1.1	<b>Seller</b>
\$600,000 - 699,999	19	13	15	13	11	18	20	1.0	1.4	<b>Seller</b>
\$700,000 - 799,999	5	8	6	5	8	5	10	0.5	1.0	<b>Seller</b>
\$800,000 - 899,999	9	3	7	8	2	4	10	0.9	1.6	<b>Seller</b>
\$900,000 - 999,999	4	3	6	4	6	3	6	0.7	0.7	<b>Seller</b>
\$1,000,000 - and over	32	11	13	10	10	11	15	2.1	2.3	<b>Seller</b>
<b>TOTAL</b>	<b>217</b>	<b>283</b>	<b>258</b>	<b>271</b>	<b>253</b>	<b>277</b>	<b>259</b>	<b>0.8</b>	<b>0.9</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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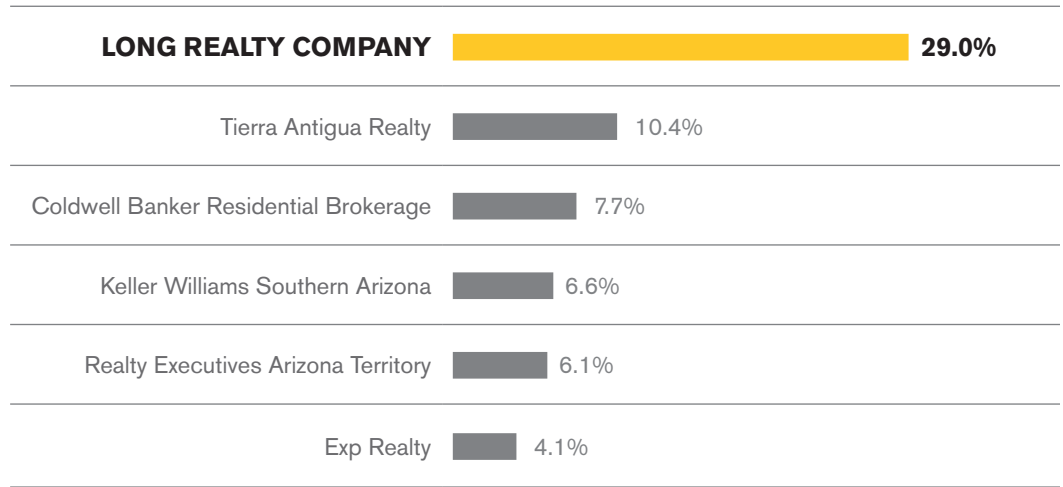
TUCSON NORTHWEST | JANUARY 2022



## MARKET SHARE TUCSON NORTHWEST

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

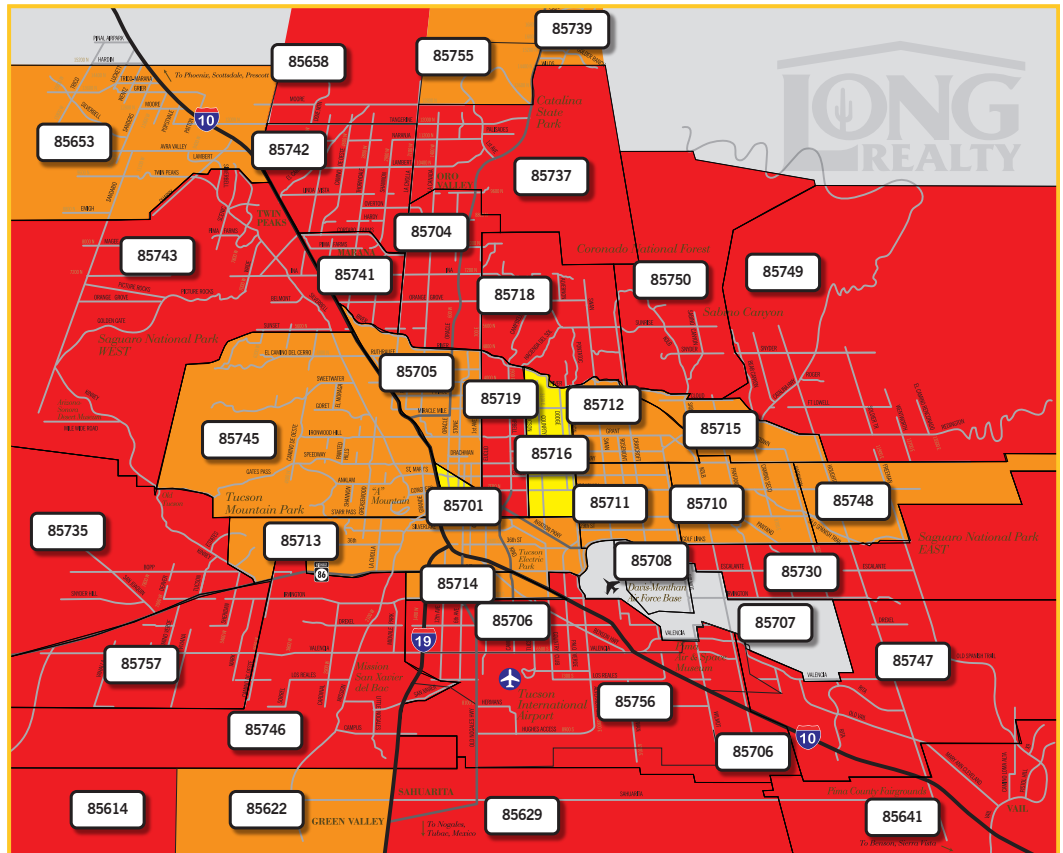
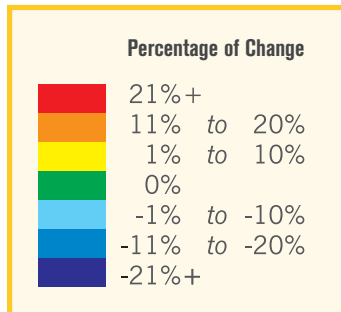
*Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.*



## 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.*