

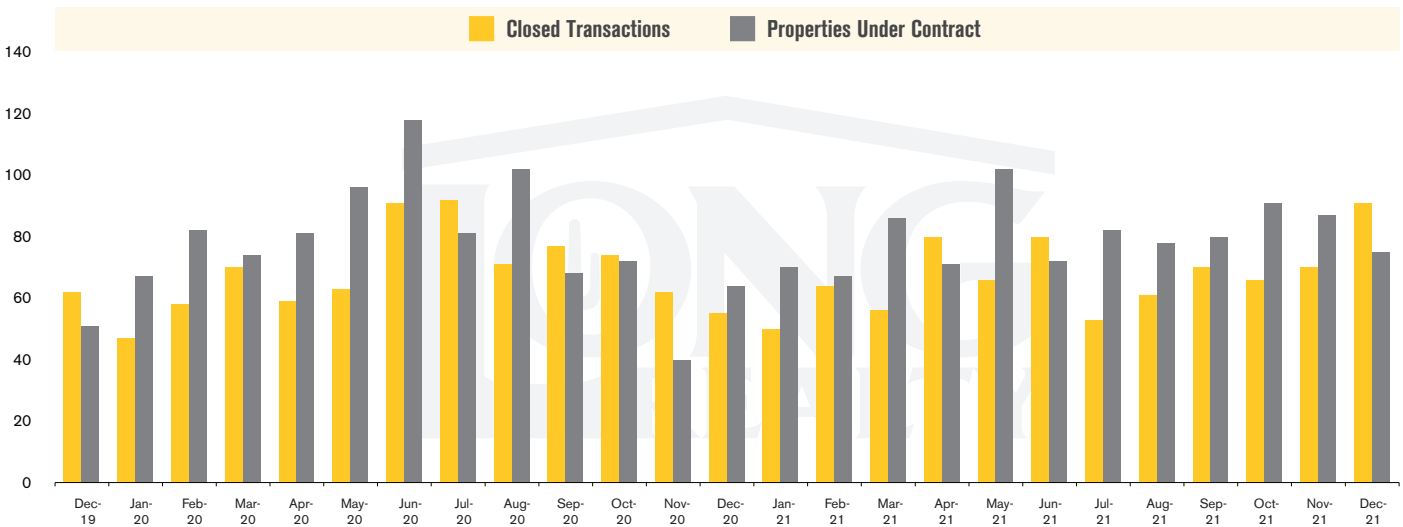
THE HOUSING REPORT



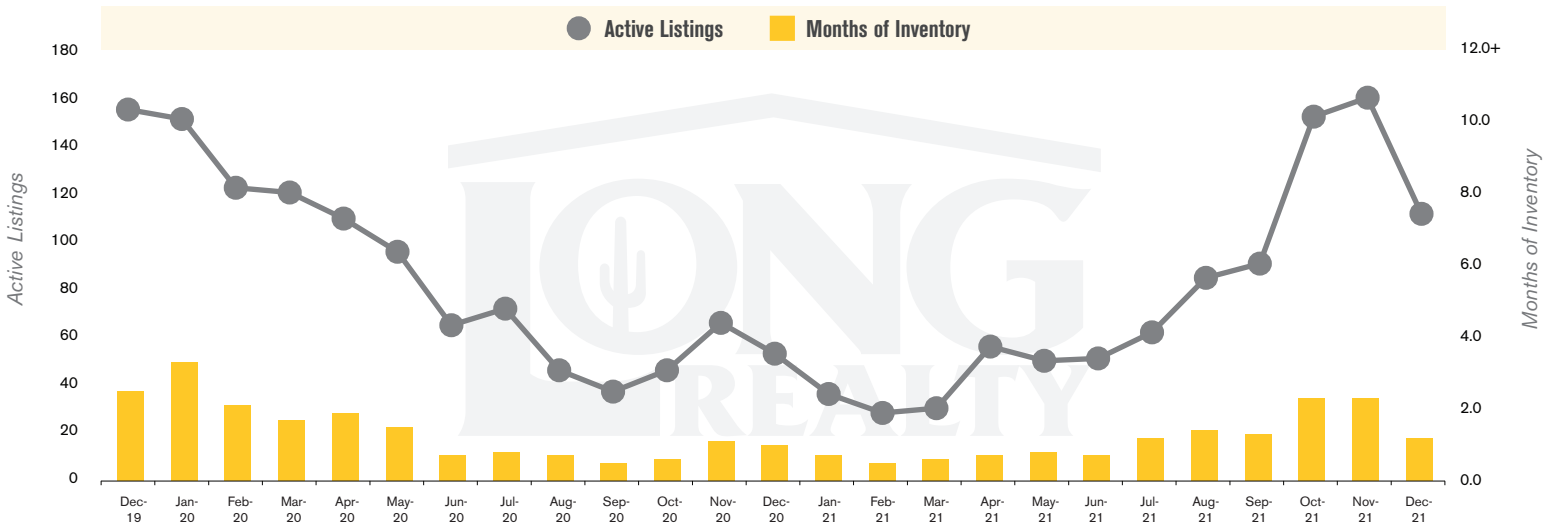
TUCSON NORTHWEST & EXTENDED WEST | JANUARY 2022

In the Tucson Extended Northwest and Extended West area, December 2021 active inventory was 113, a 109% increase from December 2020. There were 91 closings in December 2021, a 65% increase from December 2020. Year-to-date 2021 there were 807 closings, a 1% decrease from year-to-date 2020. Months of Inventory was 1.2, up from 1.0 in December 2020. Median price of sold homes was \$336,167 for the month of December 2021, up 36% from December 2020. The Tucson Extended Northwest and Extended West area had 75 new properties under contract in December 2021, up 17% from December 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NW & EXTENDED WEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST & EXTENDED WEST



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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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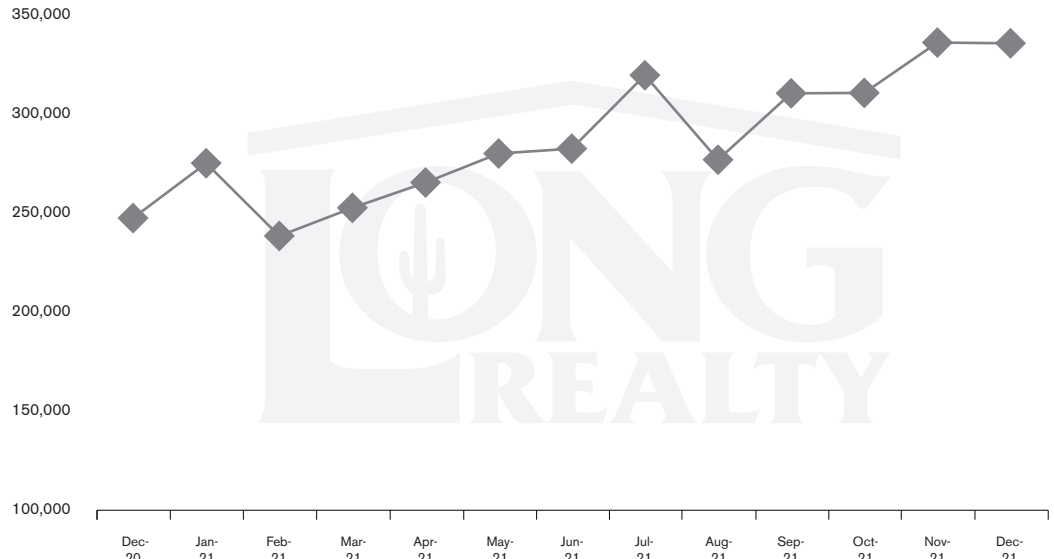
TUCSON NORTHWEST & EXTENDED WEST | JANUARY 2022

MEDIAN SOLD PRICE

TUCSON NORTHWEST & EXTENDED WEST

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

Dec 2020	Dec 2021
99.8%	99.1%



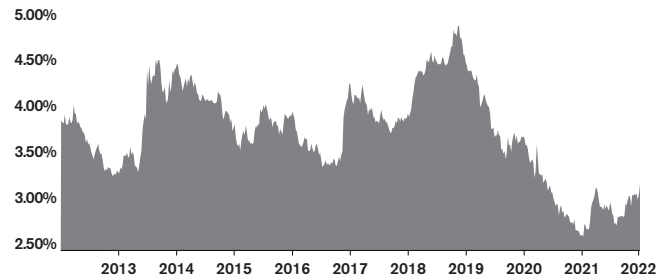
MONTHLY PAYMENT ON A MEDIAN PRICED HOME

TUCSON NW & EXTENDED WEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$155,000	6.140%	\$896.14
2020	\$247,455	2.680%	\$951.01
2021	\$336,167	3.100%	\$1,363.71

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

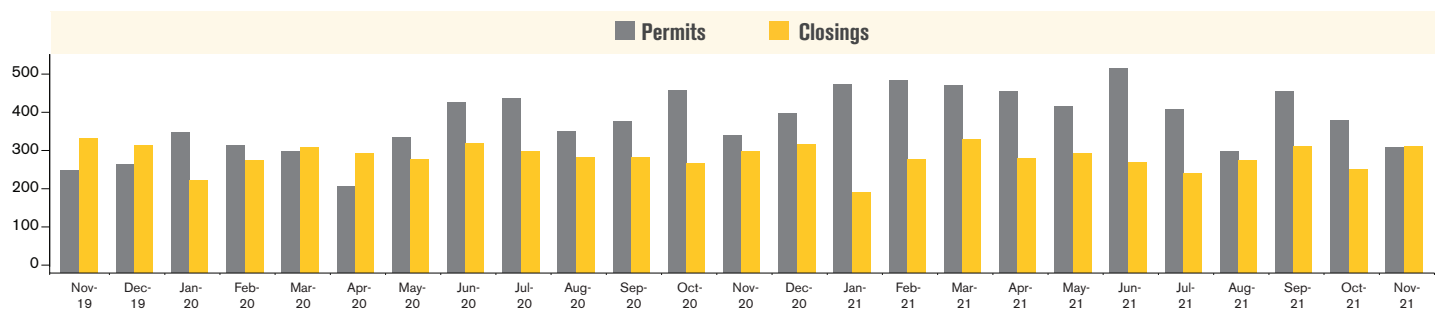
30 YEAR FIXED MORTGAGE RATE



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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TUCSON NORTHWEST & EXTENDED WEST | JANUARY 2022



MARKET CONDITIONS BY PRICE BAND TUCSON NORTHWEST & EXTENDED WEST

	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	1	0.0	1.0	Seller
\$50,000 - 74,999	0	0	0	2	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	1	0	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	1	3	0	2	1	1	1.0	0.8	Seller
\$125,000 - 149,999	4	1	1	2	2	4	2	2.0	1.1	Seller
\$150,000 - 174,999	3	0	0	4	2	2	1	3.0	1.8	Seller
\$175,000 - 199,999	3	3	2	3	1	3	1	3.0	2.4	Seller
\$200,000 - 224,999	4	2	9	1	4	6	5	0.8	0.6	Seller
\$225,000 - 249,999	6	5	5	8	8	4	11	0.5	0.8	Seller
\$250,000 - 274,999	4	10	6	8	3	5	4	1.0	1.1	Seller
\$275,000 - 299,999	3	1	7	6	10	6	5	0.6	0.5	Seller
\$300,000 - 349,999	16	10	14	17	15	10	23	0.7	1.6	Seller
\$350,000 - 399,999	30	7	9	8	9	16	25	1.2	2.9	Seller
\$400,000 - 499,999	35	12	5	9	10	9	11	3.2	3.4	Seller
\$500,000 - 599,999	1	0	0	0	0	3	0	n/a	2.3	n/a
\$600,000 - 699,999	1	0	0	1	0	1	1	1.0	1.5	Seller
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	113	53	61	70	66	70	91	1.2	1.9	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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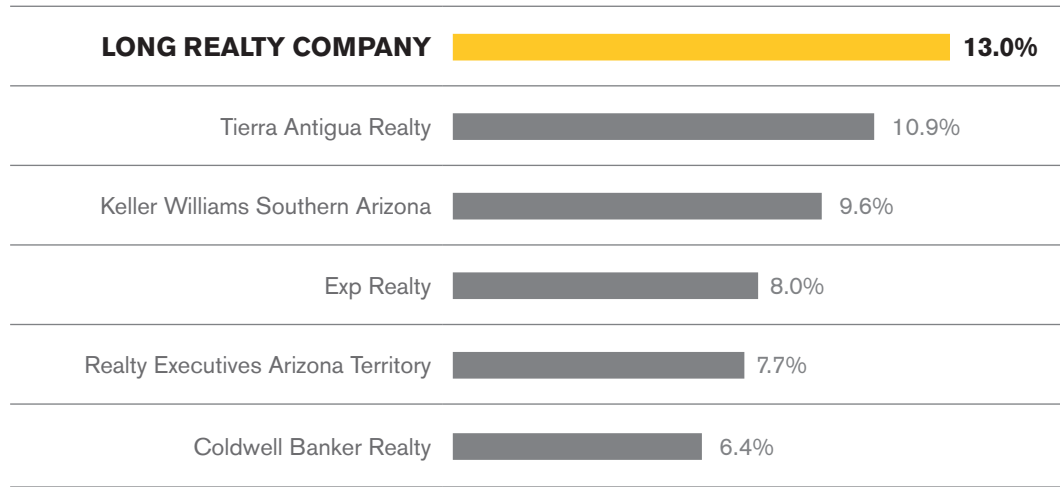


MARKET SHARE

TUCSON NORTHWEST & EXTENDED WEST

Long Realty leads the market in successful real estate sales.

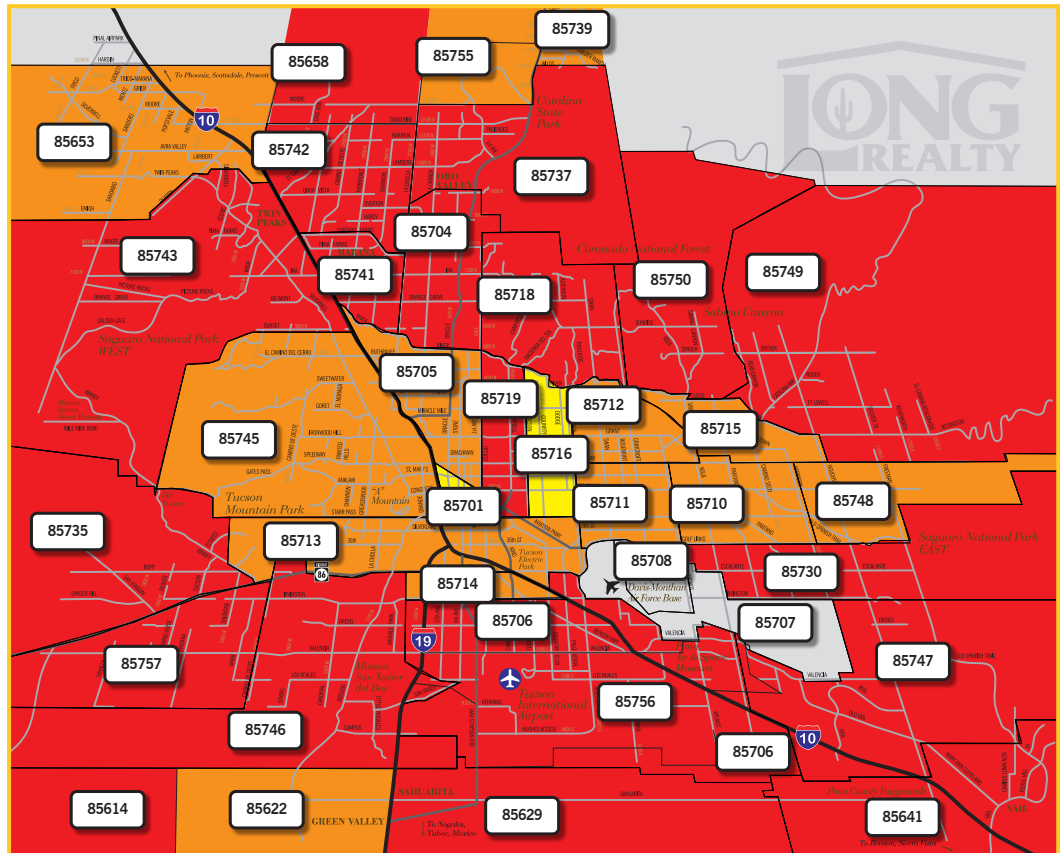
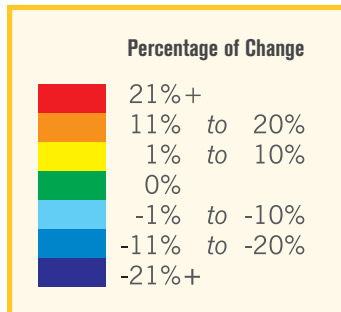
Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.



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.