

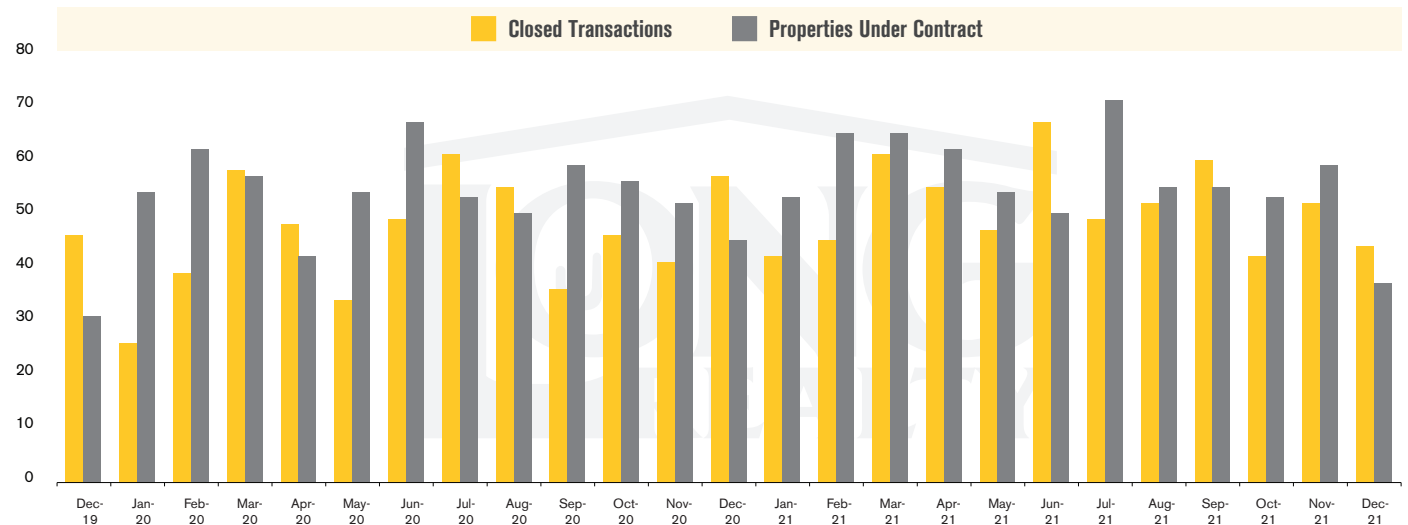
THE HOUSING REPORT



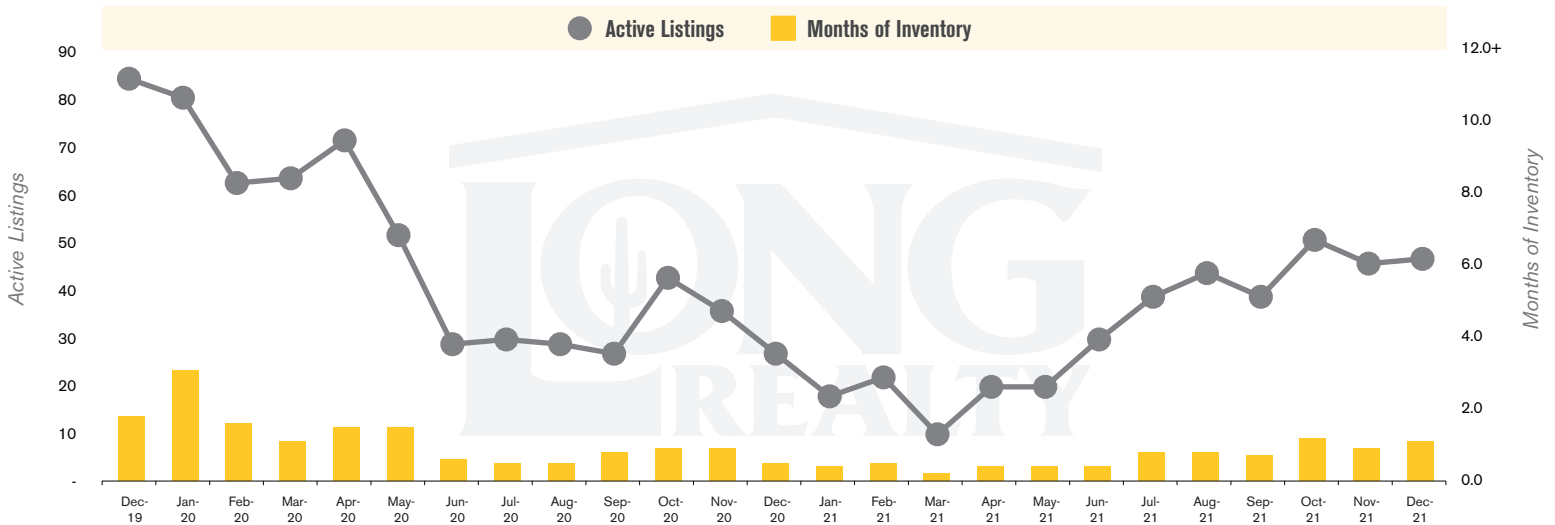
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In the Tucson Southeast area, December 2021 active inventory was 47, a 74% increase from December 2020. There were 44 closings in December 2021, a 23% decrease from December 2020. Year-to-date 2021 there were 616 closings, a 12% increase from year-to-date 2020. Months of Inventory was 1.1, up from 0.5 in December 2020. Median price of sold homes was \$366,591 for the month of December 2021, up 33% from December 2020. The Tucson Southeast area had 37 new properties under contract in December 2021, down 18% from December 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON SOUTHEAST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON SOUTHEAST



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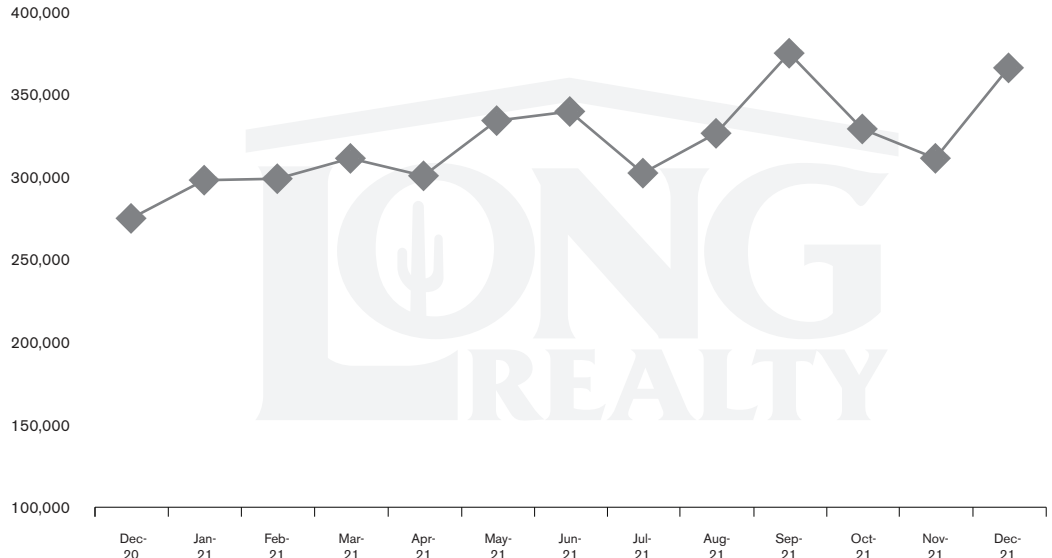
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 01/06/2022 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE TUCSON SOUTHEAST



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

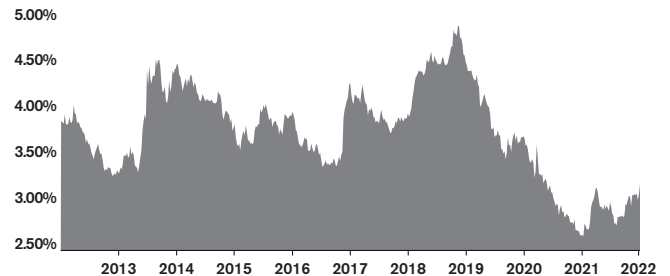
Dec 2020	Dec 2021
99.8%	98.1%

MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON SOUTHEAST

Year	Median Price	Int. Rate	MO. Payment
2006	\$250,638	6.140%	\$1,449.07
2020	\$274,933	2.680%	\$1,056.61
2021	\$366,591	3.100%	\$1,487.13

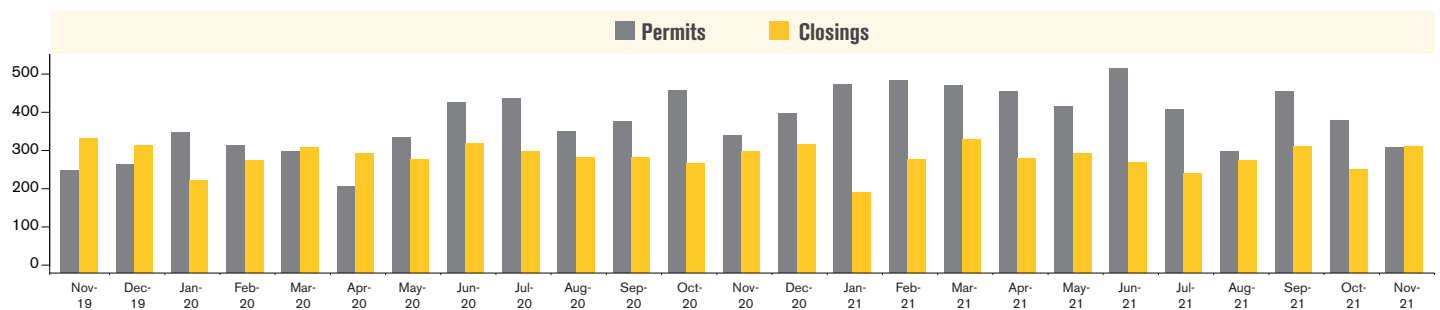
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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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MARKET CONDITIONS BY PRICE BAND TUCSON SOUTHEAST

	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	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	2	0	0	0	1	0	n/a	0.0	Seller
\$175,000 - 199,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	2	2	1	2	3	0	n/a	0.6	Seller
\$225,000 - 249,999	0	1	2	1	0	3	2	0.0	0.0	Seller
\$250,000 - 274,999	1	9	6	2	8	7	2	0.5	0.4	Seller
\$275,000 - 299,999	6	8	6	5	5	8	5	1.2	0.7	Seller
\$300,000 - 349,999	6	7	17	16	8	10	11	0.5	1.0	Seller
\$350,000 - 399,999	9	13	7	15	5	7	13	0.7	1.0	Seller
\$400,000 - 499,999	11	2	11	11	8	7	4	2.8	1.5	Seller
\$500,000 - 599,999	4	4	0	3	5	3	2	2.0	1.5	Seller
\$600,000 - 699,999	5	2	0	4	0	1	5	1.0	2.7	Seller
\$700,000 - 799,999	2	0	1	1	0	1	0	n/a	6.0	Balanced
\$800,000 - 899,999	2	0	0	0	0	1	0	n/a	4.0	Seller
\$900,000 - 999,999	0	0	0	0	1	0	0	n/a	1.0	Seller
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	47	50	52	60	42	52	44	1.1	1.0	Seller



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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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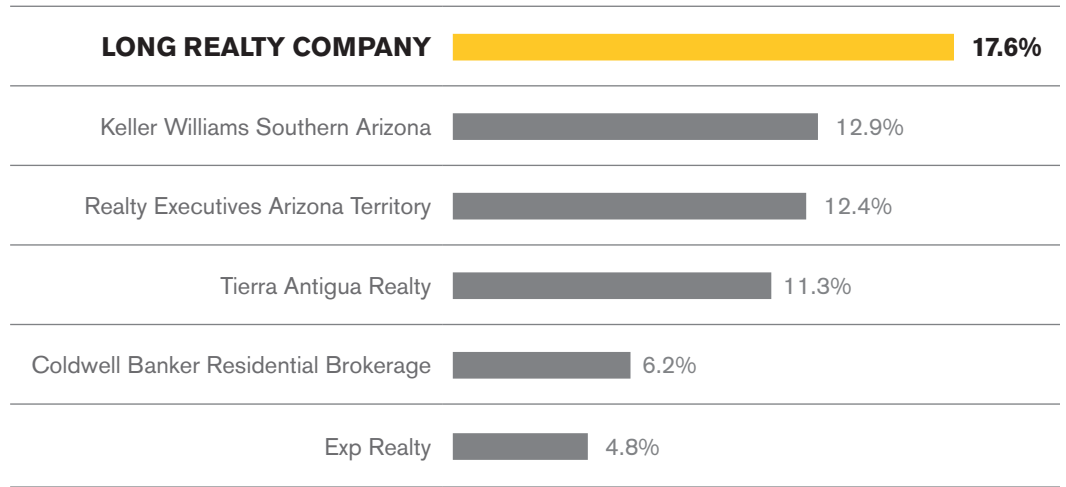
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MARKET SHARE TUCSON SOUTHEAST

Long Realty leads the market in successful real estate sales.

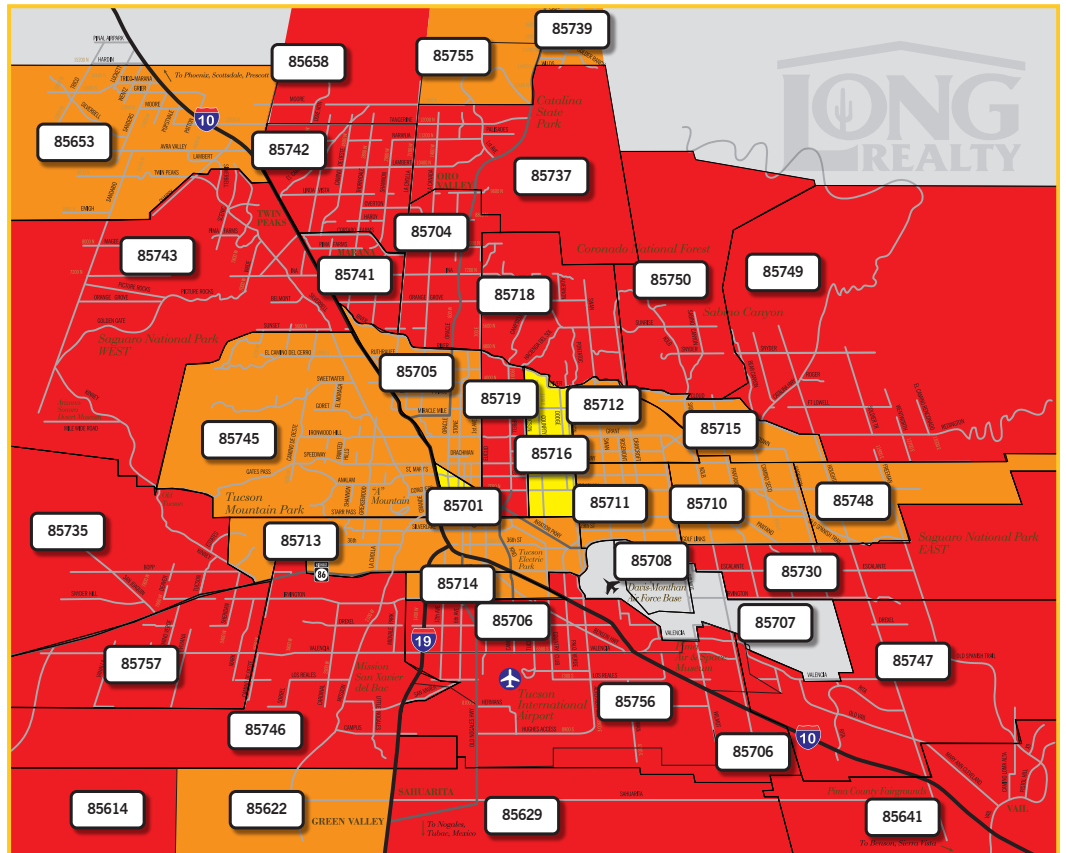
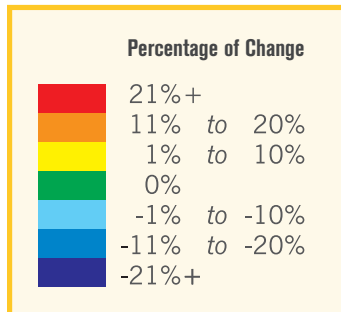
Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.



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.