

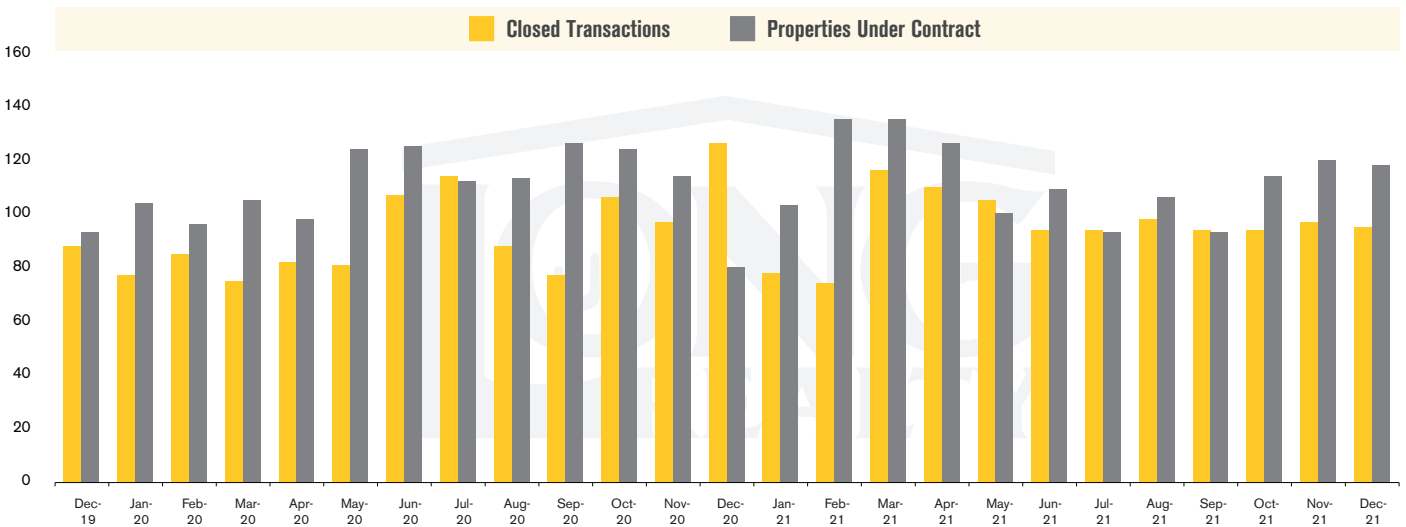
# THE HOUSING REPORT



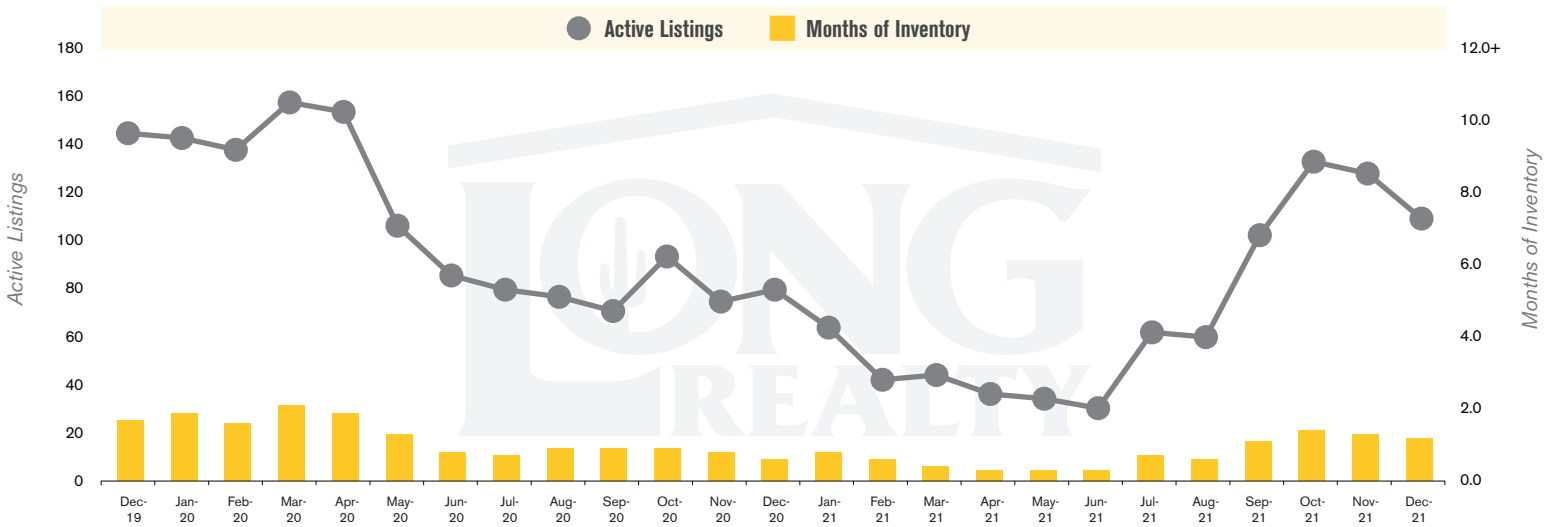
TUCSON SOUTHWEST | JANUARY 2022

In the Tucson Southwest area, December 2021 active inventory was 111, a 37% increase from December 2020. There were 95 closings in December 2021, a 25% decrease from December 2020. Year-to-date 2021 there were 1,149 closings, a 3% increase from year-to-date 2020. Months of Inventory was 1.2, up from 0.6 in December 2020. Median price of sold homes was \$284,230 for the month of December 2021, up 29% from December 2020. The Tucson Southwest area had 118 new properties under contract in December 2021, up 48% from December 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON SOUTHWEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON SOUTHWEST



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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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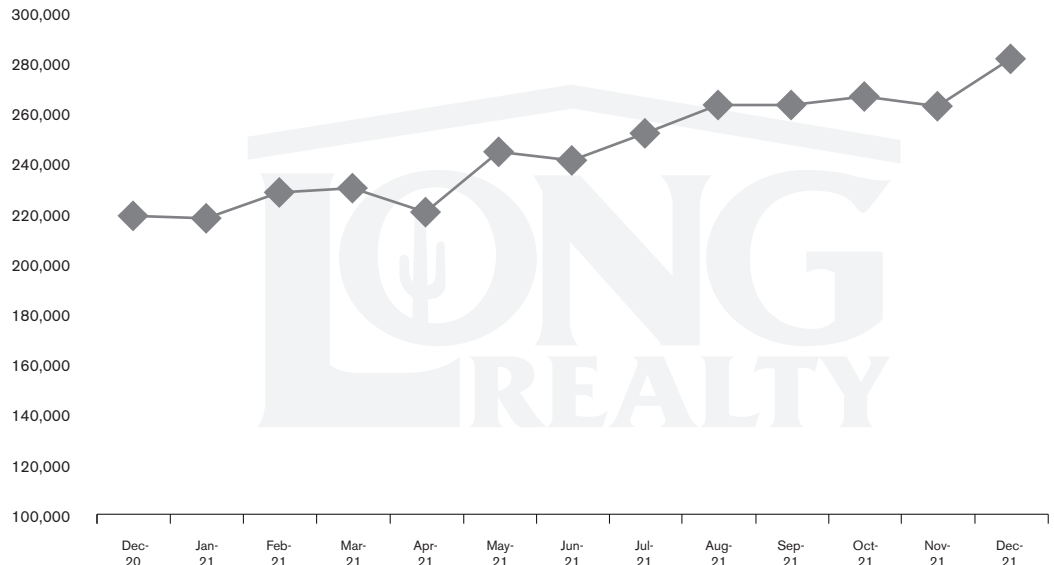
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## MEDIAN SOLD PRICE

TUCSON SOUTHWEST

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

Dec 2020	Dec 2021
<b>99.2%</b>	<b>98.9%</b>

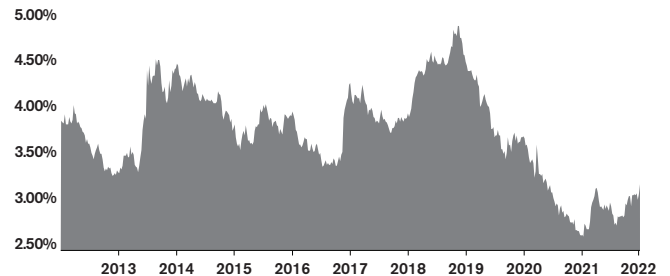


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON SOUTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$190,000	6.140%	\$1,098.49
2020	\$220,500	2.680%	\$847.42
2021	\$284,230	3.100%	\$1,153.02

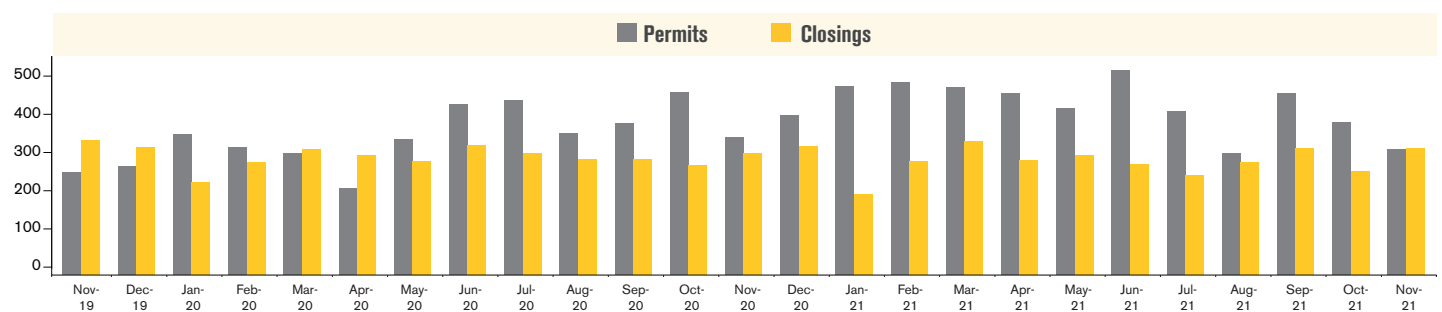
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 SOUTHWEST | JANUARY 2022



## MARKET CONDITIONS BY PRICE BAND TUCSON SOUTHWEST

	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	1	0	1	0	2	2	0.0	0.0	<b>Seller</b>
\$75,000 - 99,999	2	6	2	1	6	4	3	0.7	0.2	<b>Seller</b>
\$100,000 - 124,999	2	1	0	1	5	3	3	0.7	0.6	<b>Seller</b>
\$125,000 - 149,999	5	1	2	0	2	4	3	1.7	1.4	<b>Seller</b>
\$150,000 - 174,999	1	3	4	5	5	7	1	1.0	0.8	<b>Seller</b>
\$175,000 - 199,999	5	7	7	3	5	3	5	1.0	1.4	<b>Seller</b>
\$200,000 - 224,999	1	12	14	11	4	4	5	0.2	0.5	<b>Seller</b>
\$225,000 - 249,999	4	9	10	11	7	13	8	0.5	0.6	<b>Seller</b>
\$250,000 - 274,999	5	16	17	18	17	14	12	0.4	0.5	<b>Seller</b>
\$275,000 - 299,999	16	11	16	19	17	14	13	1.2	1.2	<b>Seller</b>
\$300,000 - 349,999	35	21	12	15	18	20	20	1.8	2.2	<b>Seller</b>
\$350,000 - 399,999	28	2	10	6	4	5	12	2.3	3.9	<b>Seller</b>
\$400,000 - 499,999	6	2	3	3	3	3	7	0.9	1.2	<b>Seller</b>
\$500,000 - 599,999	1	2	0	0	1	0	0	n/a	4.0	<b>Seller</b>
\$600,000 - 699,999	0	0	0	0	0	1	1	0.0	0.5	<b>Seller</b>
\$700,000 - 799,999	0	0	1	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	0	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
<b>TOTAL</b>	<b>111</b>	<b>94</b>	<b>98</b>	<b>94</b>	<b>94</b>	<b>97</b>	<b>95</b>	<b>1.2</b>	<b>1.3</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.

# THE HOUSING REPORT

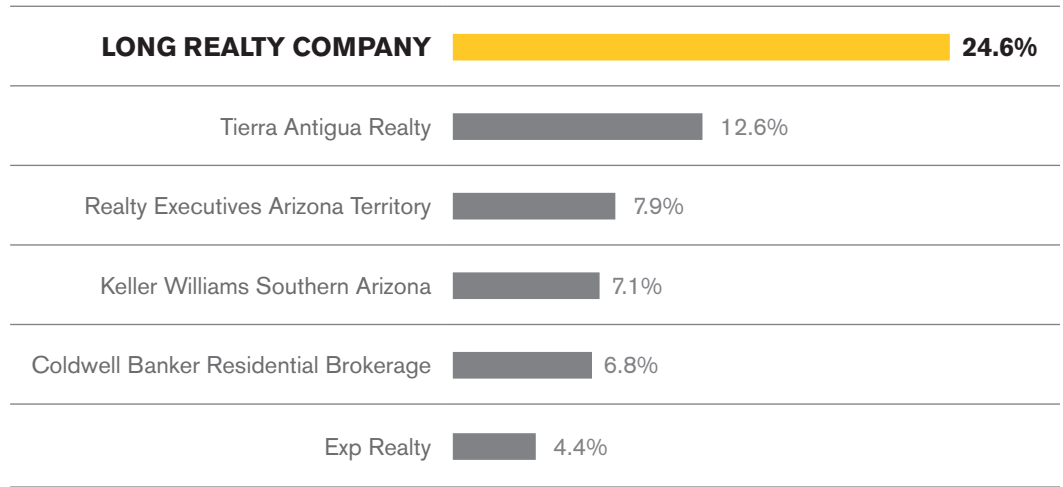
TUCSON SOUTHWEST | JANUARY 2022



## MARKET SHARE TUCSON METRO

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

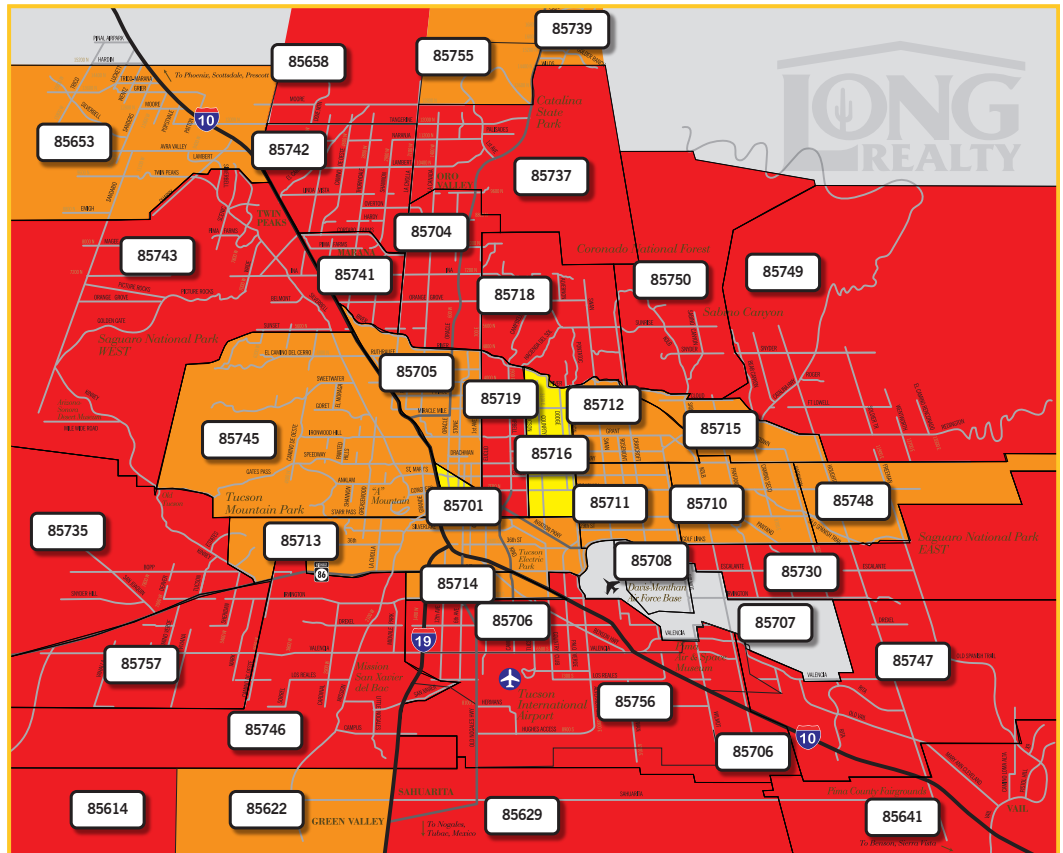
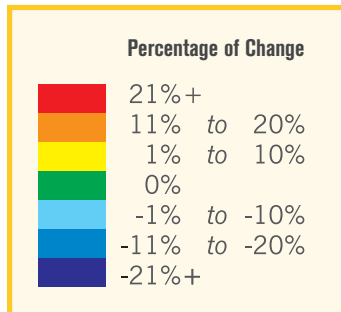
*Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.*



## 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.*