

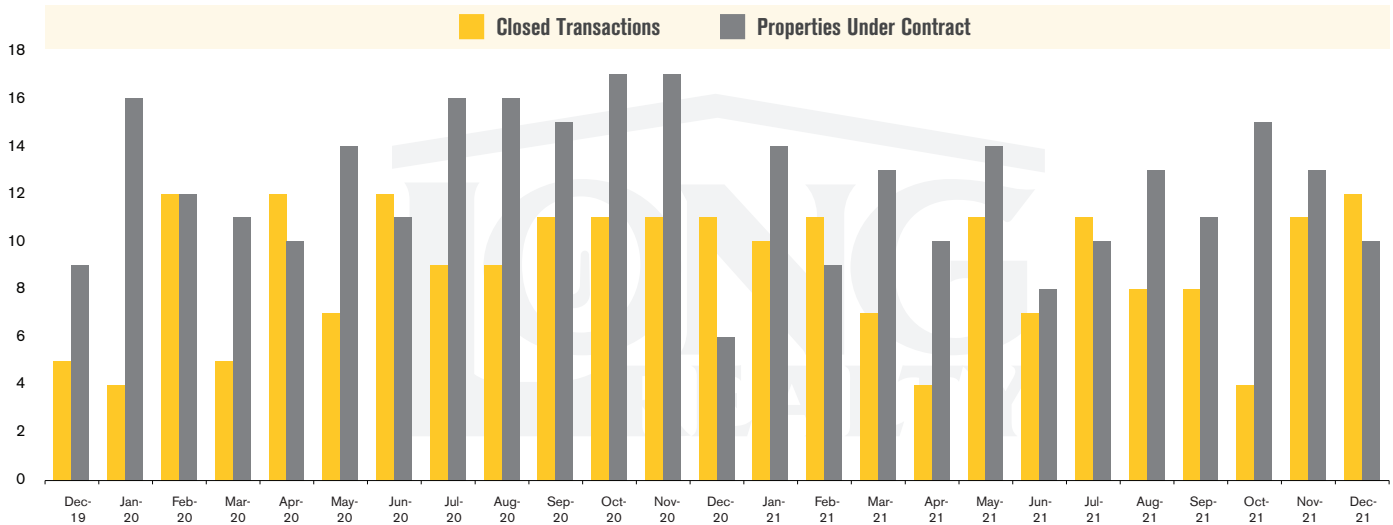
# THE HOUSING REPORT



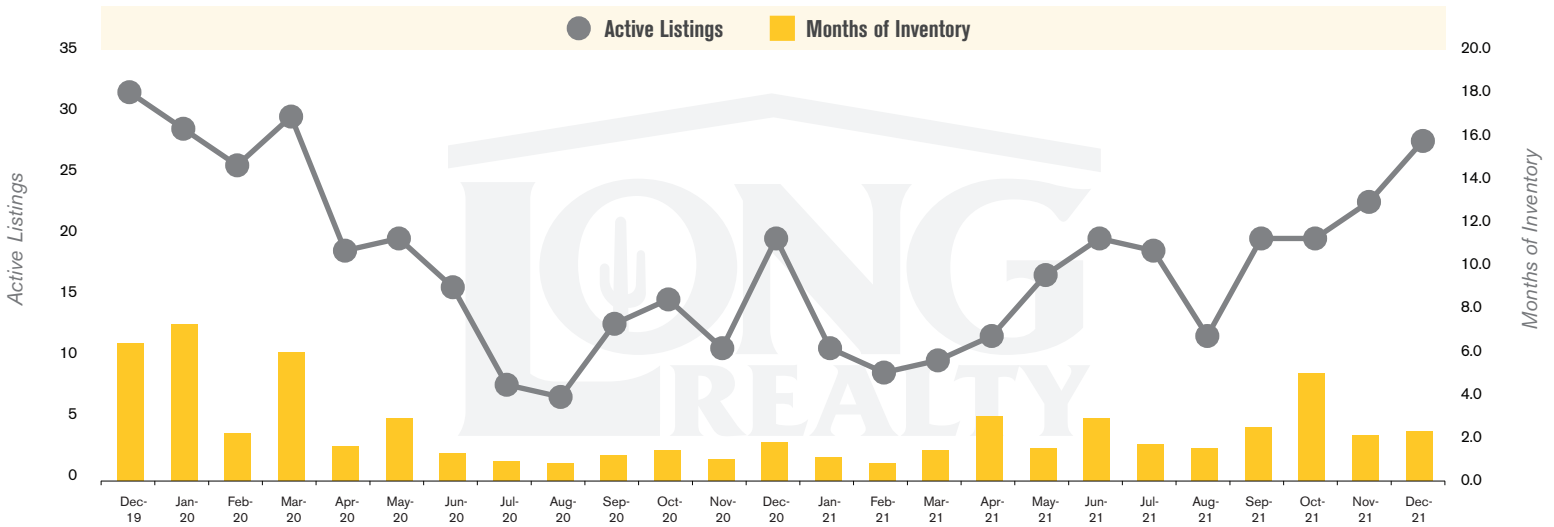
TUCSON EXTENDED SOUTHWEST | JANUARY 2022

In the Tucson Extended Southwest area, December 2021 active inventory was 28, a 40% increase from December 2020. There were 12 closings in December 2021, a 9% increase from December 2020. Year-to-date 2021 there were 104 closings, a 9% decrease from year-to-date 2020. Months of Inventory was 2.3, up from 1.8 in December 2020. Median price of sold homes was \$217,500 for the month of December 2021, up 74% from December 2020. The Tucson Extended Southwest area had 10 new properties under contract in December 2021, up 67% from December 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON EXTENDED SOUTHWEST



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON EXTENDED SOUTHWEST



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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.

# THE HOUSING REPORT



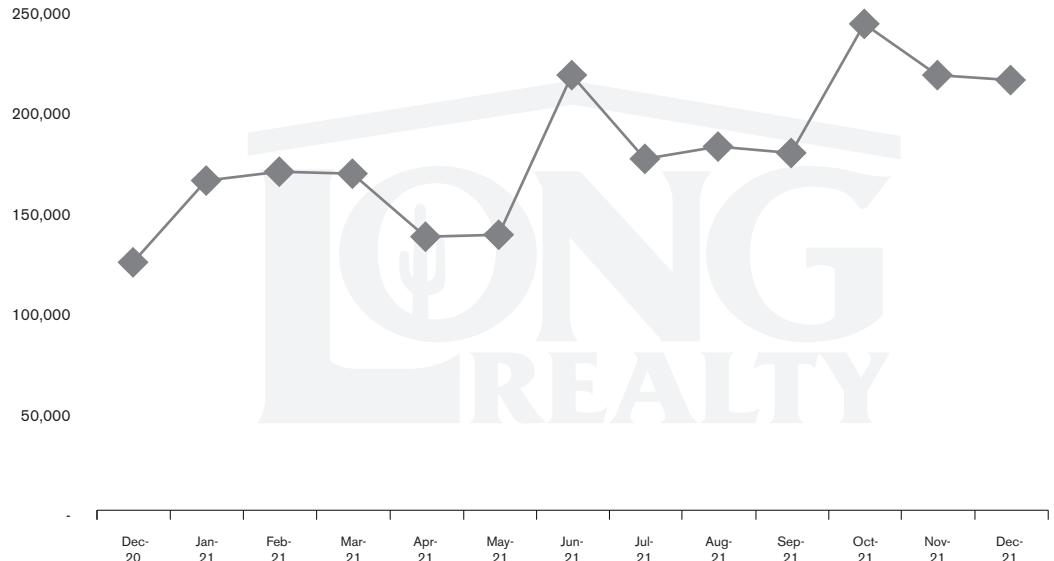
TUCSON EXTENDED SOUTHWEST | JANUARY 2022

## MEDIAN SOLD PRICE

TUCSON EXTENDED SOUTHWEST

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

Dec 2020	Dec 2021
96.6%	94.8%

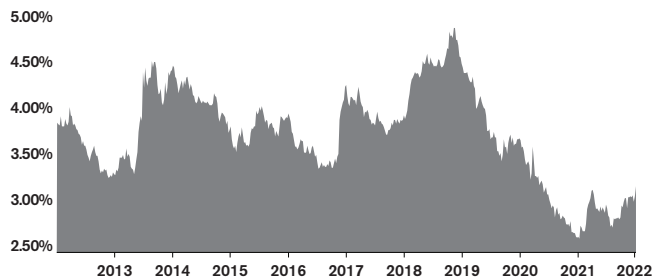


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME

TUCSON EXTENDED SOUTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$89,579	6.140%	\$517.90
2020	\$125,000	2.680%	\$480.39
2021	\$217,500	3.100%	\$882.32

## 30 YEAR FIXED MORTGAGE RATE

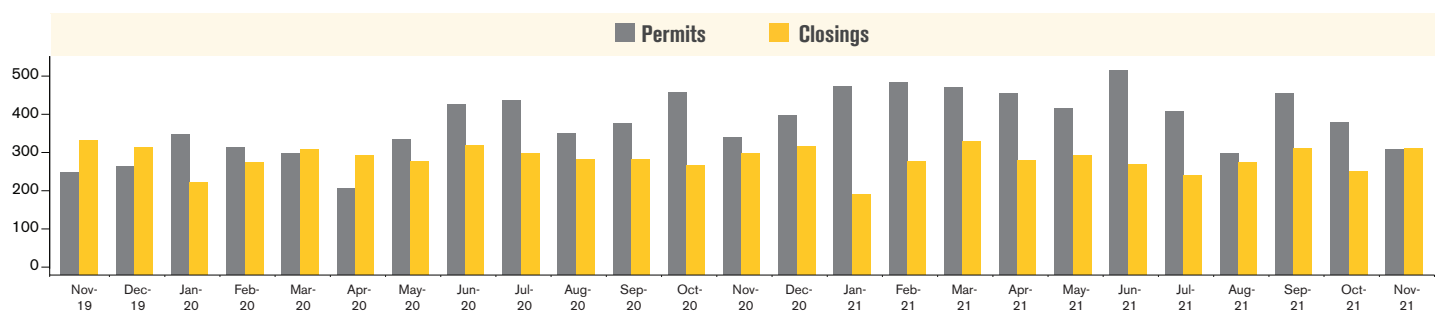


Source: FreddieMac.com

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

## 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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# THE HOUSING REPORT

TUCSON EXTENDED SOUTHWEST | JANUARY 2022



## MARKET CONDITIONS BY PRICE BAND TUCSON EXTENDED 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	2	0	n/a	0.5	Seller
\$50,000 - 74,999	0	1	0	1	0	0	1	0.0	3.0	Seller
\$75,000 - 99,999	2	0	0	0	0	1	0	n/a	6.0	Balanced
\$100,000 - 124,999	1	0	1	1	0	1	1	1.0	1.0	Seller
\$125,000 - 149,999	3	2	2	1	0	0	1	3.0	11.0	Buyer
\$150,000 - 174,999	8	2	0	1	1	0	0	n/a	16.0	Buyer
\$175,000 - 199,999	2	4	3	0	1	1	2	1.0	1.3	Seller
\$200,000 - 224,999	3	1	0	2	0	1	2	1.5	2.0	Seller
\$225,000 - 249,999	3	0	0	1	0	4	0	n/a	1.8	Seller
\$250,000 - 274,999	1	0	1	0	0	0	1	1.0	1.0	Seller
\$275,000 - 299,999	2	0	1	0	1	0	1	2.0	2.5	Seller
\$300,000 - 349,999	1	1	0	1	0	0	1	1.0	5.0	Balanced
\$350,000 - 399,999	0	0	0	0	0	1	2	0.0	0.0	Seller
\$400,000 - 499,999	1	0	0	0	1	0	0	n/a	1.0	Seller
\$500,000 - 599,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$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	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>28</b>	<b>11</b>	<b>8</b>	<b>8</b>	<b>4</b>	<b>11</b>	<b>12</b>	<b>2.3</b>	<b>2.6</b>	<b>Seller</b>



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.

# THE HOUSING REPORT

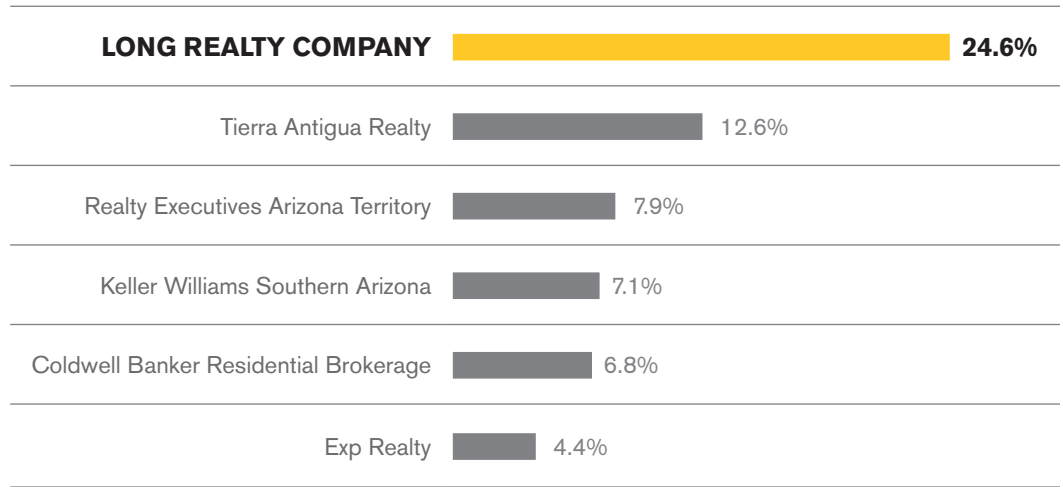
TUCSON EXTENDED SOUTHWEST | JANUARY 2022



## MARKET SHARE TUCSON METRO

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

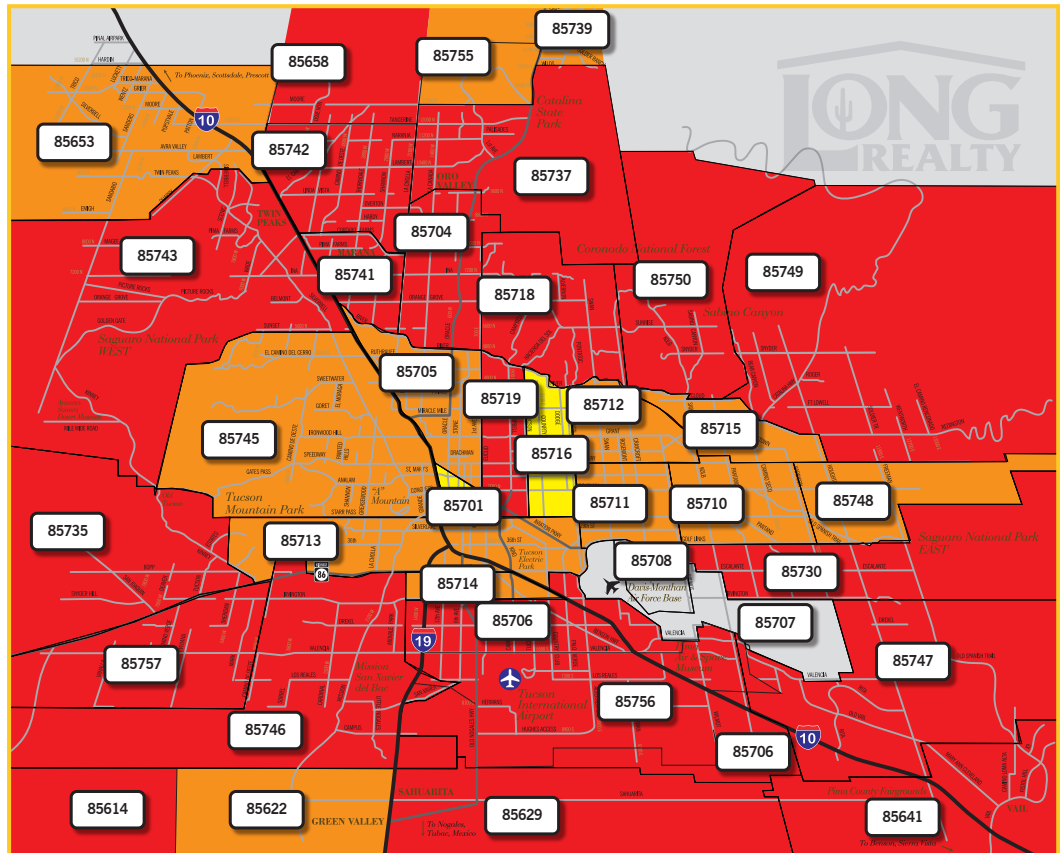
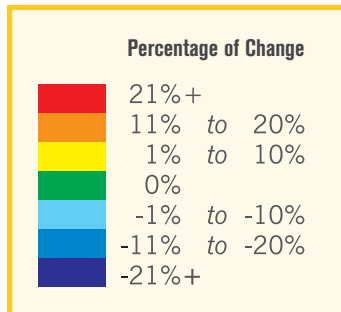
*Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.*



## 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.*