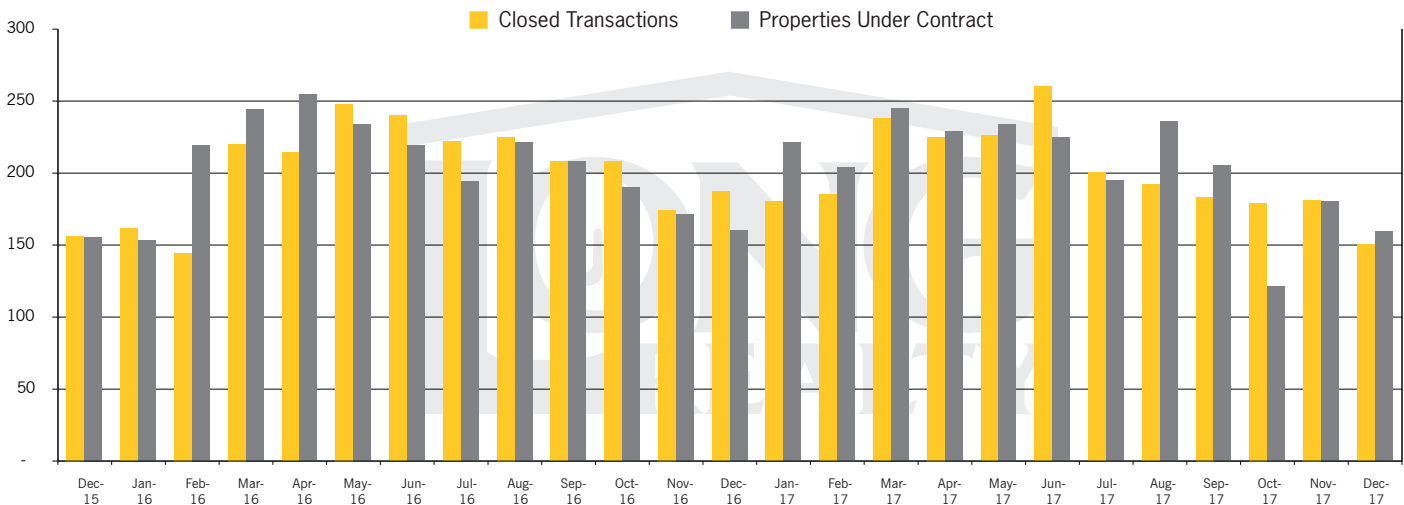




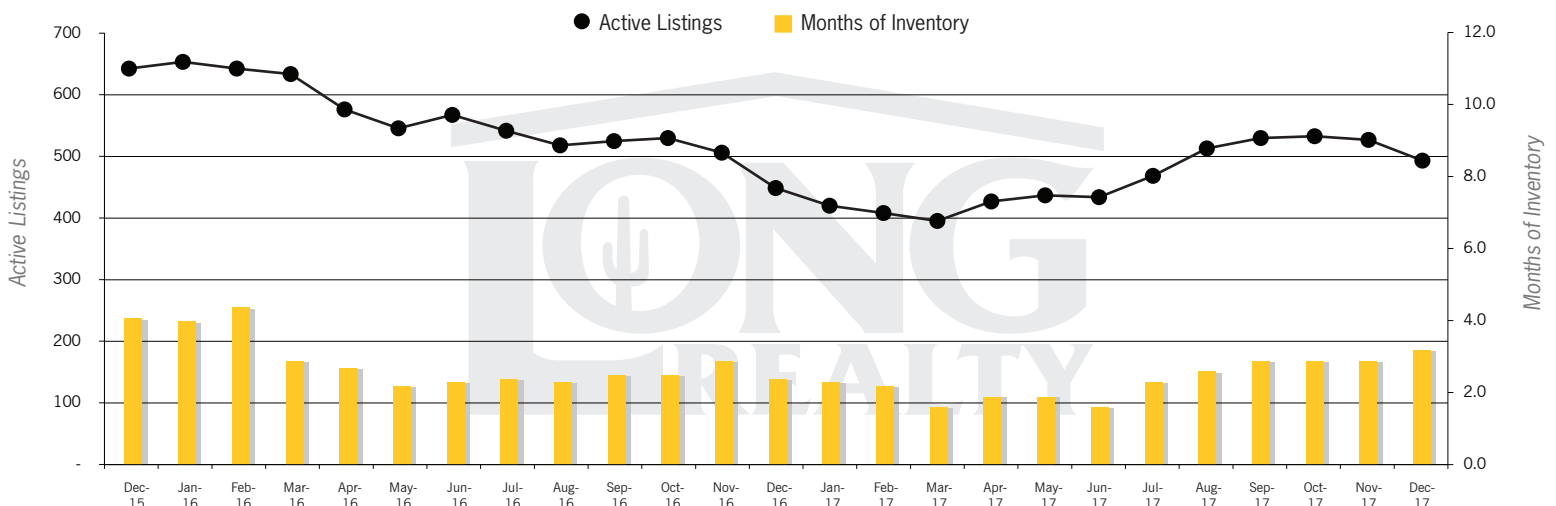
Tucson Central | January 2018

In the Tucson Main Market area, December 2017 active inventory was 3,678, a 4% decrease from December 2016. There were 1,211 closings in December 2017, an 11% decrease from December 2016. Year-to-date 2017 there were 17,385 closings, a 3% increase from year-to-date 2016. Months of Inventory was 3.0, up from 2.8 in December 2016. Median price of sold homes was \$203,000 for the month of December 2017, up 14% from December 2016. The Tucson Main Market area had 1,126 new properties under contract in December 2017, up 5% from December 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

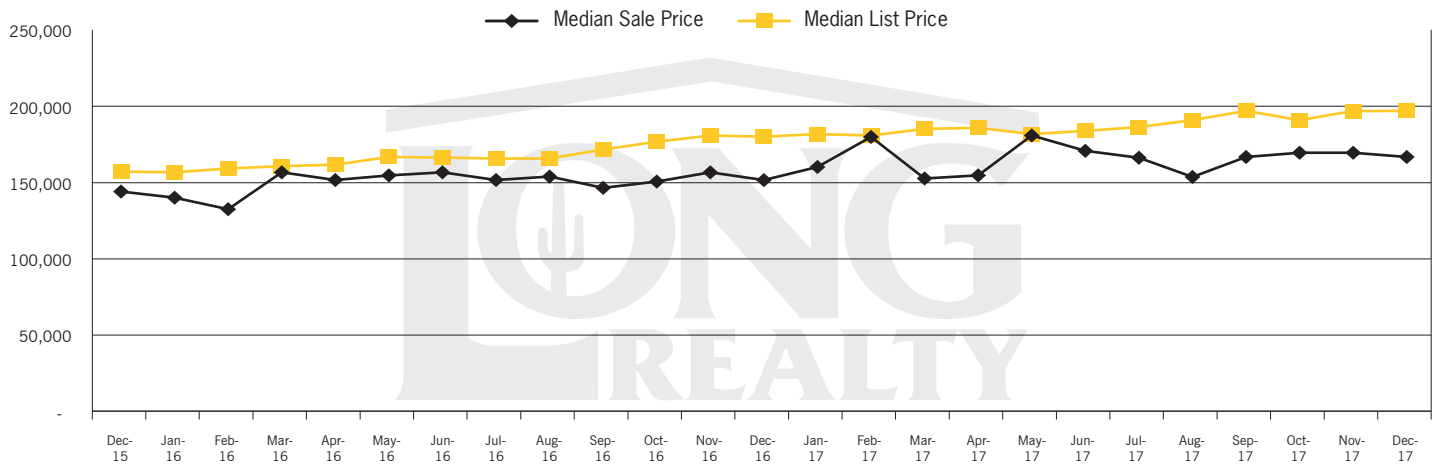


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/04/2018 is believed to be reliable, but not guaranteed.



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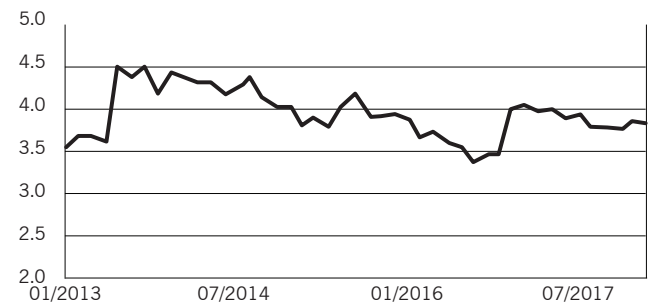
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2016	\$149,962	4.125%	\$690.45
2017	\$165,000	4.000%	\$748.35

30 YEAR FIXED MORTGAGE RATE



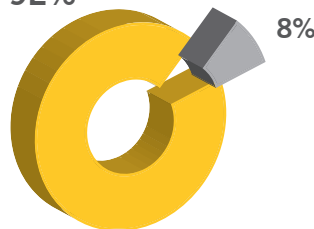
Source: Residential median sales prices. Data obtained 01/04/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

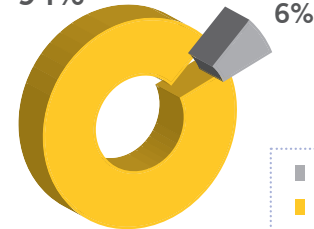
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.

2016
92%



2017 Year to Date
94%



■ Distressed
■ Non-Distressed



The Housing Report

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MARKET CONDITIONS BY PRICE BAND – TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17			
\$1 - 49,999	15	5	5	3	3	6	3	5.0	2.9	Seller
\$50,000 - 74,999	10	6	11	8	3	2	6	1.7	2.6	Seller
\$75,000 - 99,999	13	14	15	15	15	13	9	1.4	1.2	Seller
\$100,000 - 124,999	21	27	26	30	22	20	19	1.1	1.2	Seller
\$125,000 - 149,999	56	40	43	21	34	31	22	2.5	2.3	Seller
\$150,000 - 174,999	68	28	37	31	31	32	23	3.0	2.4	Seller
\$175,000 - 199,999	54	24	20	19	22	24	18	3.0	2.7	Seller
\$200,000 - 224,999	33	13	13	11	14	14	15	2.2	2.7	Seller
\$225,000 - 249,999	30	11	7	19	10	15	7	4.3	3.3	Seller
\$250,000 - 274,999	29	9	10	10	8	9	6	4.8	3.3	Seller
\$275,000 - 299,999	26	8	3	5	10	6	3	8.7	3.5	Seller
\$300,000 - 349,999	35	9	6	10	9	7	2	17.5	5.9	Balanced
\$350,000 - 399,999	33	4	6	3	4	4	2	16.5	10.0	Buyer
\$400,000 - 499,999	29	5	2	4	6	6	9	3.2	4.5	Slightly Seller
\$500,000 - 599,999	8	3	0	1	1	2	5	1.6	3.8	Seller
\$600,000 - 699,999	5	1	1	1	2	1	0	n/a	5.7	Balanced
\$700,000 - 799,999	5	0	1	0	0	0	2	2.5	6.5	Balanced
\$800,000 - 899,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	0	0	1	0	0	n/a	18.0	Buyer
\$1,000,000 - and over	9	0	1	2	0	1	0	n/a	26.0	Buyer
TOTAL	490	207	207	193	195	193	151	3.2	2.9	Seller

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 01/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2017 - 12/31/2017. Information is believed to be reliable, but not guaranteed.

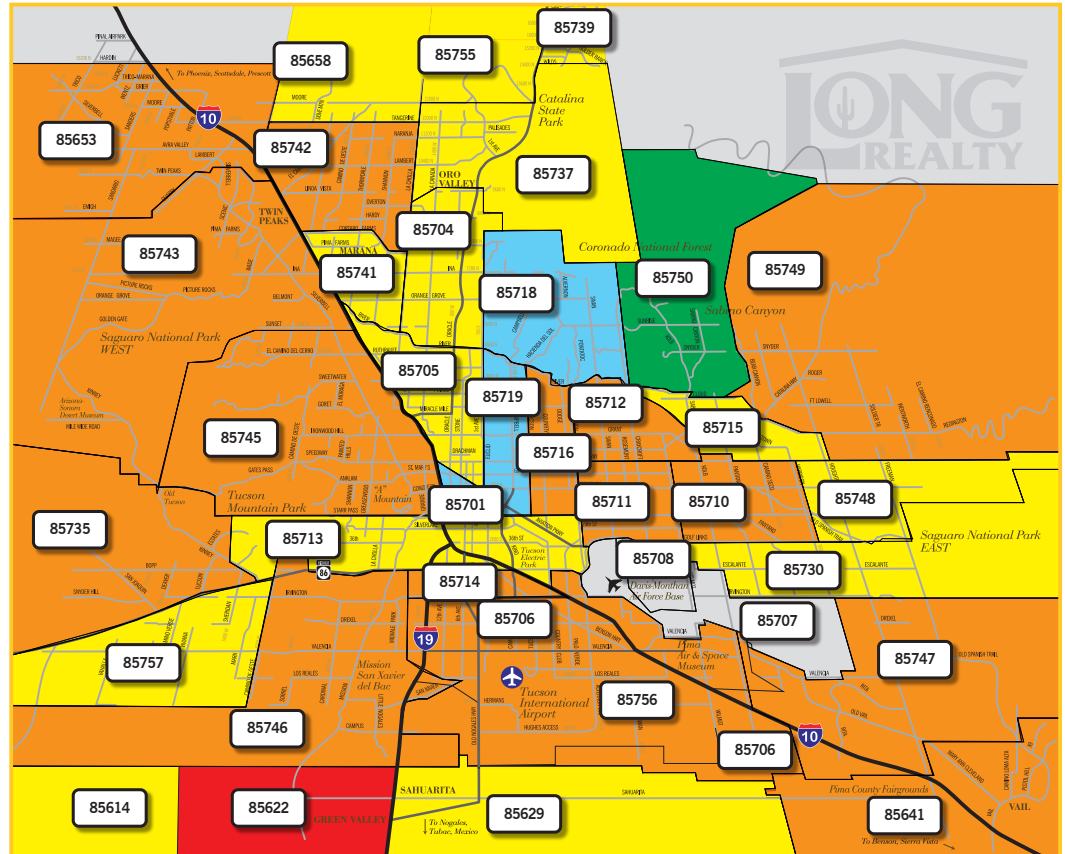
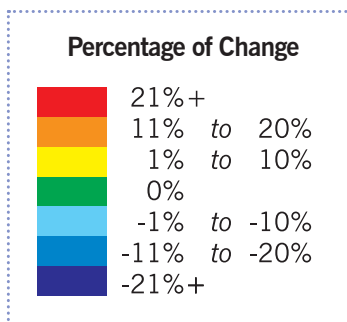


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2016-DEC 2016 TO
OCT 2017-DEC 2017

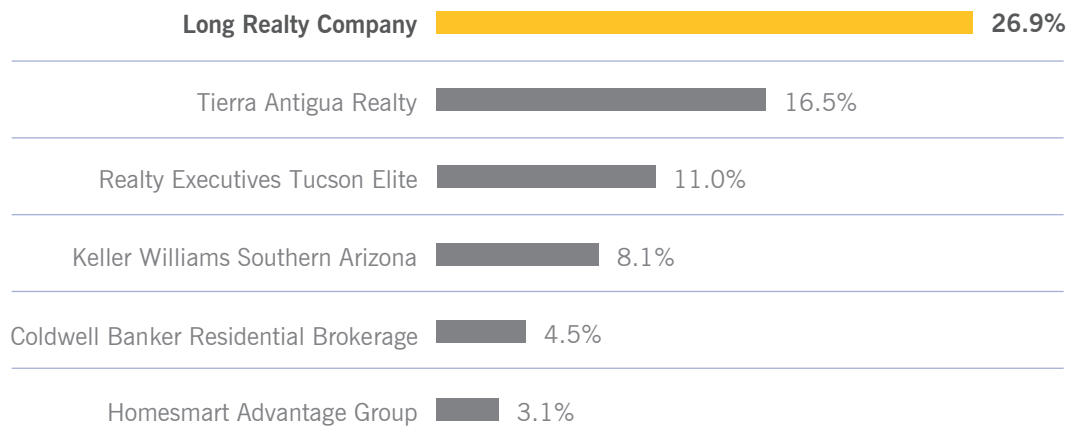
This heat map represents the percentage of change in Tucson metro median sales prices from October 2016-December 2016 to October 2017-December 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 01/04/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2017 – 12/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Central Housing Report is comprised of data for residential properties in the Central area of Tucson as defined by MLSSAZ. 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.