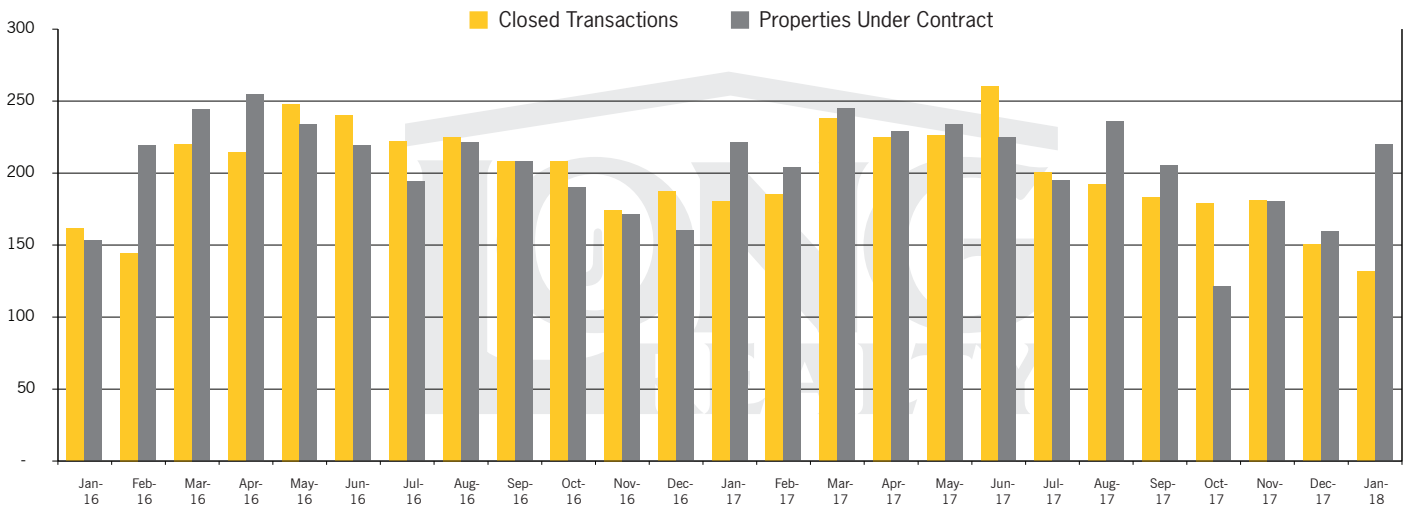




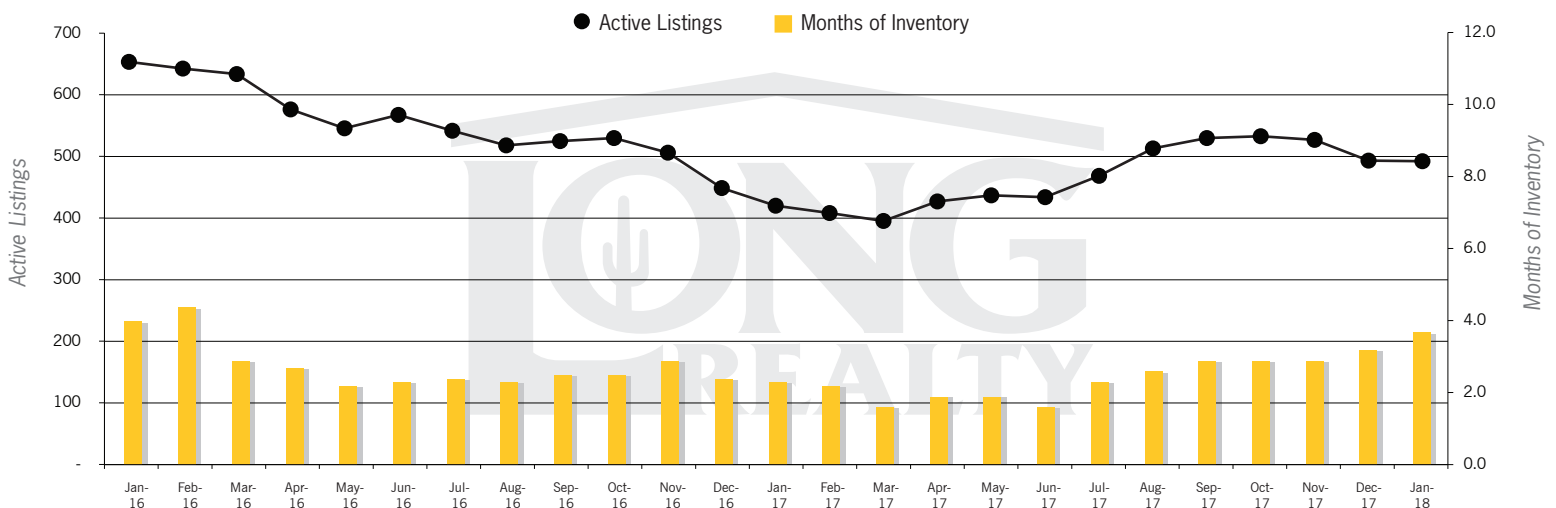
Tucson Central | February 2018

In the Tucson Central area, January 2018 active inventory was 489, an 18% increase from January 2017. There were 132 closings in January 2018, a 27% decrease from January 2017. Year-to-date 2018 there were 132 closings, a 27% decrease from year-to-date 2017. Months of Inventory was 3.7, up from 2.3 in January 2017. Median price of sold homes was \$157,950 for the month of January 2018, virtually unchanged from January 2017. The Tucson Central area had 221 new properties under contract in January 2018, virtually unchanged from January 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

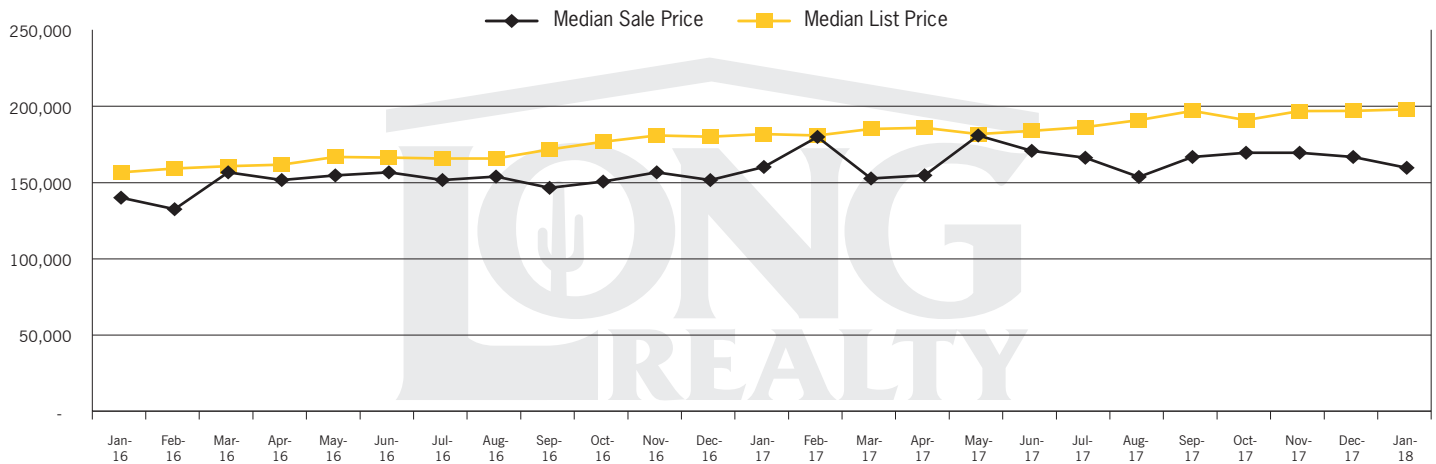


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2018 is believed to be reliable, but not guaranteed.



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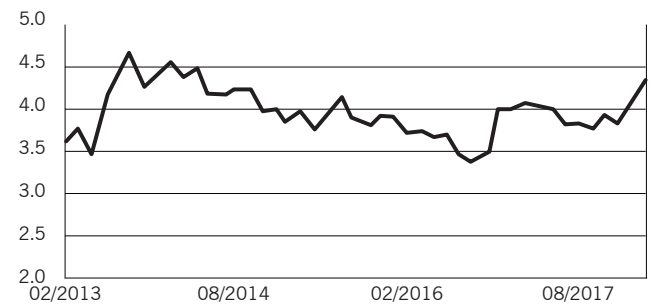
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2017	\$158,500	4.124%	\$729.67
2018	\$157,950	4.250%	\$738.17

30 YEAR FIXED MORTGAGE RATE



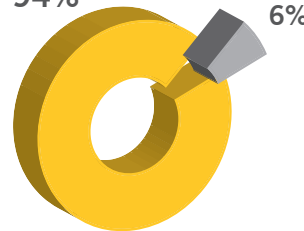
Source: Residential median sales prices. Data obtained 02/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

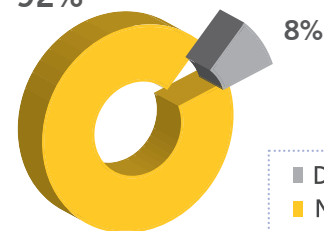
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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.

2017
94%



2018 Year to Date
92%



■ 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
		Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18			
\$1 - 49,999	12	5	3	3	6	3	4	3.0	2.8	Seller
\$50,000 - 74,999	7	11	8	3	2	6	5	1.4	2.2	Seller
\$75,000 - 99,999	14	15	15	16	13	11	12	1.2	1.3	Seller
\$100,000 - 124,999	23	26	30	22	20	20	8	2.9	1.4	Seller
\$125,000 - 149,999	61	43	21	34	31	24	28	2.2	2.3	Seller
\$150,000 - 174,999	70	38	31	31	33	26	24	2.9	2.5	Seller
\$175,000 - 199,999	61	20	19	22	24	20	12	5.1	3.0	Seller
\$200,000 - 224,999	30	13	11	14	14	15	8	3.8	2.7	Seller
\$225,000 - 249,999	29	7	19	10	15	7	9	3.2	3.2	Seller
\$250,000 - 274,999	31	10	10	8	9	6	6	5.2	4.0	Slightly Seller
\$275,000 - 299,999	20	3	5	10	6	3	2	10.0	5.8	Balanced
\$300,000 - 349,999	32	6	10	9	7	3	3	10.7	8.2	Slightly Buyer
\$350,000 - 399,999	32	6	3	4	5	2	5	6.4	8.2	Slightly Buyer
\$400,000 - 499,999	30	2	4	6	6	9	3	10.0	5.2	Balanced
\$500,000 - 599,999	8	0	1	1	2	5	1	8.0	3.3	Seller
\$600,000 - 699,999	7	1	1	2	1	0	0	n/a	17.0	Buyer
\$700,000 - 799,999	8	1	0	0	0	2	0	n/a	9.0	Buyer
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	0	1	0	0	1	7.0	20.0	Buyer
\$1,000,000 - and over	6	1	2	0	1	0	1	6.0	11.5	Buyer
TOTAL	489	208	193	196	195	162	132	3.7	3.1	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 02/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2017 - 01/31/2018. Information is believed to be reliable, but not guaranteed.

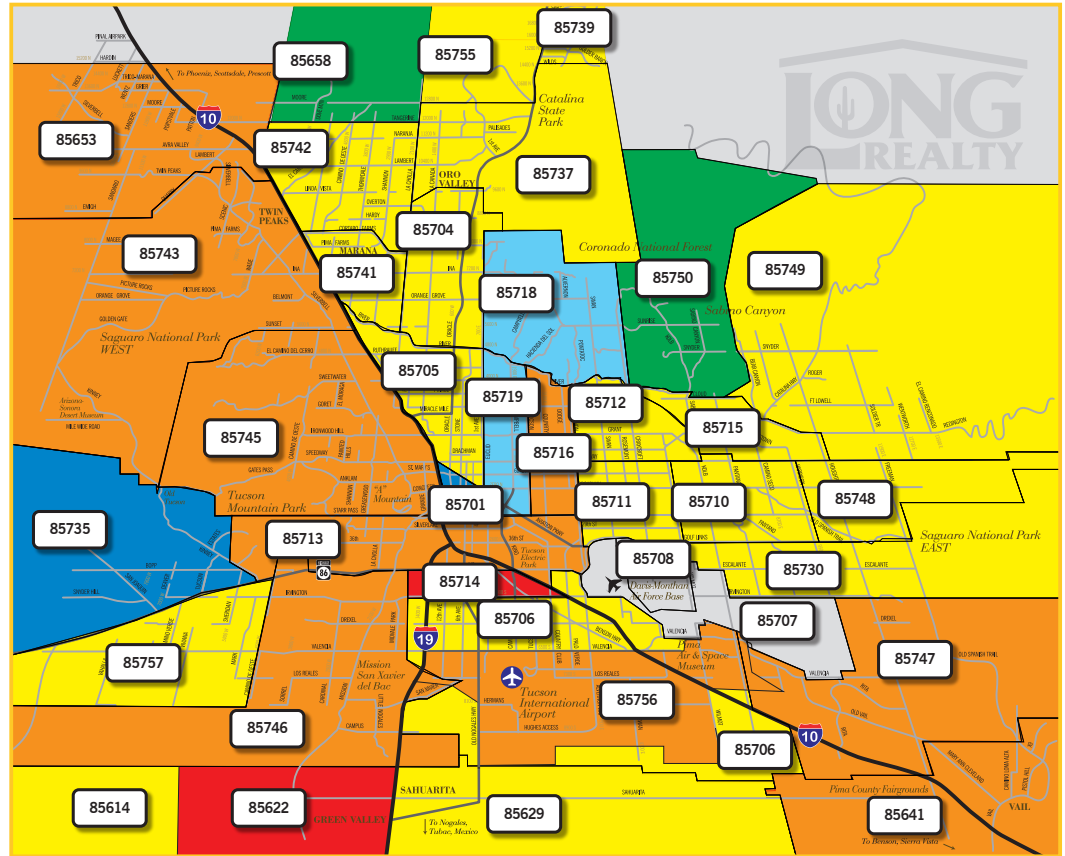


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2016-JAN 2017 TO
NOV 2017-JAN 2018

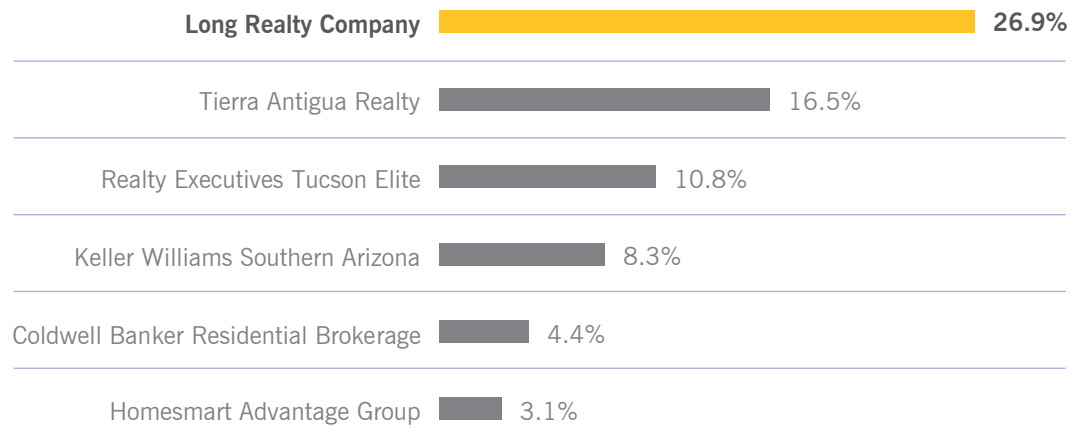
This heat map represents the percentage of change in Tucson metro median sales prices from November 2016-January 2017 to November 2017-January 2018 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2017 – 01/31/2018 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.