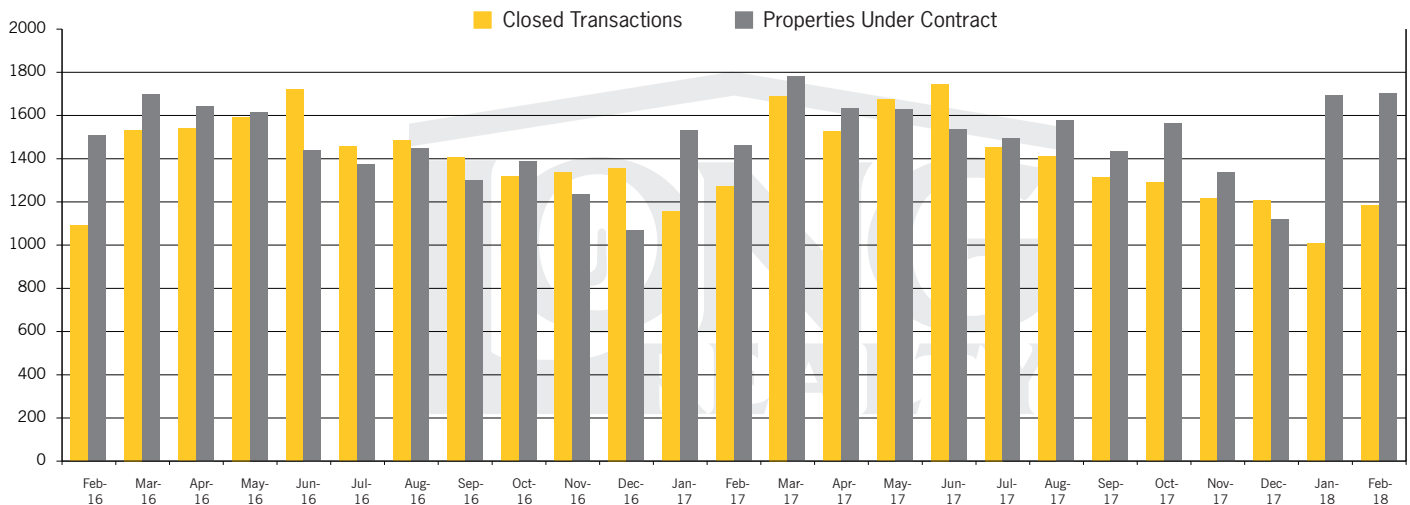




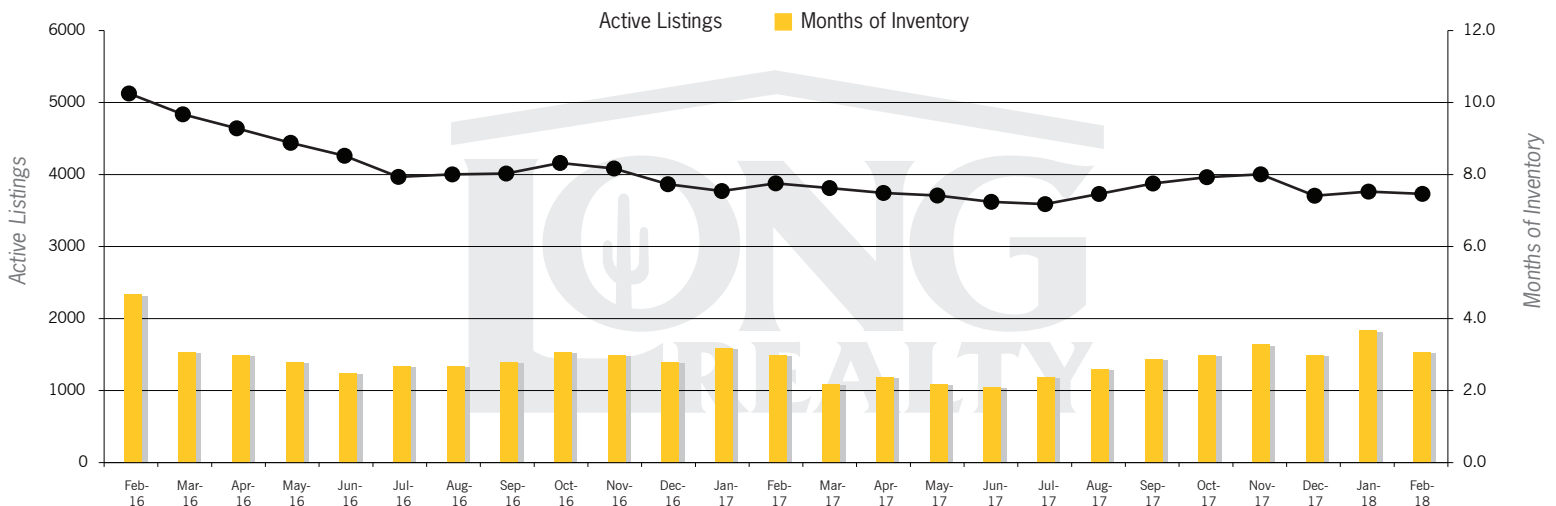
Tucson Metro | March 2018

In the Tucson Main Market area, February 2018 active inventory was 3,704, a 4% decrease from February 2017. There were 1,187 closings in February 2018, a 7% decrease from February 2017. Year-to-date 2018 there were 2,247 closings, an 8% decrease from year-to-date 2017. Months of Inventory was 3.1, up from 3.0 in February 2017. Median price of sold homes was \$205,000 for the month of February 2018, up 9% from February 2017. The Tucson Main Market area had 1,707 new properties under contract in February 2018, up 16% from February 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

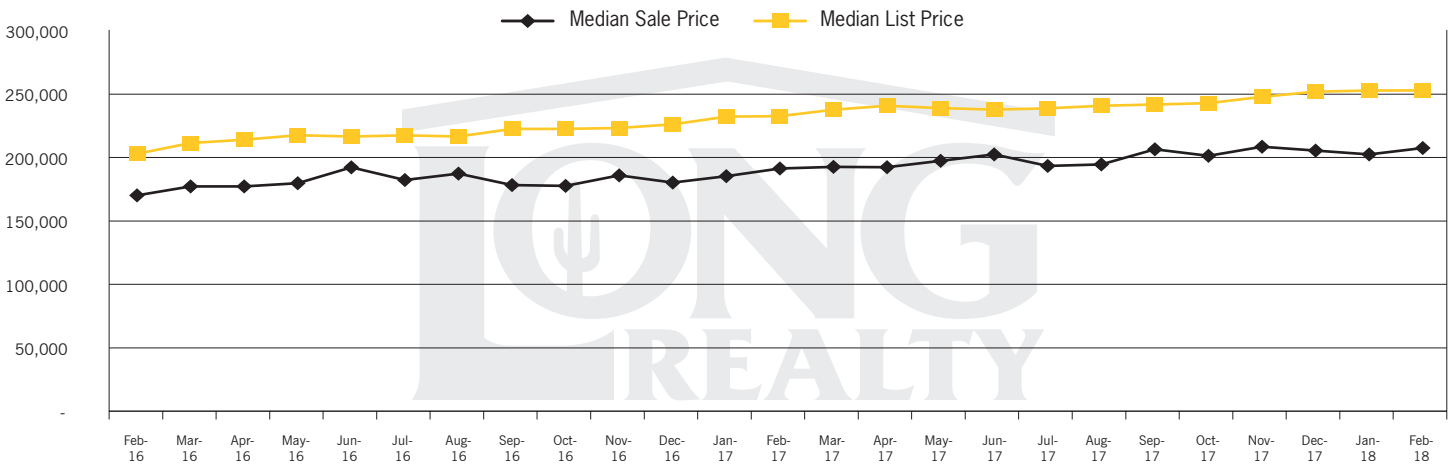


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2018 is believed to be reliable, but not guaranteed.



Tucson Metro | March 2018

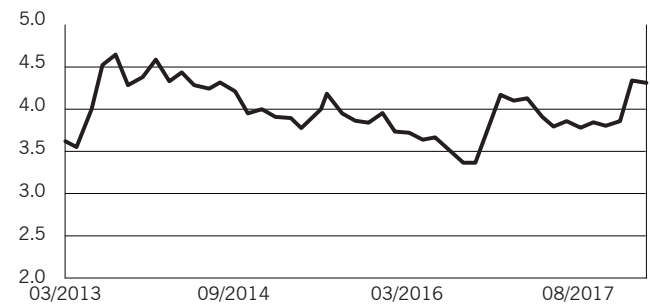
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2017	\$189,000	4.125%	\$870.19
2018	\$205,000	4.625%	\$1,001.29

30 YEAR FIXED MORTGAGE RATE

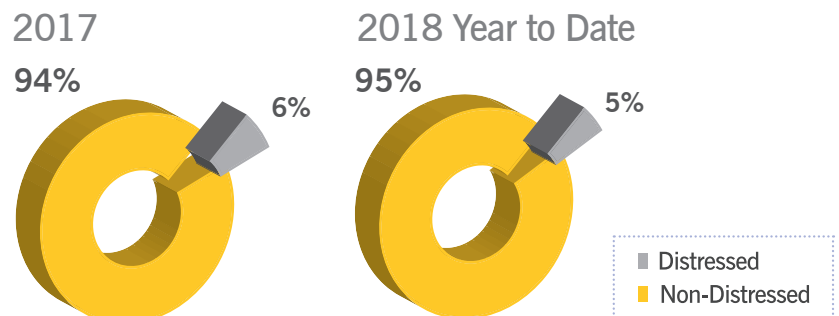


Source: Residential median sales prices. Data obtained 03/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON METRO

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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 03/05/2018. Information is believed to be reliable, but not guaranteed.



The Housing Report

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Tucson Metro | March 2018

MARKET CONDITIONS BY PRICE BAND – TUCSON METRO

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18			
\$1 - 49,999	32	22	17	18	19	15	19	1.7	2.2	Seller
\$50,000 - 74,999	76	44	32	26	48	28	35	2.2	1.9	Seller
\$75,000 - 99,999	76	55	47	48	53	35	43	1.8	1.6	Seller
\$100,000 - 124,999	95	77	83	71	75	67	63	1.5	1.5	Seller
\$125,000 - 149,999	213	138	168	139	122	127	111	1.9	1.8	Seller
\$150,000 - 174,999	258	204	191	188	184	136	155	1.7	1.8	Seller
\$175,000 - 199,999	307	154	161	133	143	128	142	2.2	2.4	Seller
\$200,000 - 224,999	245	135	140	128	113	113	125	2.0	2.2	Seller
\$225,000 - 249,999	290	108	118	102	98	78	88	3.3	3.2	Seller
\$250,000 - 274,999	221	91	70	96	94	68	84	2.6	2.6	Seller
\$275,000 - 299,999	232	58	59	88	60	51	51	4.5	4.4	Slightly Seller
\$300,000 - 349,999	307	87	84	81	70	71	87	3.5	4.0	Seller
\$350,000 - 399,999	292	65	64	65	57	44	56	5.2	5.4	Balanced
\$400,000 - 499,999	304	79	77	63	75	45	61	5.0	4.9	Slightly Seller
\$500,000 - 599,999	182	35	28	24	31	18	26	7.0	7.0	Slightly Buyer
\$600,000 - 699,999	140	19	16	15	17	13	14	10.0	9.3	Buyer
\$700,000 - 799,999	108	11	5	11	17	7	8	13.5	9.4	Buyer
\$800,000 - 899,999	72	3	4	4	10	2	8	9.0	11.0	Buyer
\$900,000 - 999,999	66	3	6	1	1	6	4	16.5	15.5	Buyer
\$1,000,000 - and over	188	7	4	11	5	8	7	26.9	27.5	Buyer
TOTAL	3,704	1,395	1,374	1,312	1,292	1,060	1,187	3.1	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 03/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2017 - 02/28/2018. Information is believed to be reliable, but not guaranteed.

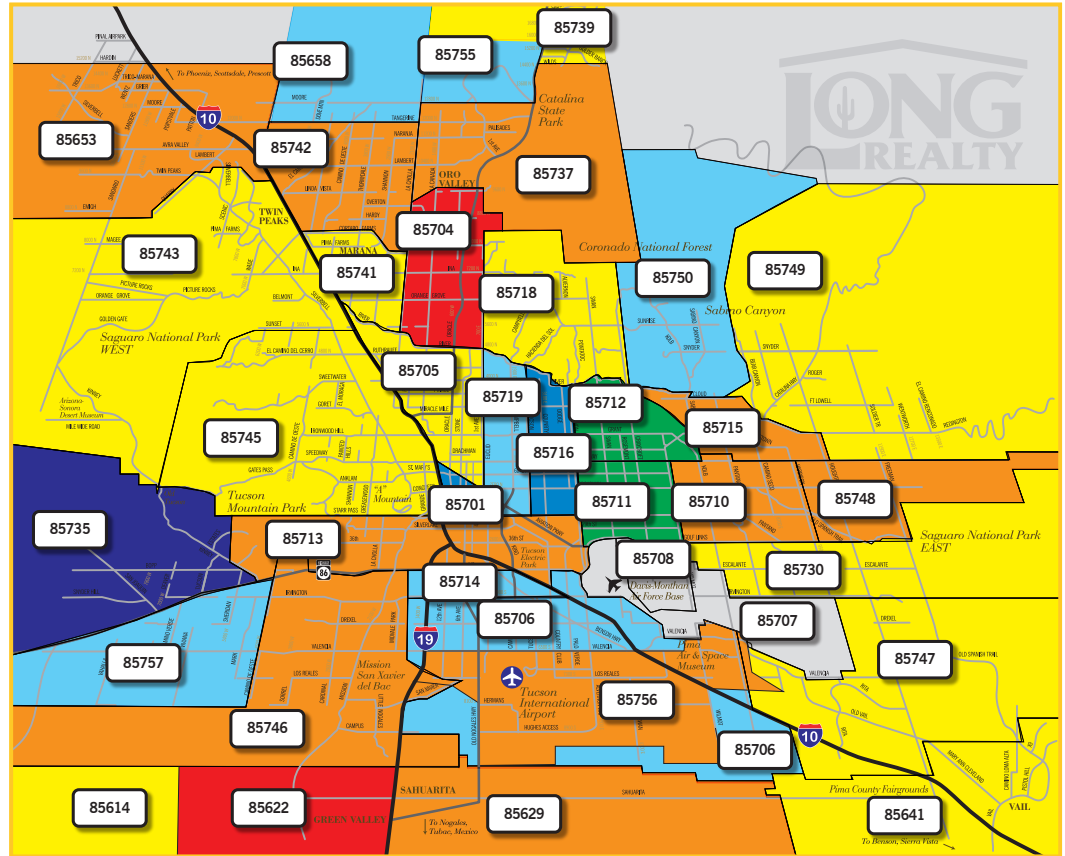


Tucson Metro | March 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2016-FEB 2017 TO
DEC 2017-FEB 2018

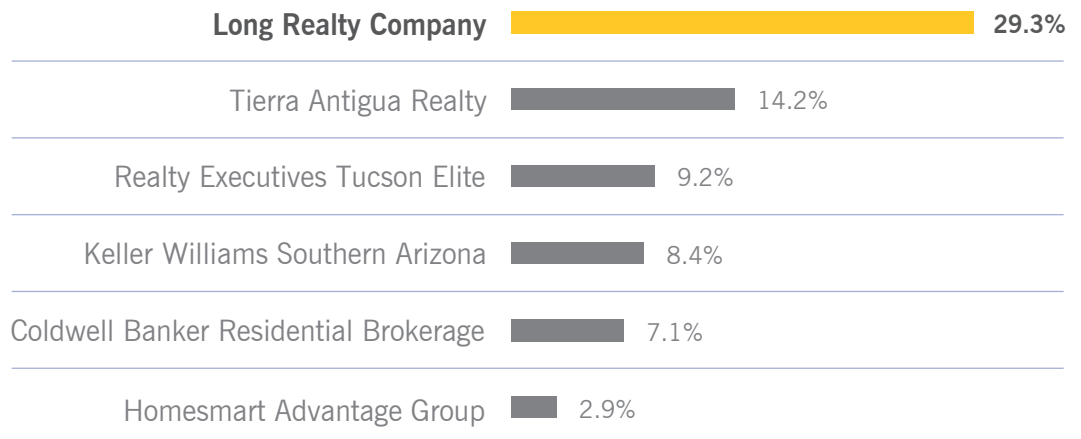
This heat map represents the percentage of change in Tucson metro median sales prices from December 2016-February 2017 to December 2017-February 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2017 – 02/28/2018 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Metro Housing Report is comprised of data for residential properties in MLSSAZ for the Tucson Metro area. 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.