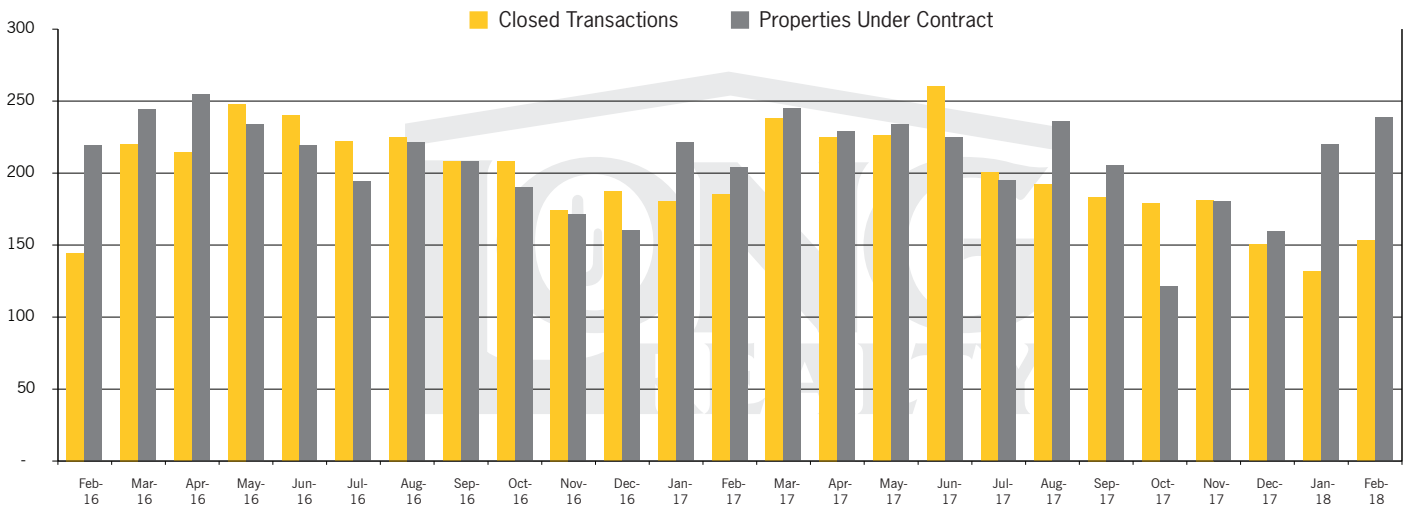




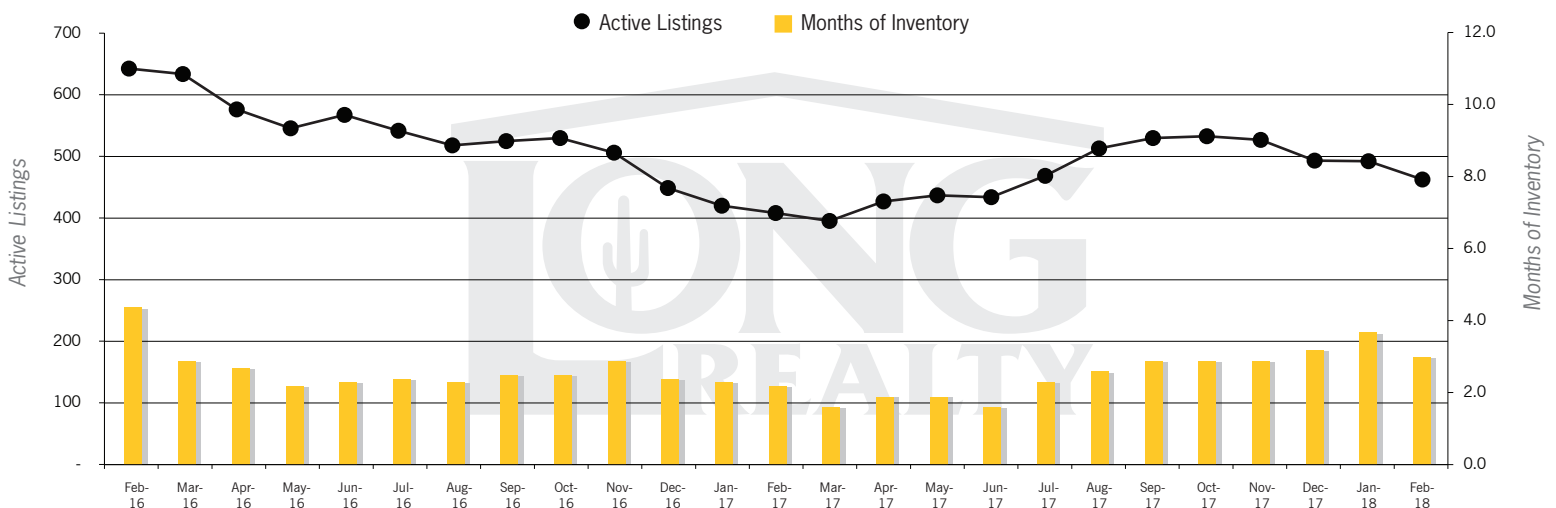
Tucson Central | March 2018

In the Tucson Central area, February 2018 active inventory was 459, a 14% increase from February 2017. There were 154 closings in February 2018, a 17% decrease from February 2017. Year-to-date 2018 there were 295 closings, a 20% decrease from year-to-date 2017. Months of Inventory was 3.0, up from 2.2 in February 2017. Median price of sold homes was \$167,250 for the month of February 2018, down 6% from February 2017. The Tucson Central area had 240 new properties under contract in February 2018, up 17% from February 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



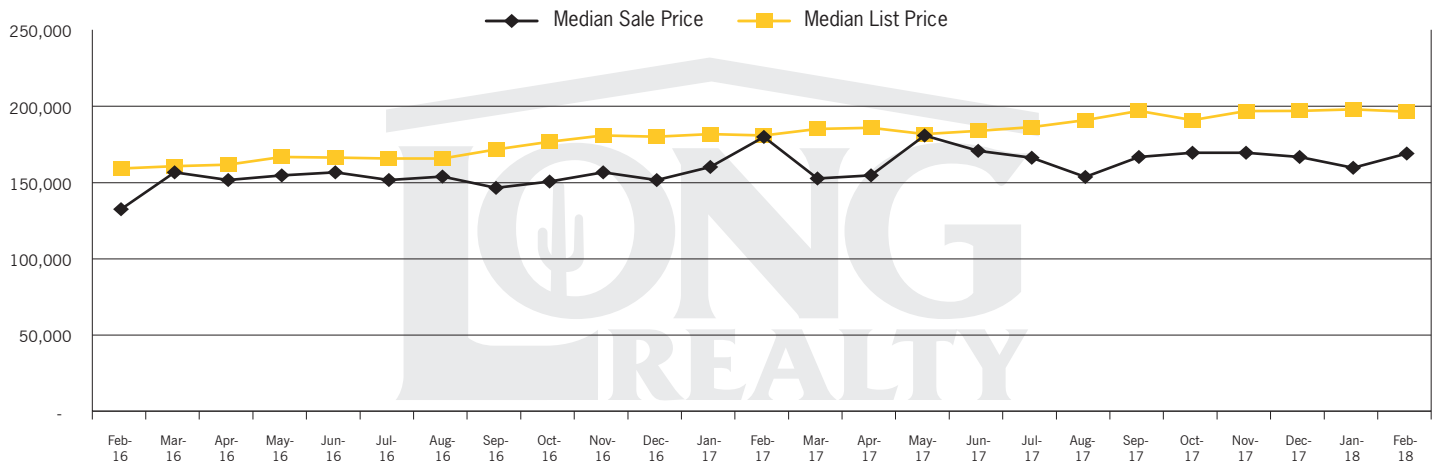
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL





Tucson Central | March 2018

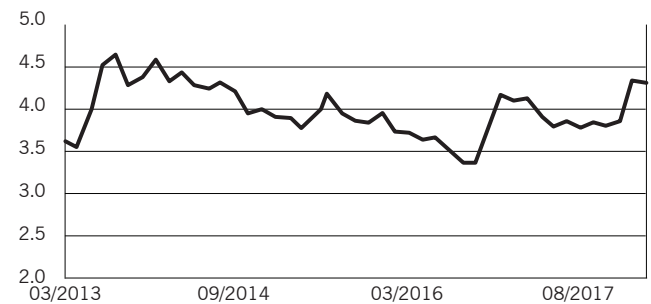
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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	\$178,050	4.125%	\$819.77
2018	\$167,250	4.625%	\$816.90

30 YEAR FIXED MORTGAGE RATE

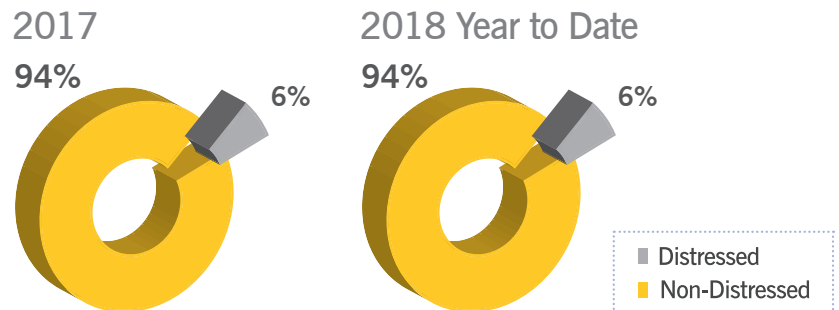


Source: Residential median sales prices. Data obtained 03/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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.





The Housing Report

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Tucson Central | March 2018

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
		Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18			
\$1 - 49,999	7	3	3	6	3	4	3	2.3	3.4	Seller
\$50,000 - 74,999	11	8	3	2	6	5	2	5.5	2.2	Seller
\$75,000 - 99,999	15	15	16	13	11	13	11	1.4	1.2	Seller
\$100,000 - 124,999	20	30	22	20	21	9	18	1.1	1.3	Seller
\$125,000 - 149,999	54	21	34	31	24	31	25	2.2	2.1	Seller
\$150,000 - 174,999	61	31	31	33	26	25	26	2.3	2.6	Seller
\$175,000 - 199,999	57	19	22	24	20	13	18	3.2	3.4	Seller
\$200,000 - 224,999	32	11	14	14	15	9	9	3.6	2.9	Seller
\$225,000 - 249,999	35	19	10	15	7	9	11	3.2	3.5	Seller
\$250,000 - 274,999	30	10	8	9	6	6	6	5.0	5.0	Balanced
\$275,000 - 299,999	17	5	10	6	3	2	4	4.3	7.0	Slightly Buyer
\$300,000 - 349,999	30	10	9	7	3	4	11	2.7	5.4	Balanced
\$350,000 - 399,999	33	3	4	5	2	5	3	11.0	9.8	Buyer
\$400,000 - 499,999	27	4	6	6	9	3	3	9.0	5.7	Balanced
\$500,000 - 599,999	4	1	1	2	5	1	1	4.0	2.9	Seller
\$600,000 - 699,999	9	1	2	1	0	0	1	9.0	21.0	Buyer
\$700,000 - 799,999	5	0	0	0	2	0	1	5.0	6.0	Balanced
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	1	0	0	1	1	7.0	10.5	Buyer
\$1,000,000 - and over	5	2	0	1	0	1	0	n/a	20.0	Buyer
TOTAL	459	193	196	195	163	141	154	3.0	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.

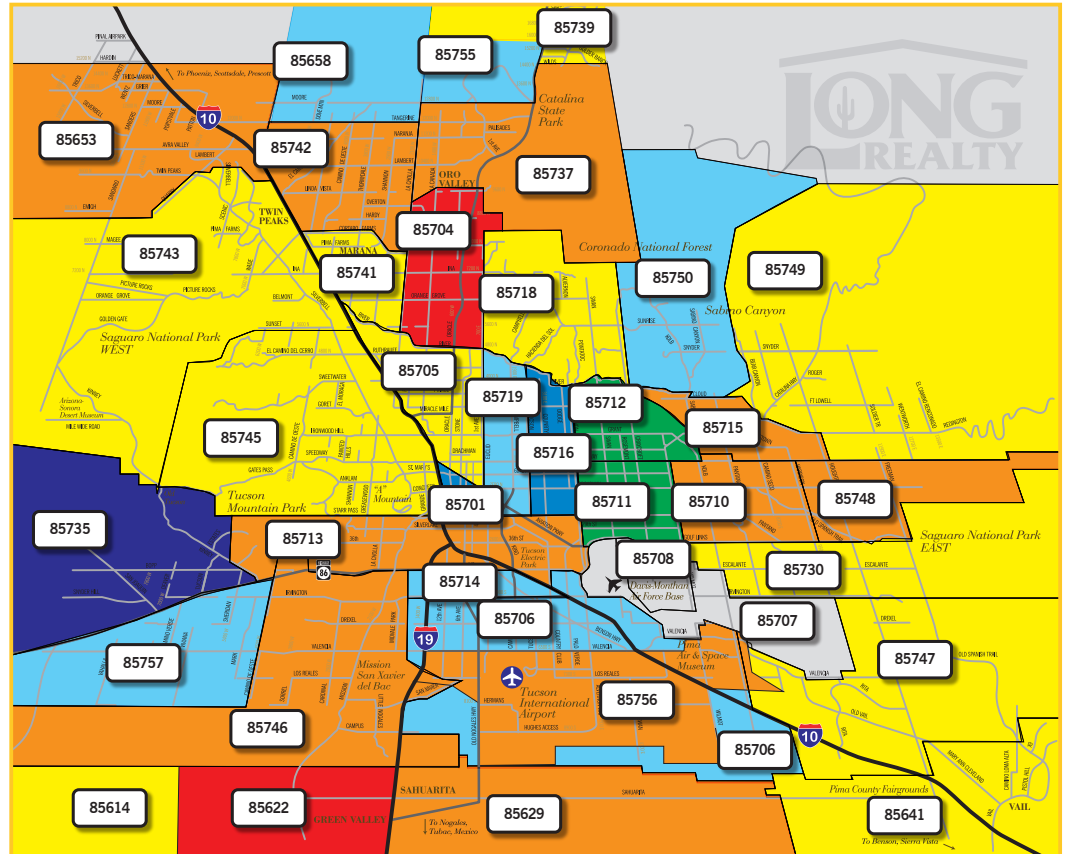


Tucson Central | March 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2016-FEB 2017 TO
DEC 2017-FEB 2018

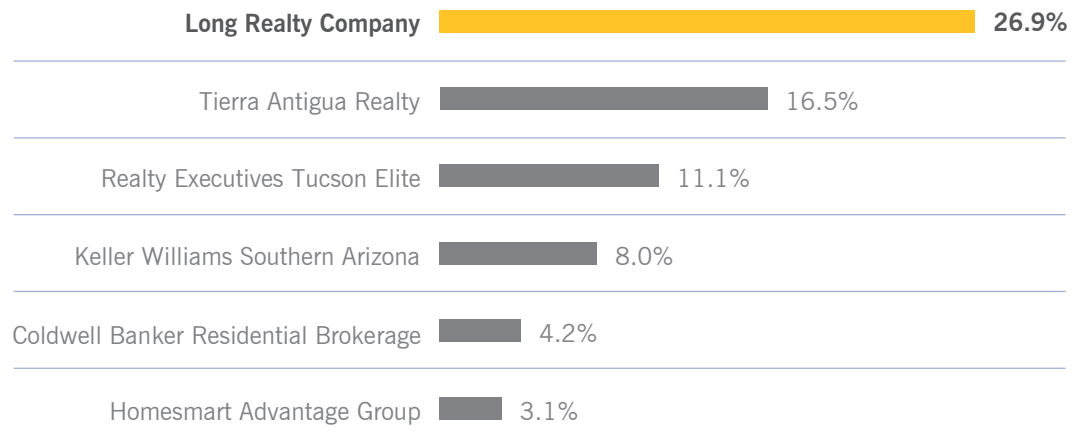
This heat map represents the percentage of change in Tucson metro median sales prices from December 2016-February 2017 to December 2017-February 2018 by zip code.



MARKET SHARE – TUCSON CENTRAL

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 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.