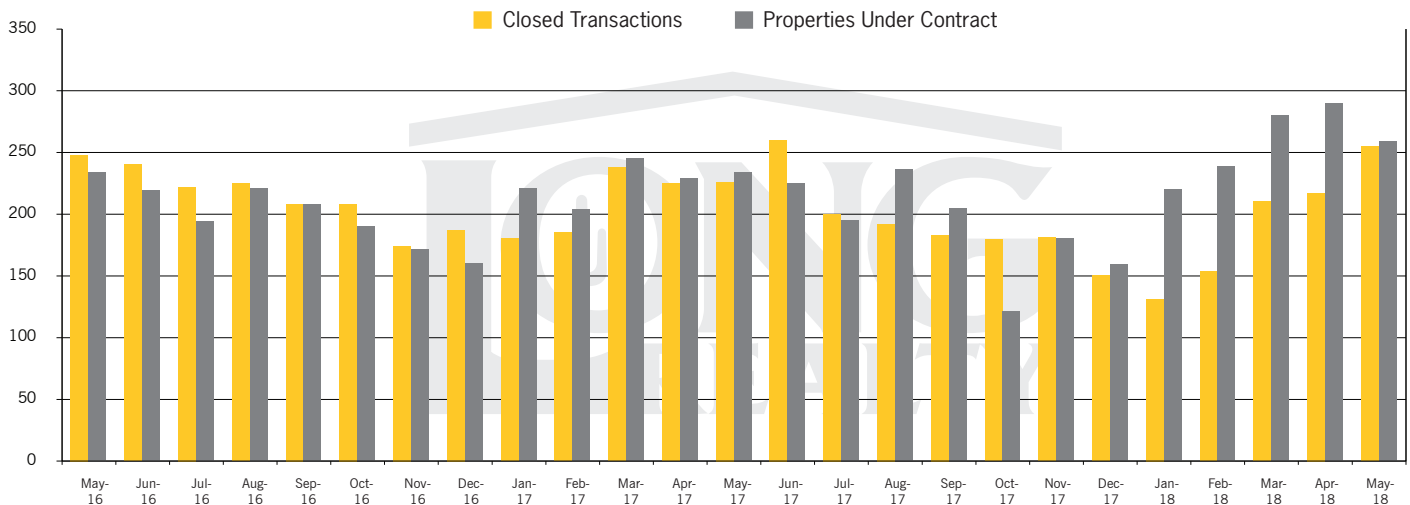




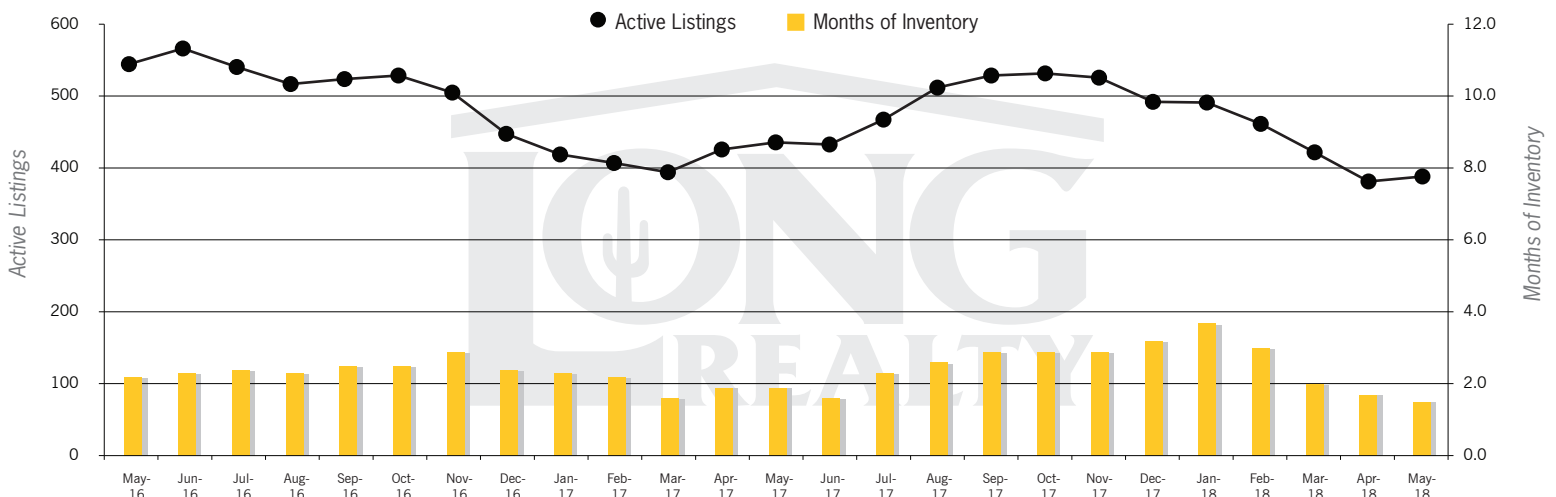
Tucson Central | June 2018

In the Tucson Central area, May 2018 active inventory was 385, an 11% decrease from May 2017. There were 256 closings in May 2018, a 13% increase from May 2017. Year-to-date 2018 there were 1,028 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 1.5, down from 1.9 in May 2017. Median price of sold homes was \$160,000 for the month of May 2018, down 11% from May 2017. The Tucson Central area had 260 new properties under contract in May 2018, up 11% from May 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



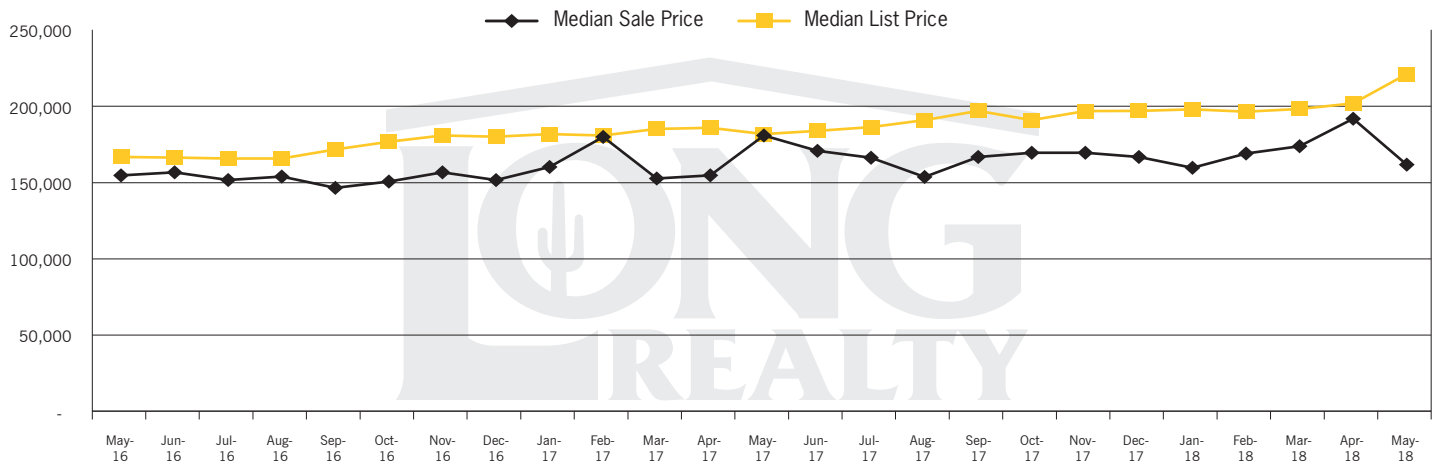
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL





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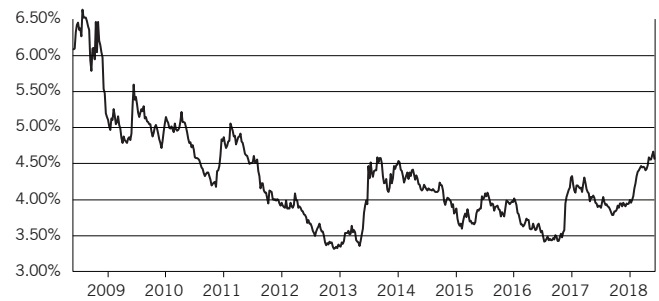
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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	\$179,000	4.010%	\$812.83
2018	\$160,000	4.580%	\$777.40

30 YEAR FIXED MORTGAGE RATE

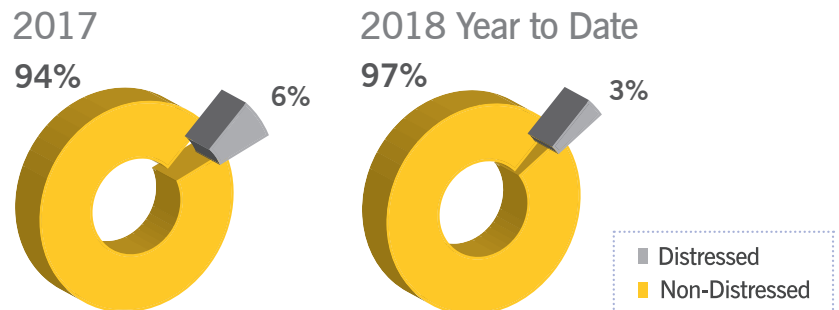


Source: Residential median sales prices. Data obtained 06/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.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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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
		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18			
\$1 - 49,999	0	3	4	4	3	3	7	0.0	0.5	Seller
\$50,000 - 74,999	2	6	5	3	6	3	7	0.3	0.9	Seller
\$75,000 - 99,999	9	11	13	11	10	8	19	0.5	0.9	Seller
\$100,000 - 124,999	10	21	9	20	24	27	22	0.5	0.6	Seller
\$125,000 - 149,999	42	24	32	27	30	24	48	0.9	1.4	Seller
\$150,000 - 174,999	34	26	25	30	43	38	45	0.8	0.9	Seller
\$175,000 - 199,999	43	20	13	21	29	25	27	1.6	1.8	Seller
\$200,000 - 224,999	25	15	9	10	18	28	13	1.9	1.1	Seller
\$225,000 - 249,999	44	7	9	11	12	16	16	2.8	2.4	Seller
\$250,000 - 274,999	17	6	6	6	11	15	16	1.1	1.5	Seller
\$275,000 - 299,999	30	3	2	4	9	7	6	5.0	3.3	Seller
\$300,000 - 349,999	40	3	4	12	8	13	15	2.7	3.2	Seller
\$350,000 - 399,999	31	2	5	3	6	7	8	3.9	4.3	Slightly Seller
\$400,000 - 499,999	28	9	4	4	6	11	4	7.0	4.0	Seller
\$500,000 - 599,999	12	5	1	1	2	7	2	6.0	2.5	Seller
\$600,000 - 699,999	5	0	0	1	3	0	1	5.0	4.8	Slightly Seller
\$700,000 - 799,999	2	2	0	1	2	0	0	n/a	3.5	Seller
\$800,000 - 899,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	1	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	1	1	2	1	0	n/a	4.3	Slightly Seller
TOTAL	385	163	143	171	224	233	256	1.5	1.7	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 06/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.

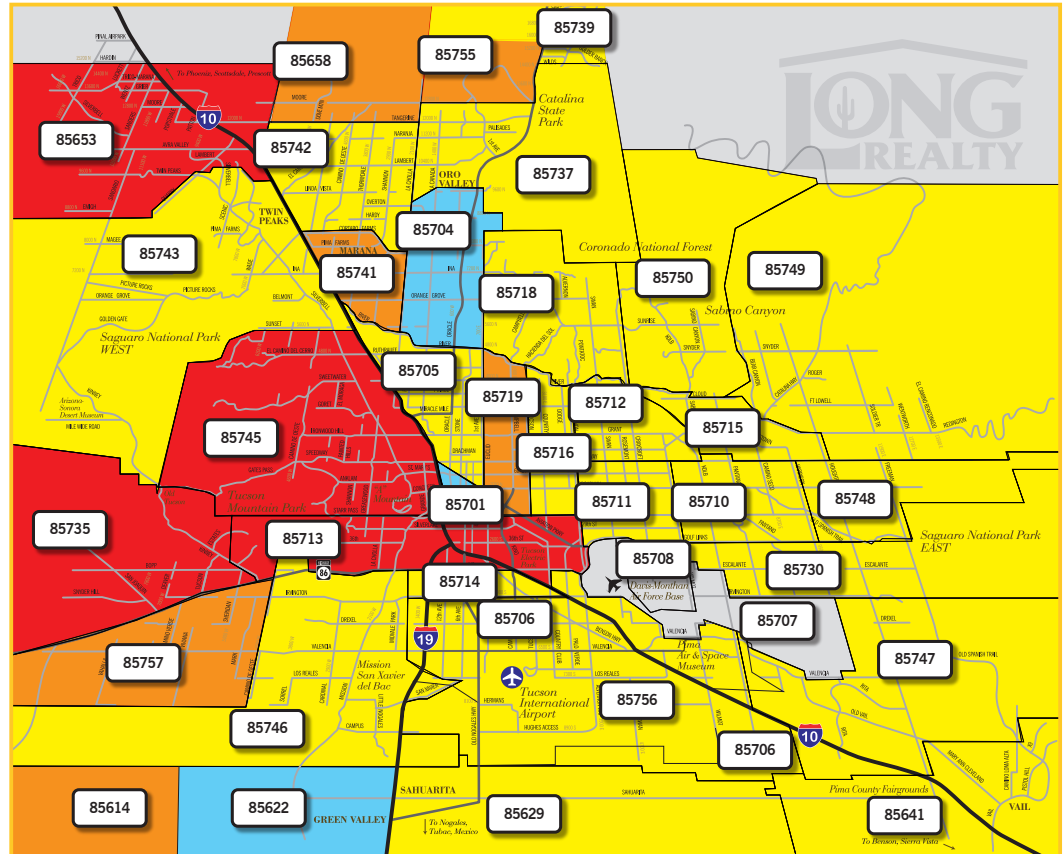
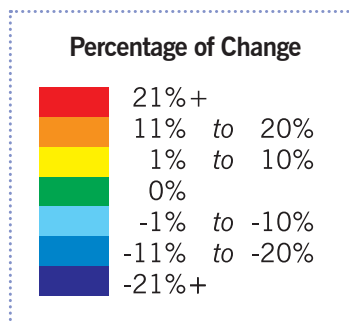


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2017-MAY 2017 TO
MAR 2018-MAY 2018

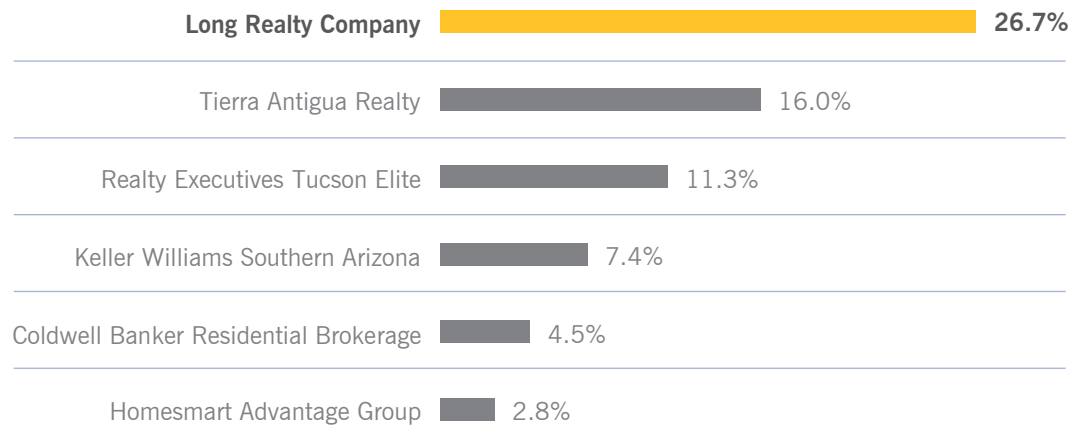
This heat map represents the percentage of change in Tucson metro median sales prices from March 2017-May 2017 to March 2018-May 2018 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2017 – 05/31/2018 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.