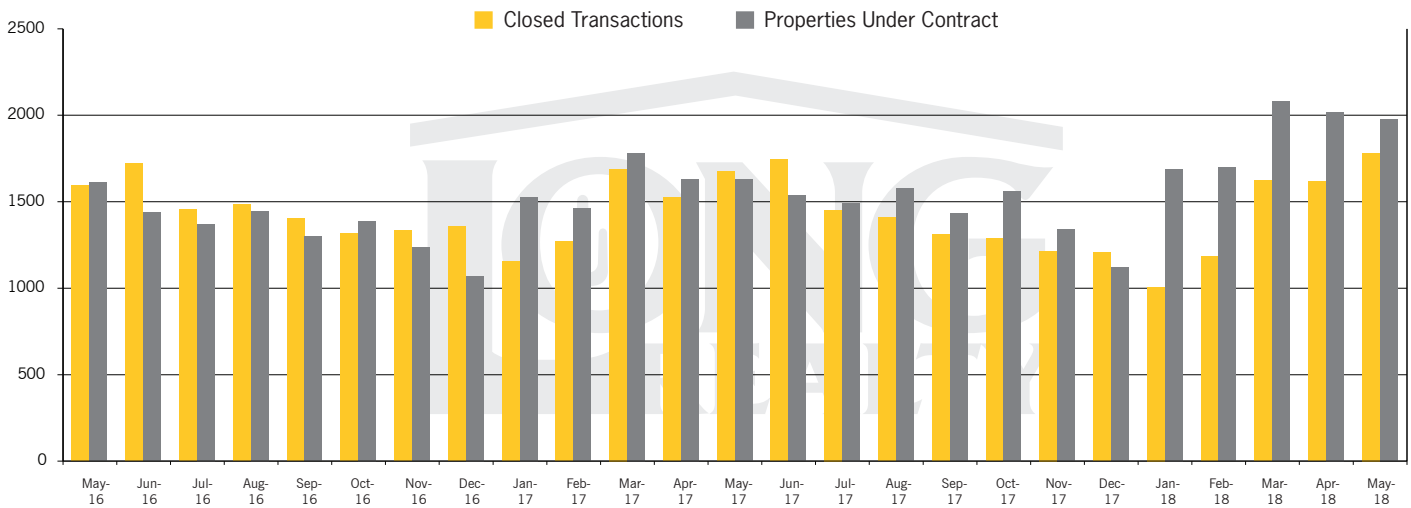




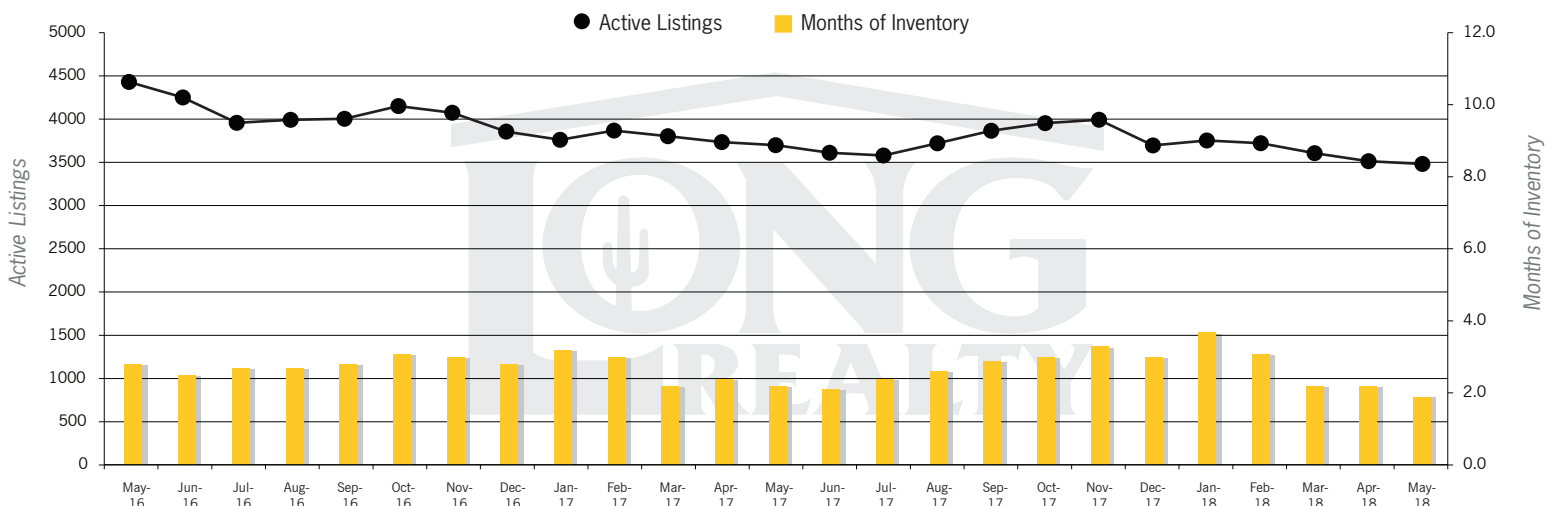
Tucson Metro | June 2018

In the Tucson Main Market area, May 2018 active inventory was 3,461, a 6% decrease from May 2017. There were 1,790 closings in May 2018, a 6% increase from May 2017. Year-to-date 2018 there were 7,574 closings, a 3% increase from year-to-date 2017. Months of Inventory was 1.9, down from 2.2 in May 2017. Median price of sold homes was \$210,000 for the month of May 2018, up 8% from May 2017. The Tucson Main Market area had 1,983 new properties under contract in May 2018, up 21% from May 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

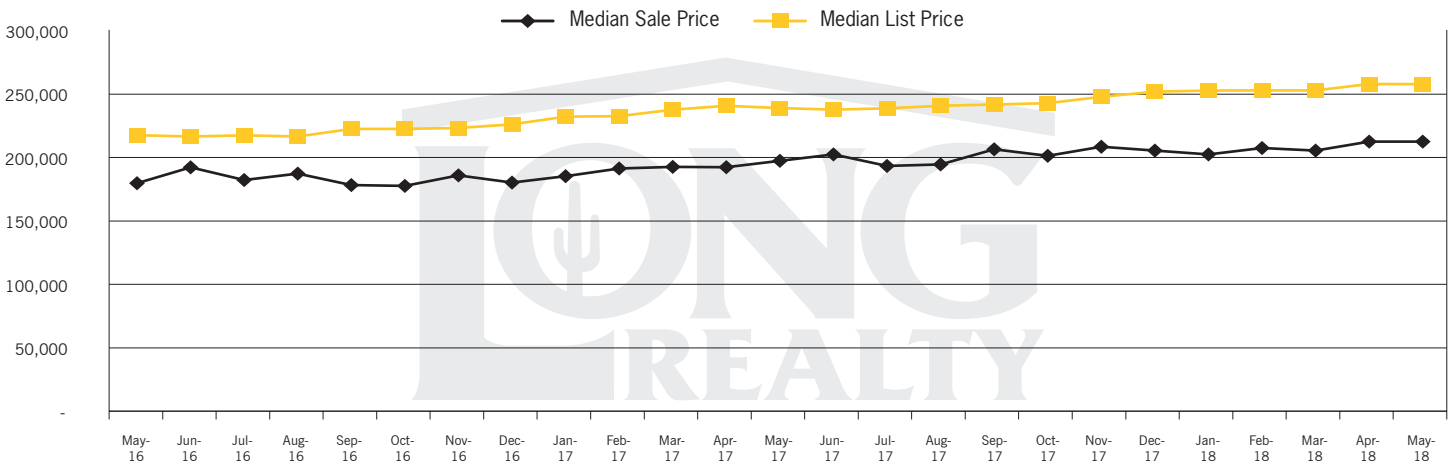


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



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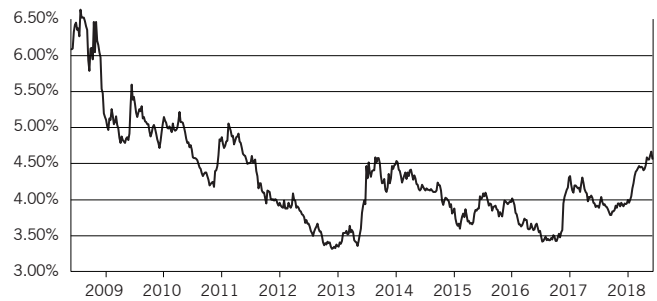
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$195,000	4.010%	\$885.48
2018	\$210,000	4.580%	\$1,020.34

30 YEAR FIXED MORTGAGE RATE

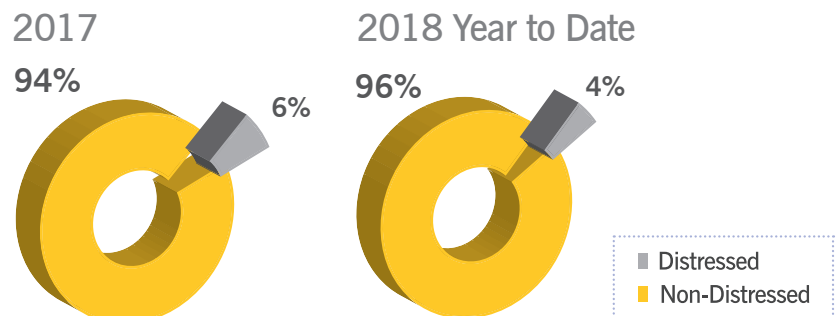


Source: Residential median sales prices. Data obtained 06/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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.





The Housing Report

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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
		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18			
\$1 - 49,999	27	19	15	22	17	19	23	1.2	1.4	Seller
\$50,000 - 74,999	38	48	29	37	33	47	49	0.8	1.1	Seller
\$75,000 - 99,999	64	53	35	44	53	39	53	1.2	1.5	Seller
\$100,000 - 124,999	79	75	67	68	97	86	92	0.9	1.0	Seller
\$125,000 - 149,999	180	122	128	119	172	146	172	1.0	1.2	Seller
\$150,000 - 174,999	215	184	137	168	242	227	213	1.0	0.9	Seller
\$175,000 - 199,999	303	144	132	152	252	224	224	1.4	1.3	Seller
\$200,000 - 224,999	238	113	113	136	144	193	155	1.5	1.3	Seller
\$225,000 - 249,999	319	99	78	94	154	121	171	1.9	1.9	Seller
\$250,000 - 274,999	201	94	68	91	116	120	106	1.9	1.9	Seller
\$275,000 - 299,999	266	62	52	53	84	94	94	2.8	2.7	Seller
\$300,000 - 349,999	287	70	71	92	115	131	147	2.0	2.3	Seller
\$350,000 - 399,999	261	57	44	56	92	77	89	2.9	3.3	Seller
\$400,000 - 499,999	296	75	46	64	82	88	92	3.2	3.4	Seller
\$500,000 - 599,999	171	31	18	27	31	39	48	3.6	4.7	Slightly Seller
\$600,000 - 699,999	119	17	13	14	20	28	21	5.7	5.7	Balanced
\$700,000 - 799,999	90	17	7	9	9	12	10	9.0	9.5	Buyer
\$800,000 - 899,999	74	10	2	8	9	7	9	8.2	8.8	Buyer
\$900,000 - 999,999	70	1	6	4	4	8	4	17.5	13.4	Buyer
\$1,000,000 - and over	163	5	8	8	8	9	18	9.1	14.3	Buyer
TOTAL	3,461	1,296	1,069	1,266	1,734	1,715	1,790	1.9	2.0	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.

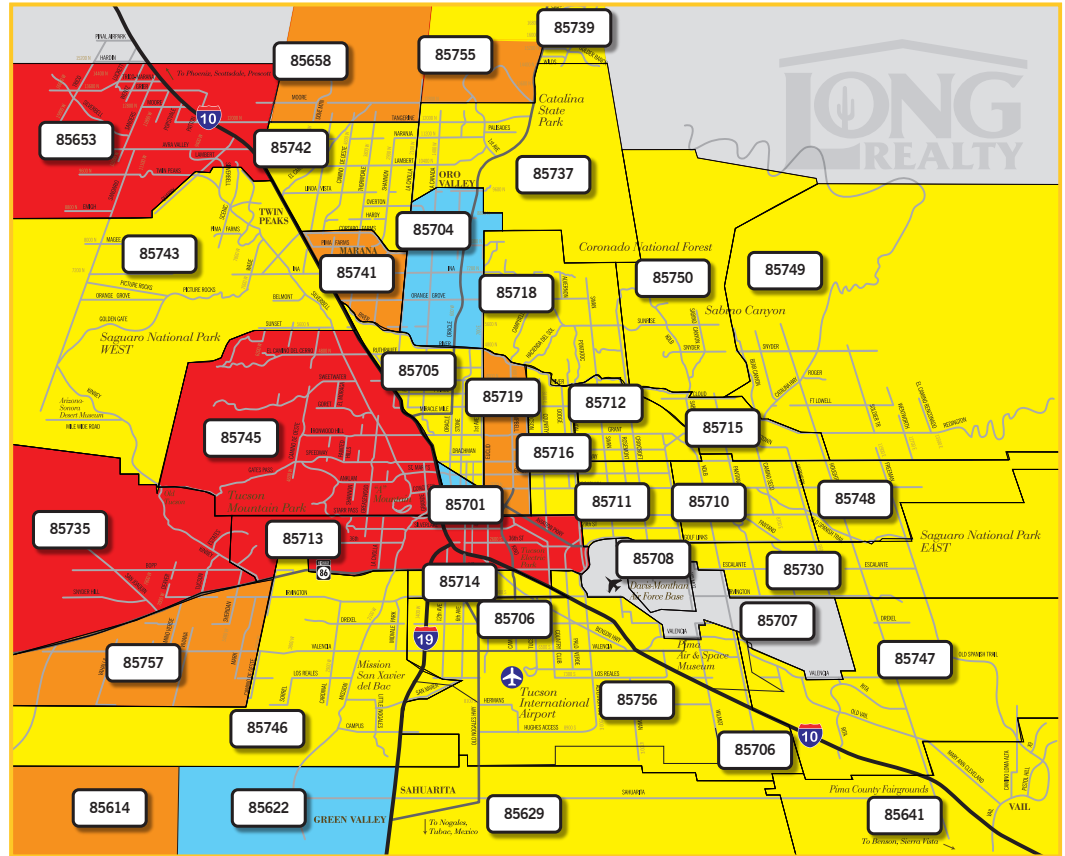


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2017-MAY 2017 TO
MAR 2018-MAY 2018

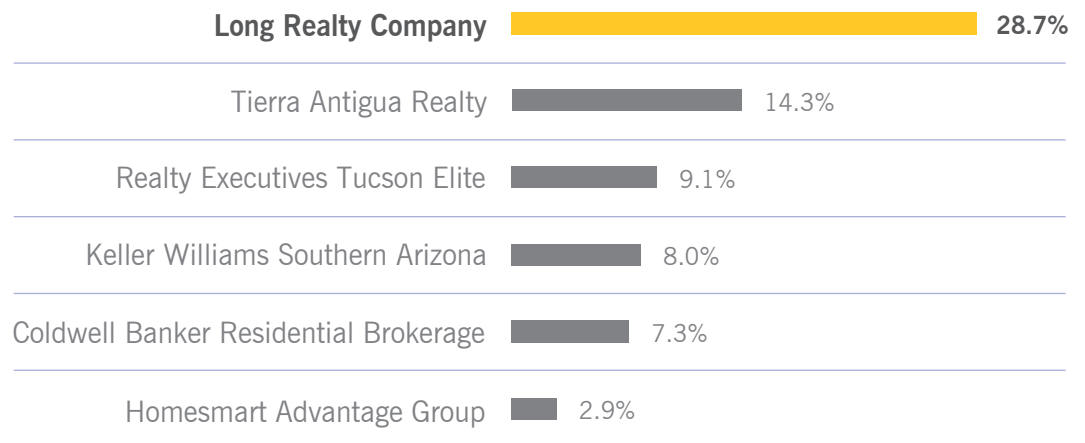
This heat map represents the percentage of change in Tucson metro median sales prices from March 2017-May 2017 to March 2018-May 2018 by zip code.



MARKET SHARE – TUCSON METRO

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 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.