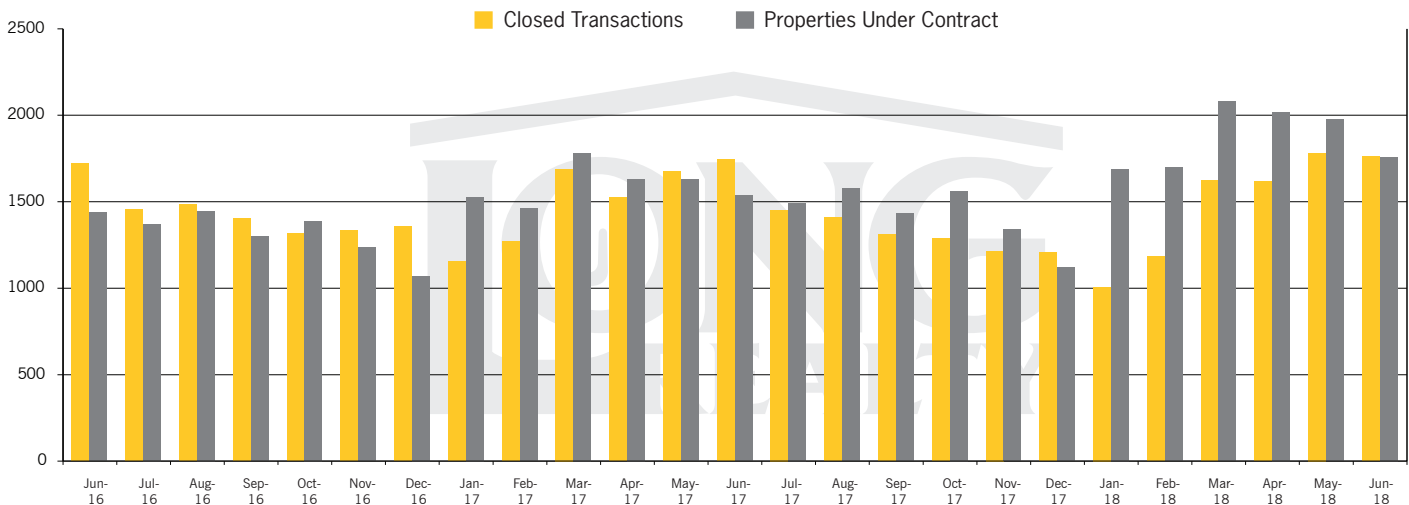




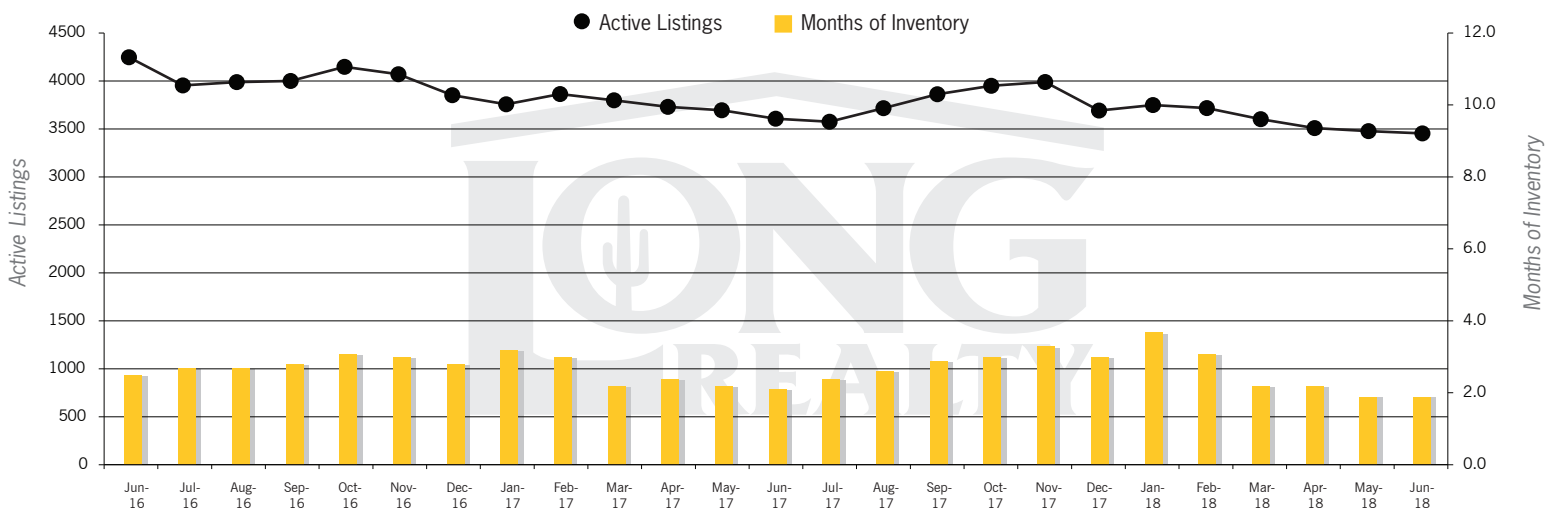
## Tucson Metro | July 2018

In the Tucson Main Market area, June 2018 active inventory was 3,437, a 4% decrease from June 2017. There were 1,768 closings in June 2018, a 1% increase from June 2017. Year-to-date 2018 there were 9,404 closings, a 3% increase from year-to-date 2017. Months of Inventory was 1.9, down from 2.1 in June 2017. Median price of sold homes was \$207,250 for the month of June 2018, up 4% from June 2017. The Tucson Main Market area had 1,766 new properties under contract in June 2018, up 14% from June 2017.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



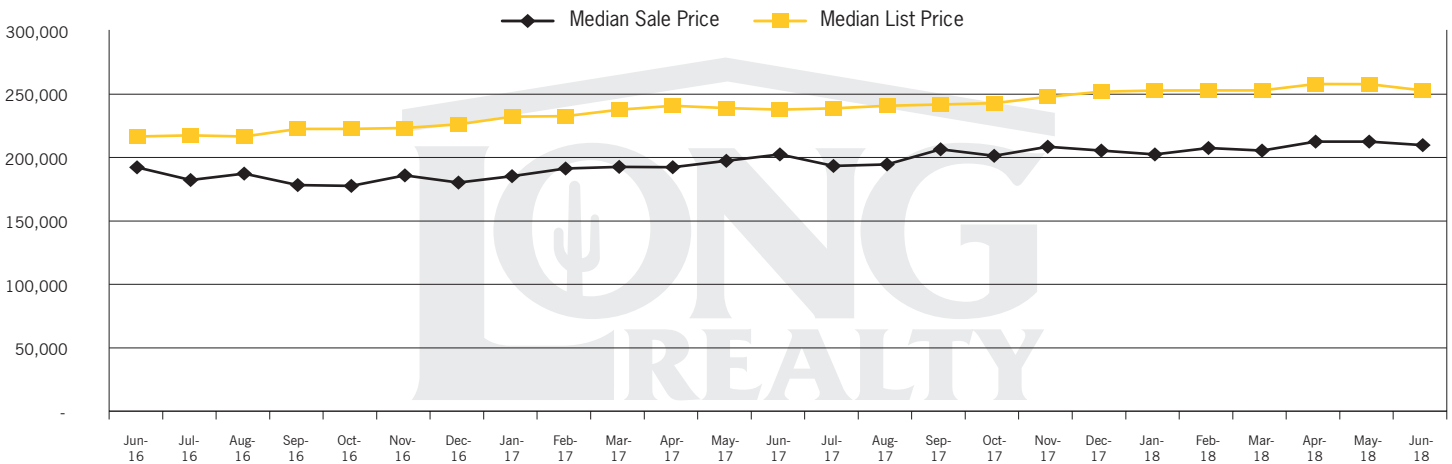
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 07/06/2018 is believed to be reliable, but not guaranteed.



## 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	\$200,000	3.900%	\$896.17
2018	\$207,250	4.570%	\$1,005.81

## 30 YEAR FIXED MORTGAGE RATE

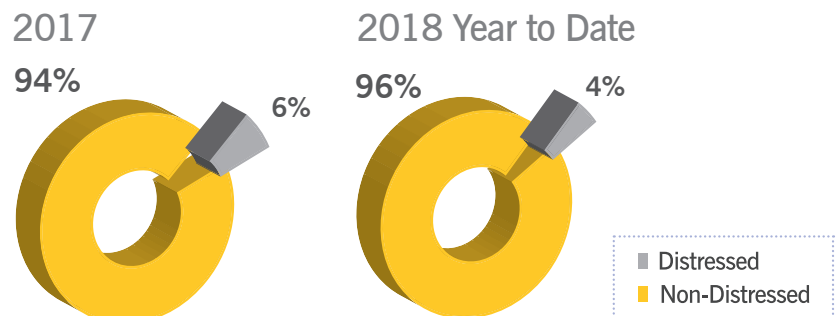


Source: Residential median sales prices. Data obtained 07/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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Tucson Metro | July 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
		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18			
\$1 - 49,999	20	15	22	17	19	24	14	1.4	1.2	Seller
\$50,000 - 74,999	43	29	37	33	47	51	48	0.9	0.9	Seller
\$75,000 - 99,999	73	35	44	53	40	55	59	1.2	1.3	Seller
\$100,000 - 124,999	84	67	68	97	86	95	86	1.0	1.0	Seller
\$125,000 - 149,999	176	128	119	173	148	186	165	1.1	1.1	Seller
\$150,000 - 174,999	193	137	168	242	227	229	226	0.9	0.9	Seller
\$175,000 - 199,999	325	132	152	252	224	236	221	1.5	1.4	Seller
\$200,000 - 224,999	256	113	136	144	195	163	165	1.6	1.3	Seller
\$225,000 - 249,999	284	78	94	155	123	178	132	2.2	2.0	Seller
\$250,000 - 274,999	215	68	91	116	121	110	131	1.6	1.7	Seller
\$275,000 - 299,999	257	52	53	84	95	96	102	2.5	2.6	Seller
\$300,000 - 349,999	296	71	92	115	131	150	122	2.4	2.2	Seller
\$350,000 - 399,999	275	44	56	92	77	92	95	2.9	3.2	Seller
\$400,000 - 499,999	297	46	64	83	89	94	82	3.6	3.3	Seller
\$500,000 - 599,999	170	18	27	31	39	48	46	3.7	4.1	Slightly Seller
\$600,000 - 699,999	112	13	14	20	28	21	31	3.6	4.5	Slightly Seller
\$700,000 - 799,999	91	7	9	9	12	10	20	4.6	6.6	Slightly Buyer
\$800,000 - 899,999	65	2	8	9	7	9	8	8.1	8.8	Buyer
\$900,000 - 999,999	64	6	4	4	8	4	5	12.8	12.3	Buyer
\$1,000,000 - and over	141	8	8	8	9	18	10	14.1	12.9	Buyer
<b>TOTAL</b>	<b>3,437</b>	<b>1,069</b>	<b>1,266</b>	<b>1,737</b>	<b>1,725</b>	<b>1,869</b>	<b>1,768</b>	<b>1.9</b>	<b>1.9</b>	<b>Seller</b>

				
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 07/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2018 - 06/30/2018. Information is believed to be reliable, but not guaranteed.

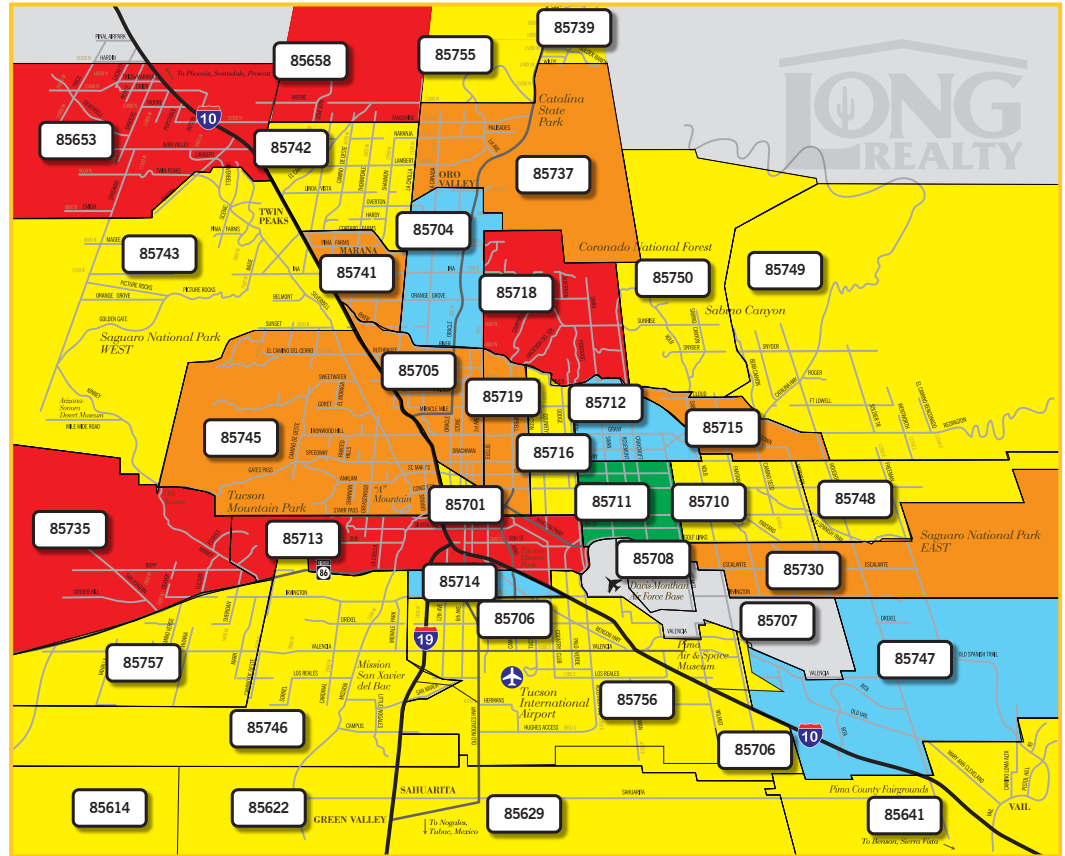


Tucson Metro | July 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2017-JUN 2017 TO  
APR 2018-JUN 2018

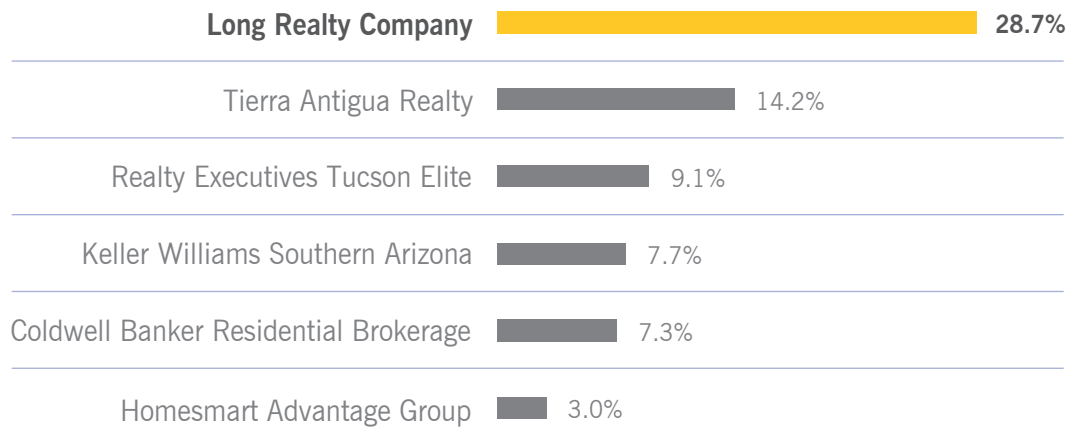
*This heat map represents the percentage of change in Tucson metro median sales prices from April 2017-June 2017 to April 2018-June 2018 by zip code.*



## MARKET SHARE – TUCSON METRO

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 07/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2017 – 06/30/2018 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.