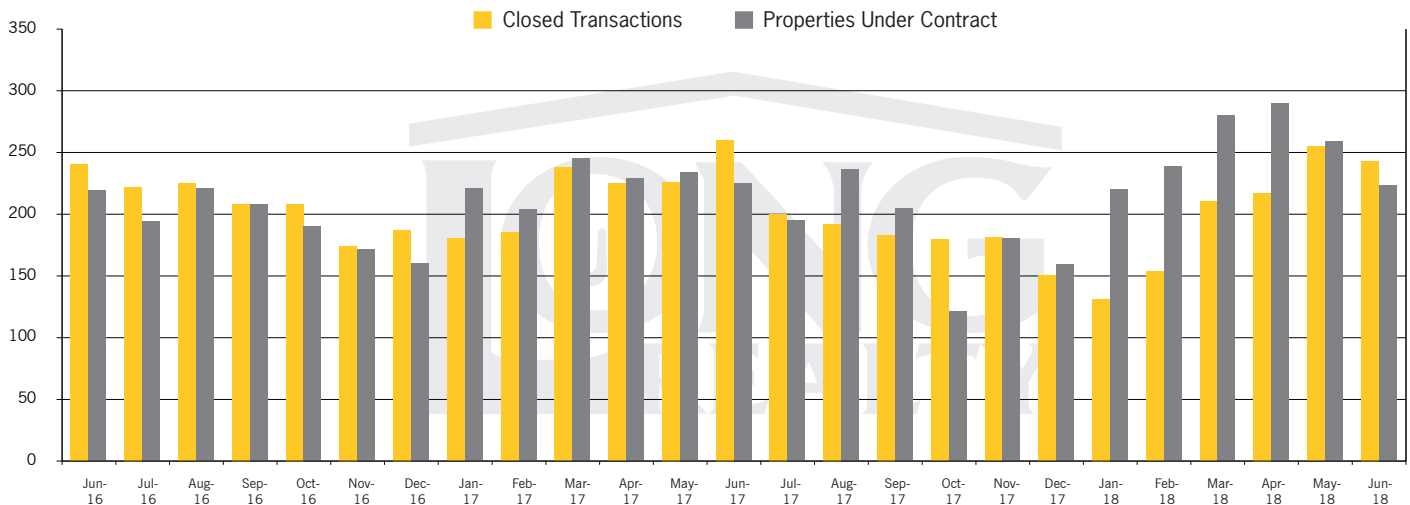




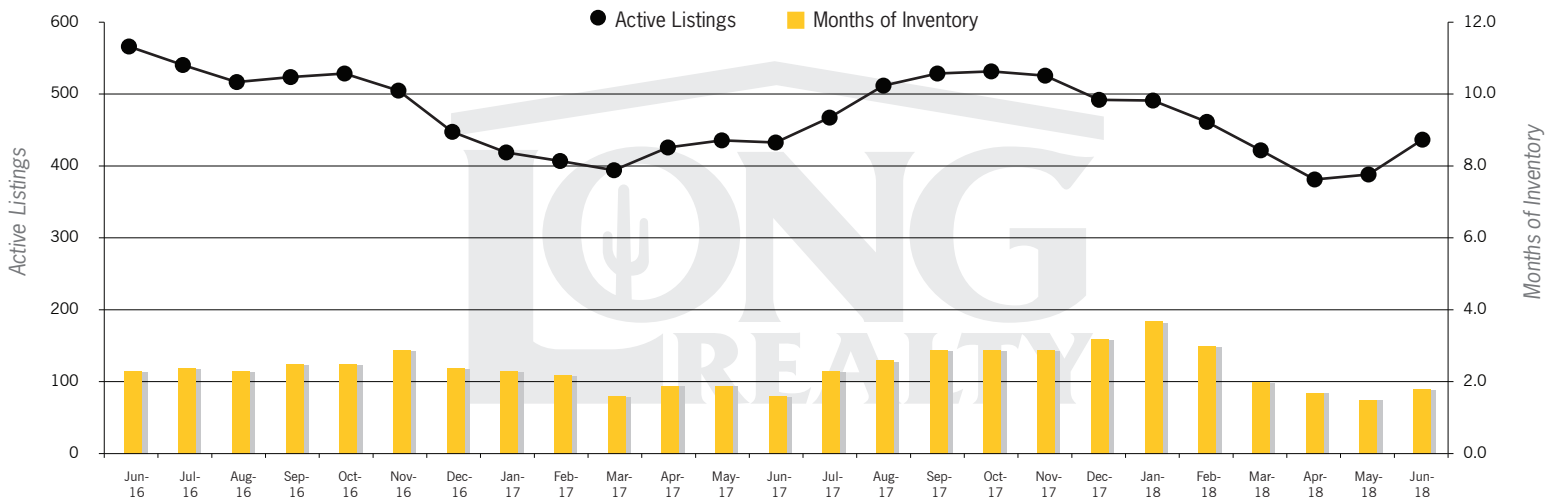
## Tucson Central | July 2018

In the Tucson Central area, June 2018 active inventory was 434, a 1% increase from June 2017. There were 244 closings in June 2018, a 7% decrease from June 2017. Year-to-date 2018 there were 1,284 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 1.8, up from 1.6 in June 2017. Median price of sold homes was \$174,000 for the month of June 2018, up 3% from June 2017. The Tucson Central area had 224 new properties under contract in June 2018, down 1% from June 2017.

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



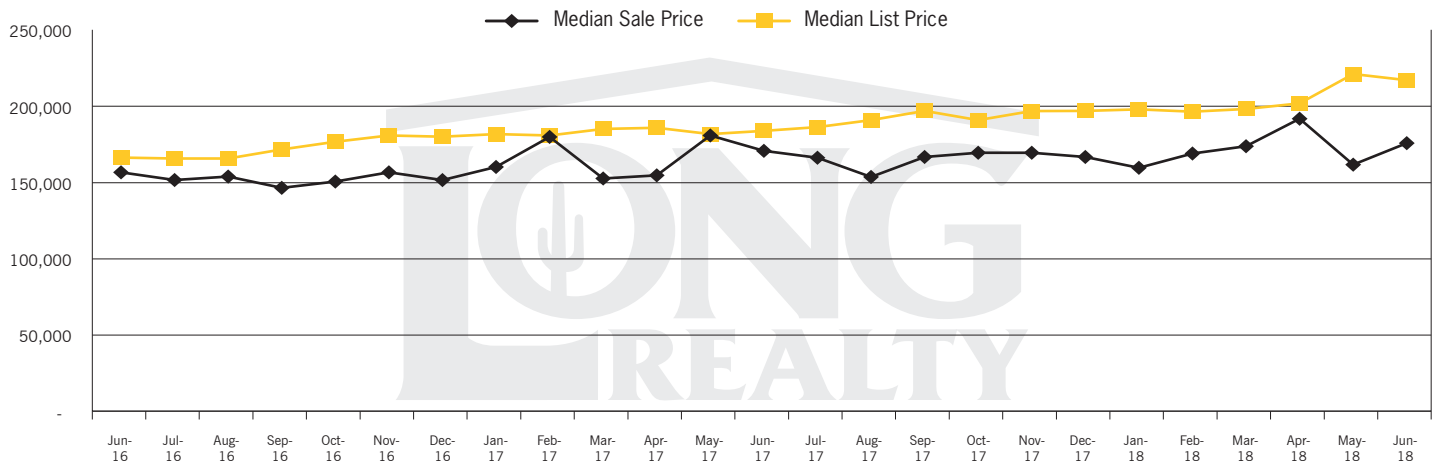
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL





Tucson Central | July 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	\$169,000	3.900%	\$757.26
2018	\$174,000	4.570%	\$844.44

## 30 YEAR FIXED MORTGAGE RATE

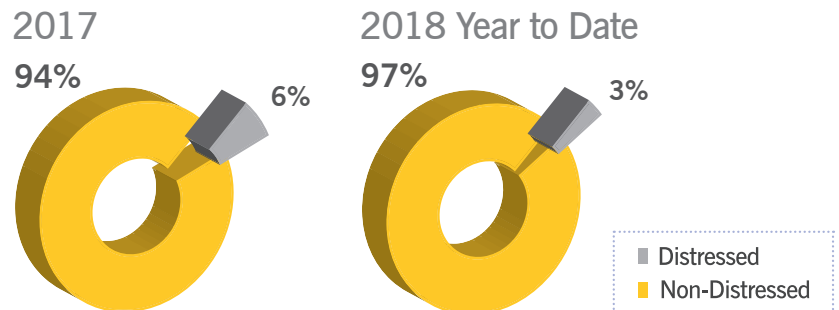


Source: Residential median sales prices. Data obtained 07/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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 | July 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
		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18			
\$1 - 49,999	1	4	4	3	3	7	6	0.2	0.2	Seller
\$50,000 - 74,999	2	5	3	6	3	7	7	0.3	0.6	Seller
\$75,000 - 99,999	16	13	11	10	9	20	13	1.2	0.9	Seller
\$100,000 - 124,999	14	9	20	24	27	22	17	0.8	0.6	Seller
\$125,000 - 149,999	45	32	27	30	24	54	42	1.1	1.1	Seller
\$150,000 - 174,999	41	25	30	43	38	49	38	1.1	0.8	Seller
\$175,000 - 199,999	57	13	21	29	25	28	28	2.0	1.8	Seller
\$200,000 - 224,999	32	9	10	18	28	14	22	1.5	1.2	Seller
\$225,000 - 249,999	42	9	11	12	16	16	20	2.1	2.3	Seller
\$250,000 - 274,999	20	6	6	11	15	17	11	1.8	1.3	Seller
\$275,000 - 299,999	37	2	4	9	7	7	7	5.3	4.1	Slightly Seller
\$300,000 - 349,999	38	4	12	8	13	15	12	3.2	3.0	Seller
\$350,000 - 399,999	32	5	3	6	7	8	6	5.3	4.6	Slightly Seller
\$400,000 - 499,999	25	4	4	6	11	4	8	3.1	3.5	Seller
\$500,000 - 599,999	14	1	1	2	7	2	2	7.0	3.2	Seller
\$600,000 - 699,999	4	0	1	3	0	1	2	2.0	5.0	Balanced
\$700,000 - 799,999	4	0	1	2	0	0	1	4.0	8.0	Slightly Buyer
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	1	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	1	1	2	1	0	2	2.0	4.3	Slightly Seller
<b>TOTAL</b>	<b>434</b>	<b>143</b>	<b>171</b>	<b>224</b>	<b>234</b>	<b>271</b>	<b>244</b>	<b>1.8</b>	<b>1.6</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.

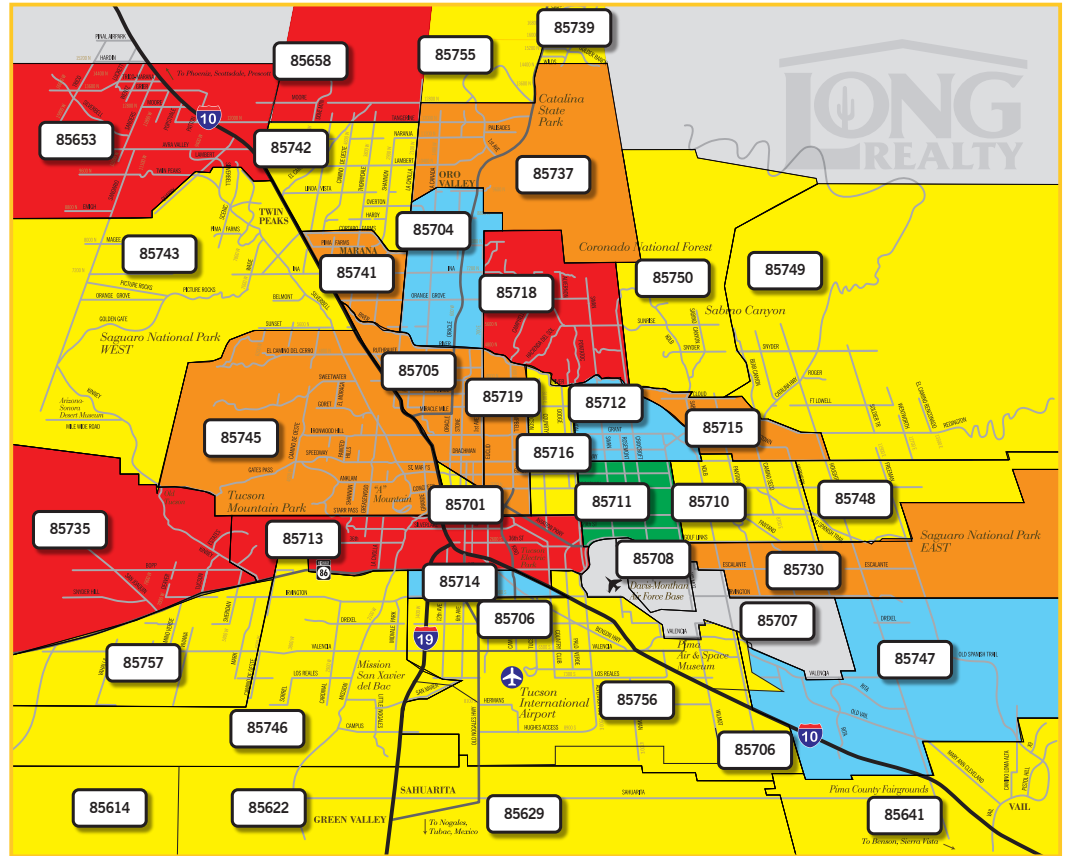


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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2017-JUN 2017 TO  
APR 2018-JUN 2018

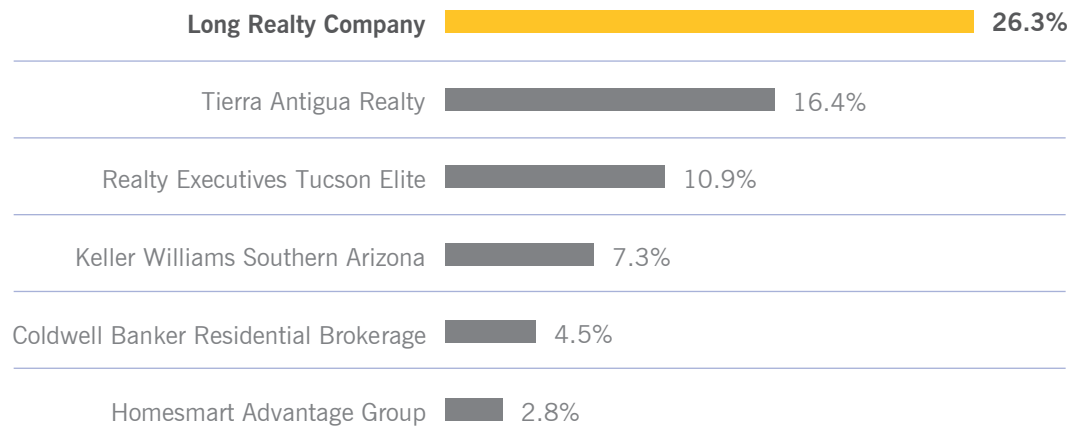
*This heat map represents the percentage of change in Tucson metro median sales prices from April 2017-June 2017 to April 2018-June 2018 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

*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 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.