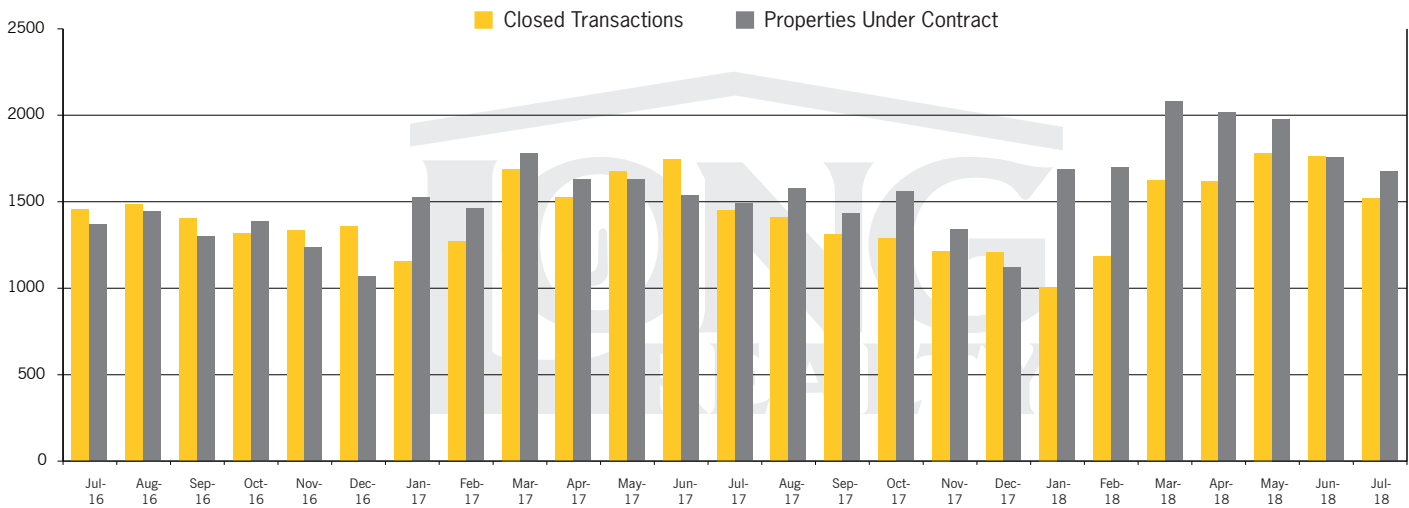




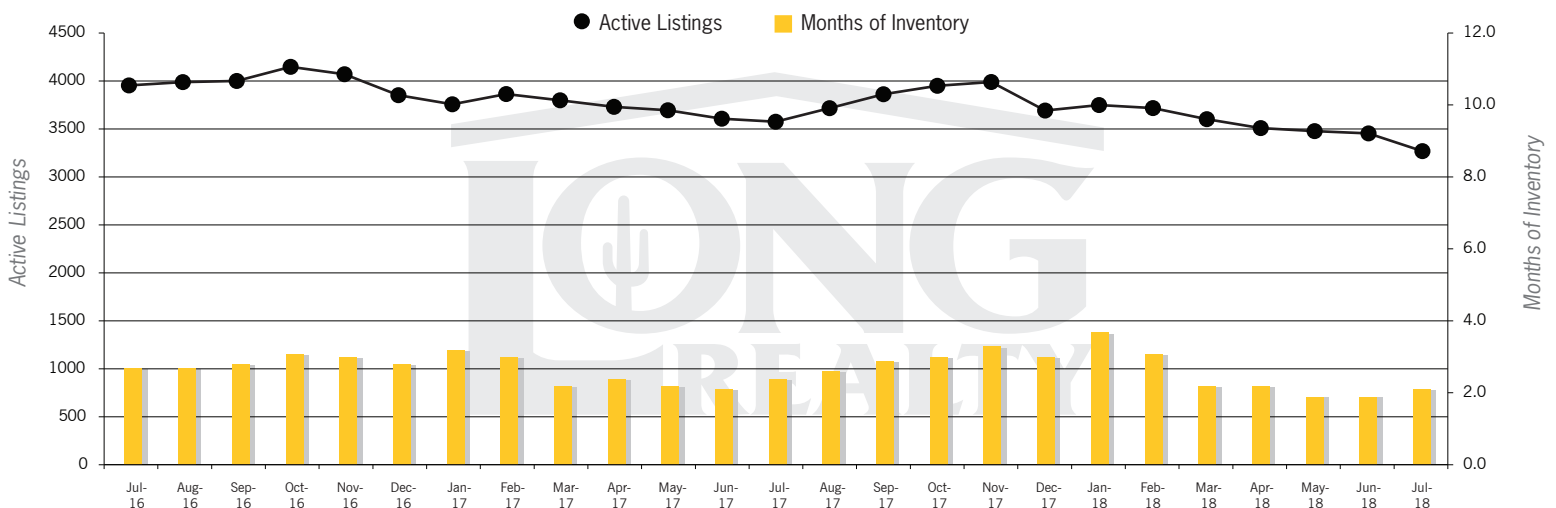
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In the Tucson Main Market area, July 2018 active inventory was 3,250, a 9% decrease from July 2017. There were 1,524 closings in July 2018, a 4% increase from July 2017. Year-to-date 2018 there were 11,031 closings, a 4% increase from year-to-date 2017. Months of Inventory was 2.1, down from 2.4 in July 2017. Median price of sold homes was \$210,000 for the month of July 2018, up 10% from July 2017. The Tucson Main Market area had 1,683 new properties under contract in July 2018, up 12% from July 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

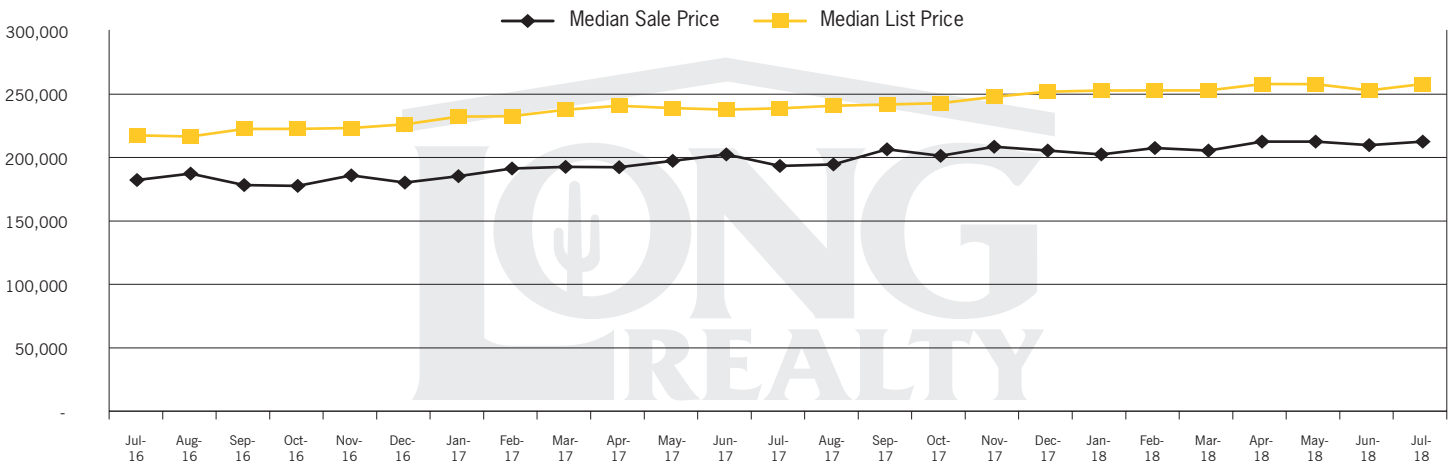


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/03/2018 is believed to be reliable, but not guaranteed.



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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	\$191,000	4.000%	\$866.27
2018	\$210,000	4.750%	\$1,040.69

30 YEAR FIXED MORTGAGE RATE

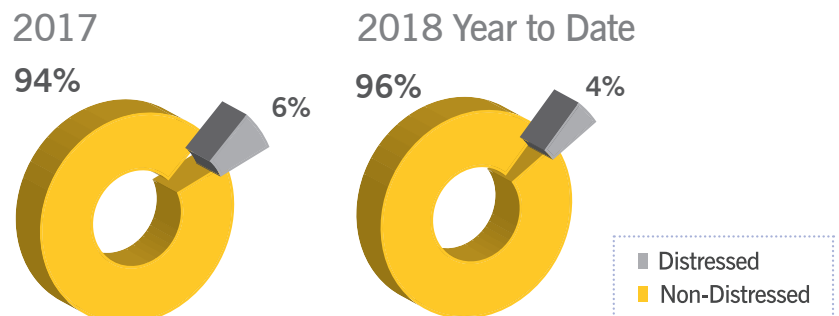


Source: Residential median sales prices. Data obtained 08/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18			
\$1 - 49,999	17	22	17	19	24	16	16	1.1	1.1	Seller
\$50,000 - 74,999	31	38	33	47	51	54	36	0.9	0.8	Seller
\$75,000 - 99,999	58	44	53	40	55	62	41	1.4	1.2	Seller
\$100,000 - 124,999	73	68	97	87	95	88	82	0.9	0.9	Seller
\$125,000 - 149,999	152	119	173	148	186	169	120	1.3	1.1	Seller
\$150,000 - 174,999	190	168	241	226	230	233	173	1.1	0.9	Seller
\$175,000 - 199,999	287	154	252	224	237	229	221	1.3	1.3	Seller
\$200,000 - 224,999	240	136	143	195	165	170	167	1.4	1.5	Seller
\$225,000 - 249,999	274	94	155	123	180	135	137	2.0	1.9	Seller
\$250,000 - 274,999	199	91	116	121	111	133	92	2.2	1.8	Seller
\$275,000 - 299,999	267	53	84	96	96	107	91	2.9	2.7	Seller
\$300,000 - 349,999	287	92	115	131	150	129	113	2.5	2.2	Seller
\$350,000 - 399,999	275	56	92	78	92	97	86	3.2	2.9	Seller
\$400,000 - 499,999	293	64	83	90	94	83	73	4.0	3.5	Seller
\$500,000 - 599,999	167	27	32	39	47	46	29	5.8	4.2	Slightly Seller
\$600,000 - 699,999	104	14	20	28	21	33	17	6.1	4.7	Slightly Seller
\$700,000 - 799,999	83	9	9	12	10	21	9	9.2	6.6	Slightly Buyer
\$800,000 - 899,999	62	8	9	7	9	8	8	7.8	8.0	Slightly Buyer
\$900,000 - 999,999	59	4	4	8	4	5	2	29.5	17.5	Buyer
\$1,000,000 - and over	132	8	8	9	18	10	11	12.0	11.2	Buyer
TOTAL	3,250	1,269	1,736	1,728	1,875	1,828	1,524	2.1	1.9	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 08/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.

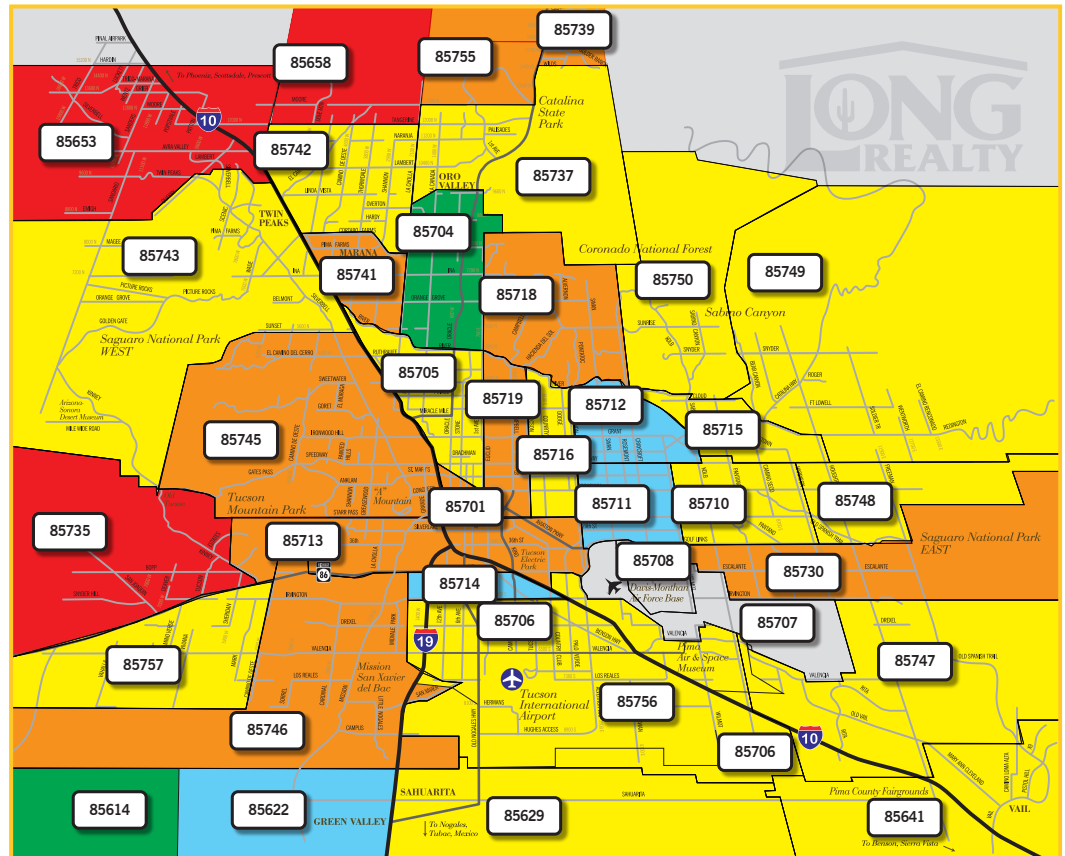


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2017-JUL 2017 TO
MAY 2018-JUL 2018

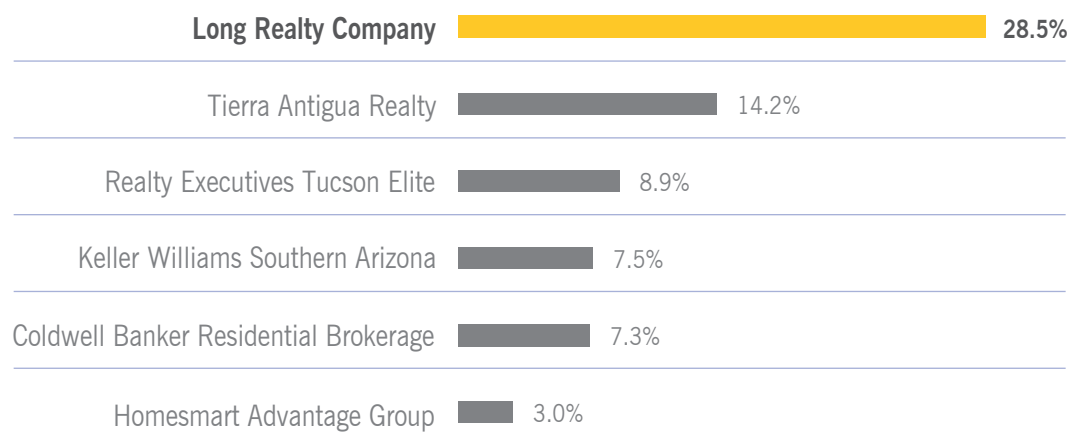
This heat map represents the percentage of change in Tucson metro median sales prices from May 2017-July 2017 to May 2018-July 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2017 – 07/31/2018 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.