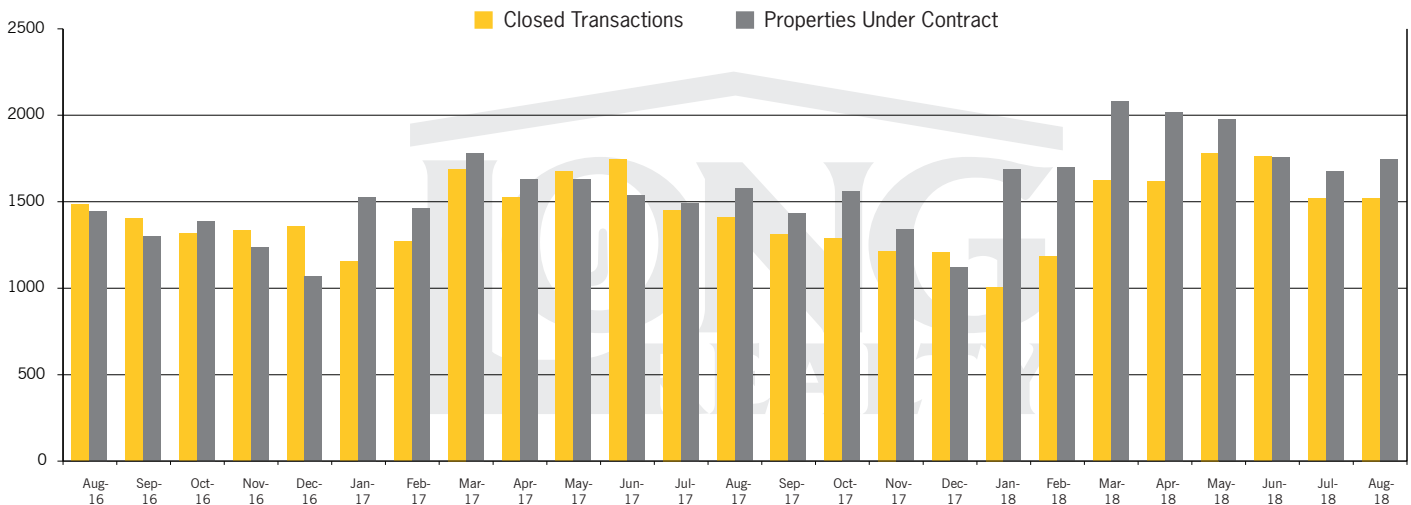




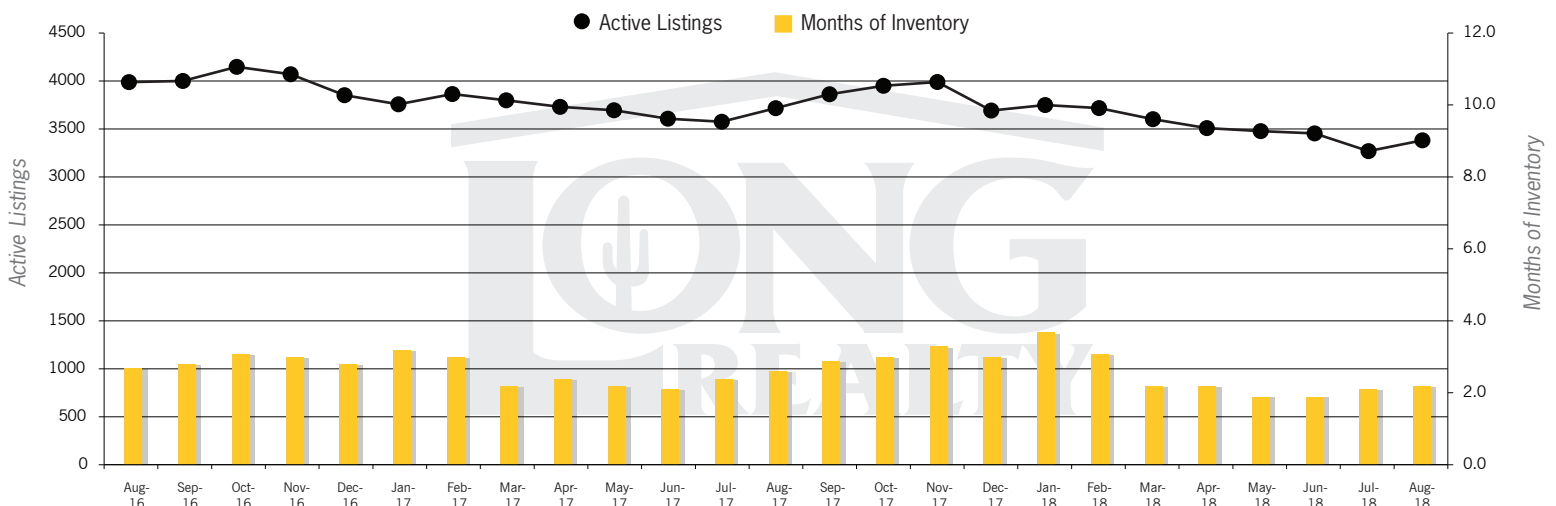
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In the Tucson Main Market area, August 2018 active inventory was 3,364, a 9% decrease from August 2017. There were 1,528 closings in August 2018, an 8% increase from August 2017. Year-to-date 2018 there were 12,651 closings, a 4% increase from year-to-date 2017. Months of Inventory was 2.2, down from 2.6 in August 2017. Median price of sold homes was \$212,250 for the month of August 2018, up 10% from August 2017. The Tucson Main Market area had 1,751 new properties under contract in August 2018, up 10% from August 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

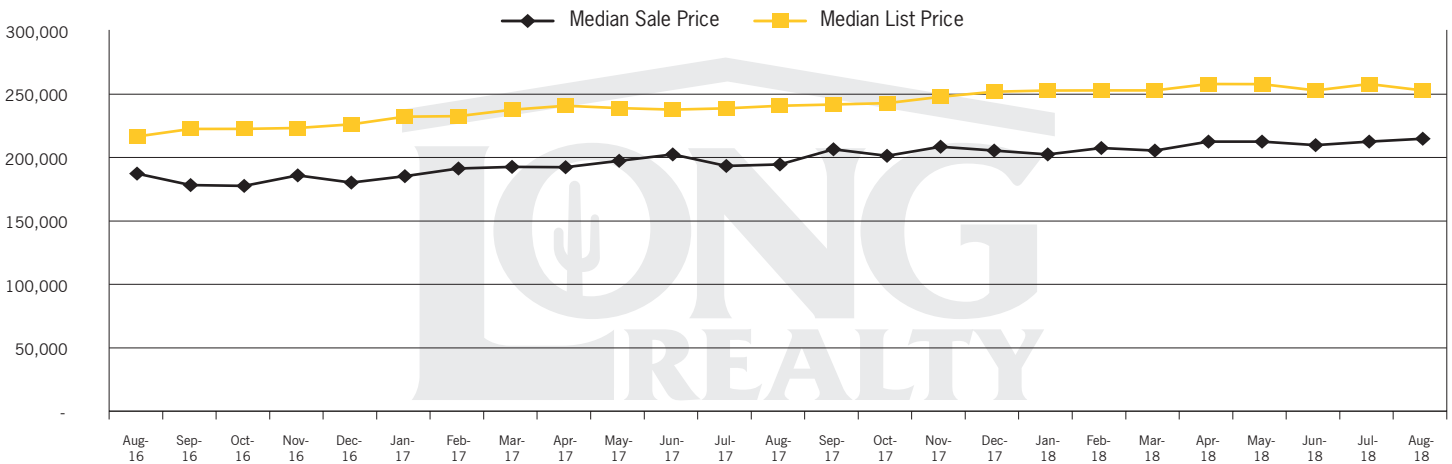


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/06/2018 is believed to be reliable, but not guaranteed.



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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	\$192,175	3.890%	\$860.06
2018	\$212,250	4.550%	\$1,027.67

30 YEAR FIXED MORTGAGE RATE

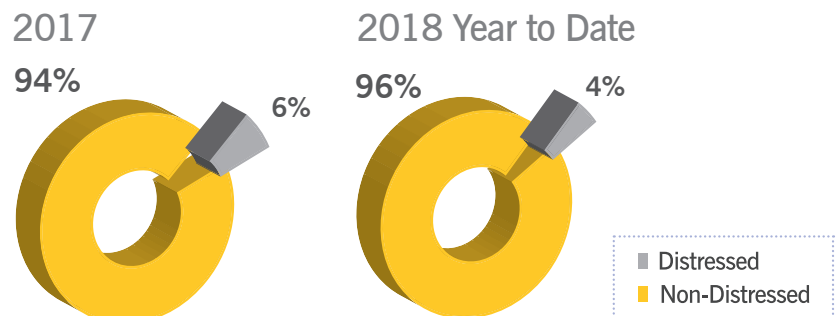


Source: Residential median sales prices. Data obtained 09/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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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
		Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18			
\$1 - 49,999	21	17	19	24	16	17	7	3.0	1.5	Seller
\$50,000 - 74,999	48	33	47	51	54	38	34	1.4	1.0	Seller
\$75,000 - 99,999	63	54	40	56	62	46	47	1.3	1.3	Seller
\$100,000 - 124,999	83	97	87	95	89	91	67	1.2	1.0	Seller
\$125,000 - 149,999	144	173	148	186	169	130	133	1.1	1.1	Seller
\$150,000 - 174,999	212	241	228	231	234	185	176	1.2	1.0	Seller
\$175,000 - 199,999	288	252	224	238	231	229	224	1.3	1.3	Seller
\$200,000 - 224,999	242	144	195	165	172	173	148	1.6	1.5	Seller
\$225,000 - 249,999	305	155	124	181	135	146	140	2.2	2.0	Seller
\$250,000 - 274,999	210	116	121	112	133	98	111	1.9	1.8	Seller
\$275,000 - 299,999	267	84	96	96	108	95	78	3.4	2.8	Seller
\$300,000 - 349,999	295	115	131	150	131	114	116	2.5	2.4	Seller
\$350,000 - 399,999	272	92	78	92	97	88	75	3.6	3.2	Seller
\$400,000 - 499,999	296	83	90	94	84	73	89	3.3	3.6	Seller
\$500,000 - 599,999	155	32	39	48	46	29	28	5.5	4.8	Slightly Seller
\$600,000 - 699,999	114	20	28	21	33	17	22	5.2	4.6	Slightly Seller
\$700,000 - 799,999	89	9	12	10	21	9	11	8.1	6.4	Balanced
\$800,000 - 899,999	74	9	7	9	8	8	9	8.2	8.0	Slightly Buyer
\$900,000 - 999,999	52	4	8	4	5	2	4	13.0	15.9	Buyer
\$1,000,000 - and over	134	8	9	18	10	12	9	14.9	13.1	Buyer
TOTAL	3,364	1,738	1,731	1,881	1,838	1,600	1,528	2.2	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 09/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2018-08/31/2018. Information is believed to be reliable, but not guaranteed.

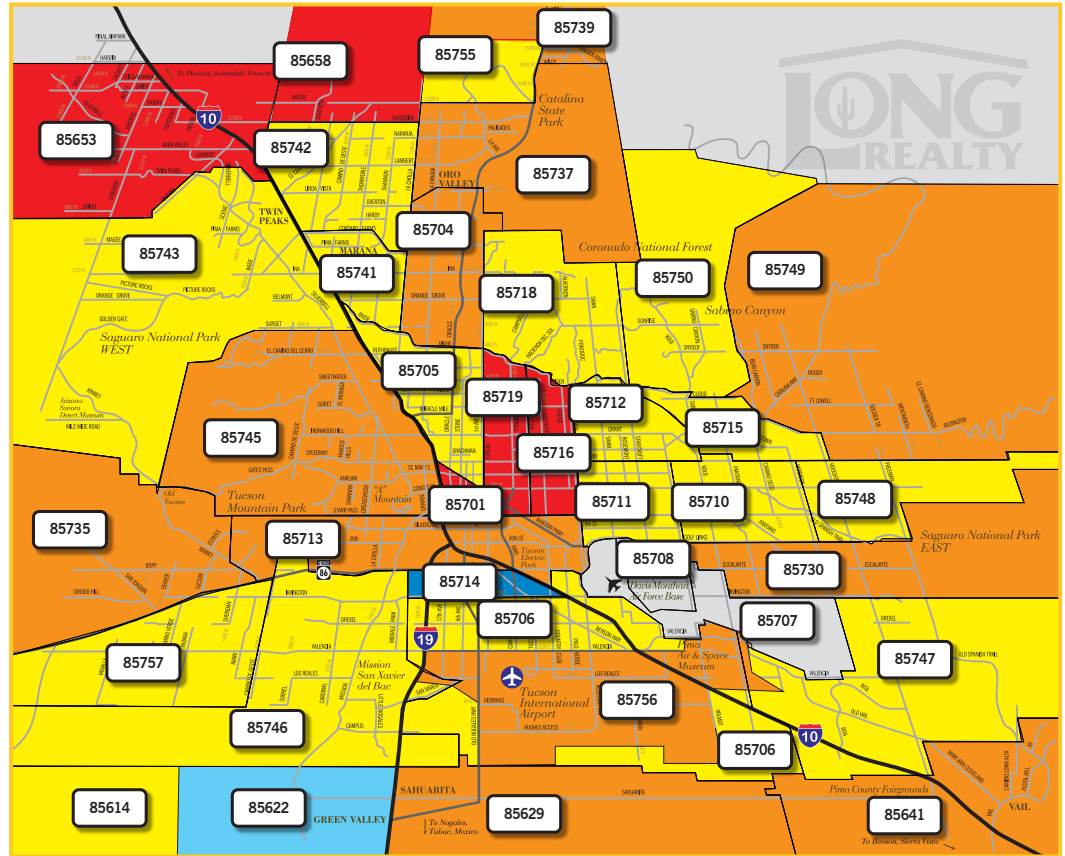


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2017-AUG 2017 TO
JUN 2018-AUG 2018

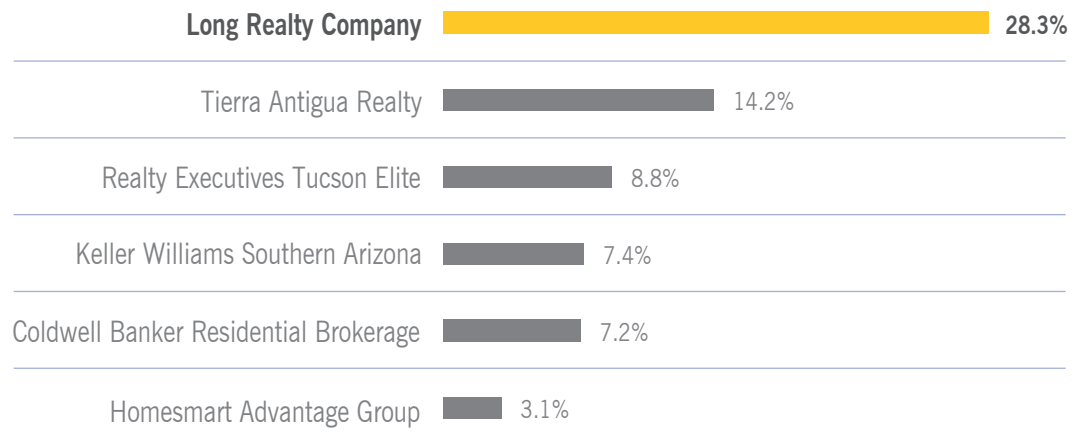
This heat map represents the percentage of change in Tucson metro median sales prices from June 2017-August 2017 to June 2018-August 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2017 – 08/31/2018 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.