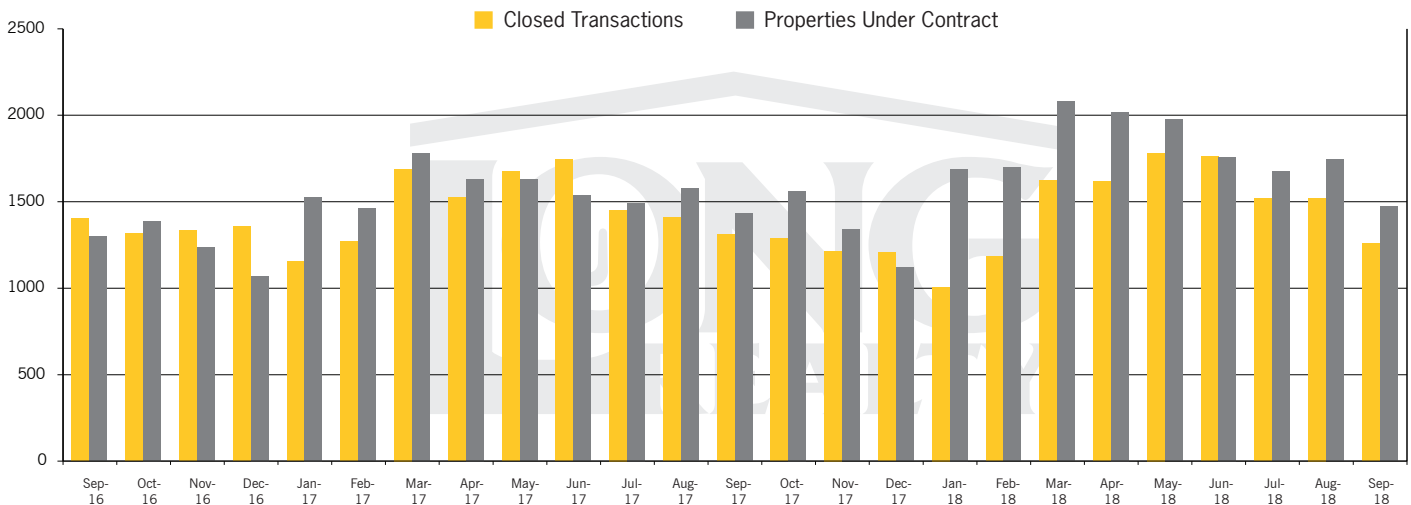




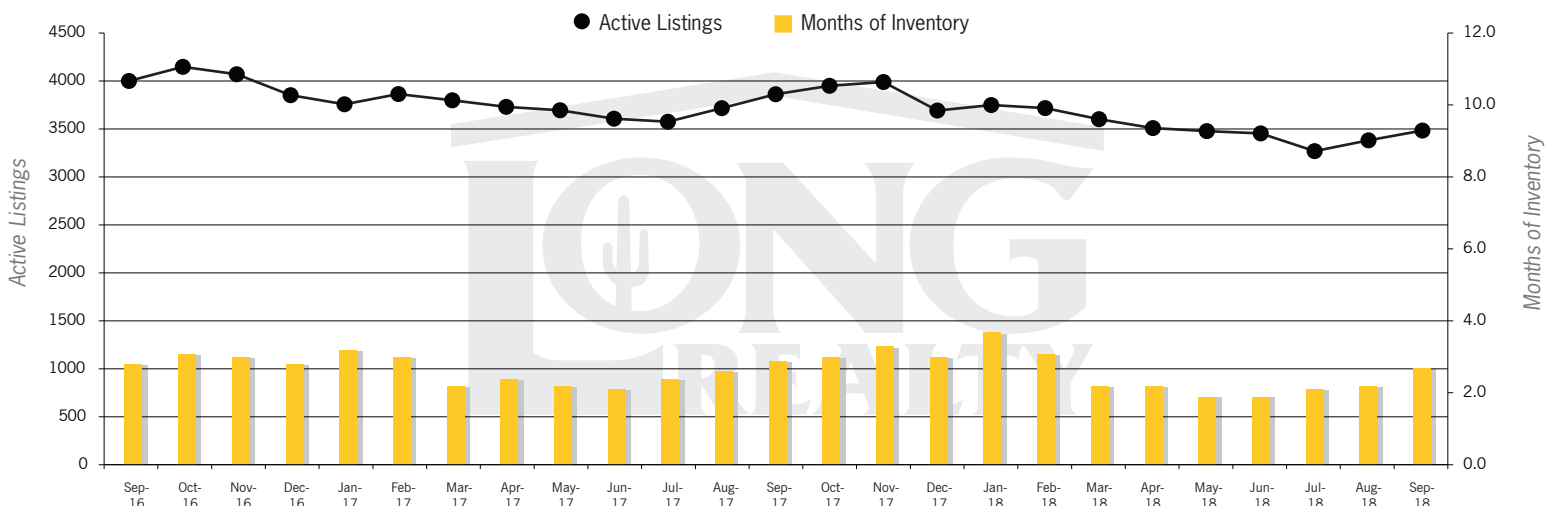
Tucson Metro | October 2018

In the Tucson Main Market area, September 2018 active inventory was 3,467, a 10% decrease from September 2017. There were 1,264 closings in September 2018, a 4% decrease from September 2017. Year-to-date 2018 there were 13,990 closings, a 3% increase from year-to-date 2017. Months of Inventory was 2.7, down from 2.9 in September 2017. Median price of sold homes was \$208,900 for the month of September 2018, up 2% from September 2017. The Tucson Main Market area had 1,478 new properties under contract in September 2018, up 3% from September 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

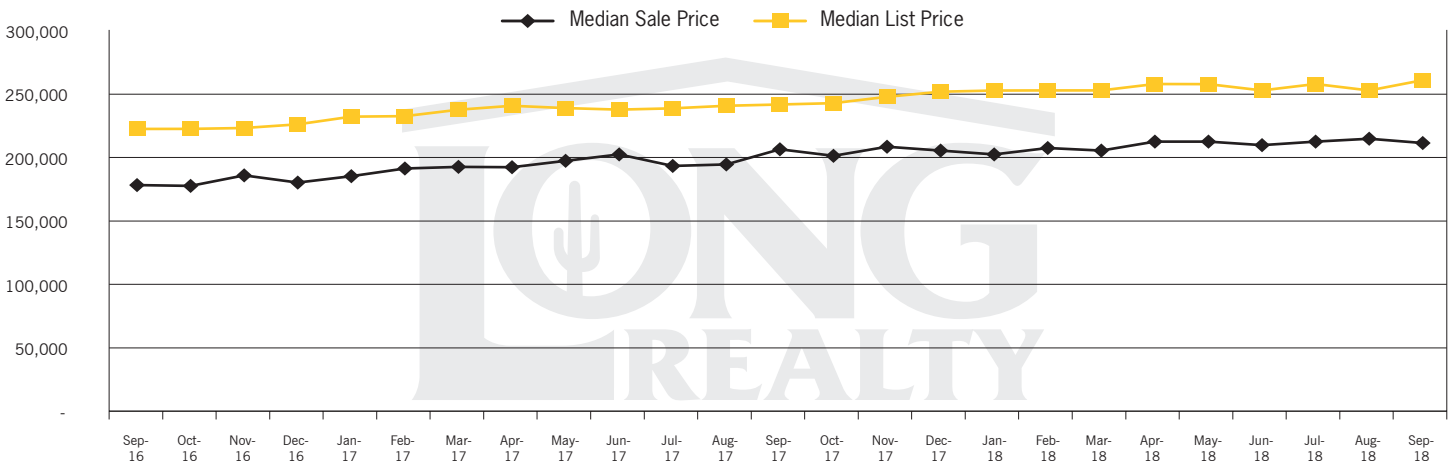


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2018 is believed to be reliable, but not guaranteed.



Tucson Metro | October 2018

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	\$204,000	3.800%	\$903.03
2018	\$208,900	4.875%	\$1,050.24

30 YEAR FIXED MORTGAGE RATE

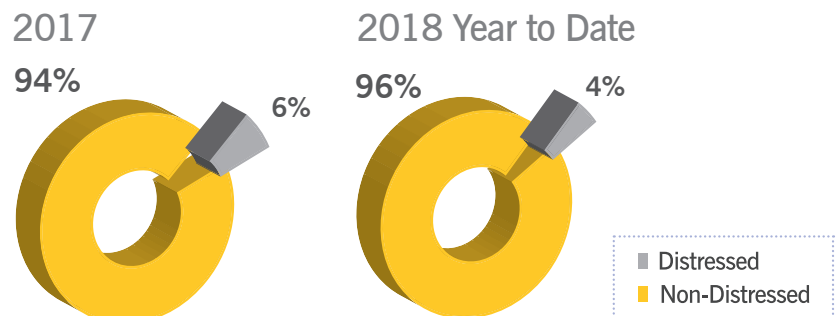


Source: Residential median sales prices. Data obtained 10/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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

Stephen Woodall | (520) 818-4504
Stephen@TeamWoodall.com | TeamWoodall.com



Tucson Metro | October 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
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18			
\$1 - 49,999	16	19	23	16	17	7	6	2.7	1.8	Seller
\$50,000 - 74,999	38	47	51	54	38	37	24	1.6	1.2	Seller
\$75,000 - 99,999	66	40	56	62	46	48	37	1.8	1.4	Seller
\$100,000 - 124,999	79	87	96	89	90	71	57	1.4	1.1	Seller
\$125,000 - 149,999	152	148	188	169	130	139	135	1.1	1.1	Seller
\$150,000 - 174,999	200	228	231	234	185	184	159	1.3	1.1	Seller
\$175,000 - 199,999	322	224	238	234	229	235	163	2.0	1.4	Seller
\$200,000 - 224,999	257	195	165	172	174	157	124	2.1	1.6	Seller
\$225,000 - 249,999	300	124	181	135	147	147	130	2.3	2.1	Seller
\$250,000 - 274,999	227	121	112	133	98	114	90	2.5	2.1	Seller
\$275,000 - 299,999	257	96	96	108	95	83	69	3.7	3.2	Seller
\$300,000 - 349,999	311	131	150	131	116	121	86	3.6	2.8	Seller
\$350,000 - 399,999	289	78	92	97	89	78	65	4.4	3.6	Seller
\$400,000 - 499,999	326	90	94	84	73	90	54	6.0	4.2	Slightly Seller
\$500,000 - 599,999	164	39	48	46	29	28	25	6.6	5.9	Balanced
\$600,000 - 699,999	113	28	21	33	17	22	12	9.4	6.5	Balanced
\$700,000 - 799,999	93	12	10	21	9	11	12	7.8	8.3	Slightly Buyer
\$800,000 - 899,999	70	7	9	8	8	10	4	17.5	9.4	Buyer
\$900,000 - 999,999	52	8	4	5	2	4	3	17.3	18.1	Buyer
\$1,000,000 - and over	135	9	18	10	12	10	9	15.0	12.9	Buyer
TOTAL	3,467	1,731	1,883	1,841	1,604	1,596	1,264	2.7	2.3	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 10/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2018-09/30/2018. Information is believed to be reliable, but not guaranteed.

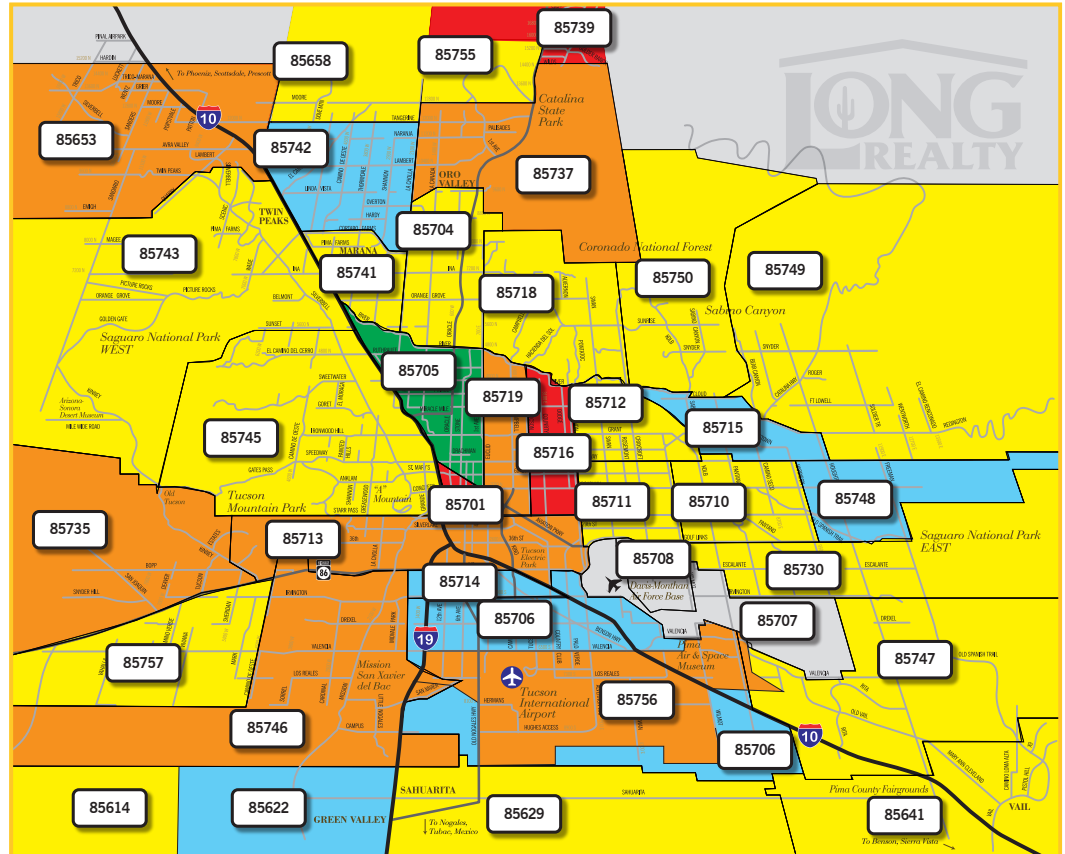
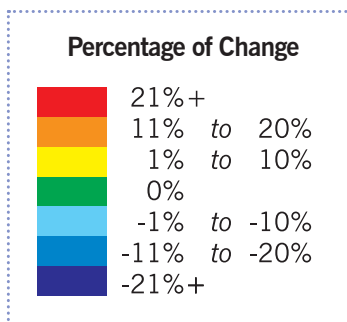


Tucson Metro | October 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2017-SEP 2017 TO
JUL 2018-SEP 2018

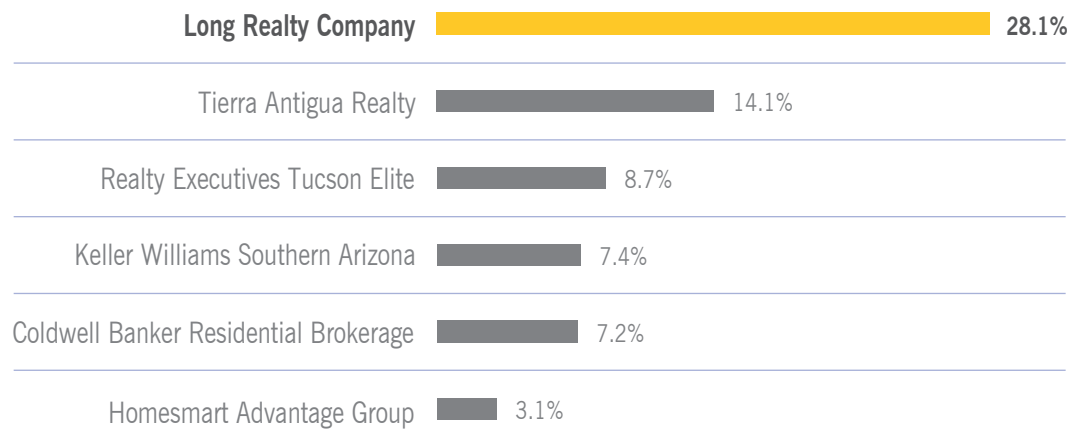
This heat map represents the percentage of change in Tucson metro median sales prices from July 2017-September 2017 to July 2018-September 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market
in successful real estate sales.

Data Obtained 10/03/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 10/01/2017 – 09/30/2018
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.