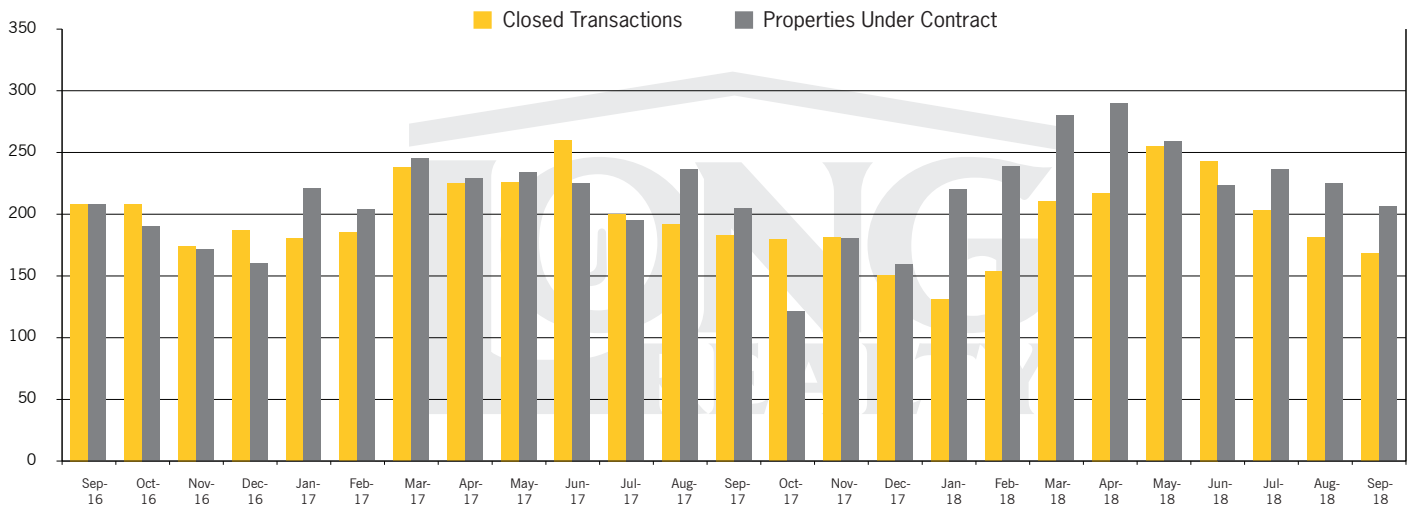




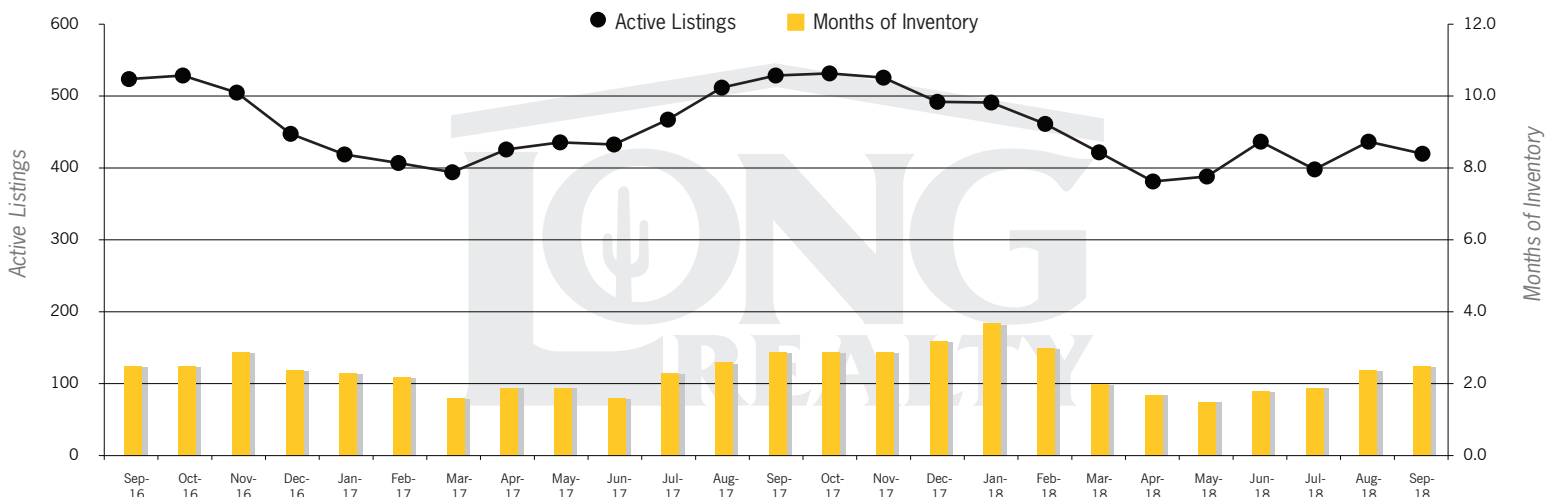
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In the Tucson Central area, September 2018 active inventory was 417, a 21% decrease from September 2017. There were 169 closings in September 2018, an 8% decrease from September 2017. Year-to-date 2018 there were 1,872 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 2.5, down from 2.9 in September 2017. Median price of sold homes was \$163,000 for the month of September 2018, down 1% from September 2017. The Tucson Central area had 207 new properties under contract in September 2018, virtually unchanged from September 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

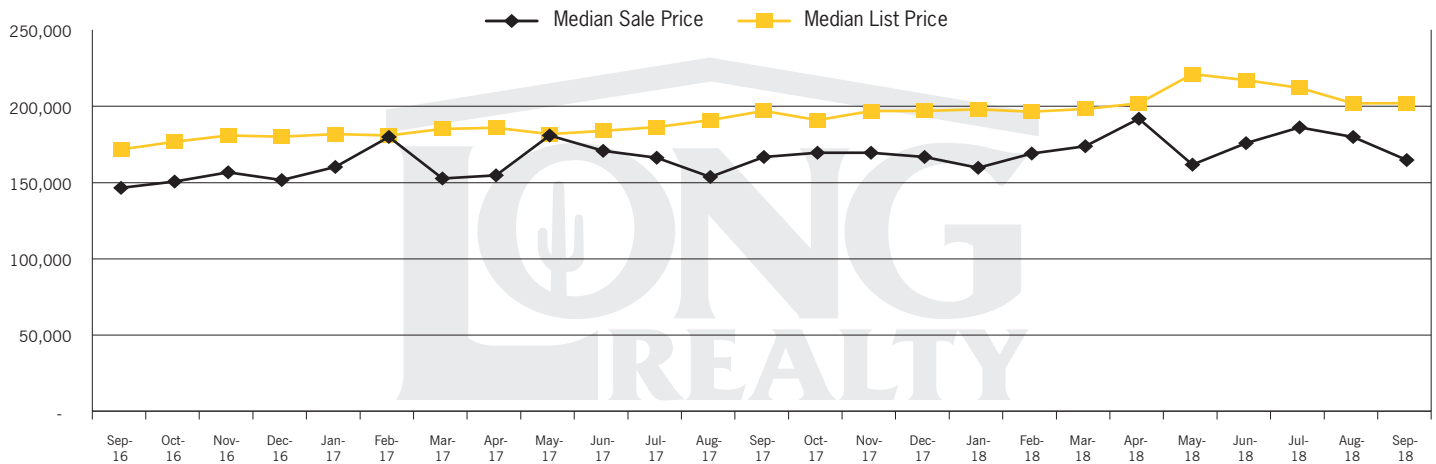


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2018 is believed to be reliable, but not guaranteed.



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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	\$165,000	3.800%	\$730.39
2018	\$163,000	4.875%	\$819.48

30 YEAR FIXED MORTGAGE RATE

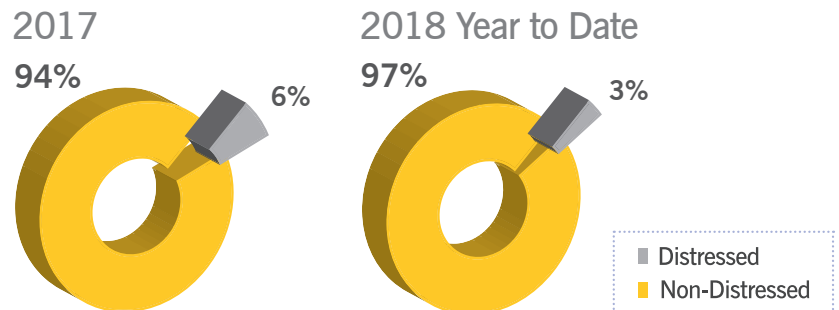


Source: Residential median sales prices. Data obtained 10/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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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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
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18			
\$1 - 49,999	1	3	7	6	0	3	3	0.3	1.3	Seller
\$50,000 - 74,999	10	3	7	9	7	1	2	5.0	3.0	Seller
\$75,000 - 99,999	17	9	20	14	10	10	4	4.3	1.9	Seller
\$100,000 - 124,999	21	27	22	18	23	14	20	1.1	1.1	Seller
\$125,000 - 149,999	33	24	54	43	28	36	27	1.2	1.3	Seller
\$150,000 - 174,999	41	38	49	38	31	27	41	1.0	1.3	Seller
\$175,000 - 199,999	58	25	28	32	17	21	15	3.9	3.0	Seller
\$200,000 - 224,999	24	28	14	23	17	19	10	2.4	1.8	Seller
\$225,000 - 249,999	37	16	16	20	16	20	9	4.1	2.0	Seller
\$250,000 - 274,999	22	15	17	11	13	7	12	1.8	2.3	Seller
\$275,000 - 299,999	27	7	7	7	10	4	7	3.9	4.4	Slightly Seller
\$300,000 - 349,999	35	13	15	12	14	17	5	7.0	2.6	Seller
\$350,000 - 399,999	35	7	8	7	13	5	6	5.8	3.6	Seller
\$400,000 - 499,999	30	11	4	8	4	4	4	7.5	6.9	Slightly Buyer
\$500,000 - 599,999	7	7	2	2	2	2	1	7.0	6.0	Balanced
\$600,000 - 699,999	8	0	1	2	0	0	1	8.0	25.0	Buyer
\$700,000 - 799,999	5	0	0	1	3	0	2	2.5	3.0	Seller
\$800,000 - 899,999	1	0	0	0	2	0	0	n/a	2.5	Seller
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	1	0	2	3	0	0	n/a	3.0	Seller
TOTAL	417	234	271	255	213	190	169	2.5	2.2	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.

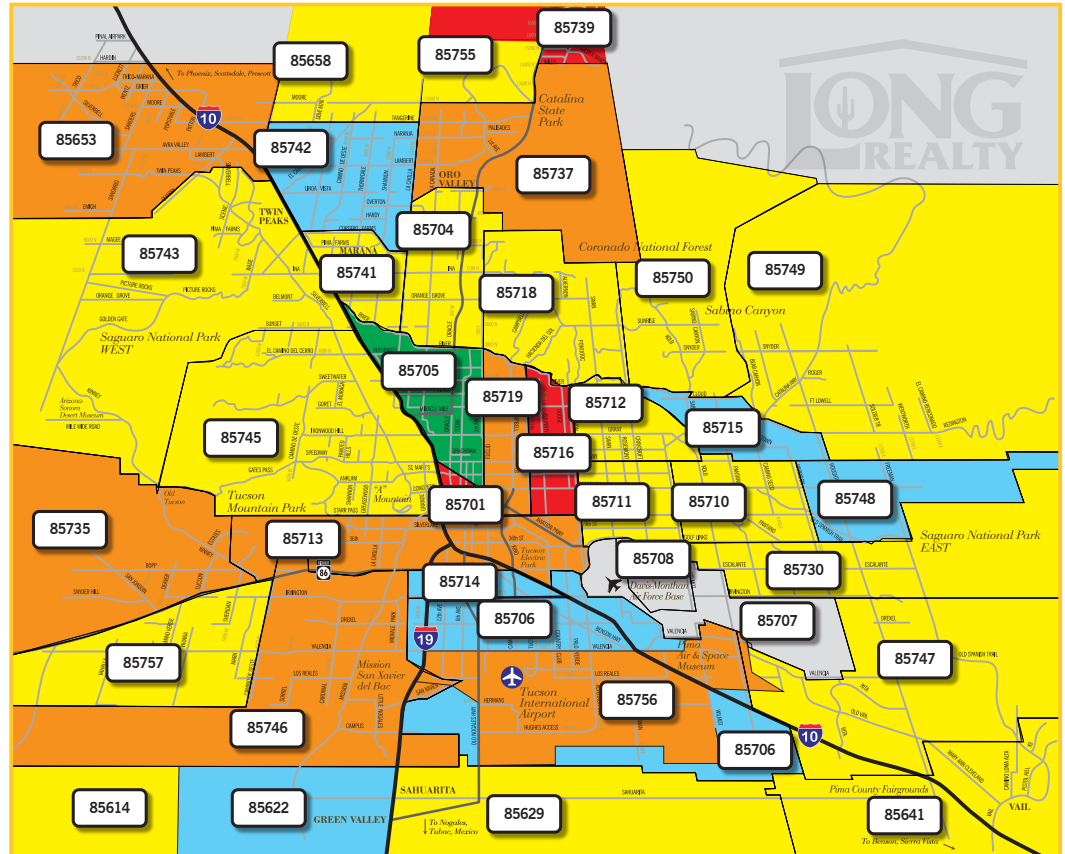


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2017-SEP 2017 TO
JUL 2018-SEP 2018

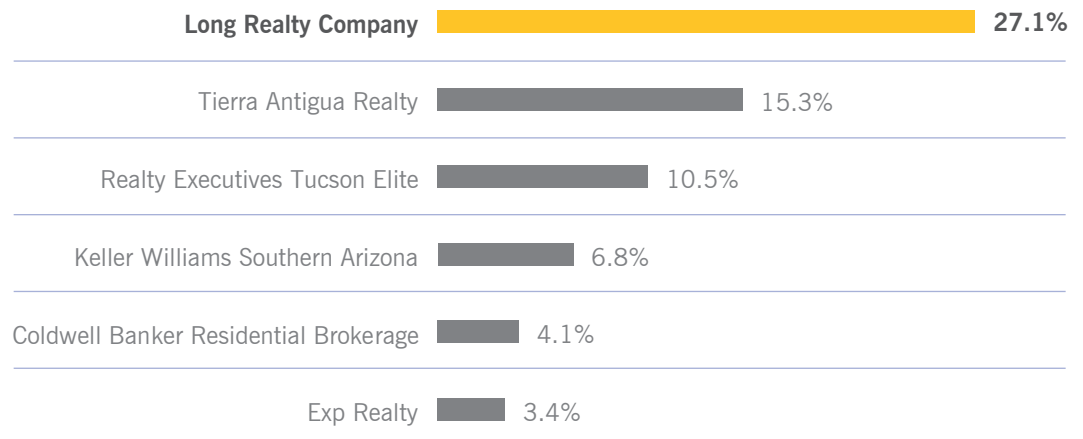
This heat map represents the percentage of change in Tucson metro median sales prices from July 2017-September 2017 to July 2018-September 2018 by zip code.



MARKET SHARE – TUCSON CENTRAL

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 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.