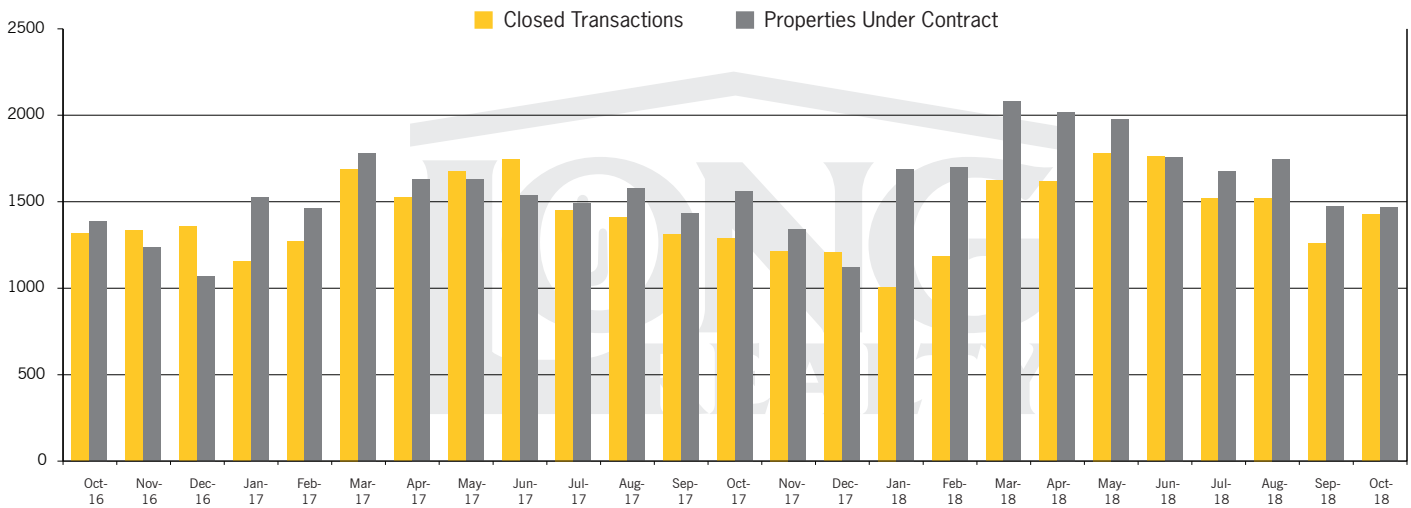




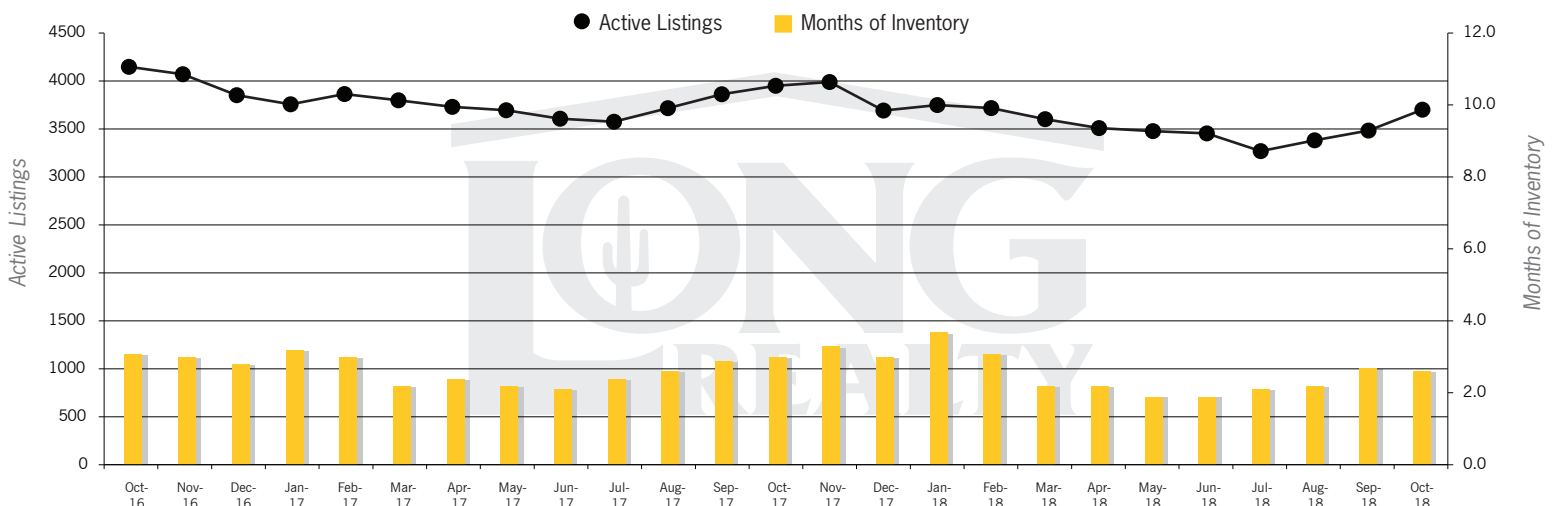
Tucson Metro | November 2018

In the Tucson Main Market area, October 2018 active inventory was 3,687, a 6% decrease from October 2017. There were 1,433 closings in October 2018, a 11% increase from October 2017. Year-to-date 2018 there were 15,513 closings, a 4% increase from year-to-date 2017. Months of Inventory was 2.6, down from 3.0 in October 2017. Median price of sold homes was \$211,845 for the month of October 2018, up 7% from October 2017. The Tucson Main Market area had 1,477 new properties under contract in October 2018, down 6% from October 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

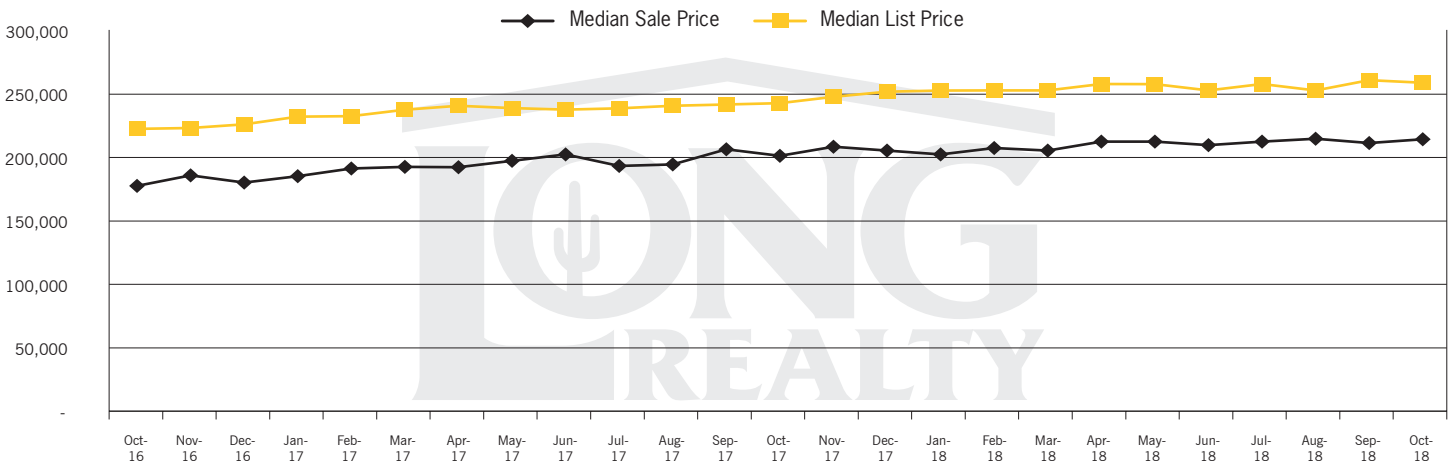


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.



Tucson Metro | November 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	\$198,900	4.250%	\$929.55
2018	\$211,845	5.125%	\$1,095.80

30 YEAR FIXED MORTGAGE RATE

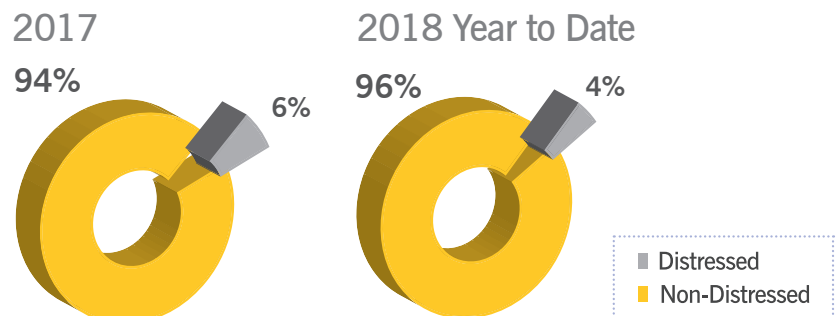


Source: Residential median sales prices. Data obtained 11/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson Metro | November 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
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			
\$1 - 49,999	16	23	16	17	7	6	17	0.9	1.8	Seller
\$50,000 - 74,999	50	51	54	38	37	27	36	1.4	1.4	Seller
\$75,000 - 99,999	78	56	62	46	48	38	37	2.1	1.7	Seller
\$100,000 - 124,999	101	96	89	90	71	68	50	2.0	1.4	Seller
\$125,000 - 149,999	146	188	169	130	139	142	94	1.6	1.2	Seller
\$150,000 - 174,999	228	231	234	187	185	174	209	1.1	1.1	Seller
\$175,000 - 199,999	373	238	234	230	236	172	211	1.8	1.6	Seller
\$200,000 - 224,999	270	165	172	174	158	131	143	1.9	1.8	Seller
\$225,000 - 249,999	295	181	135	147	148	136	140	2.1	2.1	Seller
\$250,000 - 274,999	249	112	133	98	115	96	106	2.3	2.2	Seller
\$275,000 - 299,999	254	96	108	95	83	72	81	3.1	3.3	Seller
\$300,000 - 349,999	311	150	131	116	121	89	98	3.2	3.0	Seller
\$350,000 - 399,999	301	92	97	89	78	70	66	4.6	4.0	Slightly Seller
\$400,000 - 499,999	337	94	84	73	90	57	63	5.3	4.6	Slightly Seller
\$500,000 - 599,999	182	48	46	29	28	25	34	5.4	5.8	Balanced
\$600,000 - 699,999	125	21	33	17	22	12	19	6.6	6.6	Slightly Buyer
\$700,000 - 799,999	98	10	21	9	11	12	13	7.5	7.8	Slightly Buyer
\$800,000 - 899,999	75	9	8	8	11	4	7	10.7	10.0	Buyer
\$900,000 - 999,999	50	4	5	2	4	3	3	16.7	15.4	Buyer
\$1,000,000 - and over	148	18	10	12	10	9	6	24.7	16.7	Buyer
TOTAL	3,687	1,883	1,841	1,607	1,602	1,343	1,433	2.6	2.4	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 11/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.

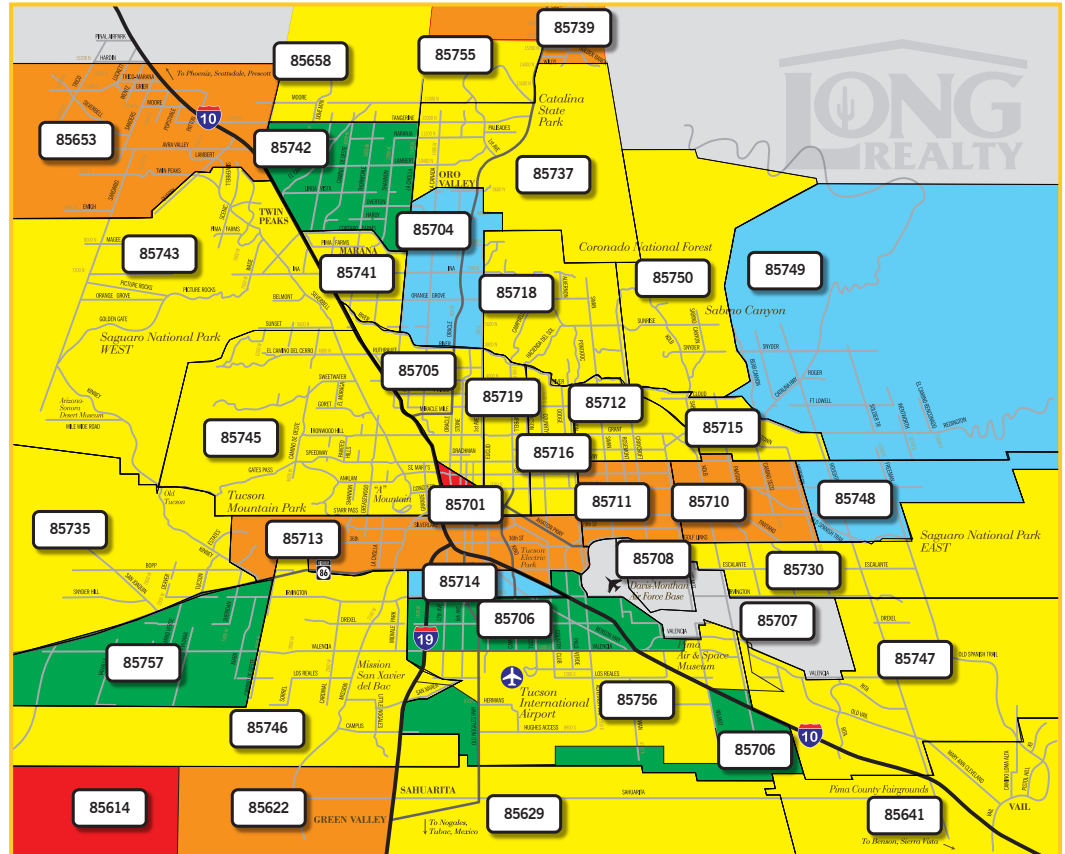
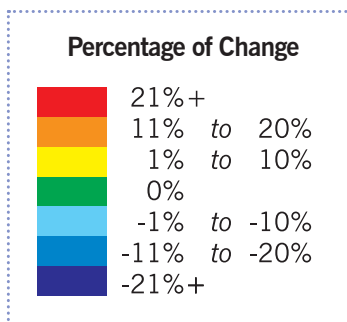


Tucson Metro | November 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2017-OCT 2017 TO
AUG 2018-OCT 2018

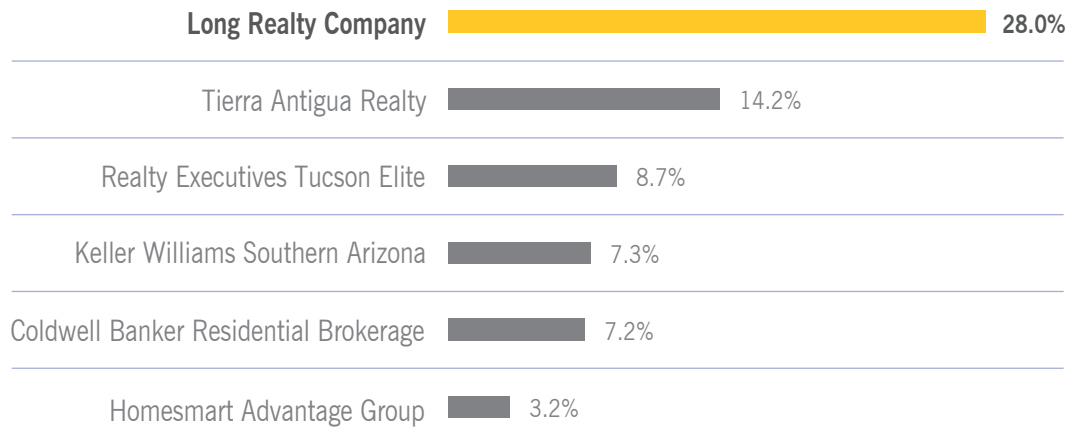
This heat map represents the percentage of change in Tucson metro median sales prices from August 2017-October 2017 to August 2018-October 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market
in successful real estate sales.

Data Obtained 11/05/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 11/01/2017 – 10/31/2018
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.