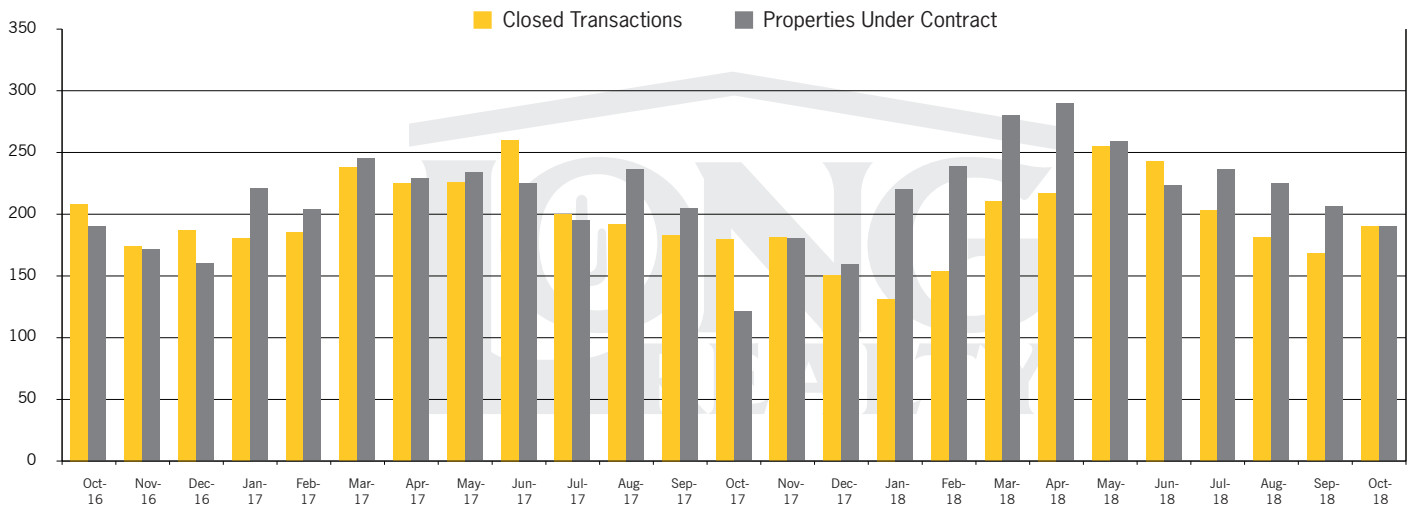




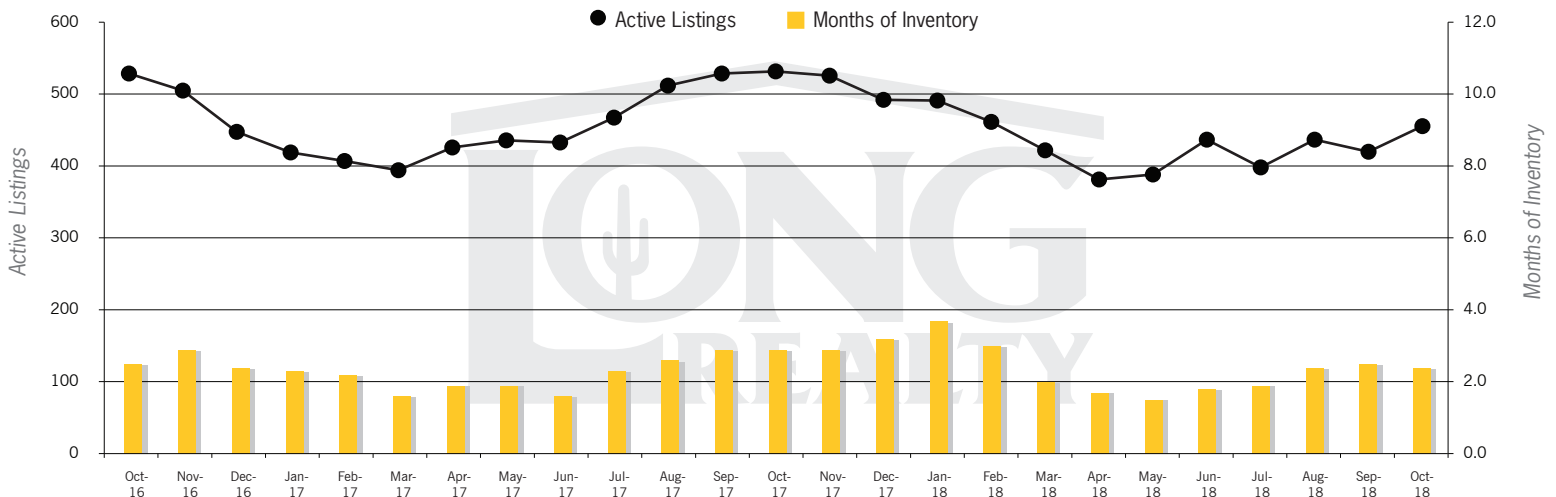
## Tucson Central | November 2018

In the Tucson Central area, October 2018 active inventory was 453, a 15% decrease from October 2017. There were 191 closings in October 2018, a 6% increase from October 2017. Year-to-date 2018 there were 2,080 closings, a 2% decrease from year-to-date 2017. Months of Inventory was 2.4, down from 2.9 in October 2017. Median price of sold homes was \$185,000 for the month of October 2018, up 10% from October 2017. The Tucson Central area had 191 new properties under contract in October 2018, up 57% from October 2017.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

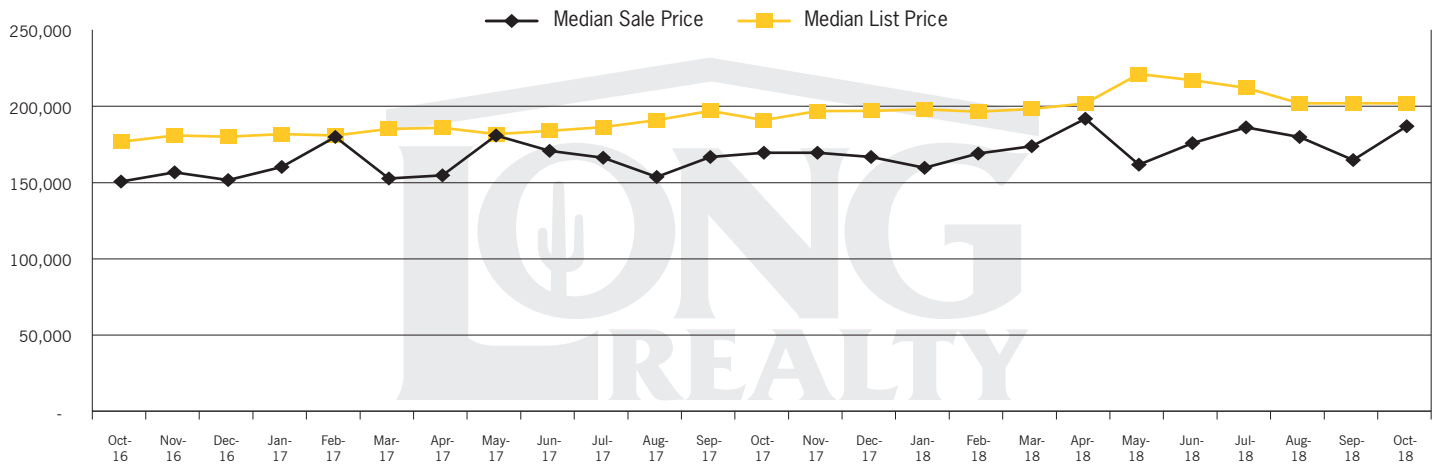


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.



Tucson Central | November 2018

## 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	\$167,750	4.250%	\$783.97
2018	\$185,000	5.125%	\$956.94

## 30 YEAR FIXED MORTGAGE RATE

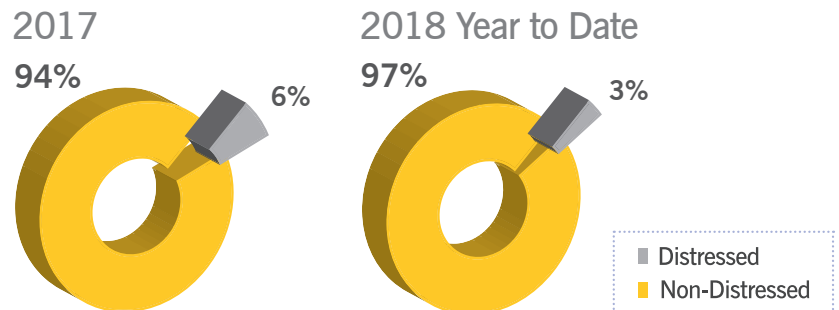


Source: Residential median sales prices. Data obtained 11/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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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Tucson Central | November 2018

## 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
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			
\$1 - 49,999	0	7	6	0	3	3	5	0.0	0.4	Seller
\$50,000 - 74,999	11	7	9	7	1	3	6	1.8	3.5	Seller
\$75,000 - 99,999	20	20	14	10	10	4	6	3.3	2.7	Seller
\$100,000 - 124,999	25	22	18	23	14	22	11	2.3	1.5	Seller
\$125,000 - 149,999	33	54	43	28	36	30	23	1.4	1.2	Seller
\$150,000 - 174,999	48	49	38	31	28	43	33	1.5	1.3	Seller
\$175,000 - 199,999	72	28	32	17	21	18	30	2.4	2.7	Seller
\$200,000 - 224,999	32	14	23	17	20	11	16	2.0	1.9	Seller
\$225,000 - 249,999	34	16	20	16	20	9	14	2.4	2.3	Seller
\$250,000 - 274,999	24	17	11	13	7	13	15	1.6	2.0	Seller
\$275,000 - 299,999	35	7	7	10	4	7	10	3.5	4.5	Slightly Seller
\$300,000 - 349,999	29	15	12	14	17	6	8	3.6	3.1	Seller
\$350,000 - 399,999	37	8	7	13	5	6	4	9.3	6.8	Slightly Buyer
\$400,000 - 499,999	30	4	8	4	4	4	3	10.0	7.8	Slightly Buyer
\$500,000 - 599,999	9	2	2	2	2	1	4	2.3	3.7	Seller
\$600,000 - 699,999	5	1	2	0	0	1	2	2.5	7.7	Slightly Buyer
\$700,000 - 799,999	4	0	1	3	0	2	0	n/a	7.0	Slightly Buyer
\$800,000 - 899,999	1	0	0	2	0	0	1	1.0	3.0	Seller
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	1	0	2	3	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>453</b>	<b>271</b>	<b>255</b>	<b>213</b>	<b>192</b>	<b>183</b>	<b>191</b>	<b>2.4</b>	<b>2.3</b>	<b>Seller</b>

				
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.

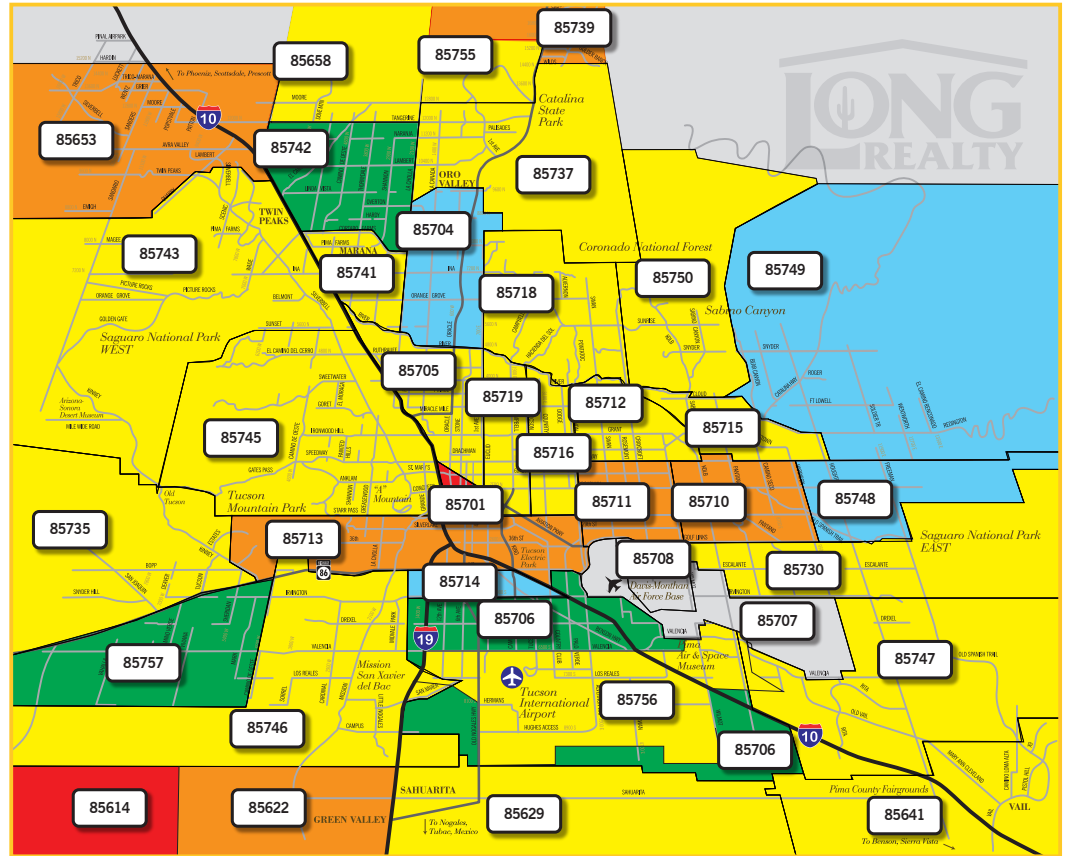


Tucson Central | November 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2017-OCT 2017 TO  
AUG 2018-OCT 2018

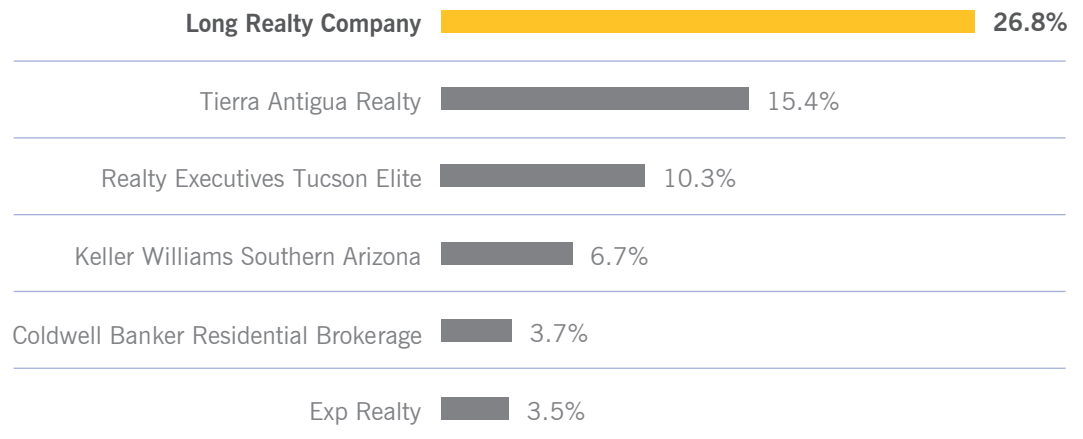
This heat map represents the percentage of change in Tucson metro median sales prices from August 2017-October 2017 to August 2018-October 2018 by zip code.



## MARKET SHARE – TUCSON CENTRAL

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 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.