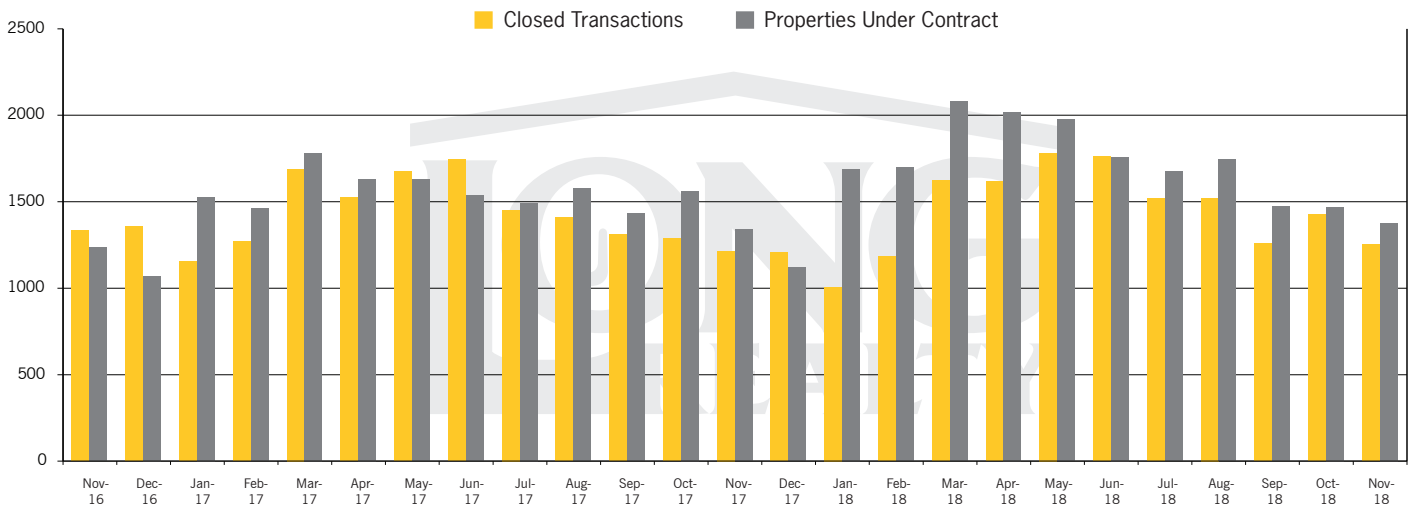




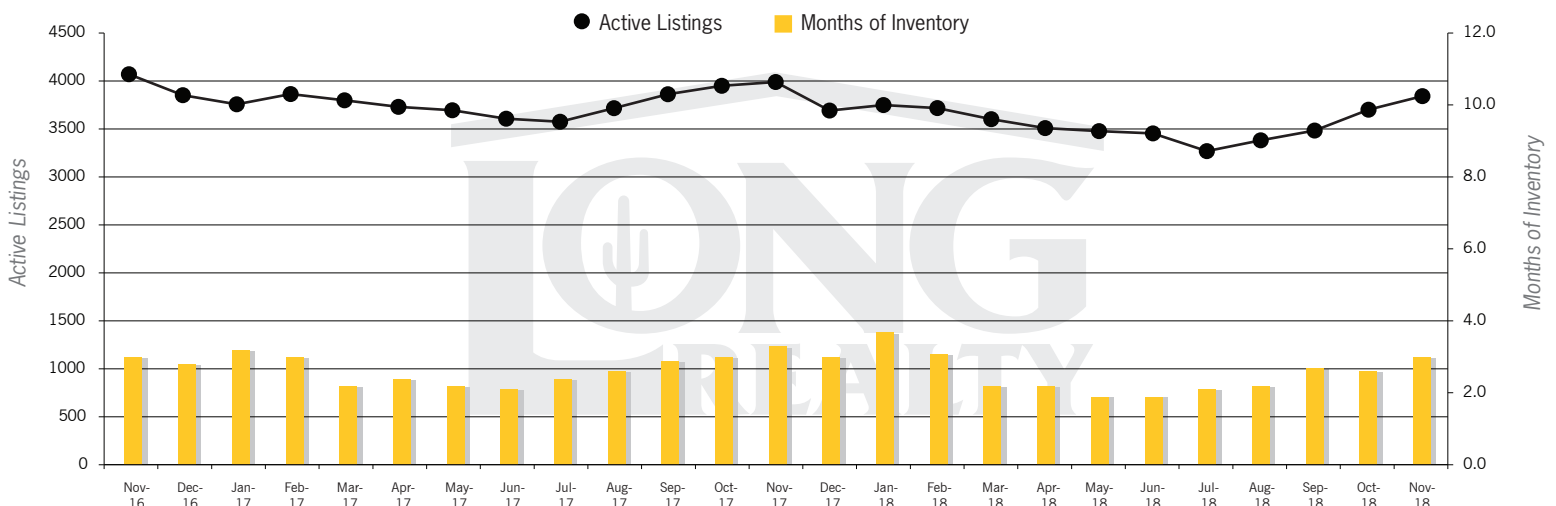
## Tucson Metro | December 2018

In the Tucson Main Market area, November 2018 active inventory was 3,830, a 4% decrease from November 2017. There were 1,258 closings in November 2018, a 3% increase from November 2017. Year-to-date 2018 there were 16,845 closings, a 4% increase from year-to-date 2017. Months of Inventory was 3.0, down from 3.3 in November 2017. Median price of sold homes was \$218,000 for the month of November 2018, up 6% from November 2017. The Tucson Main Market area had 1,384 new properties under contract in November 2018, up 3% from November 2017.

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



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

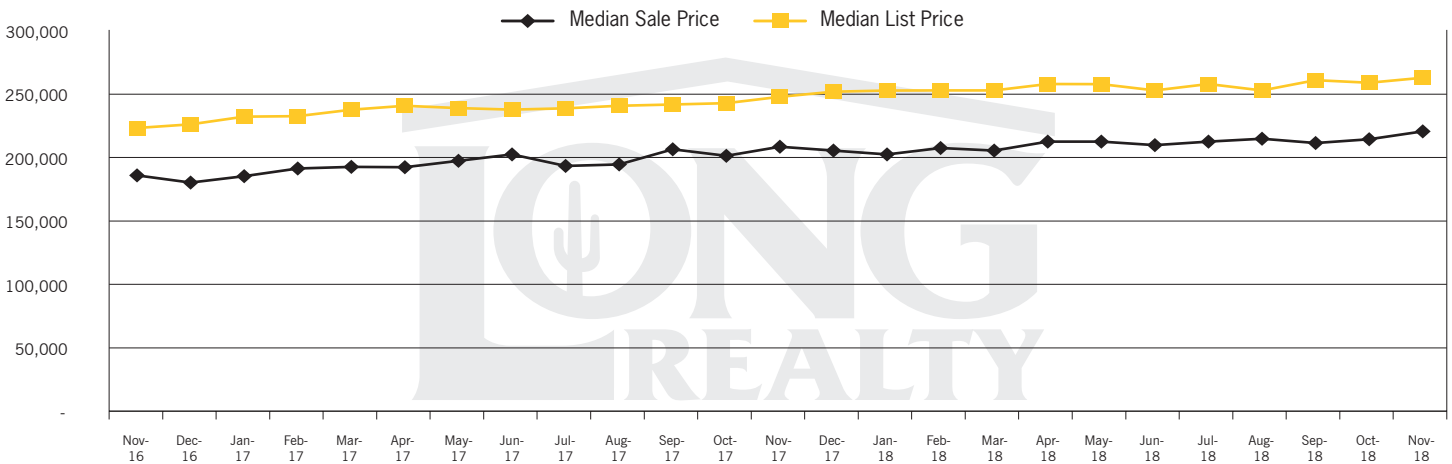


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2018 is believed to be reliable, but not guaranteed.



Tucson Metro | December 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	\$206,000	4.250%	\$962.73
2018	\$218,000	5.125%	\$1,127.63

## 30 YEAR FIXED MORTGAGE RATE

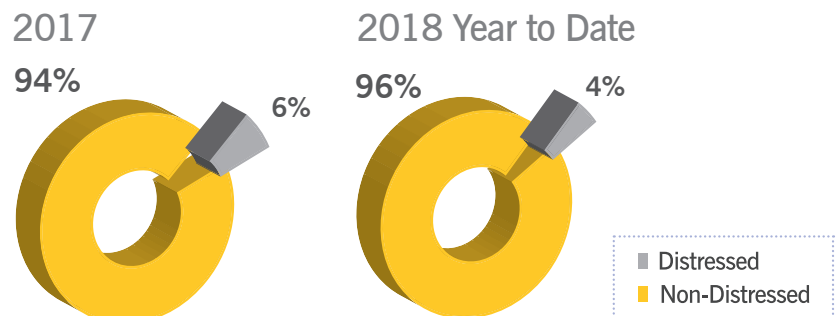


Source: Residential median sales prices. Data obtained 12/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | December 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
		Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18			
\$1 - 49,999	17	16	17	7	6	17	6	2.8	1.7	Seller
\$50,000 - 74,999	55	54	38	37	29	38	27	2.0	1.5	Seller
\$75,000 - 99,999	83	62	46	48	38	42	38	2.2	1.9	Seller
\$100,000 - 124,999	86	89	90	72	69	52	43	2.0	1.6	Seller
\$125,000 - 149,999	173	169	131	139	142	99	104	1.7	1.4	Seller
\$150,000 - 174,999	223	234	187	185	176	218	151	1.5	1.2	Seller
\$175,000 - 199,999	372	234	230	237	173	220	156	2.4	1.9	Seller
\$200,000 - 224,999	267	172	174	158	131	145	139	1.9	1.9	Seller
\$225,000 - 249,999	333	135	147	148	137	145	134	2.5	2.2	Seller
\$250,000 - 274,999	266	133	99	115	96	110	83	3.2	2.6	Seller
\$275,000 - 299,999	272	108	96	84	73	85	64	4.3	3.5	Seller
\$300,000 - 349,999	316	131	116	121	89	101	101	3.1	3.2	Seller
\$350,000 - 399,999	320	97	89	79	71	68	66	4.8	4.4	Slightly Seller
\$400,000 - 499,999	356	84	73	90	57	67	71	5.0	5.2	Balanced
\$500,000 - 599,999	181	46	29	28	25	36	25	7.2	6.1	Balanced
\$600,000 - 699,999	137	33	17	22	12	19	17	8.1	7.8	Slightly Buyer
\$700,000 - 799,999	86	21	9	11	13	13	19	4.5	6.2	Balanced
\$800,000 - 899,999	75	8	8	11	4	7	4	18.8	14.7	Buyer
\$900,000 - 999,999	50	5	2	4	3	3	2	25.0	19.0	Buyer
\$1,000,000 - and over	162	10	12	10	9	6	8	20.3	19.3	Buyer
<b>TOTAL</b>	<b>3,830</b>	<b>1,841</b>	<b>1,610</b>	<b>1,606</b>	<b>1,353</b>	<b>1,491</b>	<b>1,258</b>	<b>3.0</b>	<b>2.7</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 12/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2018-11/30/2018. Information is believed to be reliable, but not guaranteed.

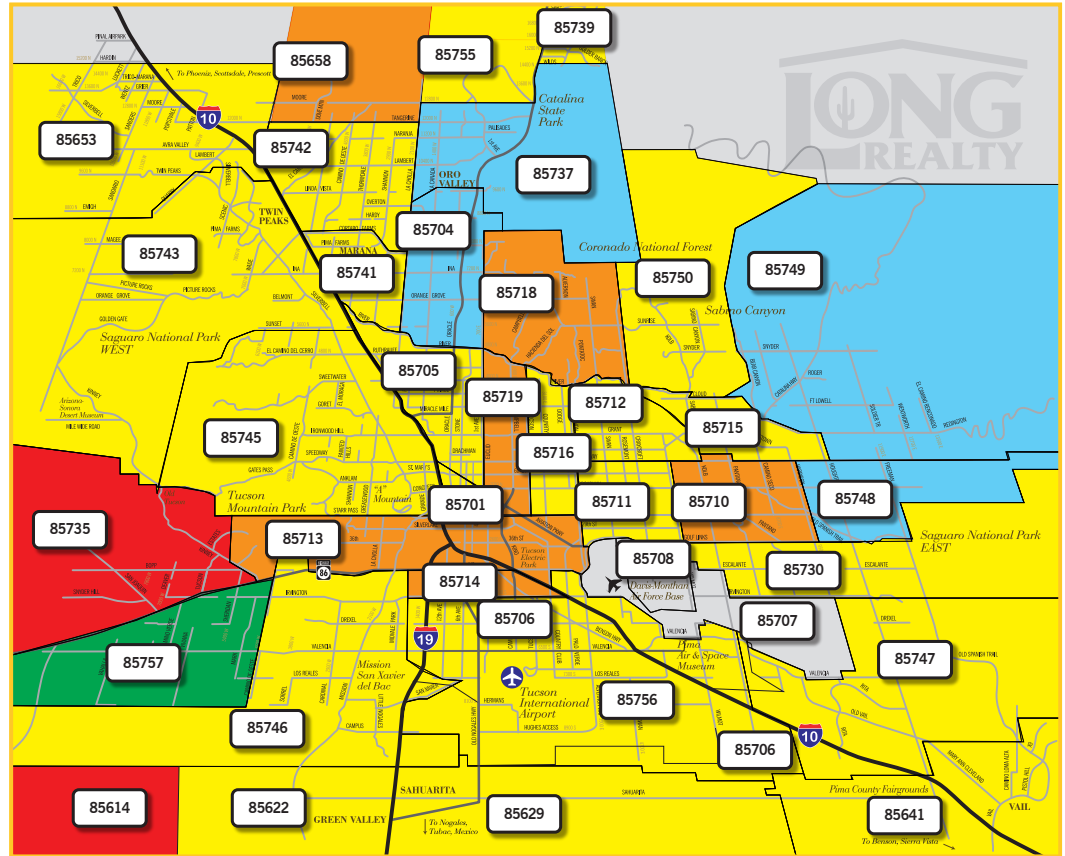


Tucson Metro | December 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2017-NOV 2017 TO  
SEP 2018-NOV 2018

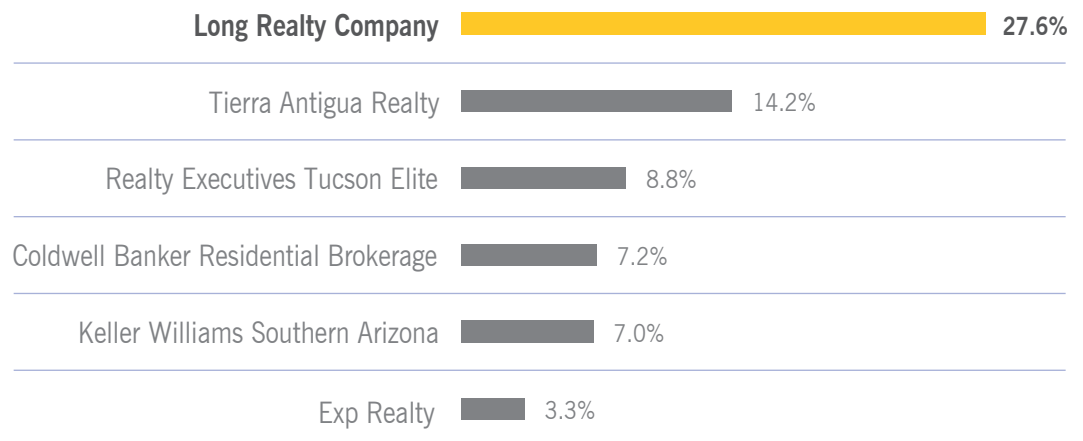
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2017-November 2017 to September 2018-November 2018 by zip code.*



## MARKET SHARE – TUCSON METRO

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 12/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2017 – 11/30/2018 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.