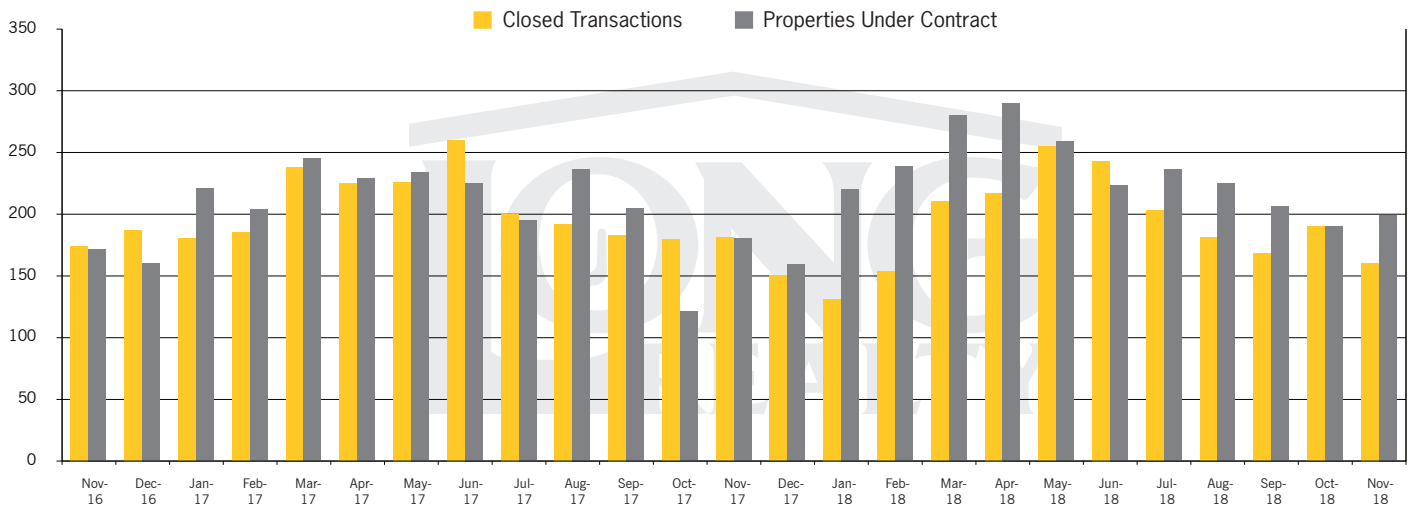




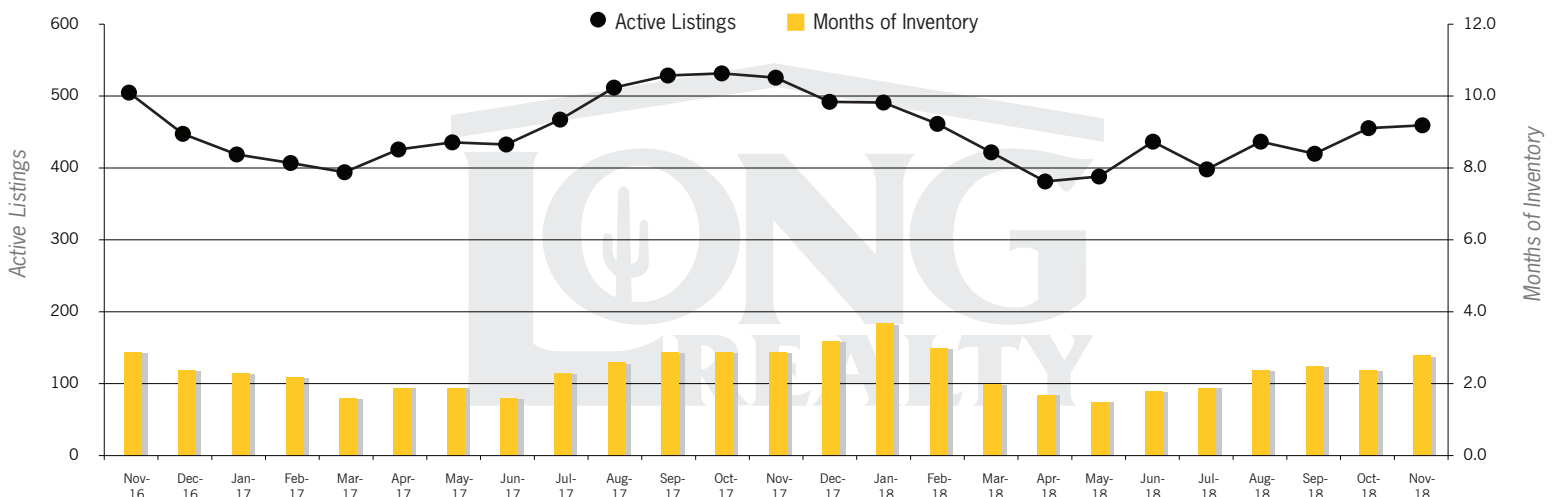
## Tucson Central | December 2018

In the Tucson Central area, November 2018 active inventory was 457, a 13% decrease from November 2017. There were 161 closings in November 2018, a 12% decrease from November 2017. Year-to-date 2018 there were 2,248 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 2.8, down from 2.9 in November 2017. Median price of sold homes was \$170,000 for the month of November 2018, up 1% from November 2017. The Tucson Central area had 200 new properties under contract in November 2018, up 10% from November 2017.

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



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

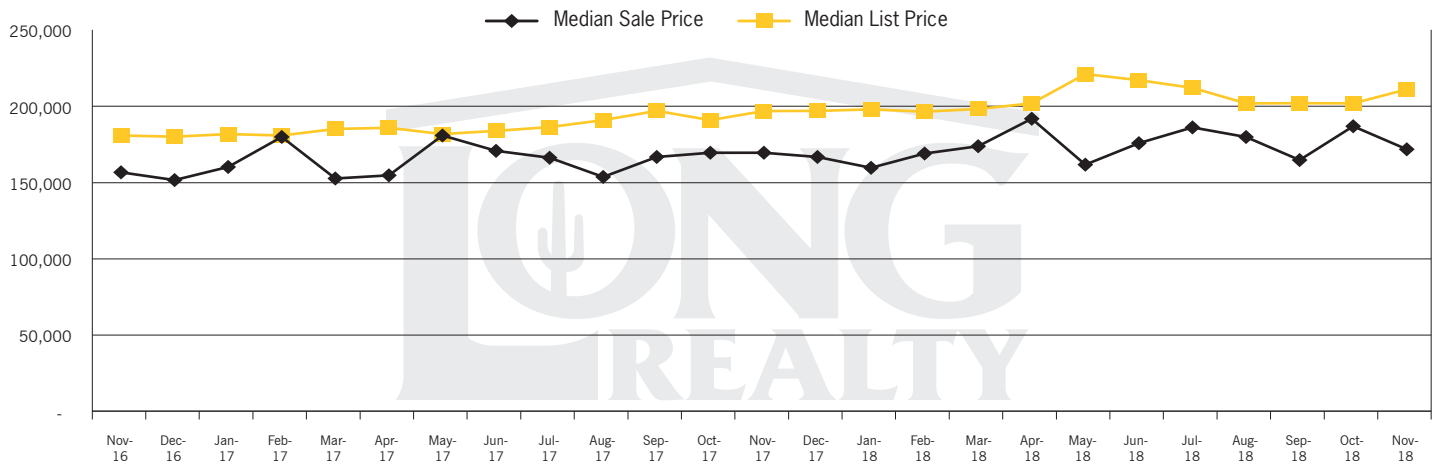


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2018 is believed to be reliable, but not guaranteed.



Tucson Central | December 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	\$170,000	5.125%	\$879.35

## 30 YEAR FIXED MORTGAGE RATE

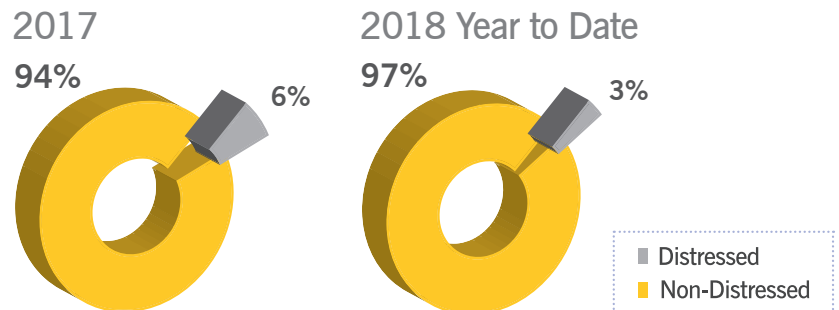


Source: Residential median sales prices. Data obtained 12/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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.





Tucson Central | December 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
		Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18			
\$1 - 49,999	3	6	0	3	3	5	1	3.0	0.4	Seller
\$50,000 - 74,999	11	9	7	1	4	6	5	2.2	2.1	Seller
\$75,000 - 99,999	18	14	10	10	4	7	12	1.5	2.4	Seller
\$100,000 - 124,999	18	18	23	14	22	11	12	1.5	1.4	Seller
\$125,000 - 149,999	38	43	28	36	30	23	29	1.3	1.3	Seller
\$150,000 - 174,999	44	38	31	28	44	35	28	1.6	1.2	Seller
\$175,000 - 199,999	58	32	17	21	18	32	16	3.6	2.8	Seller
\$200,000 - 224,999	26	23	17	20	11	16	15	1.7	2.0	Seller
\$225,000 - 249,999	43	20	16	20	9	14	11	3.9	3.4	Seller
\$250,000 - 274,999	36	11	13	7	13	15	8	4.5	2.3	Seller
\$275,000 - 299,999	29	7	10	4	7	10	6	4.8	4.0	Seller
\$300,000 - 349,999	42	12	14	17	6	8	11	3.8	4.2	Slightly Seller
\$350,000 - 399,999	30	7	13	5	6	4	1	30.0	9.3	Buyer
\$400,000 - 499,999	36	8	4	4	4	3	1	36.0	12.0	Buyer
\$500,000 - 599,999	8	2	2	2	1	4	2	4.0	3.4	Seller
\$600,000 - 699,999	6	2	0	0	1	2	2	3.0	3.8	Seller
\$700,000 - 799,999	4	1	3	0	2	0	0	n/a	6.5	Balanced
\$800,000 - 899,999	1	0	2	0	0	1	0	n/a	3.0	Seller
\$900,000 - 999,999	5	0	0	0	0	0	1	5.0	11.0	Buyer
\$1,000,000 - and over	1	2	3	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>457</b>	<b>255</b>	<b>213</b>	<b>192</b>	<b>185</b>	<b>196</b>	<b>161</b>	<b>2.8</b>	<b>2.4</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.

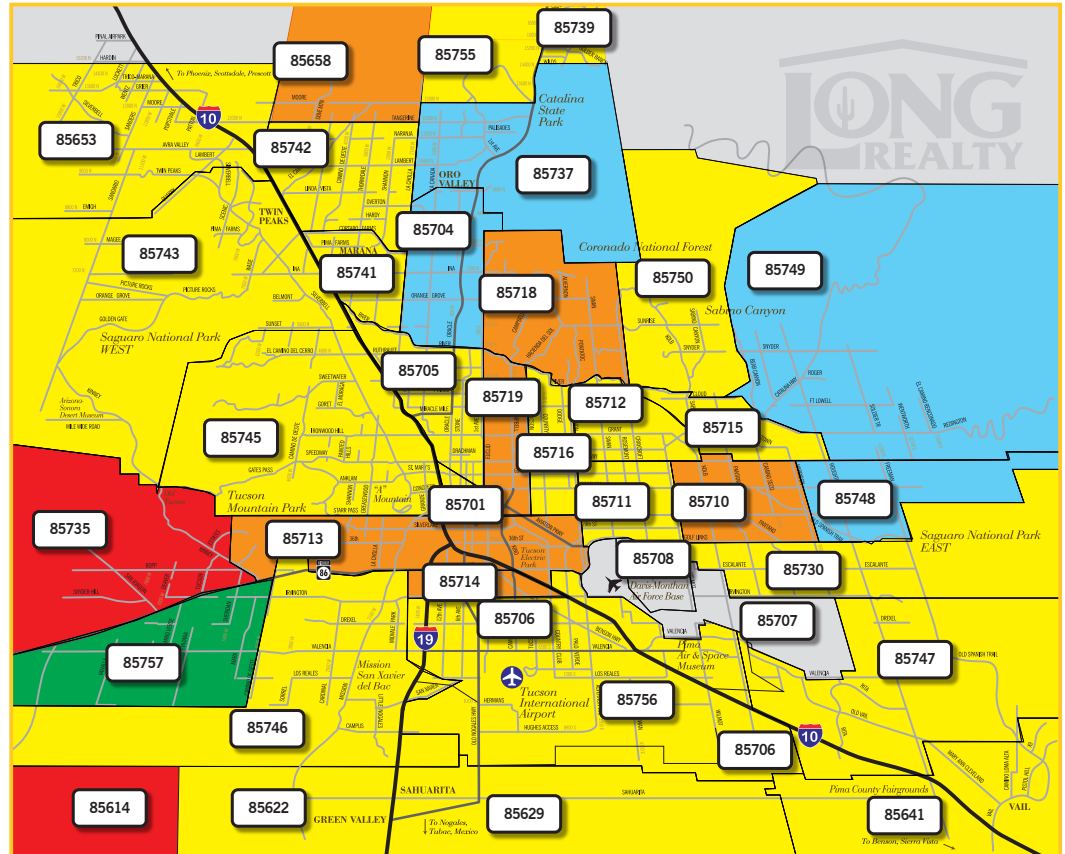


Tucson Central | December 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2017-NOV 2017 TO  
SEP 2018-NOV 2018

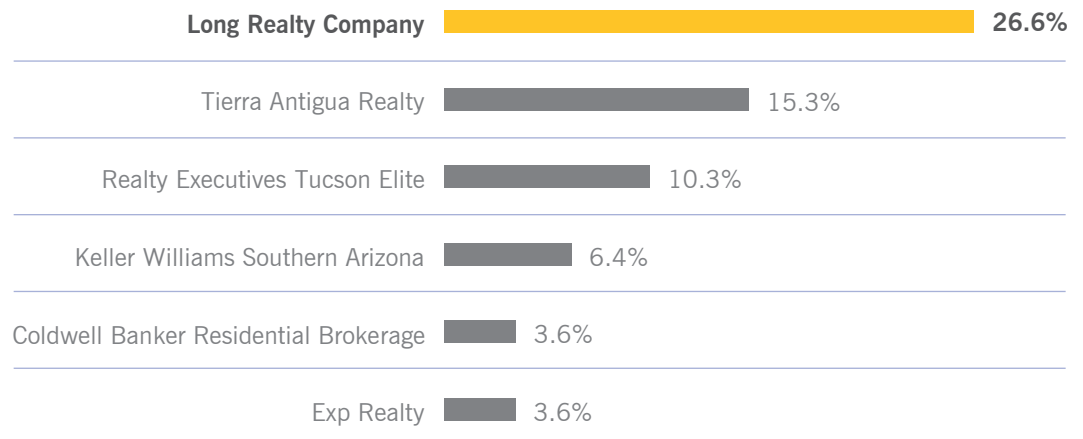
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2017-November 2017 to September 2018-November 2018 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

*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 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.