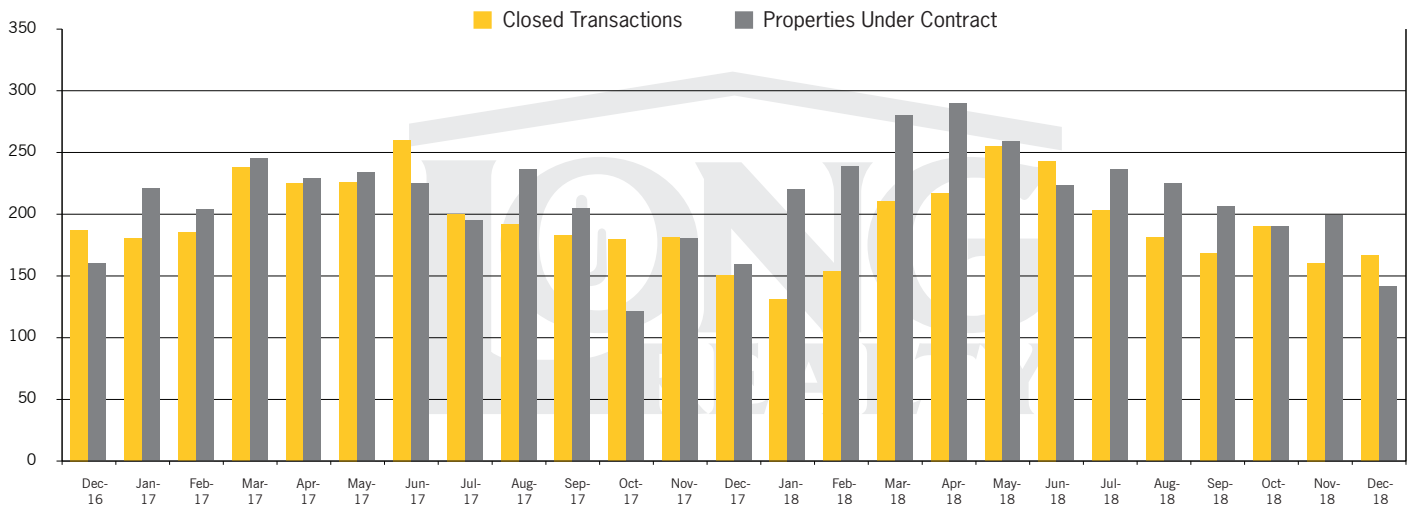




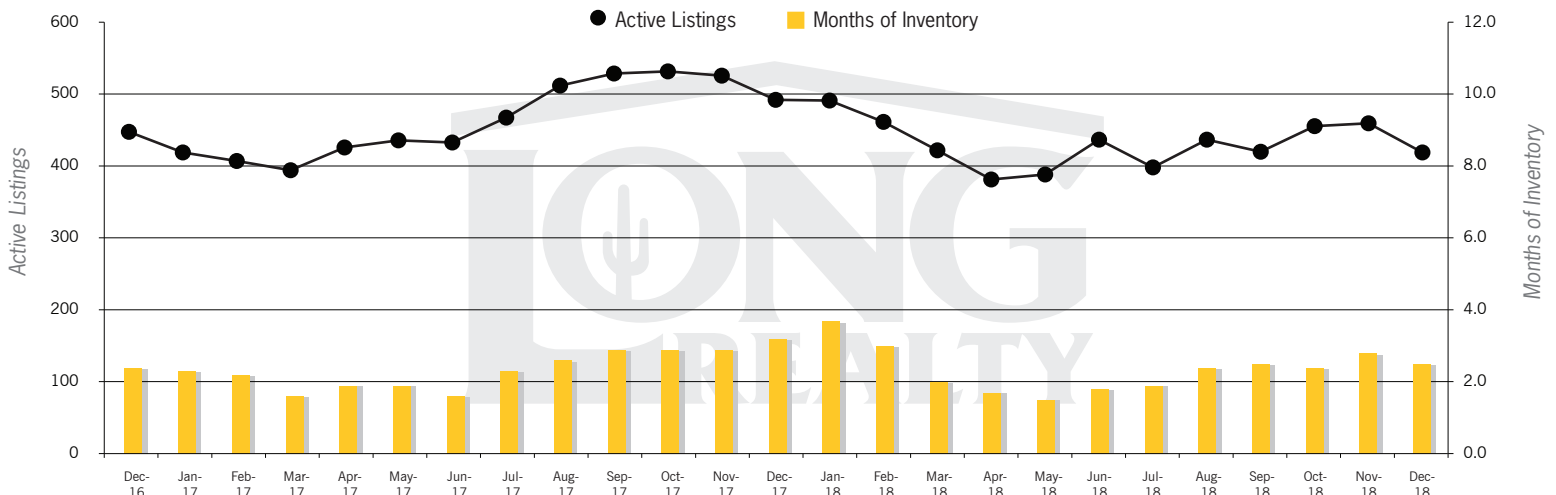
## Tucson Central | January 2019

In the Tucson Central area, December 2018 active inventory was 416, a 15% decrease from December 2017. There were 167 closings in December 2018, a 11% increase from December 2017. Year-to-date 2018 there were 2,422 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 2.5, down from 3.2 in December 2017. Median price of sold homes was \$175,000 for the month of December 2018, up 6% from December 2017. The Tucson Central area had 142 new properties under contract in December 2018, down 11% from December 2017.

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



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

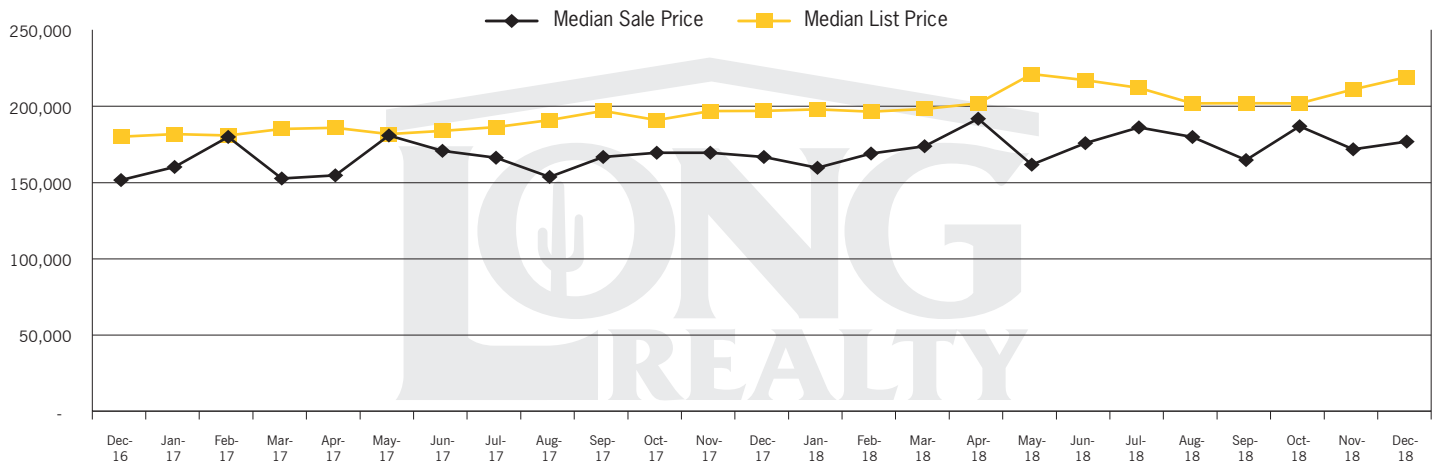


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/04/2019 is believed to be reliable, but not guaranteed.



Tucson Central | January 2019

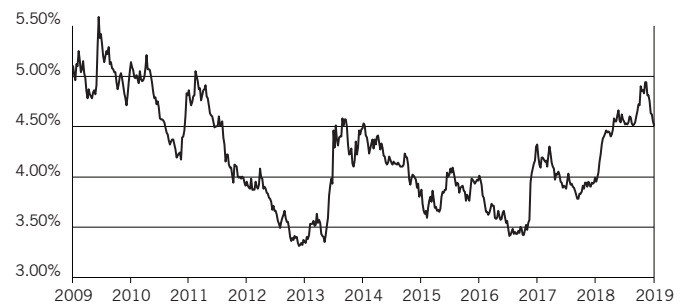
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



## 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	4.250%	\$771.12
2018	\$175,000	4.875%	\$879.81

## 30 YEAR FIXED MORTGAGE RATE

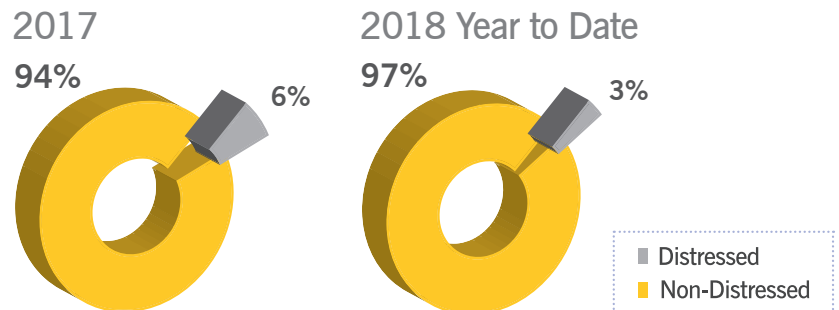


Source: Residential median sales prices. Data obtained 01/04/2019 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | January 2019

## 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
		Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18			
\$1 - 49,999	3	0	3	3	5	1	2	1.5	0.8	Seller
\$50,000 - 74,999	10	7	1	4	6	6	7	1.4	1.7	Seller
\$75,000 - 99,999	19	10	10	4	7	12	8	2.4	2.1	Seller
\$100,000 - 124,999	17	23	14	22	11	12	16	1.1	1.5	Seller
\$125,000 - 149,999	34	28	37	29	23	32	21	1.6	1.4	Seller
\$150,000 - 174,999	38	31	28	44	35	29	27	1.4	1.4	Seller
\$175,000 - 199,999	51	17	21	18	32	16	28	1.8	2.4	Seller
\$200,000 - 224,999	23	17	20	11	16	15	17	1.4	1.7	Seller
\$225,000 - 249,999	46	16	20	9	14	12	7	6.6	3.7	Seller
\$250,000 - 274,999	32	13	7	13	15	8	4	8.0	3.4	Seller
\$275,000 - 299,999	30	10	4	7	10	6	7	4.3	4.1	Slightly Seller
\$300,000 - 349,999	39	14	17	6	8	12	10	3.9	3.7	Seller
\$350,000 - 399,999	23	13	5	6	4	1	8	2.9	6.9	Slightly Buyer
\$400,000 - 499,999	31	4	4	4	3	1	4	7.8	12.1	Buyer
\$500,000 - 599,999	7	2	2	1	4	2	0	n/a	4.0	Seller
\$600,000 - 699,999	3	0	0	1	2	2	1	3.0	2.8	Seller
\$700,000 - 799,999	5	3	0	2	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	2	0	0	1	0	0	n/a	3.0	Seller
\$900,000 - 999,999	3	0	0	0	0	1	0	n/a	11.0	Buyer
\$1,000,000 - and over	1	3	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>416</b>	<b>213</b>	<b>193</b>	<b>184</b>	<b>196</b>	<b>168</b>	<b>167</b>	<b>2.5</b>	<b>2.5</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 01/04/2019.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2018-12/31/2018. Information is believed to be reliable, but not guaranteed.

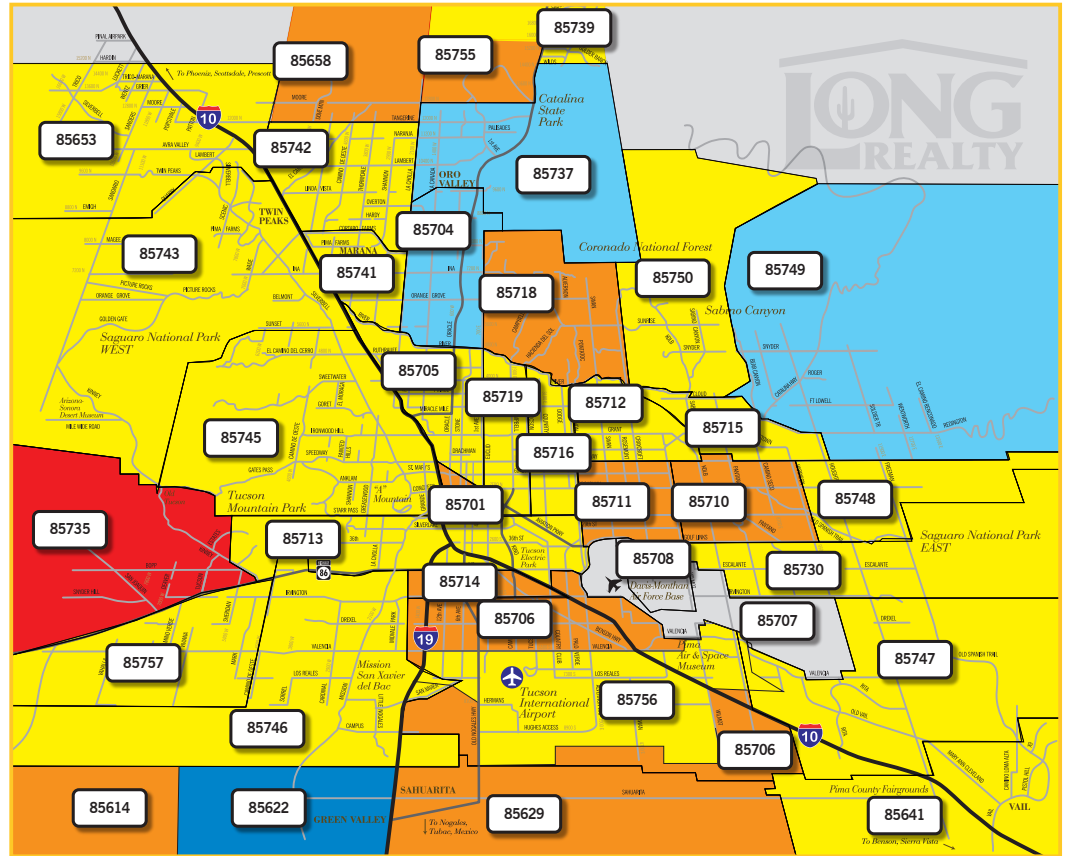


Tucson Central | January 2019

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2017-DEC 2017 TO  
OCT 2018-DEC 2018

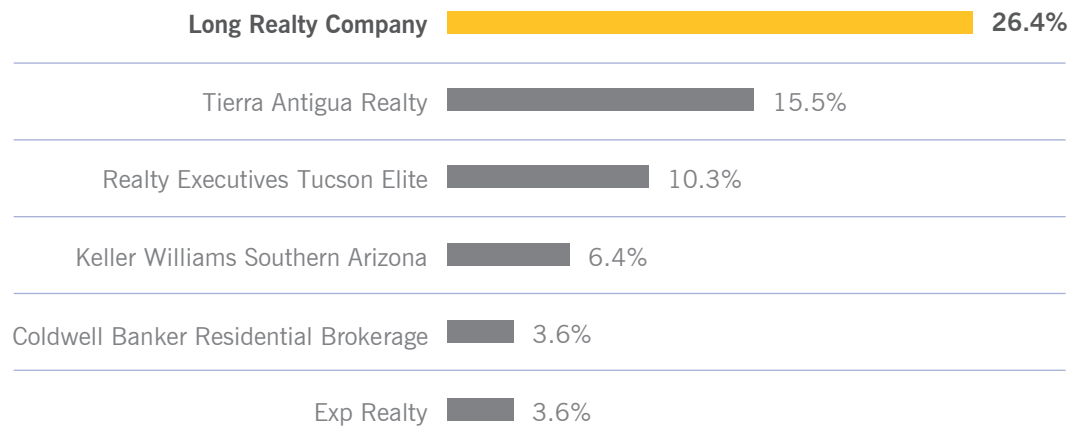
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2017-December 2017 to October 2018-December 2018 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

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

*Data Obtained 01/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2018 – 12/31/2018 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.