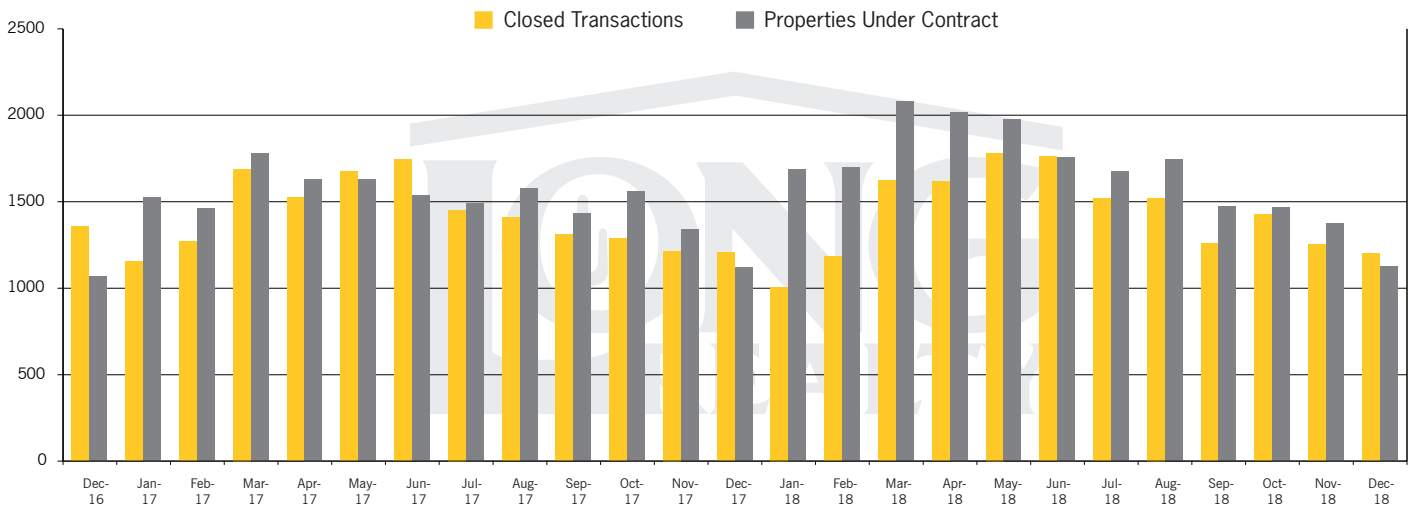


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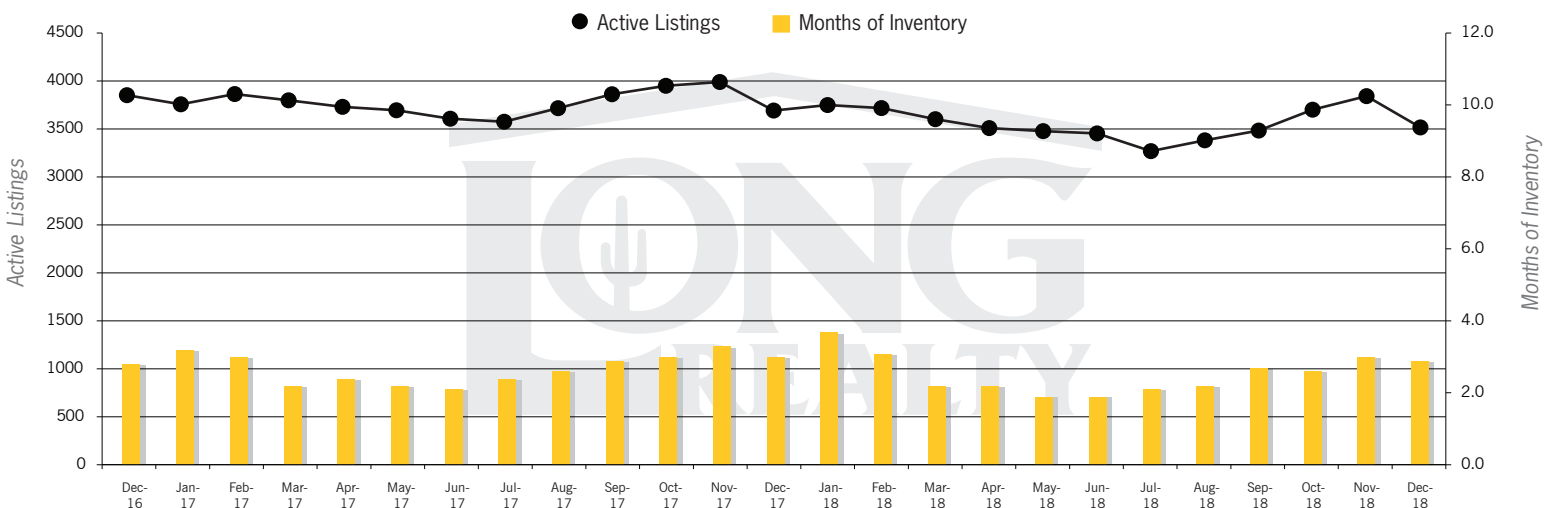
Tucson Metro | January 2019

In the Tucson Main Market area, December 2018 active inventory was 3,500, a 5% decrease from December 2017. There were 1,207 closings in December 2018, virtually unchanged from December 2017. Year-to-date 2018 there were 18,119 closings, a 3% increase from year-to-date 2017. Months of Inventory was 2.9, down from 3.0 in December 2017. Median price of sold homes was \$205,000 for the month of December 2018, virtually unchanged 1% from December 2017. The Tucson Main Market area had 1,134 new properties under contract in December 2018, up 1% from December 2017.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

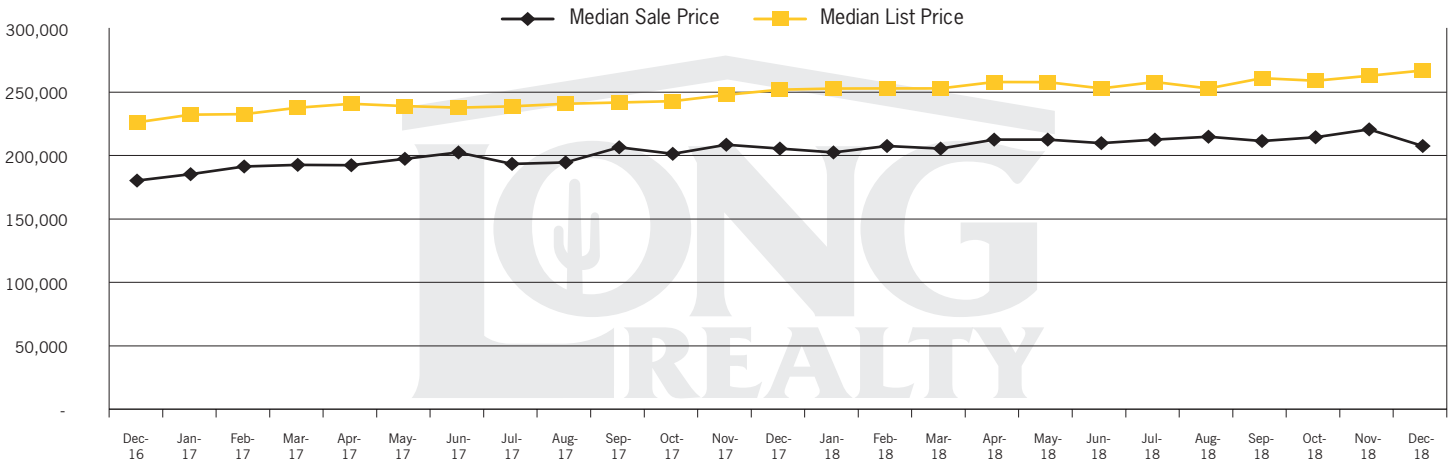


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 01/04/2019 is believed to be reliable, but not guaranteed.

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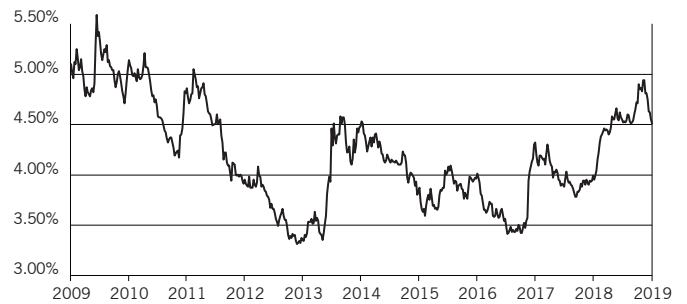
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



## 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	\$203,000	4.250%	\$948.71
2018	\$205,000	4.875%	\$1,030.63

## 30 YEAR FIXED MORTGAGE RATE

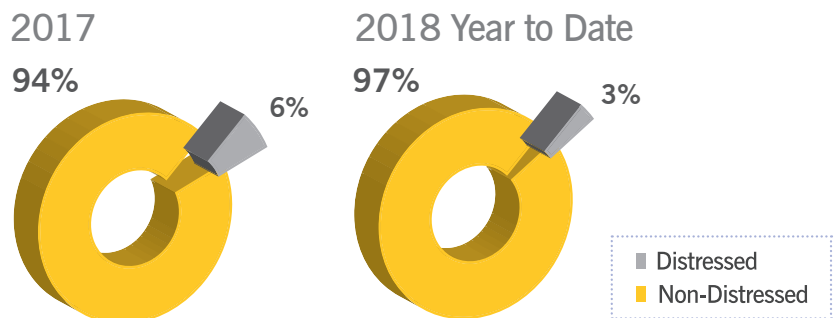


Source: Residential median sales prices. Data obtained 01/04/2019 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

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



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 01/04/2019. Information is believed to be reliable, but not guaranteed.

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## 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
		Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18			
\$1 - 49,999	17	17	7	6	17	6	7	2.4	1.7	Seller
\$50,000 - 74,999	51	38	37	29	38	29	24	2.1	1.7	Seller
\$75,000 - 99,999	85	46	48	38	42	41	38	2.2	2.0	Seller
\$100,000 - 124,999	89	90	73	69	52	51	57	1.6	1.7	Seller
\$125,000 - 149,999	159	131	140	141	99	111	106	1.5	1.5	Seller
\$150,000 - 174,999	207	187	186	178	218	163	160	1.3	1.2	Seller
\$175,000 - 199,999	301	230	237	173	220	163	181	1.7	1.9	Seller
\$200,000 - 224,999	248	174	158	132	145	143	118	2.1	1.9	Seller
\$225,000 - 249,999	306	147	148	137	146	137	96	3.2	2.5	Seller
\$250,000 - 274,999	235	99	115	96	110	86	77	3.1	2.7	Seller
\$275,000 - 299,999	246	96	84	73	85	69	71	3.5	3.4	Seller
\$300,000 - 349,999	296	116	121	89	101	102	92	3.2	3.1	Seller
\$350,000 - 399,999	293	89	79	73	68	68	57	5.1	4.7	Slightly Seller
\$400,000 - 499,999	336	73	90	57	67	71	56	6.0	5.3	Balanced
\$500,000 - 599,999	161	29	28	25	37	26	21	7.7	6.2	Balanced
\$600,000 - 699,999	118	17	22	12	19	17	16	7.4	7.3	Slightly Buyer
\$700,000 - 799,999	82	9	11	13	13	19	8	10.3	6.7	Slightly Buyer
\$800,000 - 899,999	67	8	11	4	7	4	8	8.4	11.4	Buyer
\$900,000 - 999,999	48	2	4	3	3	2	7	6.9	12.3	Buyer
\$1,000,000 - and over	155	12	10	9	6	8	7	22.1	22.1	Buyer
<b>TOTAL</b>	<b>3,500</b>	<b>1,610</b>	<b>1,609</b>	<b>1,357</b>	<b>1,493</b>	<b>1,316</b>	<b>1,207</b>	<b>2.9</b>	<b>2.7</b>	<b>Seller</b>



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.

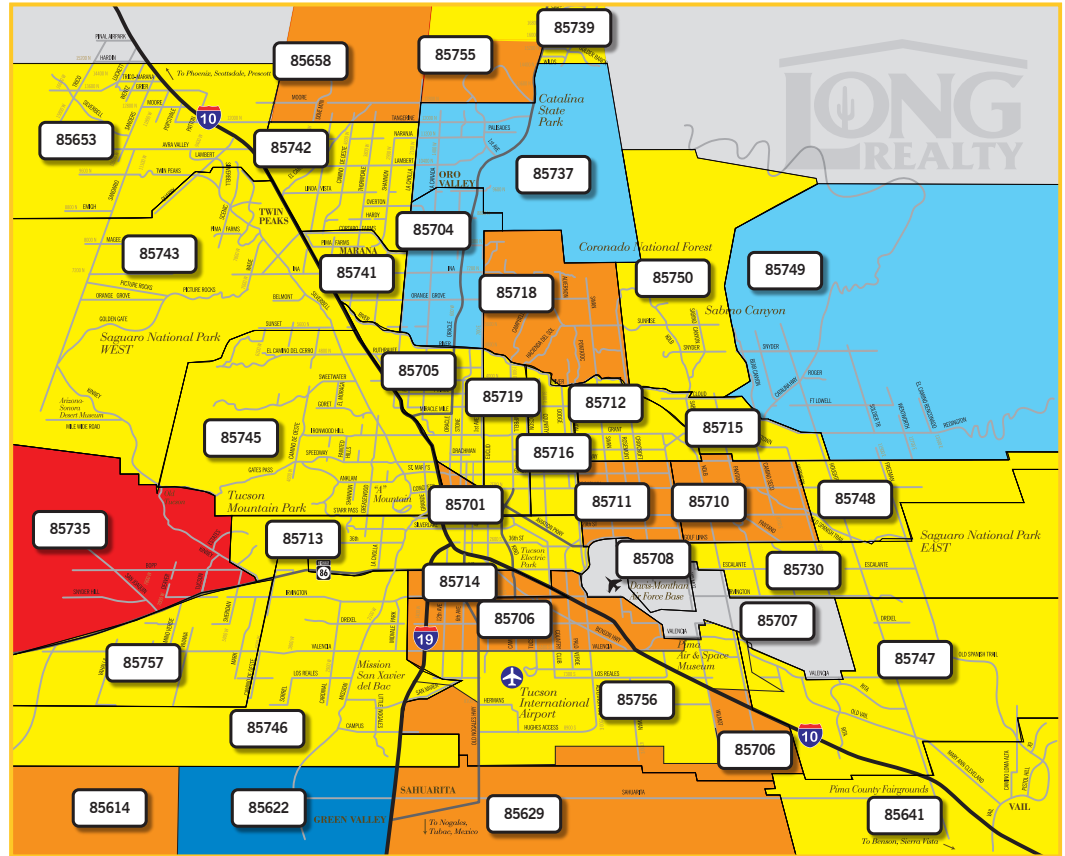
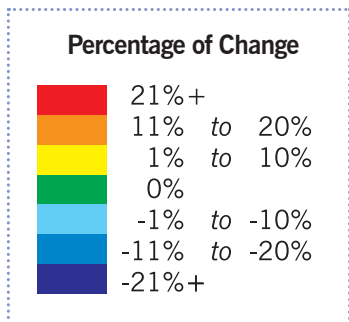
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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2017-DEC 2017 TO OCT 2018-DEC 2018

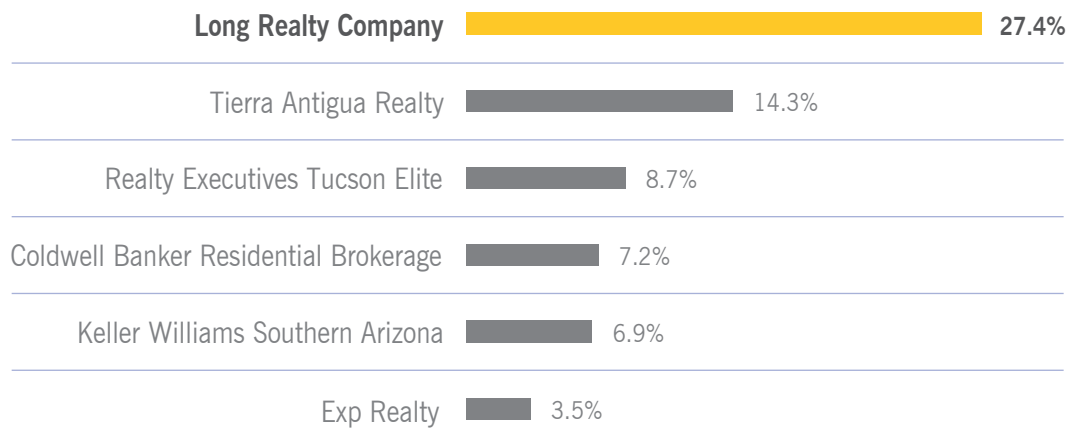
This heat map represents the percentage of change in Tucson metro median sales prices from October 2017-December 2017 to October 2018-December 2018 by zip code.



## MARKET SHARE – TUCSON METRO

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 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.

These statistics are based on information obtained from MLSSAZ on 01/04/2019. Information is believed to be reliable, but not guaranteed.