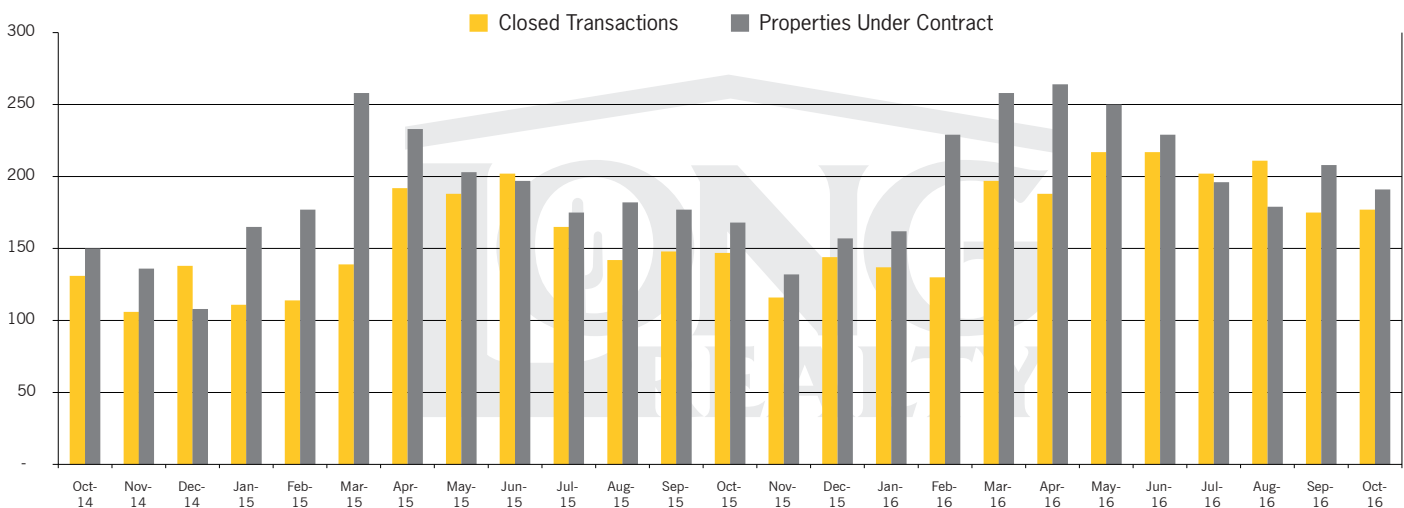




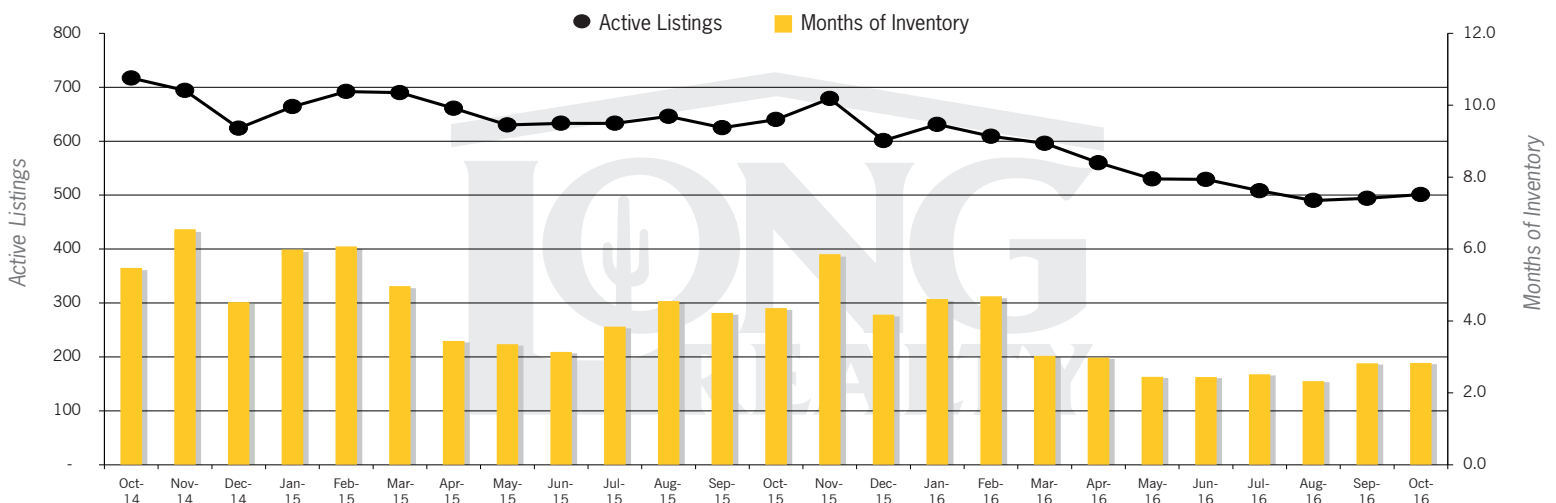
## Tucson Central | November 2016

In the Tucson Central area, October 2016 active inventory was 501, a 22% decrease from October 2015. There were 177 closings in October 2016, a 20% increase from October 2015. Year-to-date 2016 there were 1,903 closings, a 17% increase from year-to-date 2015. Months of Inventory was 2.8, down from 4.4 in October 2015. Median price of sold homes was \$155,000 for the month of October 2016, up 7% from October 2015. The Tucson Central area had 191 new properties under contract in October 2016, up 14% from October 2015.

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



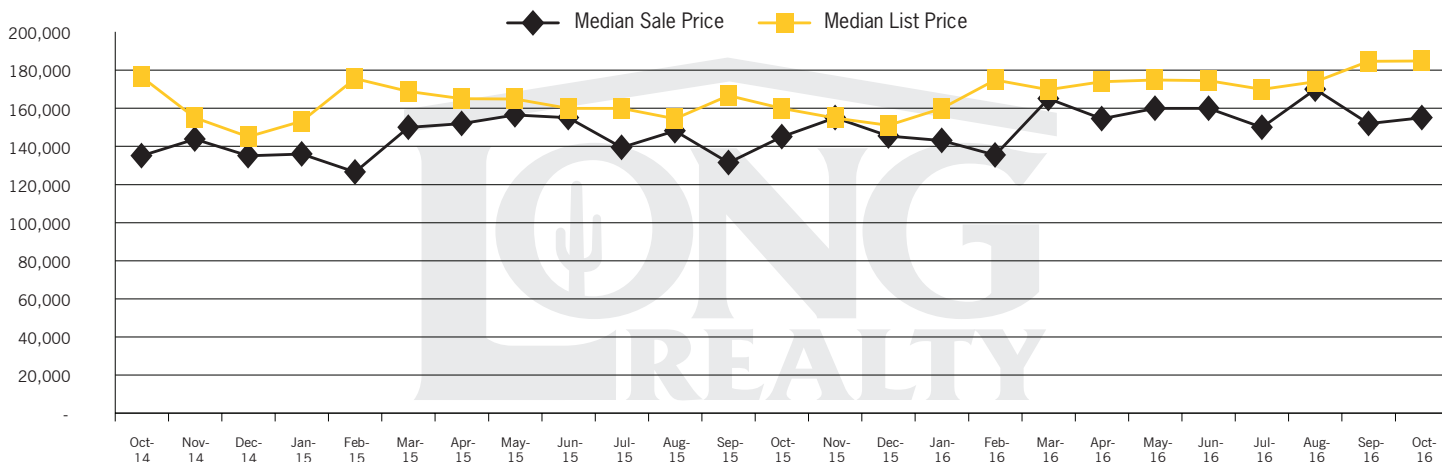
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 11/03/2016 is believed to be reliable, but not guaranteed.*



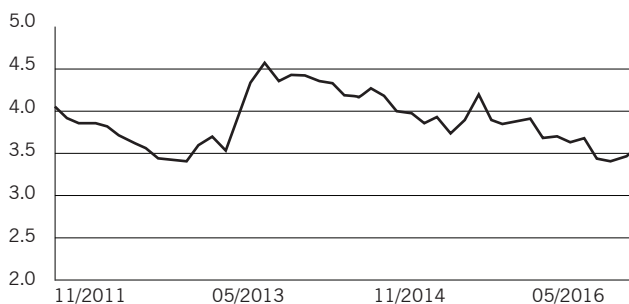
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2015	\$131,500	3.750%	\$578.55
2016	\$152,000	3.500%	\$648.42

## 30 YEAR FIXED MORTGAGE RATE

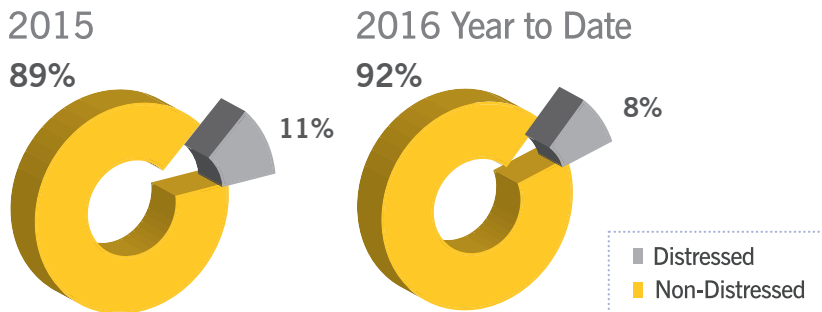


Source: Residential median sales prices. Data obtained 11/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.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.





## 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-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16			
\$1 - 49,999	11	2	5	2	3	6	2	5.5	3.1	Seller
\$50,000 - 74,999	8	11	11	12	9	14	9	0.9	1.1	Seller
\$75,000 - 99,999	28	15	20	21	11	16	19	1.5	2.0	Seller
\$100,000 - 124,999	47	38	27	26	22	23	22	2.1	2.0	Seller
\$125,000 - 149,999	53	33	40	39	34	31	28	1.9	1.8	Seller
\$150,000 - 174,999	52	40	33	22	31	27	29	1.8	2.0	Seller
\$175,000 - 199,999	50	21	21	19	28	17	15	3.3	2.5	Seller
\$200,000 - 224,999	33	14	13	16	11	9	13	2.5	2.8	Seller
\$225,000 - 249,999	46	12	13	11	14	10	7	6.6	4.1	Slightly Seller
\$250,000 - 274,999	26	11	12	8	15	10	11	2.4	2.1	Seller
\$275,000 - 299,999	33	9	12	11	4	7	3	11.0	6.4	Balanced
\$300,000 - 349,999	29	8	7	11	4	3	11	2.6	4.3	Slightly Seller
\$350,000 - 399,999	23	5	3	3	2	5	4	5.8	6.5	Balanced
\$400,000 - 499,999	31	5	3	6	3	2	2	15.5	11.3	Buyer
\$500,000 - 599,999	6	3	3	3	2	3	2	3.0	3.6	Seller
\$600,000 - 699,999	3	0	0	1	1	2	0	n/a	3.7	Seller
\$700,000 - 799,999	8	1	2	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	6	0	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	6	0	1	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>501</b>	<b>228</b>	<b>227</b>	<b>212</b>	<b>194</b>	<b>185</b>	<b>177</b>	<b>2.8</b>	<b>2.7</b>	<b>Seller</b>



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 11/03/2016.

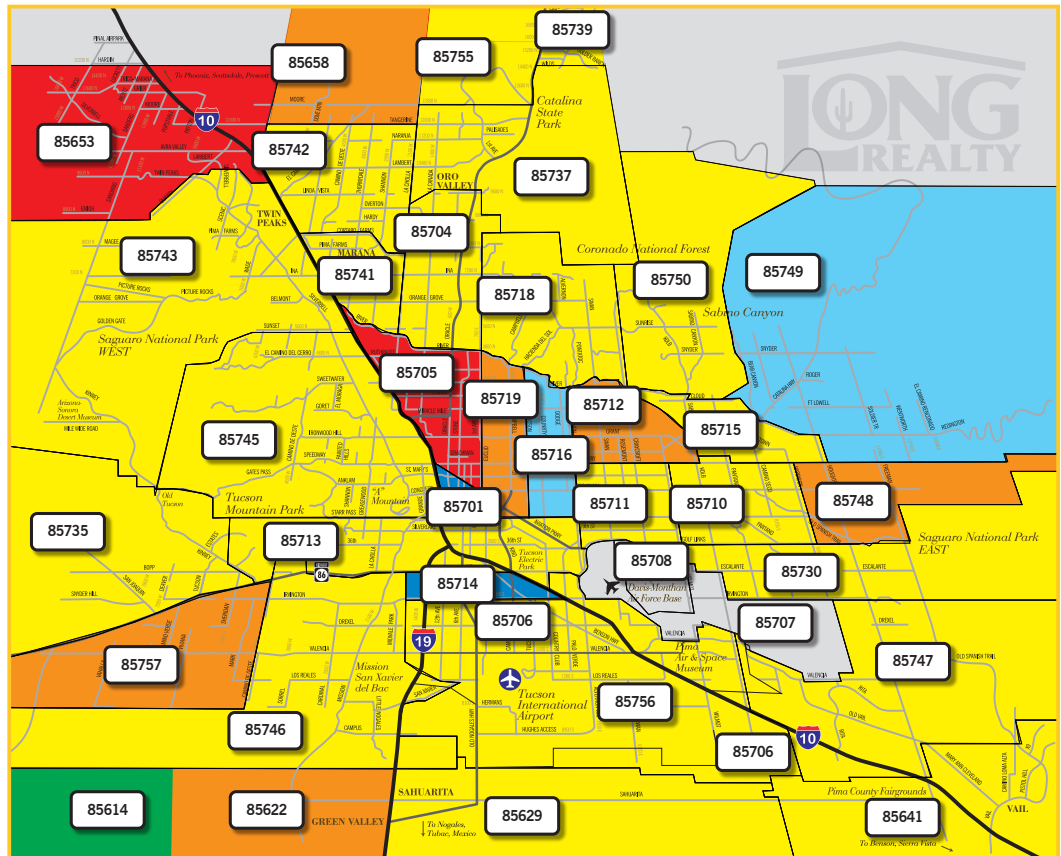
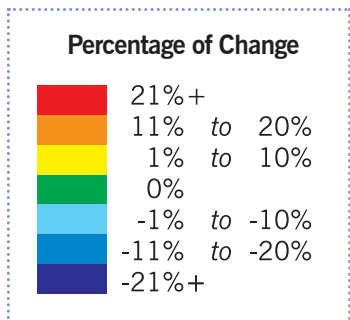
3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2016 - 10/31/2016. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO  
AUG 2016-OCT 2016

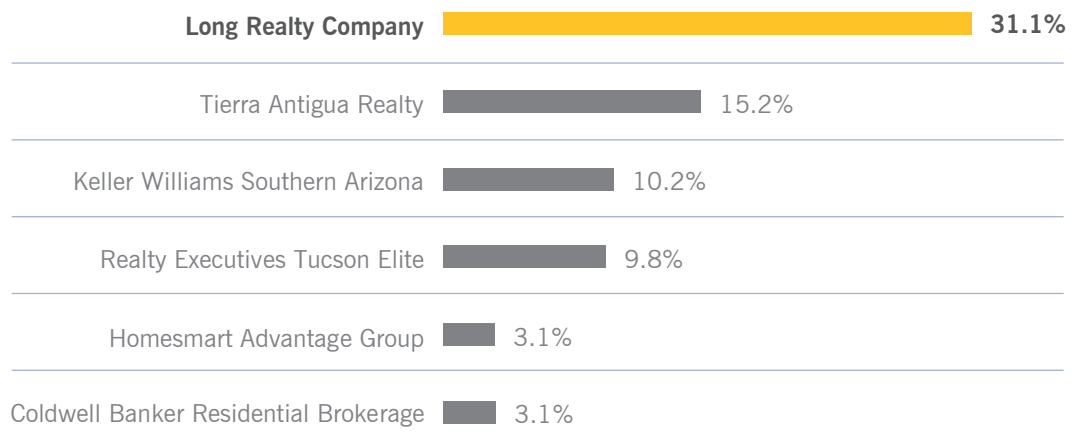
This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.



## MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2015 – 10/31/2016 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.