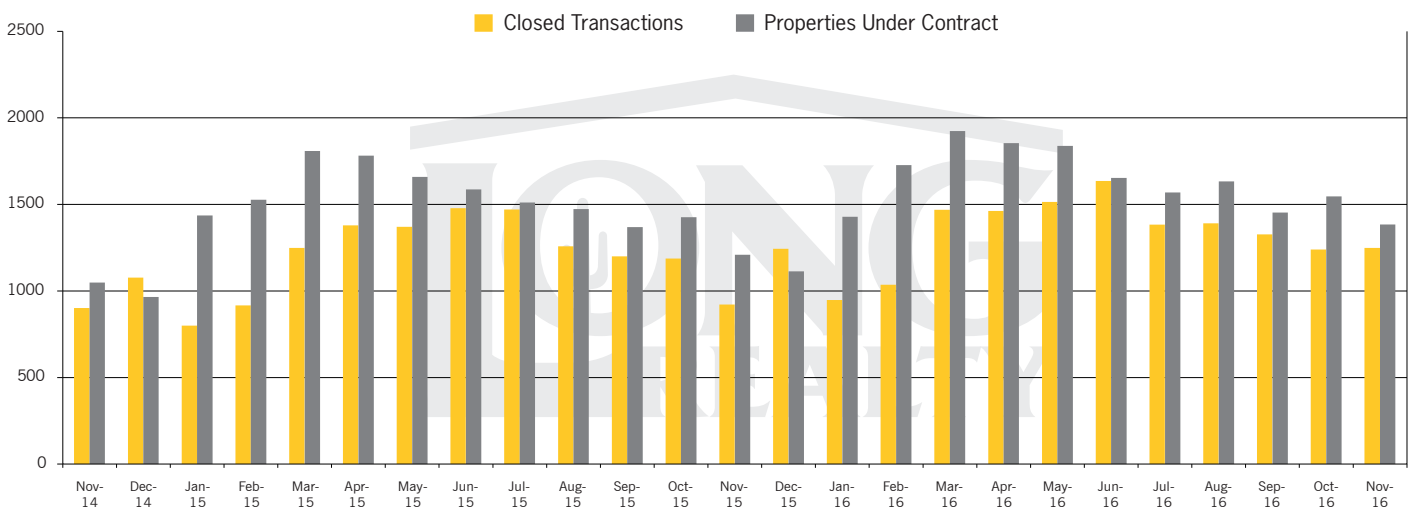




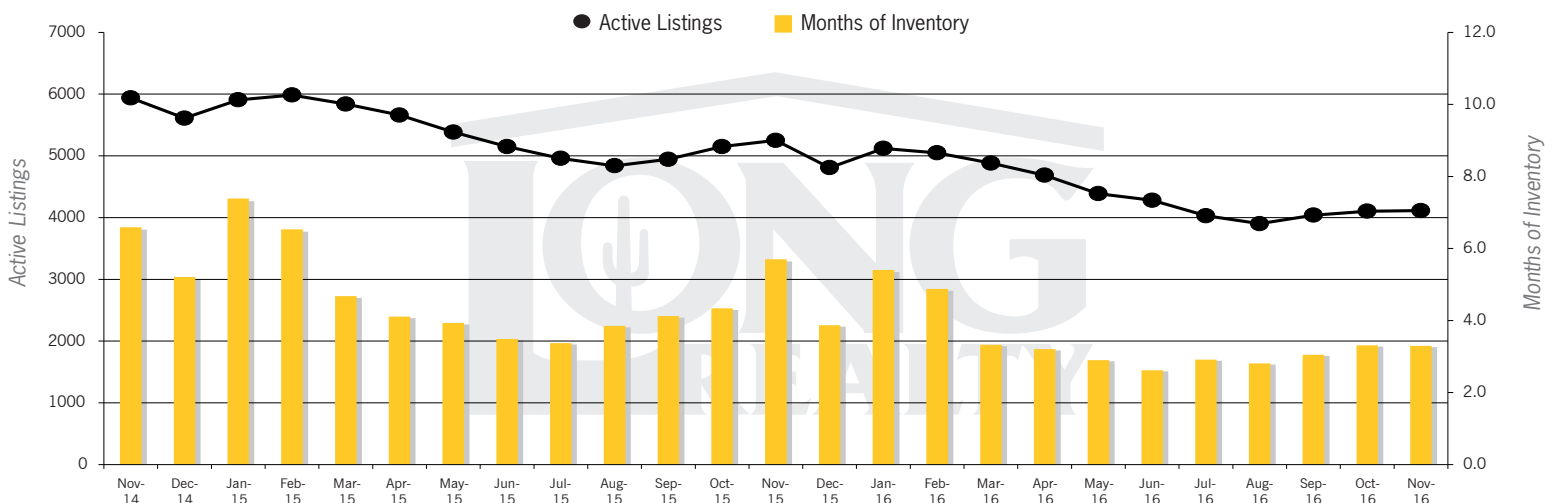
Tucson Metro | December 2016

In the Tucson Main Market area, November 2016 active inventory was 4,113, a 22% decrease from November 2015. There were 1,249 closings in November 2016, a 35% increase from November 2015. Year-to-date 2016 there were 15,374 closings, a 12% increase from year-to-date 2015. Months of Inventory was 3.3, down from 5.7 in November 2015. Median price of sold homes was \$184,900 for the month of November 2016, up 9% from November 2015. The Tucson Main Market area had 1,384 new properties under contract in November 2016, up 14% from November 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

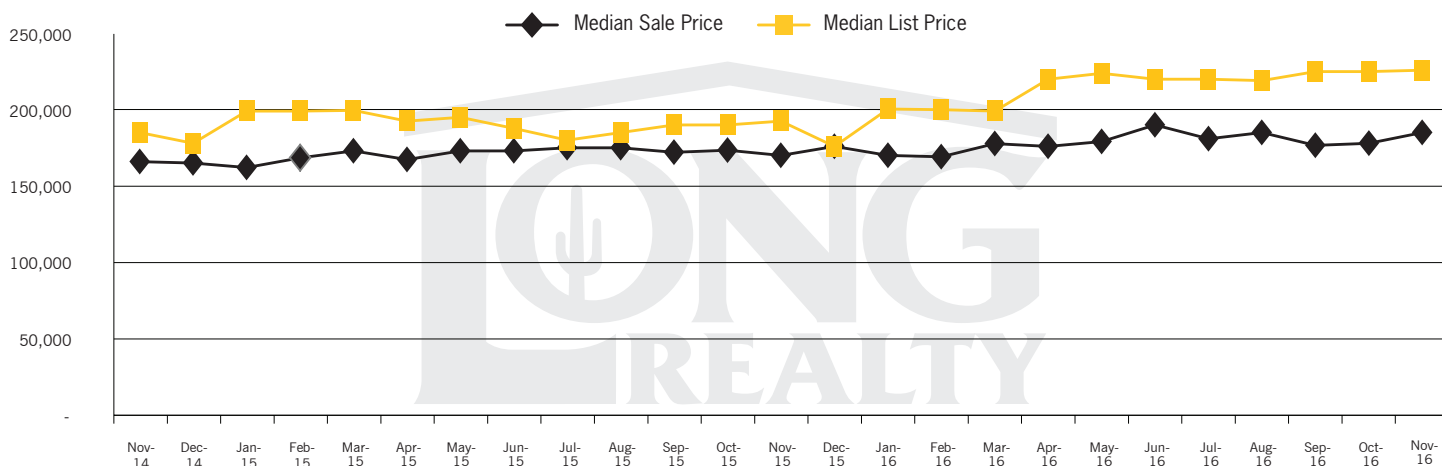


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2016 is believed to be reliable, but not guaranteed.



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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON

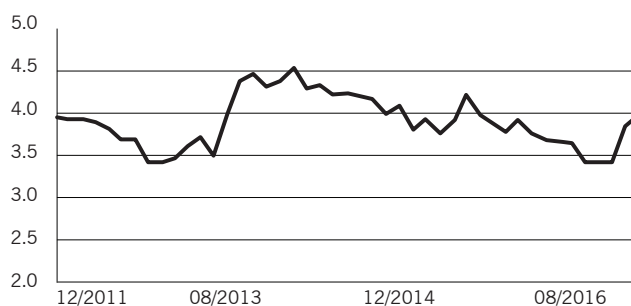


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2015	\$170,000	4.000%	\$771.03
2016	\$184,900	3.875%	\$825.99

Source: Residential median sales prices. Data obtained 12/05/2016 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.

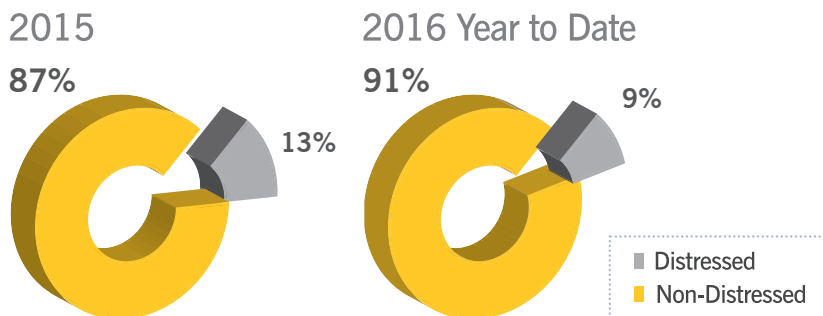
30 YEAR FIXED MORTGAGE RATE



Source: Bankrate.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 12/05/2016. 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
		Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16			
\$1 - 49,999	103	32	30	27	41	28	32	3.2	2.9	Seller
\$50,000 - 74,999	124	43	60	62	51	48	34	3.6	2.9	Seller
\$75,000 - 99,999	153	94	79	72	84	80	66	2.3	2.2	Seller
\$100,000 - 124,999	189	137	114	127	123	105	87	2.2	1.8	Seller
\$125,000 - 149,999	341	211	207	199	173	175	165	2.1	1.8	Seller
\$150,000 - 174,999	331	226	198	174	212	201	185	1.8	1.7	Seller
\$175,000 - 199,999	335	188	171	176	159	140	135	2.5	2.4	Seller
\$200,000 - 224,999	251	143	109	124	94	103	101	2.5	2.3	Seller
\$225,000 - 249,999	303	132	95	120	96	94	102	3.0	3.1	Seller
\$250,000 - 274,999	205	101	74	88	71	68	79	2.6	2.8	Seller
\$275,000 - 299,999	231	78	57	49	63	33	49	4.7	4.8	Slightly Seller
\$300,000 - 349,999	290	118	82	77	76	81	68	4.3	3.8	Seller
\$350,000 - 399,999	237	58	53	67	59	41	57	4.2	4.4	Slightly Seller
\$400,000 - 499,999	307	67	69	48	51	47	46	6.7	6.6	Slightly Buyer
\$500,000 - 599,999	206	40	24	21	21	27	14	14.7	10.1	Buyer
\$600,000 - 699,999	132	18	14	13	10	12	12	11.0	11.4	Buyer
\$700,000 - 799,999	90	10	10	11	11	2	6	15.0	12.9	Buyer
\$800,000 - 899,999	54	9	1	3	1	6	4	13.5	14.6	Buyer
\$900,000 - 999,999	57	2	5	5	2	4	1	57.0	23.3	Buyer
\$1,000,000 - and over	174	14	6	9	2	6	6	29.0	35.4	Buyer
TOTAL	4,113	1,721	1,458	1,472	1,400	1,301	1,249	3.3	3.1	Seller

				
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 12/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2016 - 11/30/2016. Information is believed to be reliable, but not guaranteed.

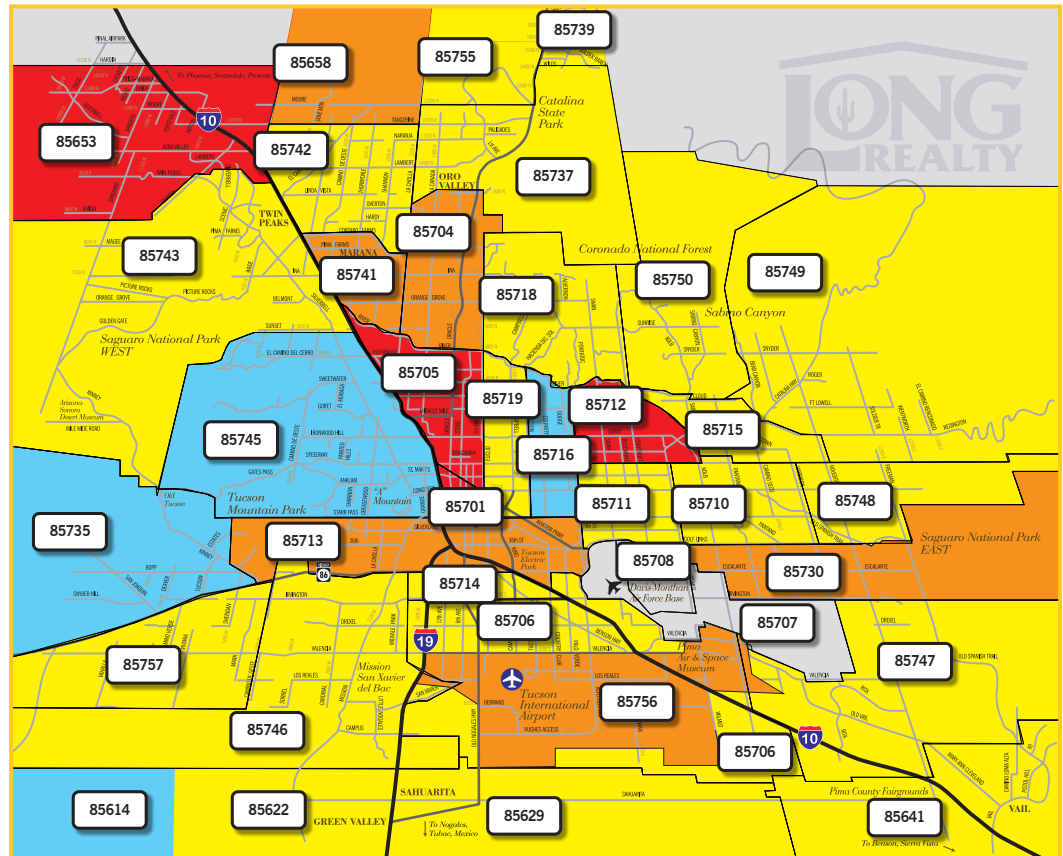


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2015-NOV 2015 TO
SEP 2016-NOV 2016

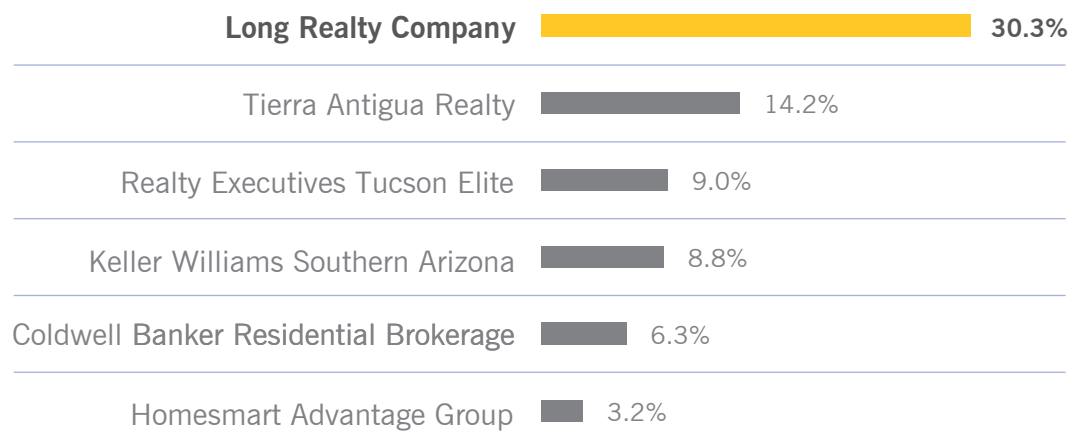
This heat map represents the percentage of change in Tucson metro median sales prices from September 2015-November 2015 to September 2016-November 2016 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2015 – 11/30/2016 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.