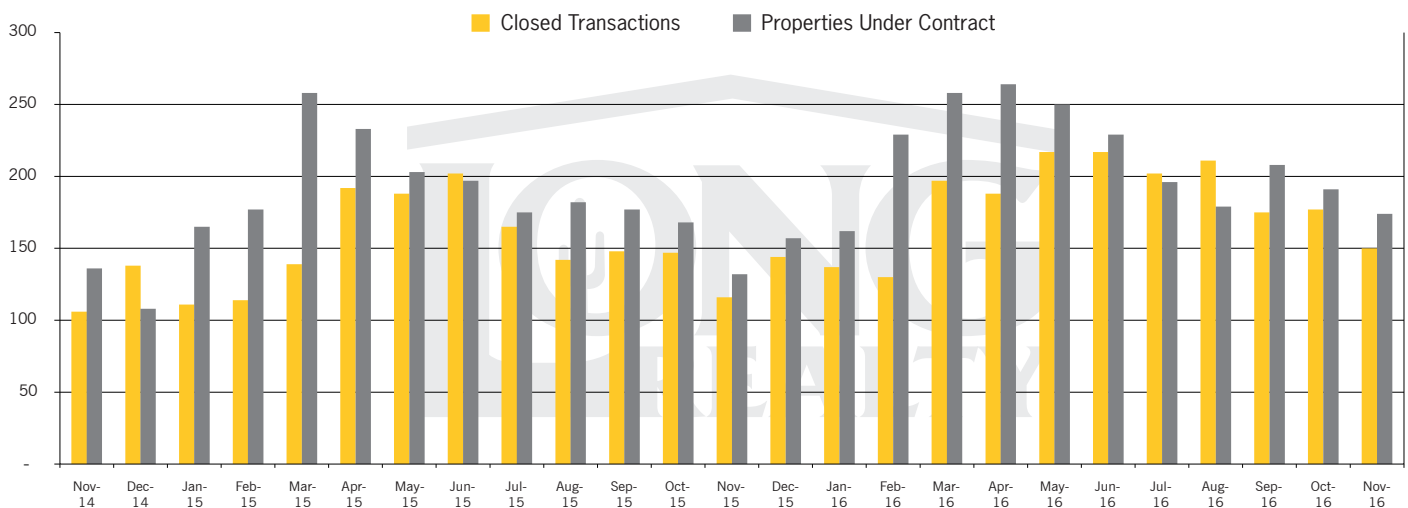




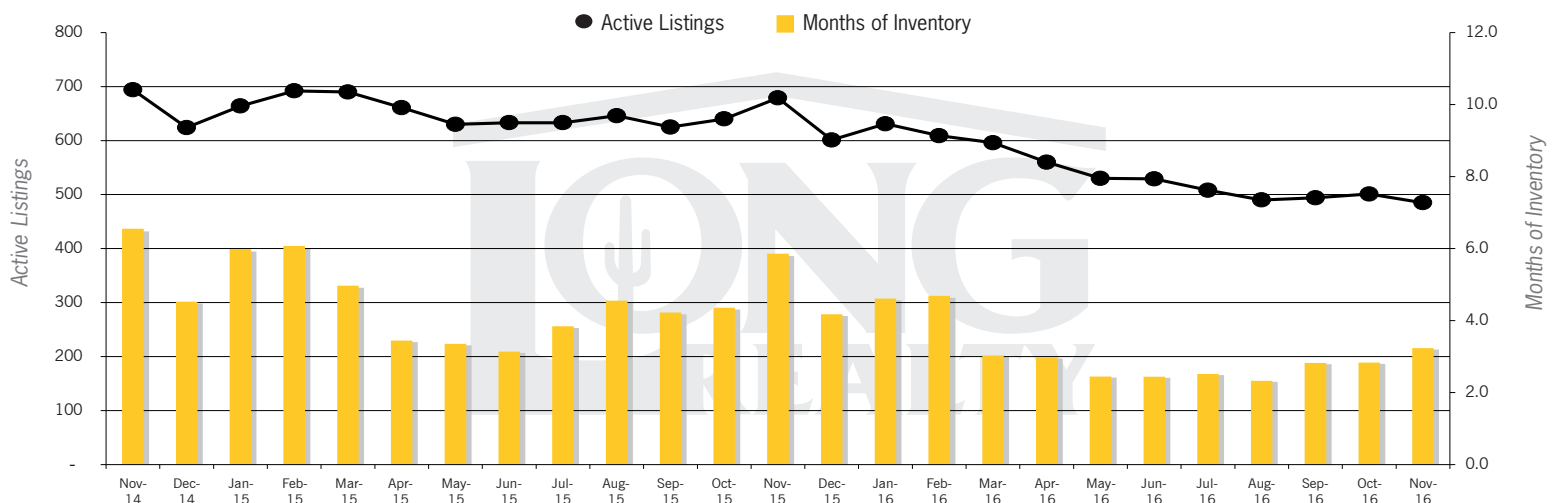
## Tucson Central | December 2016

In the Tucson Central area, November 2016 active inventory was 485, a 29% decrease from November 2015. There were 150 closings in November 2016, a 29% increase from November 2015. Year-to-date 2016 there were 2,059 closings, an 18% increase from year-to-date 2015. Months of Inventory was 3.2, down from 5.9 in November 2015. Median price of sold homes was \$158,500 for the month of November 2016, up 2% from November 2015. The Tucson Central area had 174 new properties under contract in November 2016, up 32% from November 2015.

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



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

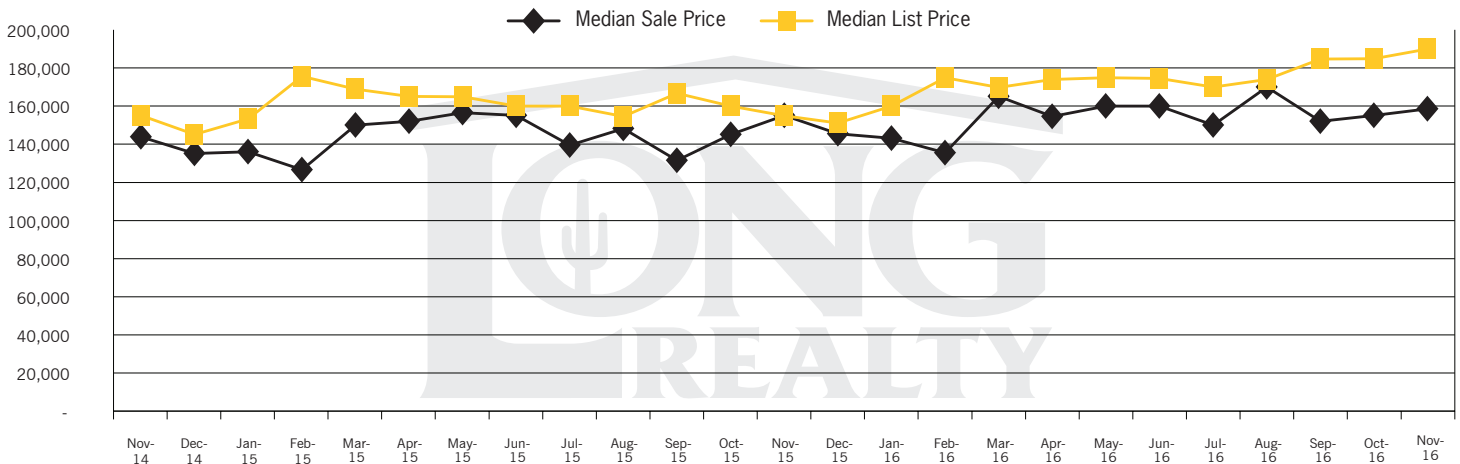


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2016 is believed to be reliable, but not guaranteed.*



Tucson Central | December 2016

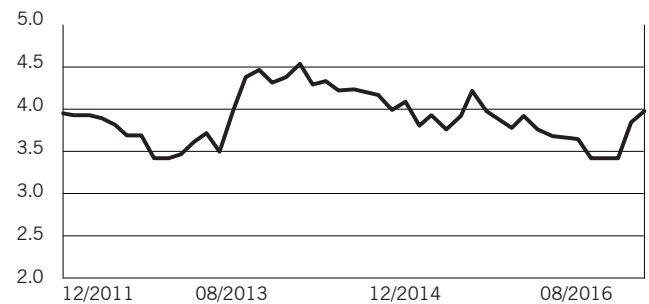
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



## 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	\$145,000	4.000%	\$657.64
2016	\$155,000	3.875%	\$692.42

## 30 YEAR FIXED MORTGAGE RATE

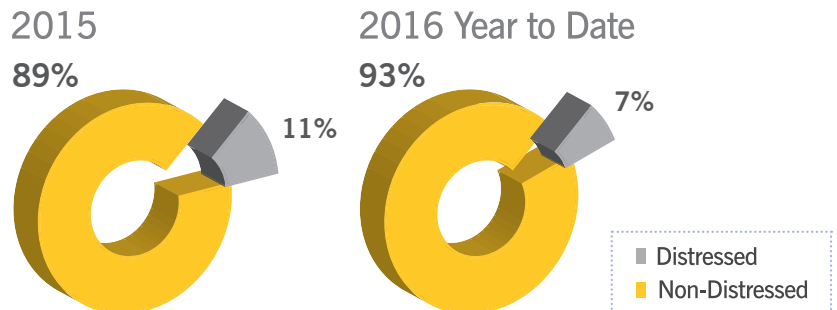


Source: Residential median sales prices. Data obtained 12/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson Central | December 2016

## 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-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16			
\$1 - 49,999	16	5	2	3	6	2	1	16.0	4.2	Slightly Seller
\$50,000 - 74,999	9	11	12	9	16	9	2	4.5	1.0	Seller
\$75,000 - 99,999	23	20	21	11	16	20	14	1.6	1.6	Seller
\$100,000 - 124,999	41	27	26	22	23	22	15	2.7	2.2	Seller
\$125,000 - 149,999	59	40	39	34	31	29	28	2.1	1.9	Seller
\$150,000 - 174,999	55	33	22	31	27	30	30	1.8	1.9	Seller
\$175,000 - 199,999	43	21	19	28	17	15	12	3.6	3.2	Seller
\$200,000 - 224,999	30	13	16	11	9	14	15	2.0	2.4	Seller
\$225,000 - 249,999	41	13	11	14	10	7	10	4.1	4.9	Slightly Seller
\$250,000 - 274,999	29	12	8	15	10	11	7	4.1	2.9	Seller
\$275,000 - 299,999	22	12	11	4	7	3	3	7.3	6.3	Balanced
\$300,000 - 349,999	30	7	11	4	3	11	1	30.0	5.6	Balanced
\$350,000 - 399,999	27	3	3	2	5	4	6	4.5	4.9	Slightly Seller
\$400,000 - 499,999	26	3	6	3	2	2	4	6.5	10.5	Buyer
\$500,000 - 599,999	7	3	3	2	3	2	1	7.0	3.5	Seller
\$600,000 - 699,999	5	0	1	1	2	0	1	5.0	4.3	Slightly Seller
\$700,000 - 799,999	6	2	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	6	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	6	1	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>485</b>	<b>227</b>	<b>212</b>	<b>194</b>	<b>187</b>	<b>181</b>	<b>150</b>	<b>3.2</b>	<b>2.9</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 12/05/2016.

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.

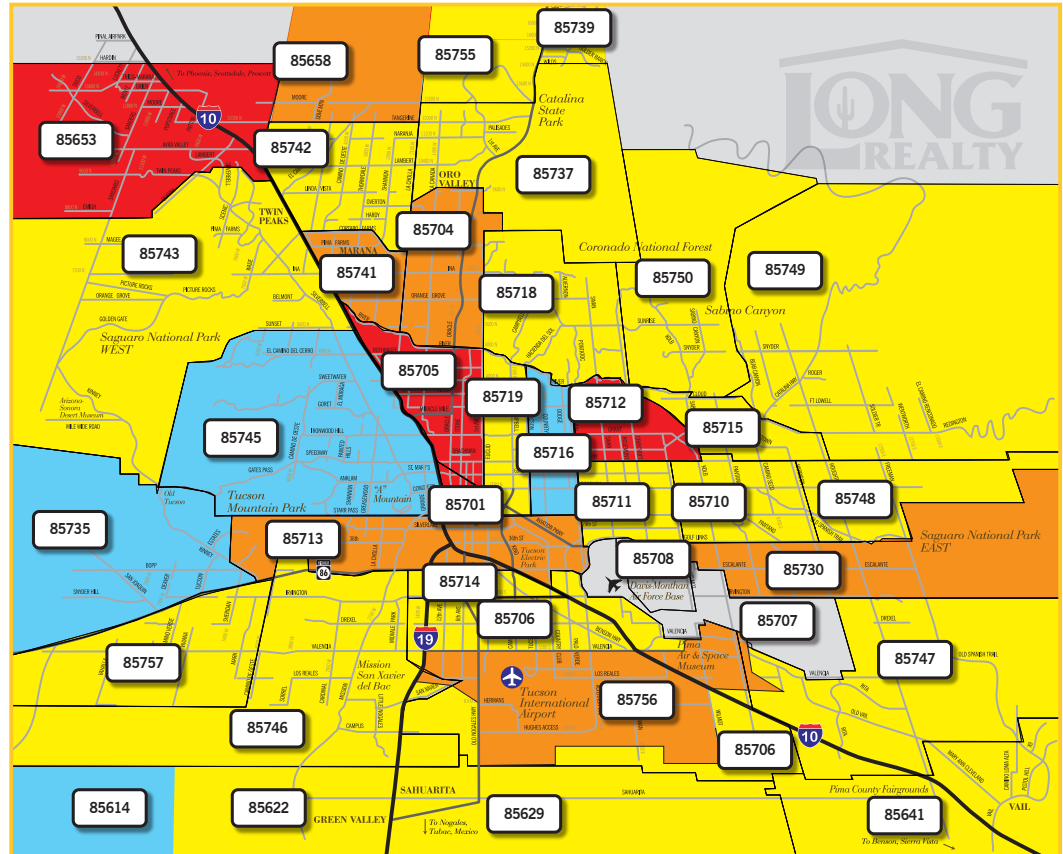
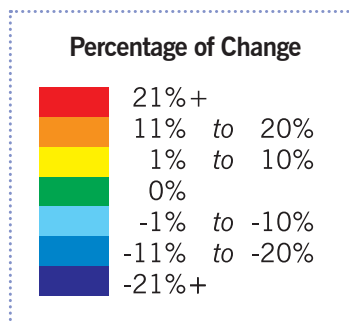


Tucson Central | December 2016

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2015-NOV 2015 TO  
SEP 2016-NOV 2016

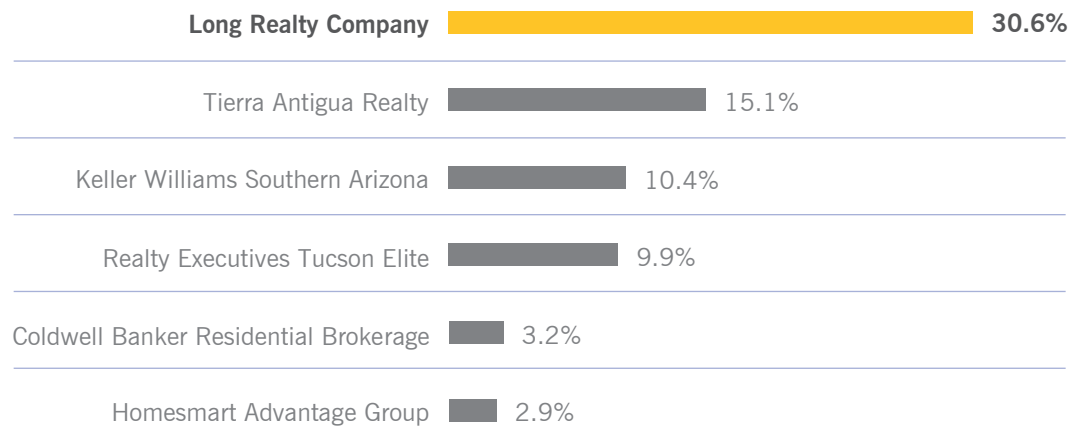
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2015-November 2015 to September 2016-November 2016 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

*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 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.