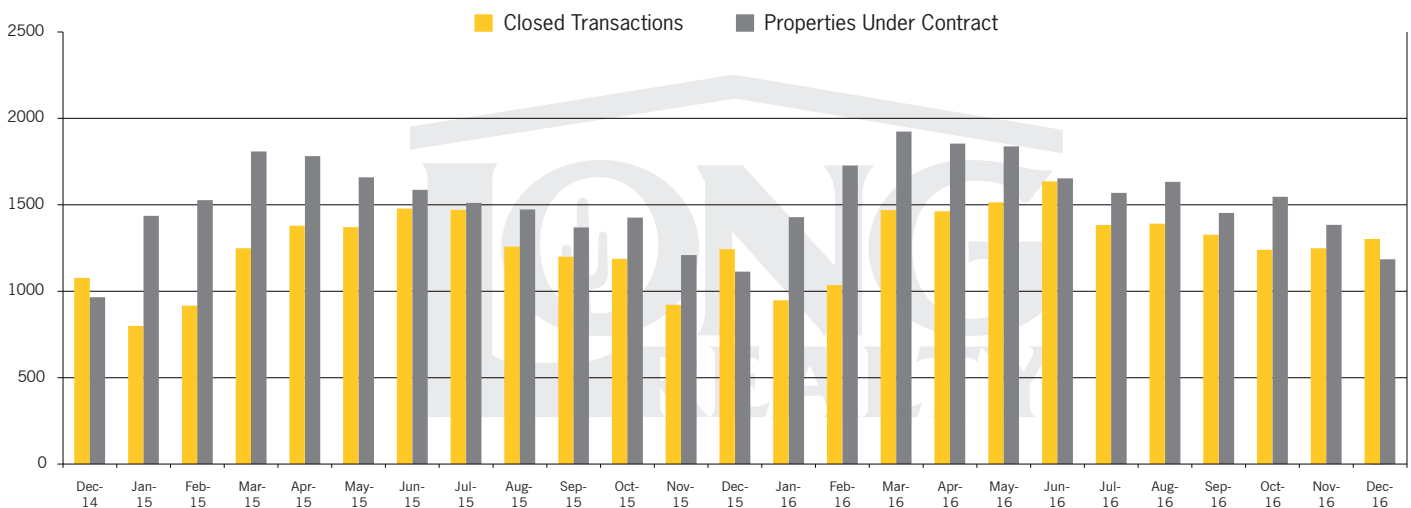




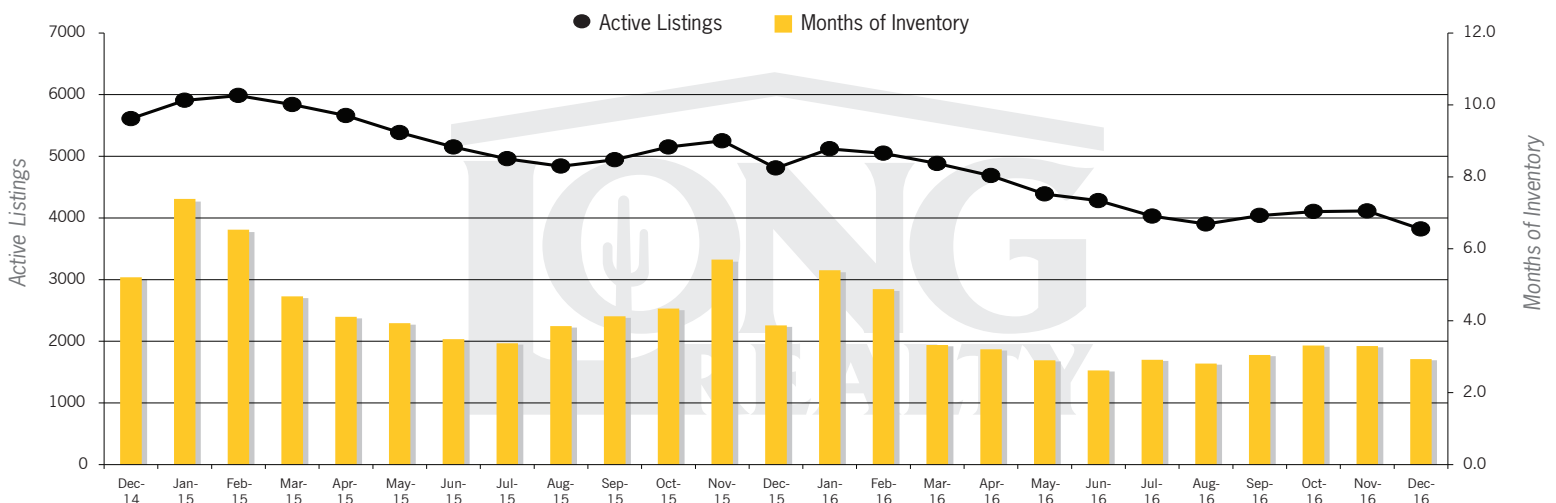
Tucson Metro | January 2017

In the Tucson Main Market area, December 2016 active inventory was 3,820, a 21% decrease from December 2015. There were 1,303 closings in December 2016, a 5% increase from December 2015. Year-to-date 2016 there were 16,766 closings, an 11% increase from year-to-date 2015. Months of Inventory was 2.9, down from 3.9 in December 2015. Median price of sold homes was \$177,500 for the month of December 2016, virtually unchanged from December 2015. The Tucson Main Market area had 1,185 new properties under contract in December 2016, up 6% from December 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

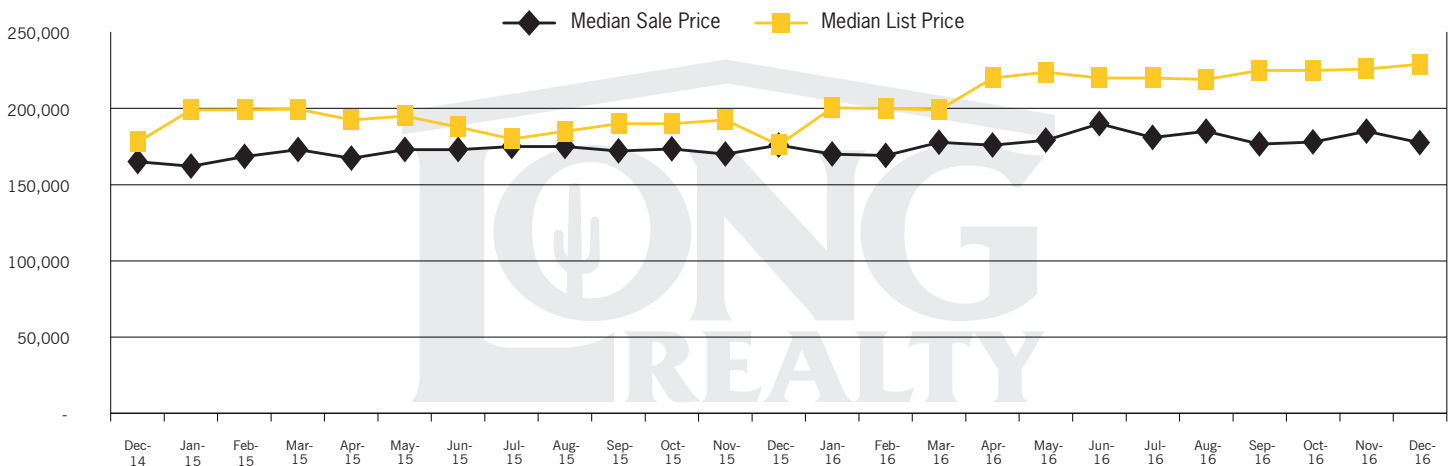


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/05/2017 is believed to be reliable, but not guaranteed.*



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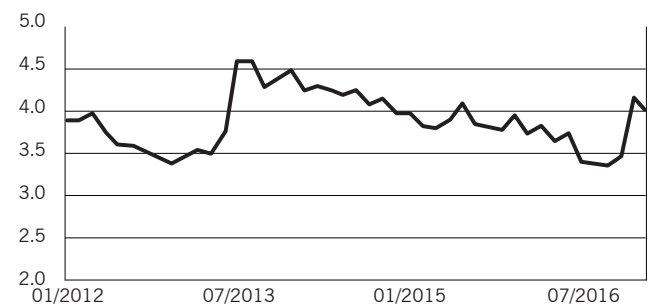
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$176,000	3.875%	\$786.24
2016	\$177,500	4.375%	\$841.92

30 YEAR FIXED MORTGAGE RATE

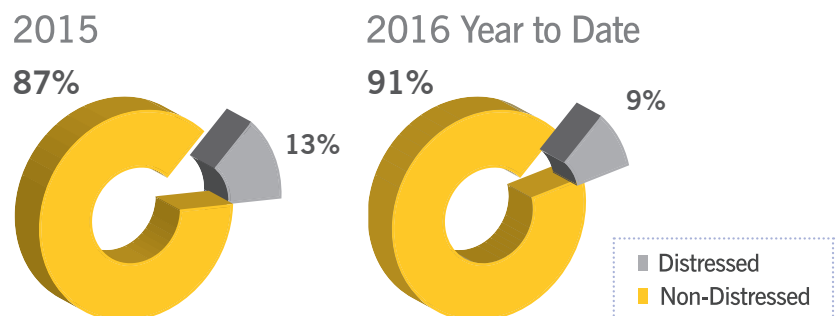


Source: Residential median sales prices. Data obtained 01/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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 01/05/2017. 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-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16			
\$1 - 49,999	80	30	27	41	29	33	26	3.1	3.2	Seller
\$50,000 - 74,999	112	60	62	51	49	37	44	2.5	2.8	Seller
\$75,000 - 99,999	142	79	73	84	80	71	77	1.8	2.1	Seller
\$100,000 - 124,999	168	114	128	123	106	97	81	2.1	1.9	Seller
\$125,000 - 149,999	307	207	199	173	176	175	178	1.7	1.8	Seller
\$150,000 - 174,999	294	198	176	212	203	192	223	1.3	1.6	Seller
\$175,000 - 199,999	295	171	176	163	142	140	131	2.3	2.4	Seller
\$200,000 - 224,999	240	109	124	94	104	104	90	2.7	2.4	Seller
\$225,000 - 249,999	296	95	120	96	94	105	87	3.4	3.1	Seller
\$250,000 - 274,999	199	74	88	71	68	87	66	3.0	2.8	Seller
\$275,000 - 299,999	227	57	50	63	33	56	59	3.8	4.7	Slightly Seller
\$300,000 - 349,999	275	82	77	76	82	72	83	3.3	3.6	Seller
\$350,000 - 399,999	233	53	67	59	41	58	45	5.2	4.8	Slightly Seller
\$400,000 - 499,999	277	69	48	52	47	49	51	5.4	6.1	Balanced
\$500,000 - 599,999	186	24	21	21	27	14	26	7.2	9.1	Buyer
\$600,000 - 699,999	135	14	13	10	12	12	12	11.3	11.1	Buyer
\$700,000 - 799,999	85	10	11	10	2	6	4	21.3	21.4	Buyer
\$800,000 - 899,999	53	1	3	1	6	4	3	17.7	12.2	Buyer
\$900,000 - 999,999	54	5	5	2	4	1	4	13.5	18.3	Buyer
\$1,000,000 - and over	162	6	9	2	6	6	13	12.5	20.0	Buyer
TOTAL	3,820	1,458	1,477	1,404	1,311	1,319	1,303	2.9	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 01/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2016 - 12/31/2016. Information is believed to be reliable, but not guaranteed.

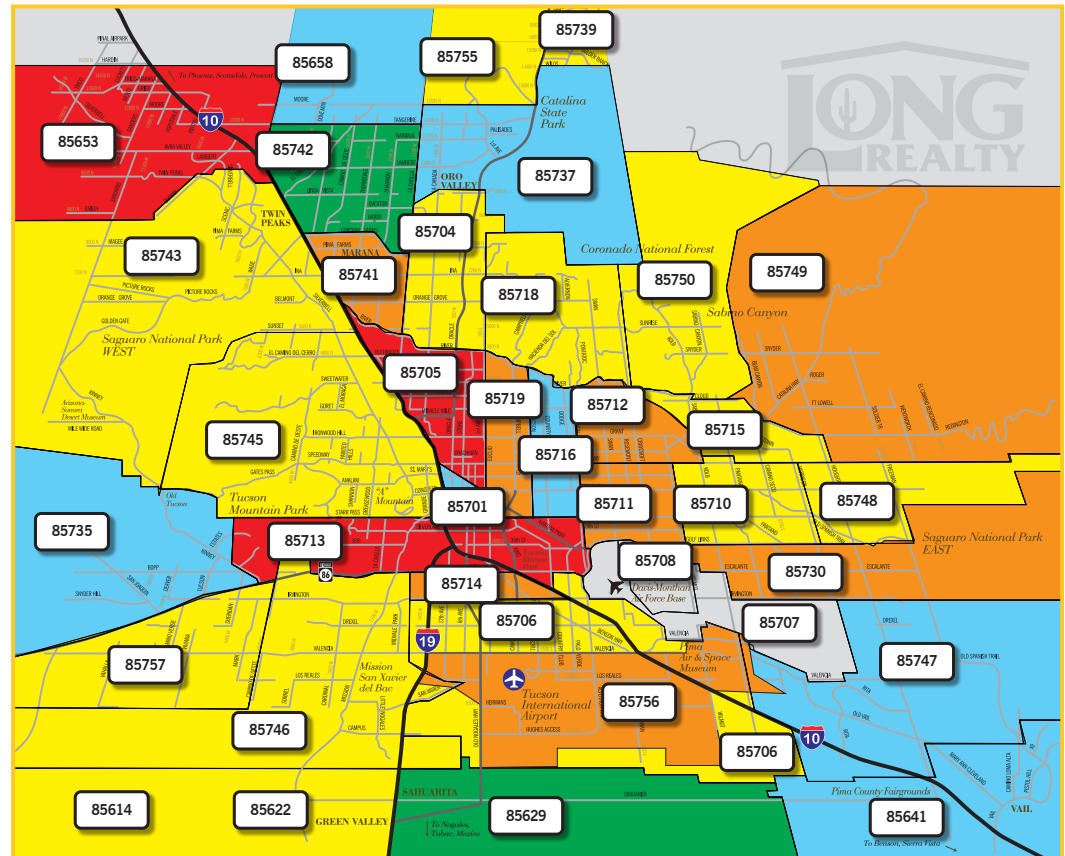


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2015-DEC 2015 TO
OCT 2016-DEC 2016

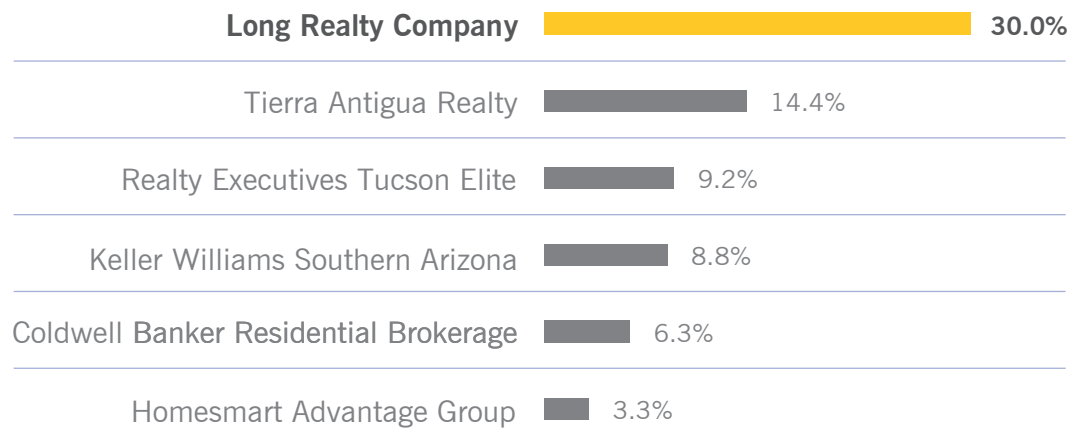
This heat map represents the percentage of change in Tucson metro median sales prices from October 2015-December 2015 to October 2016-December 2016 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 01/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2016 – 12/31/2016 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.