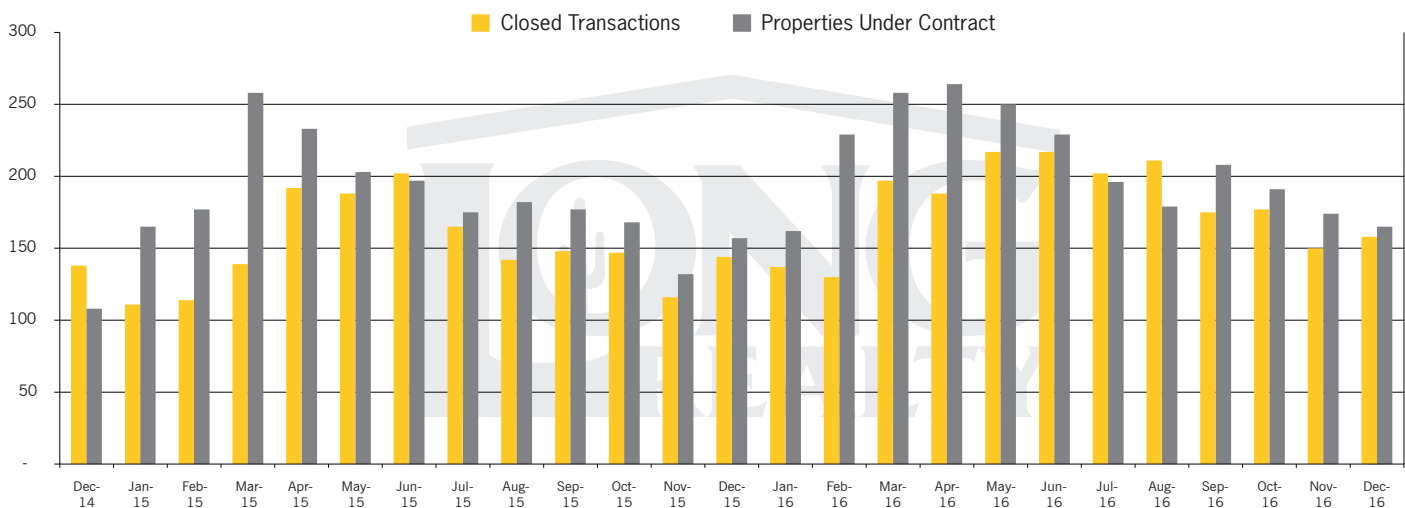




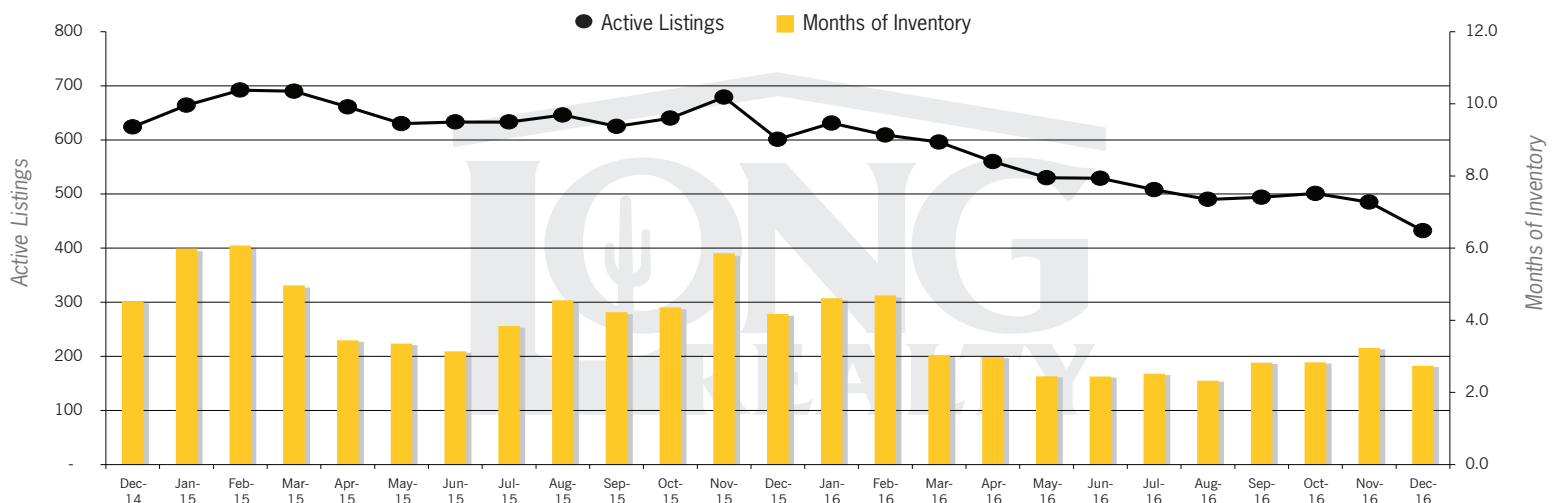
Tucson Central | January 2017

In the Tucson Central area, December 2016 active inventory was 432, a 28% decrease from December 2015. There were 158 closings in December 2016, a 10% increase from December 2015. Year-to-date 2016 there were 2,228 closings, an 18% increase from year-to-date 2015. Months of Inventory was 2.7, down from 4.2 in December 2015. Median price of sold homes was \$158,450 for the month of December 2016, up 9% from December 2015. The Tucson Central area had 165 new properties under contract in December 2016, up 5% from December 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

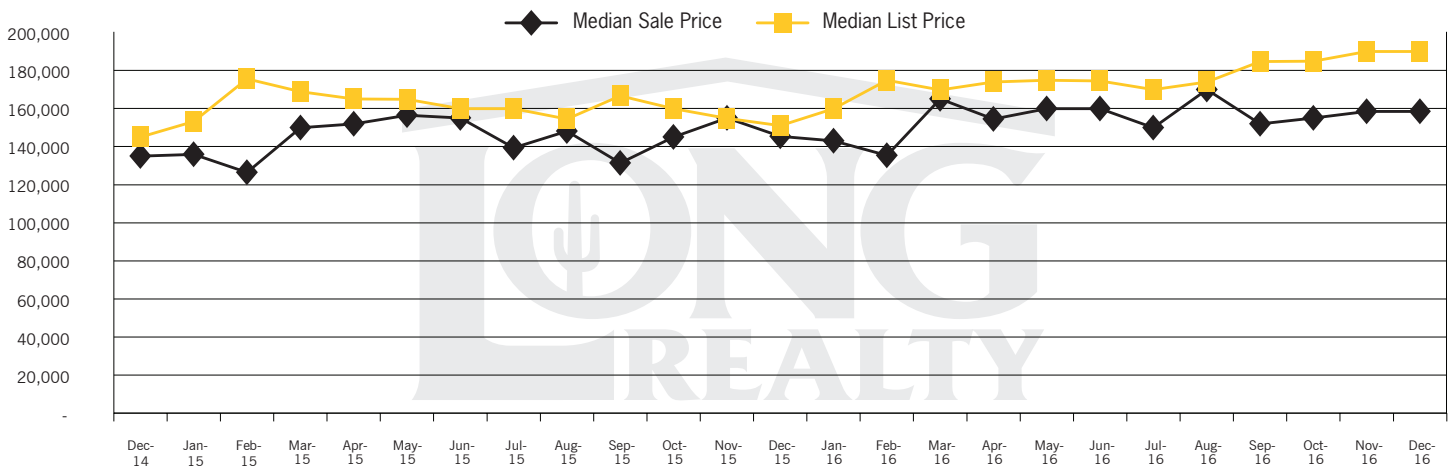


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/05/2017 is believed to be reliable, but not guaranteed.*



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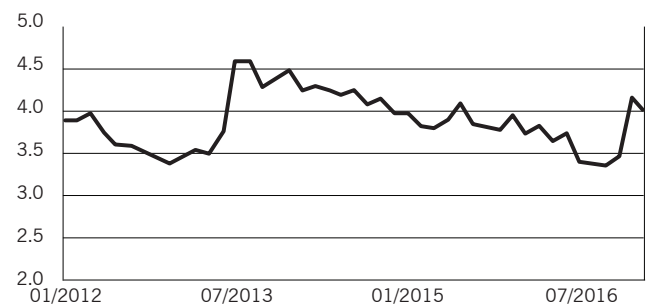
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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	\$155,000	3.875%	\$692.42
2016	\$158,500	4.375%	\$751.80

30 YEAR FIXED MORTGAGE RATE

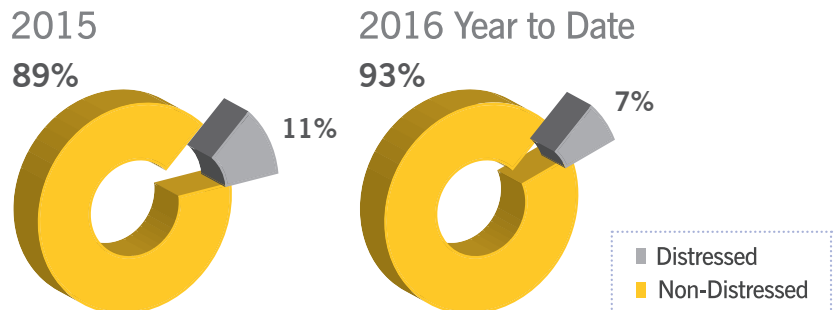


Source: Residential median sales prices. Data obtained 01/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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.





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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
		Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16			
\$1 - 49,999	7	2	3	6	2	1	3	2.3	5.7	Balanced
\$50,000 - 74,999	13	12	9	16	9	2	5	2.6	1.9	Seller
\$75,000 - 99,999	24	21	11	16	20	15	14	1.7	1.5	Seller
\$100,000 - 124,999	27	26	22	23	22	15	15	1.8	2.2	Seller
\$125,000 - 149,999	56	39	34	31	29	30	32	1.8	1.8	Seller
\$150,000 - 174,999	46	22	32	27	31	31	31	1.5	1.6	Seller
\$175,000 - 199,999	35	19	28	18	15	13	8	4.4	3.6	Seller
\$200,000 - 224,999	25	16	11	9	14	14	8	3.1	2.4	Seller
\$225,000 - 249,999	40	11	14	10	7	11	10	4.0	4.5	Slightly Seller
\$250,000 - 274,999	21	8	15	10	11	8	11	1.9	2.5	Seller
\$275,000 - 299,999	30	11	4	7	3	3	6	5.0	7.1	Slightly Buyer
\$300,000 - 349,999	26	11	4	3	11	2	6	4.3	4.5	Slightly Seller
\$350,000 - 399,999	24	3	2	5	4	6	1	24.0	6.7	Slightly Buyer
\$400,000 - 499,999	27	6	3	2	2	4	6	4.5	7.0	Slightly Buyer
\$500,000 - 599,999	8	3	2	3	2	1	0	n/a	7.0	Slightly Buyer
\$600,000 - 699,999	6	1	1	2	0	1	1	6.0	7.0	Slightly Buyer
\$700,000 - 799,999	5	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	1	4.0	16.0	Buyer
TOTAL	432	212	195	188	182	157	158	2.7	2.9	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.

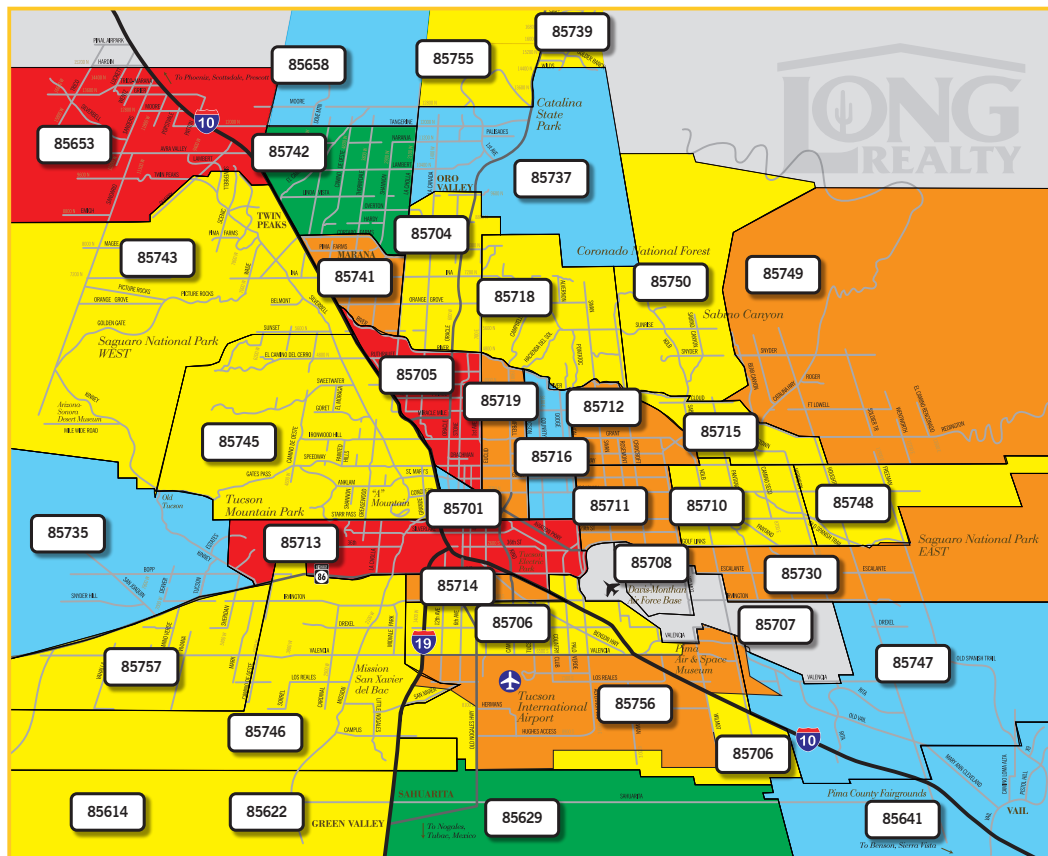
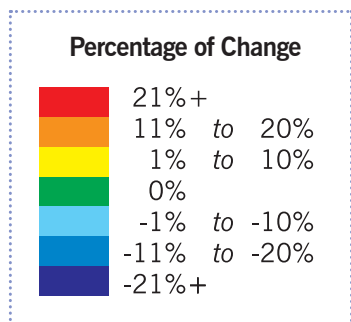


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2015-DEC 2015 TO
OCT 2016-DEC 2016

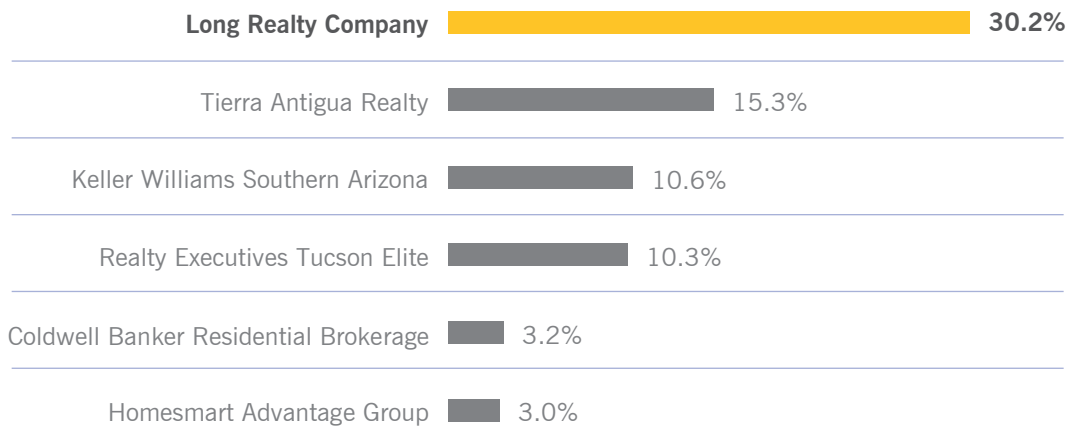
This heat map represents the percentage of change in Tucson metro median sales prices from October 2015-December 2015 to October 2016-December 2016 by zip code.



MARKET SHARE – TUCSON CENTRAL

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 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.