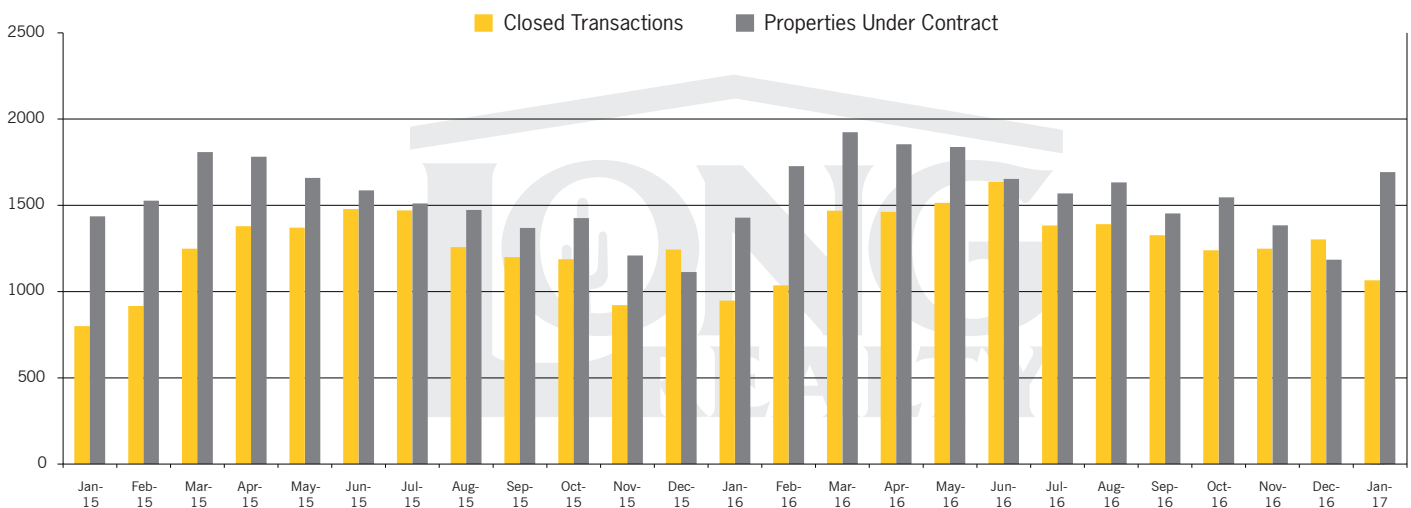




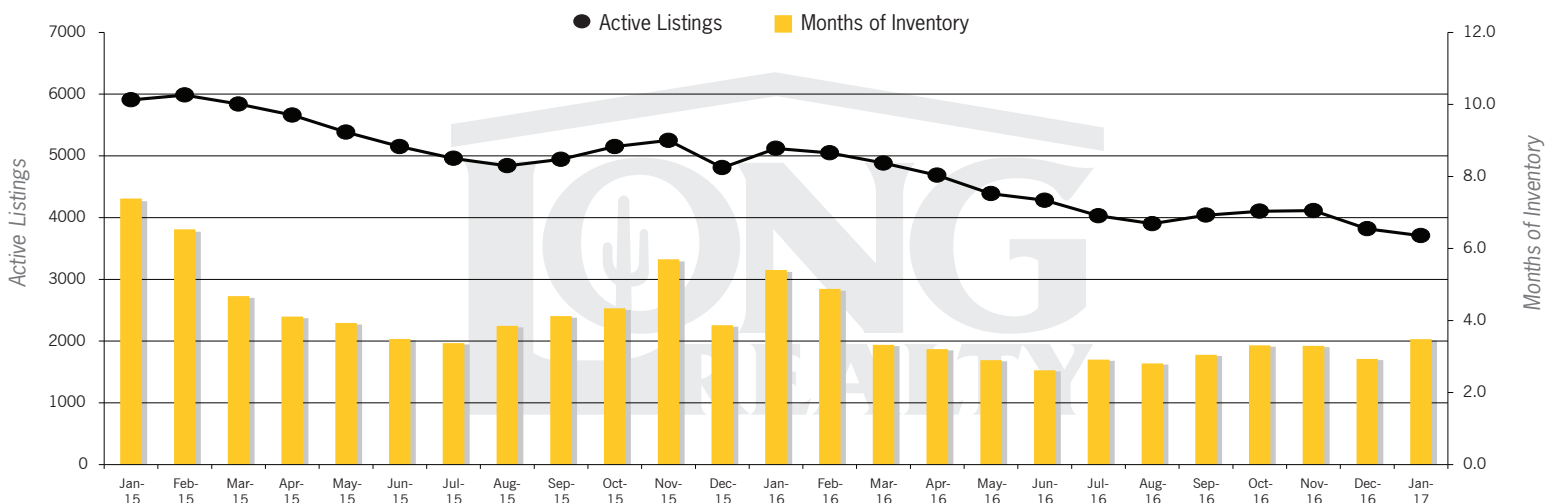
Tucson Metro | February 2017

In the Tucson Main Market area, January 2017 active inventory was 3,708, a 28% decrease from January 2016. There were 1,066 closings in January 2017, a 12% increase from January 2016. Year-to-date 2017 there were 1,066 closings, a 12% increase from year-to-date 2016. Months of Inventory was 3.5, down from 5.4 in January 2016. Median price of sold homes was \$184,900 for the month of January 2017, up 9% from January 2016. The Tucson Main Market area had 1,693 new properties under contract in January 2017, up 18% from January 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

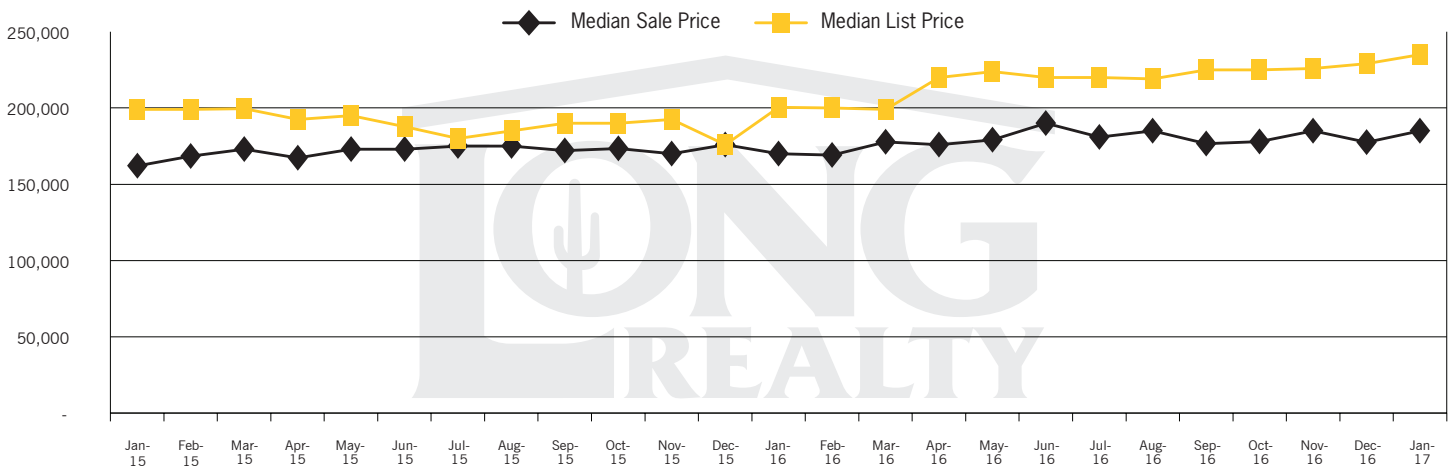


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/03/2017 is believed to be reliable, but not guaranteed.*



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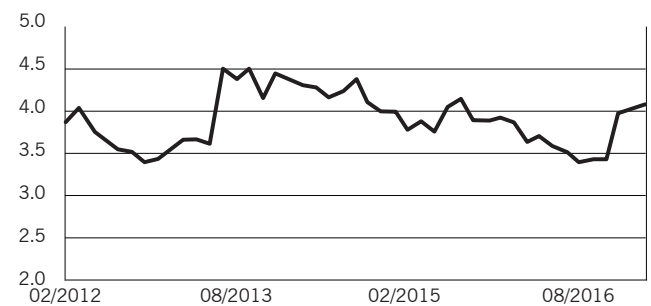
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2016	\$170,000	3.625%	\$736.52
2017	\$184,900	4.250%	\$864.12

30 YEAR FIXED MORTGAGE RATE

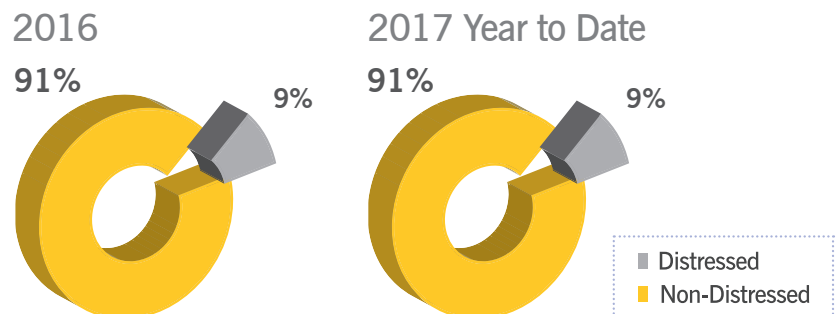


Source: Residential median sales prices. Data obtained 02/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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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
		Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17			
\$1 - 49,999	71	27	41	29	32	27	29	2.4	2.9	Seller
\$50,000 - 74,999	110	62	51	49	38	46	25	4.4	3.2	Seller
\$75,000 - 99,999	138	73	84	80	71	79	61	2.3	2.1	Seller
\$100,000 - 124,999	170	128	123	109	96	87	86	2.0	2.0	Seller
\$125,000 - 149,999	278	199	173	178	176	182	138	2.0	1.9	Seller
\$150,000 - 174,999	276	176	212	203	195	227	143	1.9	1.6	Seller
\$175,000 - 199,999	252	176	163	142	143	140	141	1.8	2.1	Seller
\$200,000 - 224,999	226	125	94	104	105	92	84	2.7	2.6	Seller
\$225,000 - 249,999	279	121	96	95	105	93	65	4.3	3.3	Seller
\$250,000 - 274,999	177	89	73	69	88	66	61	2.9	2.7	Seller
\$275,000 - 299,999	200	50	63	33	56	62	51	3.9	3.9	Seller
\$300,000 - 349,999	267	77	76	82	73	85	57	4.7	3.9	Seller
\$350,000 - 399,999	237	67	59	41	58	45	31	7.6	5.3	Balanced
\$400,000 - 499,999	287	48	52	47	50	55	45	6.4	5.8	Balanced
\$500,000 - 599,999	204	21	21	27	14	26	25	8.2	9.2	Buyer
\$600,000 - 699,999	137	13	10	12	12	13	12	11.4	10.9	Buyer
\$700,000 - 799,999	102	11	10	2	6	4	3	34.0	21.3	Buyer
\$800,000 - 899,999	59	3	1	6	4	3	3	19.7	16.6	Buyer
\$900,000 - 999,999	64	5	2	4	1	4	2	32.0	25.0	Buyer
\$1,000,000 - and over	174	9	2	6	6	13	4	43.5	22.2	Buyer
TOTAL	3,708	1,480	1,406	1,318	1,329	1,349	1,066	3.5	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 02/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2016 - 01/31/2017. Information is believed to be reliable, but not guaranteed.

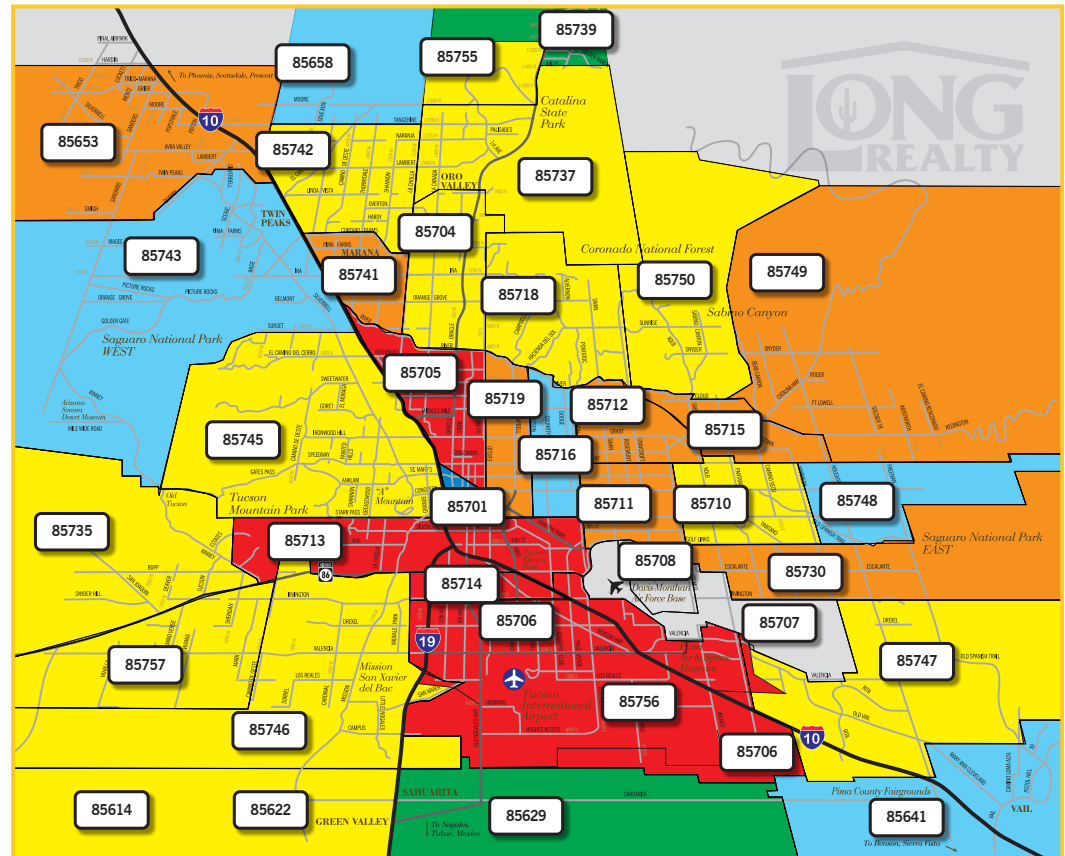


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2015-JAN 2016 TO
NOV 2016-JAN 2017

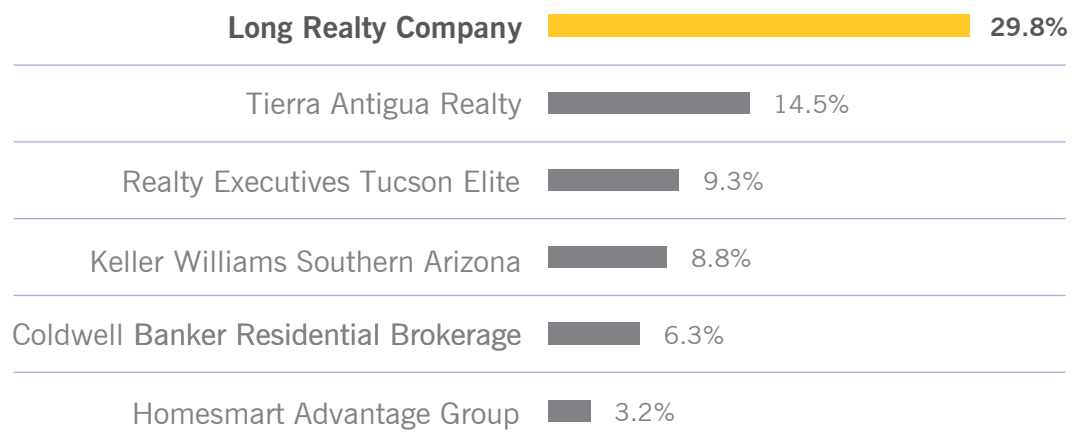
This heat map represents the percentage of change in Tucson metro median sales prices from November 2015-January 2016 to November 2016-January 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 02/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2016 – 01/31/2017 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.