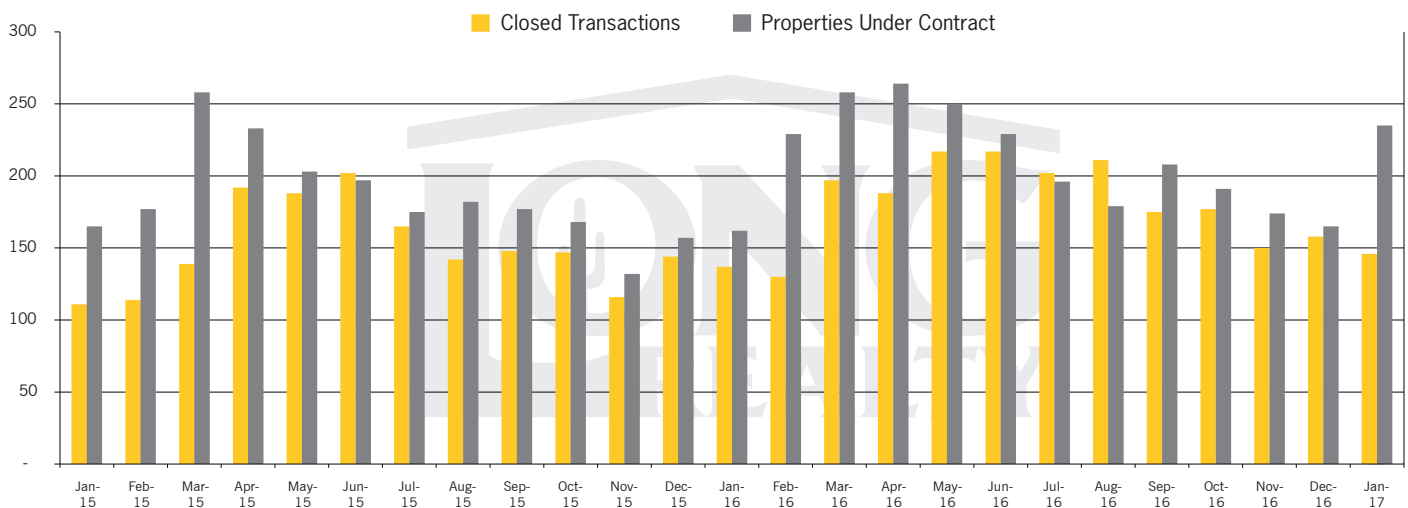




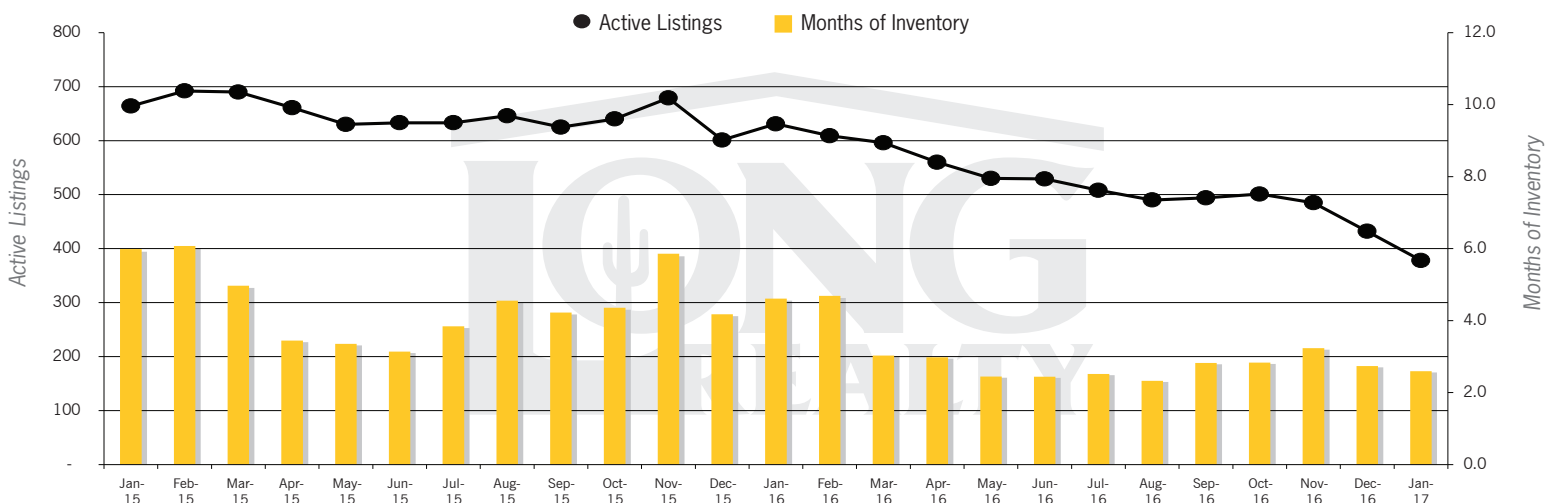
## Tucson Central | February 2017

In the Tucson Central area, January 2017 active inventory was 378, a 40% decrease from January 2016. There were 146 closings in January 2017, a 7% increase from January 2016. Year-to-date 2017 there were 146 closings, a 7% increase from year-to-date 2016. Months of Inventory was 2.6, down from 4.6 in January 2016. Median price of sold homes was \$170,500 for the month of January 2017, up 19% from January 2016. The Tucson Central area had 235 new properties under contract in January 2017, up 45% from January 2016.

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



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

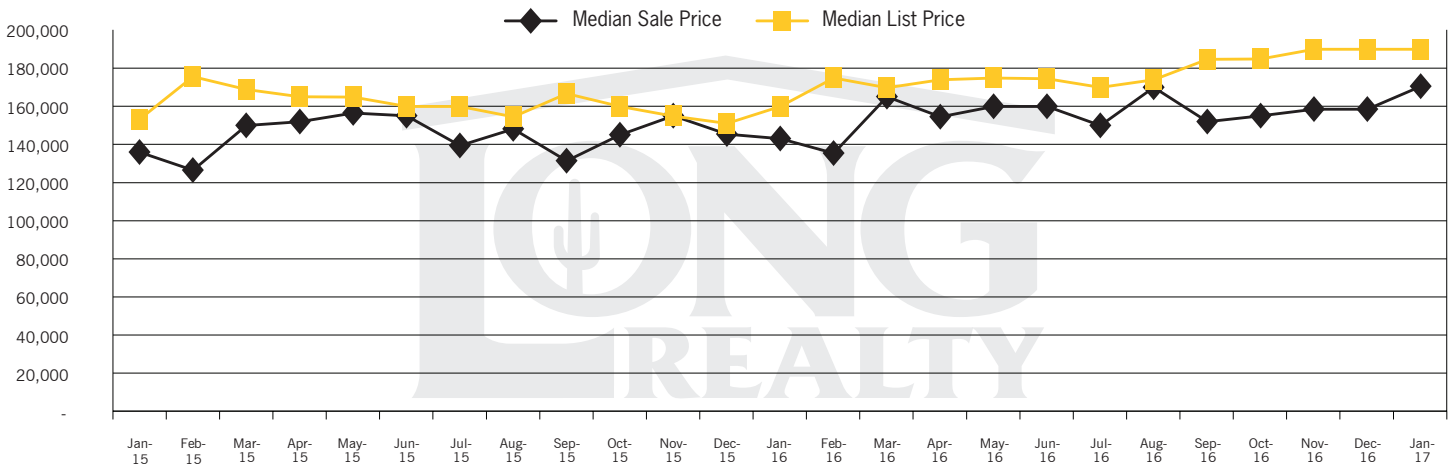


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/03/2017 is believed to be reliable, but not guaranteed.*



Tucson Central | February 2017

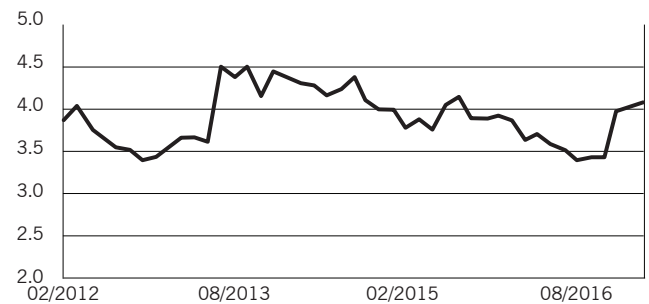
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2016	\$145,450	3.625%	\$630.16
2017	\$158,450	4.250%	\$740.50

## 30 YEAR FIXED MORTGAGE RATE



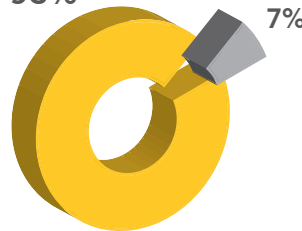
Source: Residential median sales prices. Data obtained 02/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

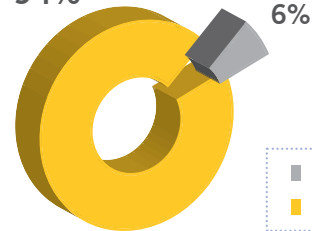
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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.

2016  
93%



2017 Year to Date  
94%



■ Distressed  
■ Non-Distressed



Tucson Central | February 2017

## 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
		Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17			
\$1 - 49,999	9	3	6	2	1	3	2	4.5	5.3	Balanced
\$50,000 - 74,999	10	9	16	9	2	6	4	2.5	2.7	Seller
\$75,000 - 99,999	27	11	16	20	15	15	12	2.3	1.8	Seller
\$100,000 - 124,999	33	22	23	23	15	18	20	1.7	1.9	Seller
\$125,000 - 149,999	43	34	31	29	30	32	19	2.3	2.0	Seller
\$150,000 - 174,999	36	32	27	31	31	31	21	1.7	1.7	Seller
\$175,000 - 199,999	28	28	18	15	13	8	22	1.3	2.5	Seller
\$200,000 - 224,999	20	11	9	14	15	8	16	1.3	1.9	Seller
\$225,000 - 249,999	34	14	10	7	11	11	11	3.1	3.5	Seller
\$250,000 - 274,999	20	15	10	11	8	11	8	2.5	2.6	Seller
\$275,000 - 299,999	20	4	7	3	3	7	5	4.0	4.8	Slightly Seller
\$300,000 - 349,999	17	4	3	11	2	6	3	5.7	6.6	Slightly Buyer
\$350,000 - 399,999	21	2	5	4	6	1	1	21.0	9.0	Buyer
\$400,000 - 499,999	26	3	2	2	4	6	2	13.0	6.6	Slightly Buyer
\$500,000 - 599,999	8	2	3	2	1	0	0	n/a	23.0	Buyer
\$600,000 - 699,999	4	1	2	0	1	1	0	n/a	7.5	Slightly Buyer
\$700,000 - 799,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	0	0	0	0	1	0	n/a	15.0	Buyer
<b>TOTAL</b>	<b>378</b>	<b>195</b>	<b>188</b>	<b>183</b>	<b>158</b>	<b>165</b>	<b>146</b>	<b>2.6</b>	<b>2.8</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 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.

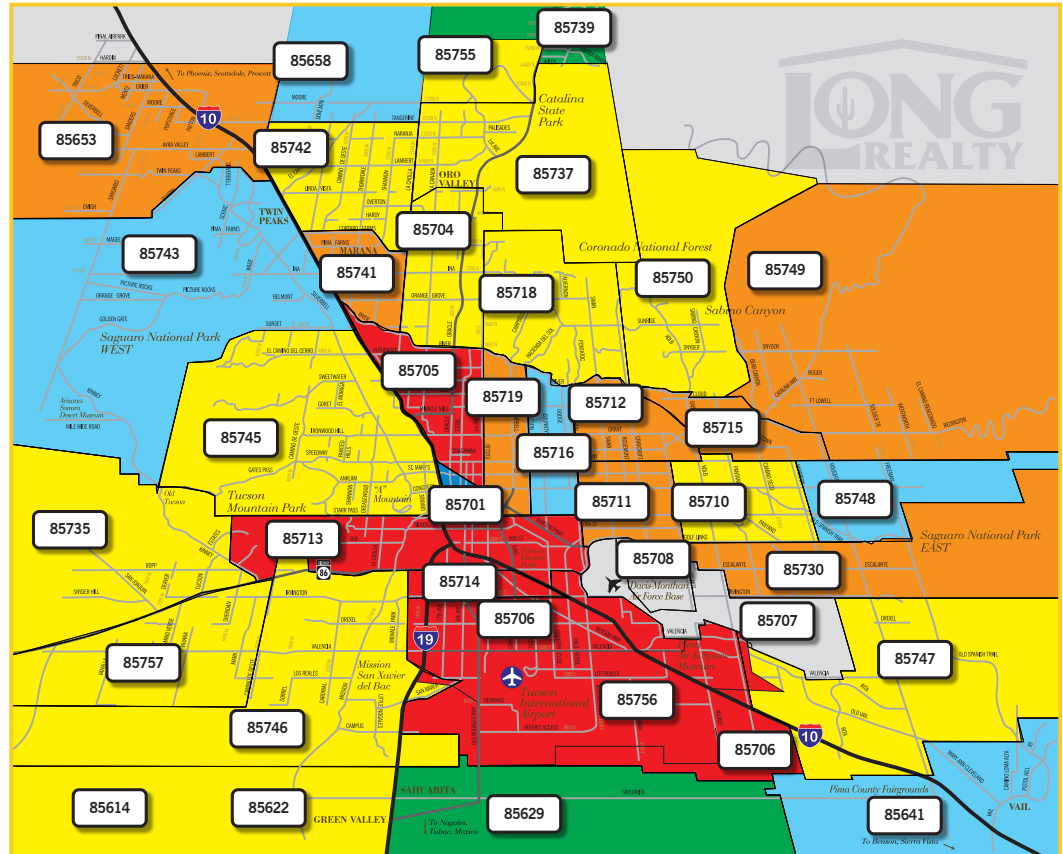


Tucson Central | February 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2015-JAN 2016 TO  
NOV 2016-JAN 2017

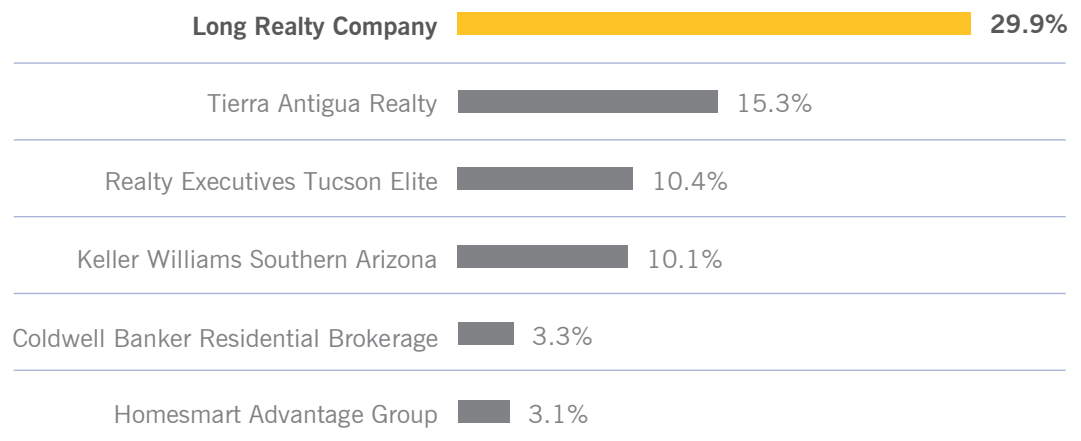
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2015-January 2016 to November 2016-January 2017 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

*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 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.