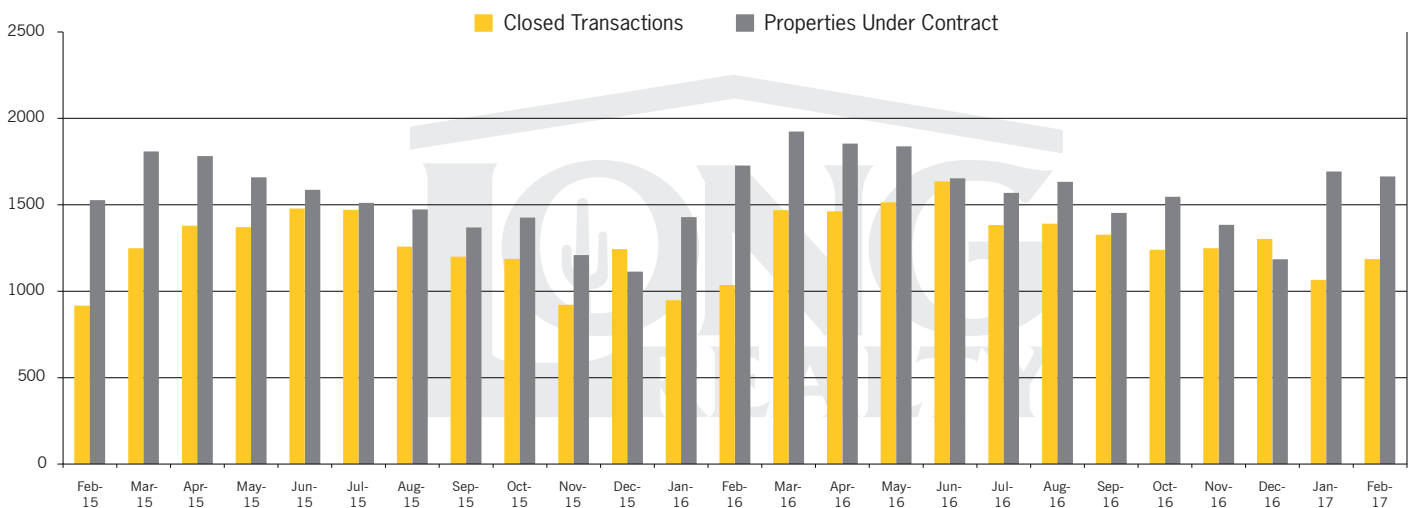




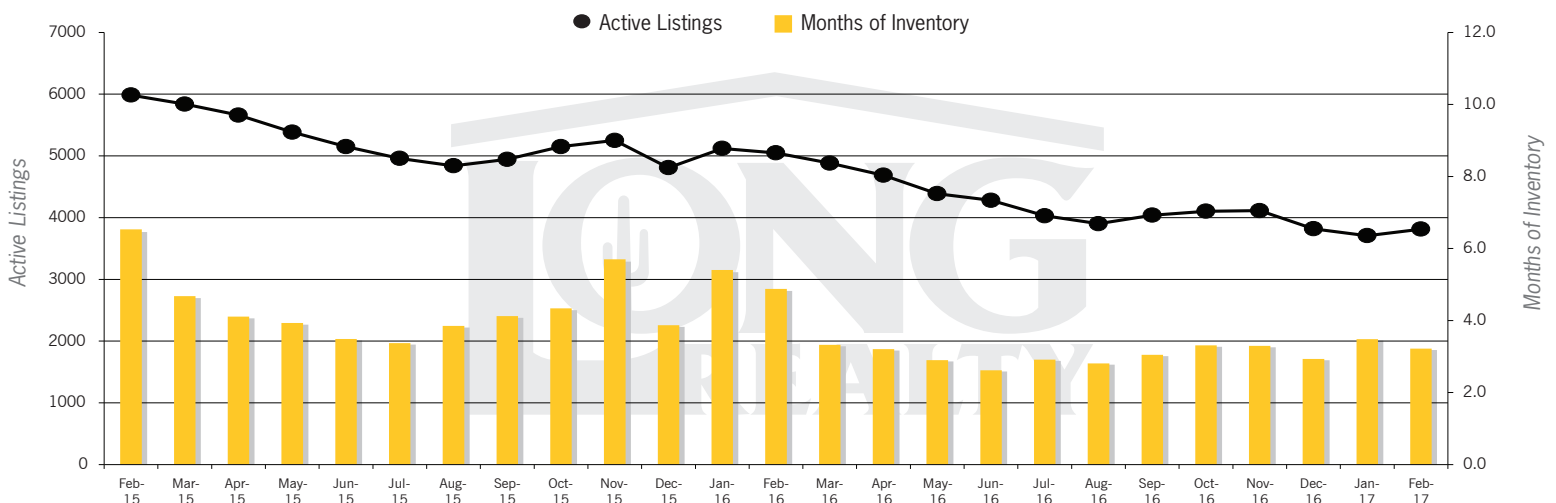
## Tucson Metro | March 2017

In the Tucson Main Market area, February 2017 active inventory was 3,814, a 24% decrease from February 2016. There were 1,186 closings in February 2017, a 14% increase from February 2016. Year-to-date 2017 there were 2,338 closings, an 11% increase from year-to-date 2016. Months of Inventory was 3.2, down from 4.9 in February 2016. Median price of sold homes was \$189,450 for the month of February 2017, up 12% from February 2016. The Tucson Main Market area had 1,664 new properties under contract in February 2017, down 4% from February 2016.

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



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

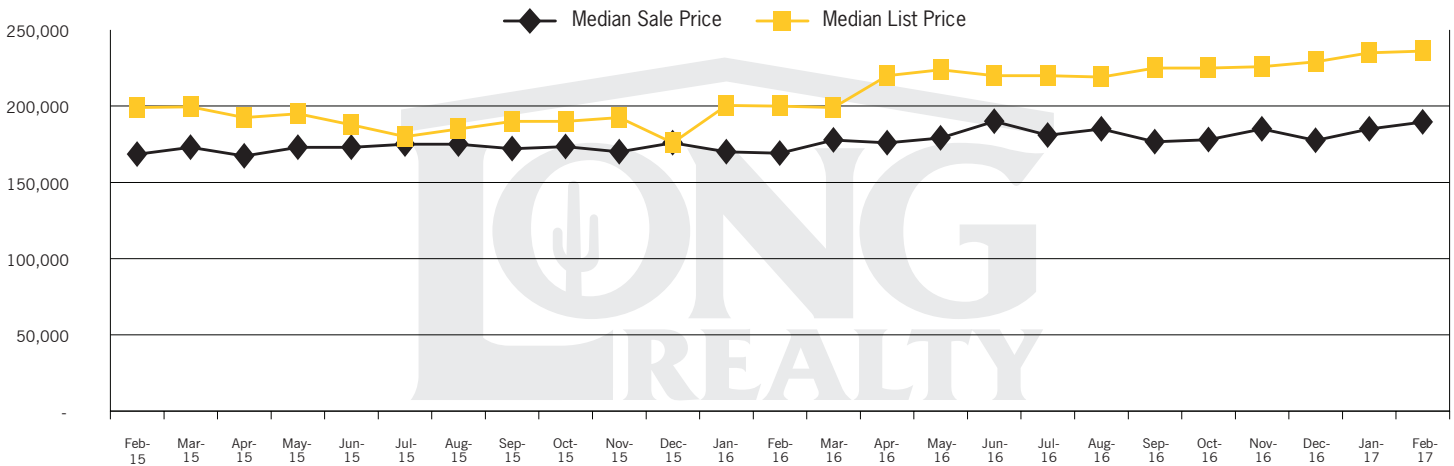


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/03/2017 is believed to be reliable, but not guaranteed.*



Tucson Metro | March 2017

## 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	\$169,000	3.675%	\$736.72
2017	\$189,450	4.250%	\$885.38

## 30 YEAR FIXED MORTGAGE RATE

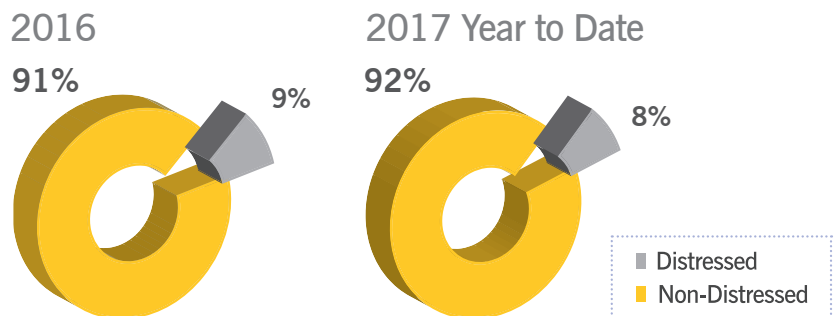


Source: Residential median sales prices. Data obtained 03/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson Metro | March 2017

## 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
		Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17			
\$1 - 49,999	69	41	29	32	27	30	17	4.1	3.0	Seller
\$50,000 - 74,999	94	51	49	39	46	27	39	2.4	2.8	Seller
\$75,000 - 99,999	138	84	80	71	79	67	52	2.7	2.1	Seller
\$100,000 - 124,999	125	123	109	97	88	92	76	1.6	1.8	Seller
\$125,000 - 149,999	257	173	178	176	183	151	149	1.7	1.7	Seller
\$150,000 - 174,999	274	212	203	195	228	153	160	1.7	1.6	Seller
\$175,000 - 199,999	297	163	142	143	140	148	159	1.9	1.9	Seller
\$200,000 - 224,999	237	94	104	106	92	89	100	2.4	2.5	Seller
\$225,000 - 249,999	286	96	96	105	94	70	83	3.4	3.5	Seller
\$250,000 - 274,999	202	73	69	88	66	64	65	3.1	3.0	Seller
\$275,000 - 299,999	221	63	33	56	63	52	56	3.9	3.8	Seller
\$300,000 - 349,999	293	76	82	73	85	62	72	4.1	3.8	Seller
\$350,000 - 399,999	244	59	42	58	45	33	51	4.8	5.5	Balanced
\$400,000 - 499,999	329	52	47	50	55	47	57	5.8	5.6	Balanced
\$500,000 - 599,999	198	21	27	14	26	25	19	10.4	8.4	Slightly Buyer
\$600,000 - 699,999	135	10	12	12	13	12	12	11.3	11.0	Buyer
\$700,000 - 799,999	105	10	2	6	4	4	11	9.5	15.4	Buyer
\$800,000 - 899,999	71	1	6	4	3	3	1	71.0	26.1	Buyer
\$900,000 - 999,999	58	2	4	1	4	2	2	29.0	22.0	Buyer
\$1,000,000 - and over	181	2	6	6	13	4	5	36.2	23.5	Buyer
<b>TOTAL</b>	<b>3,814</b>	<b>1,406</b>	<b>1,320</b>	<b>1,332</b>	<b>1,354</b>	<b>1,135</b>	<b>1,186</b>	<b>3.2</b>	<b>3.1</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 03/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2016 - 02/28/2017. Information is believed to be reliable, but not guaranteed.

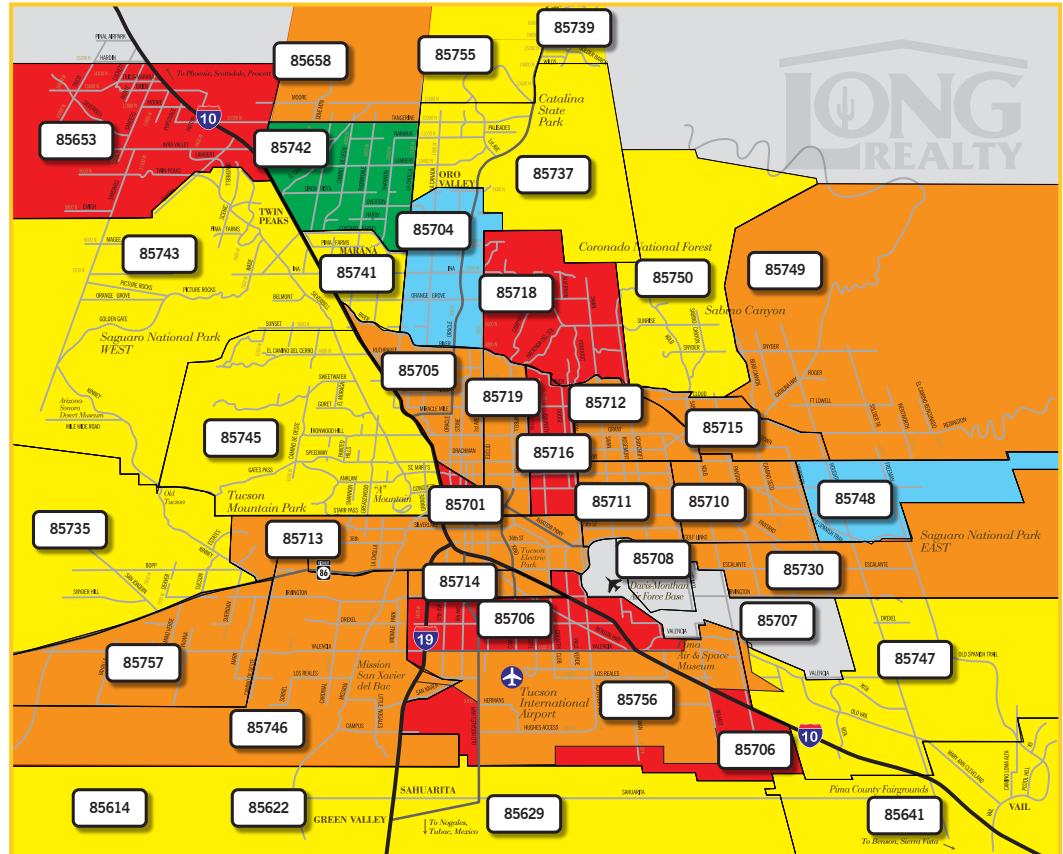


Tucson Metro | March 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2015-FEB 2016 TO  
DEC 2016-FEB 2017

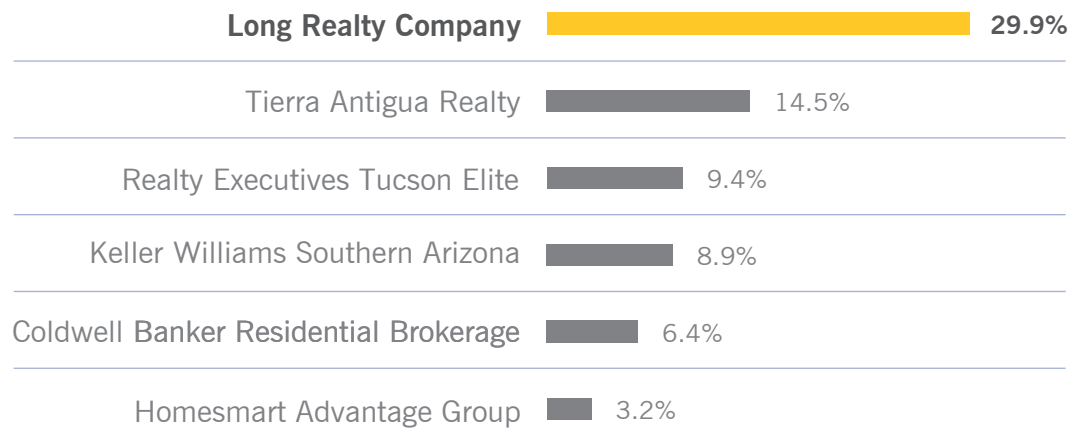
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2015-February 2016 to December 2016-February 2017 by zip code.*



## MARKET SHARE – TUCSON METRO

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 03/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2016 – 02/28/2017 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.