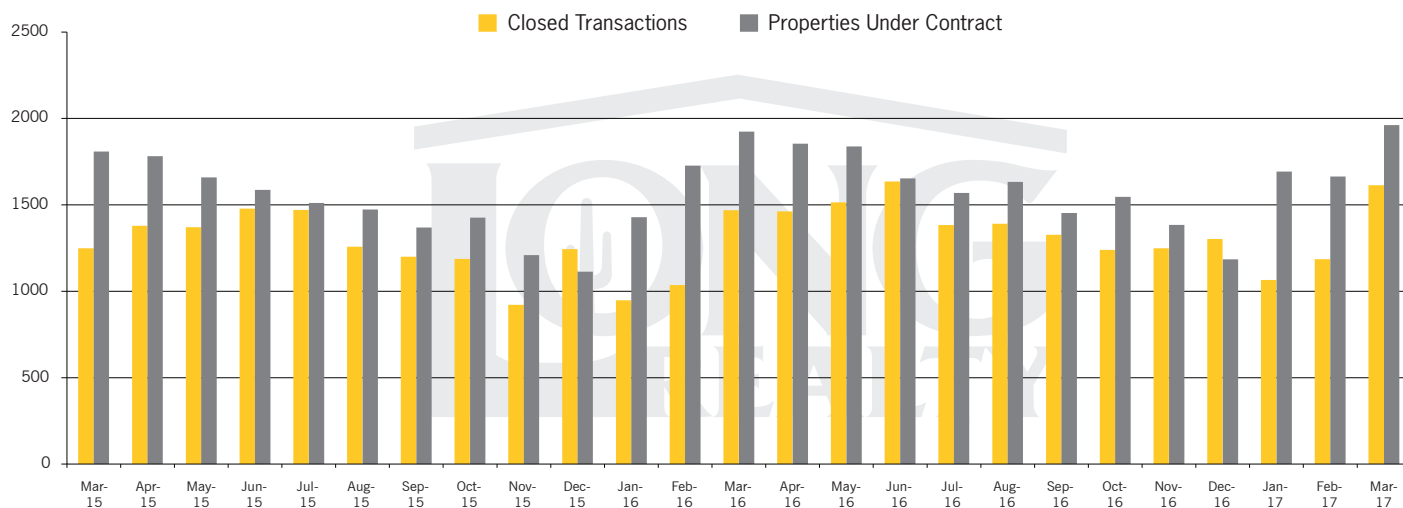




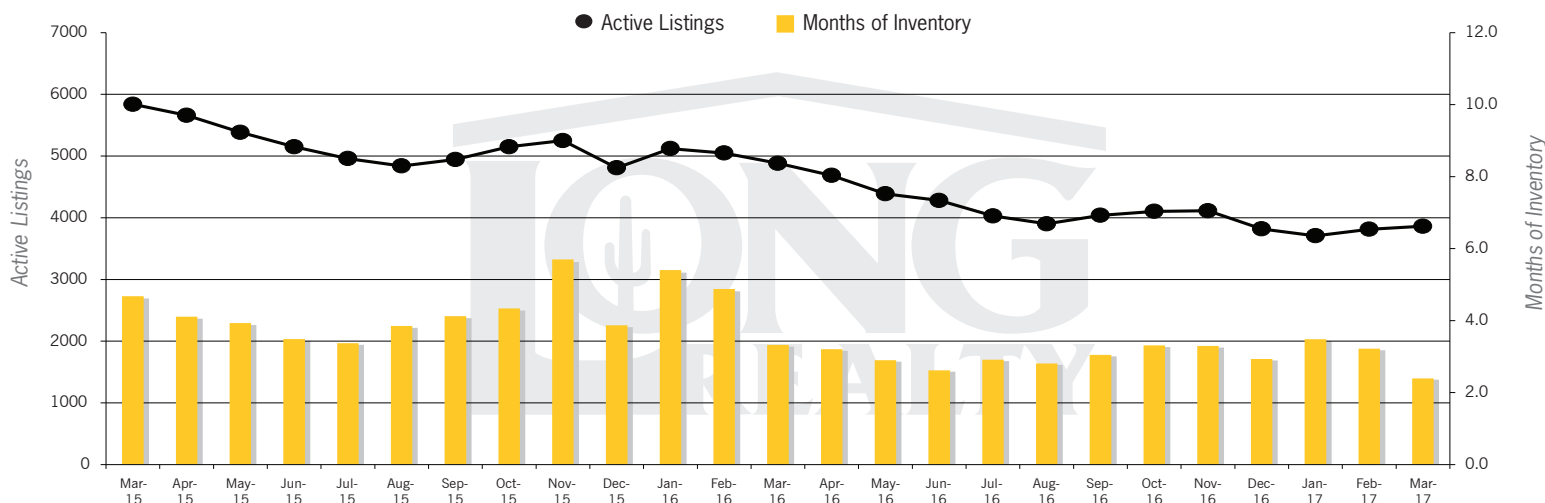
Tucson Metro | April 2017

In the Tucson Main Market area, March 2017 active inventory was 3,862, a 21% decrease from March 2016. There were 1,614 closings in March 2017, a 10% increase from March 2016. Year-to-date 2017 there were 4,046 closings, an 11% increase from year-to-date 2016. Months of Inventory was 2.4, down from 3.3 in March 2016. Median price of sold homes was \$193,250 for the month of March 2017, up 9% from March 2016. The Tucson Main Market area had 1,962 new properties under contract in March 2017, up 2% from March 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

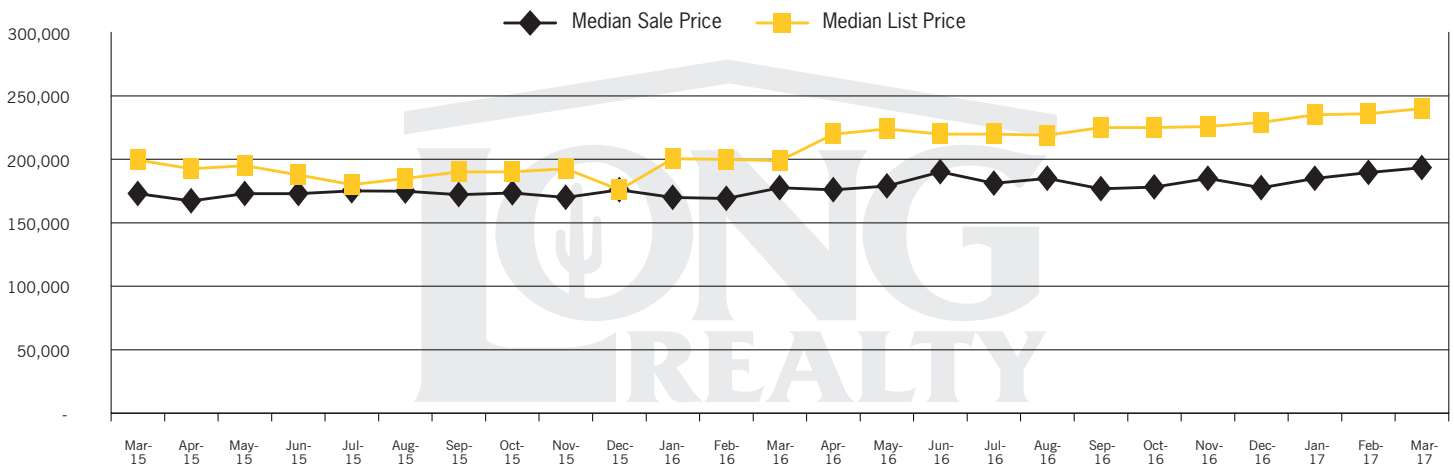


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/05/2017 is believed to be reliable, but not guaranteed.*



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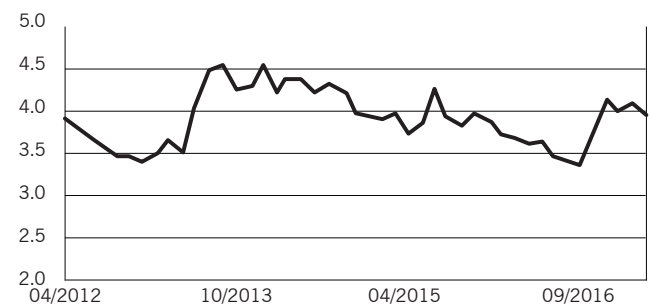
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2016	\$177,625	3.625%	\$769.56
2017	\$193,250	4.250%	\$903.14

30 YEAR FIXED MORTGAGE RATE

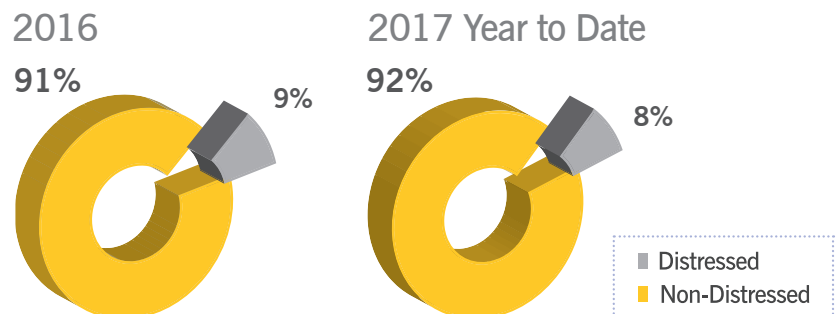


Source: Residential median sales prices. Data obtained 04/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 04/05/2017. 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
		Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17			
\$1 - 49,999	62	30	32	27	30	20	47	1.3	2.1	Seller
\$50,000 - 74,999	104	49	39	46	27	43	59	1.8	2.4	Seller
\$75,000 - 99,999	106	80	72	79	67	57	63	1.7	2.0	Seller
\$100,000 - 124,999	129	109	97	87	94	84	128	1.0	1.4	Seller
\$125,000 - 149,999	242	179	176	186	153	158	189	1.3	1.6	Seller
\$150,000 - 174,999	280	203	195	228	157	172	204	1.4	1.6	Seller
\$175,000 - 199,999	316	142	143	140	149	163	156	2.0	1.8	Seller
\$200,000 - 224,999	227	104	107	93	89	104	166	1.4	1.9	Seller
\$225,000 - 249,999	296	96	105	94	71	89	134	2.2	2.9	Seller
\$250,000 - 274,999	199	69	88	66	64	66	100	2.0	2.5	Seller
\$275,000 - 299,999	263	33	56	63	52	62	70	3.8	3.7	Seller
\$300,000 - 349,999	261	82	73	85	63	74	98	2.7	3.5	Seller
\$350,000 - 399,999	257	42	58	45	33	55	57	4.5	5.1	Balanced
\$400,000 - 499,999	333	48	50	56	47	58	70	4.8	5.4	Balanced
\$500,000 - 599,999	222	27	14	26	25	20	29	7.7	8.4	Slightly Buyer
\$600,000 - 699,999	144	12	12	13	12	12	17	8.5	10.1	Buyer
\$700,000 - 799,999	105	2	6	4	4	11	13	8.1	11.1	Buyer
\$800,000 - 899,999	74	6	4	3	3	1	3	24.7	29.1	Buyer
\$900,000 - 999,999	54	4	1	4	2	2	1	54.0	35.2	Buyer
\$1,000,000 - and over	188	6	6	13	4	5	10	18.8	28.6	Buyer
TOTAL	3,862	1,323	1,334	1,358	1,146	1,256	1,614	2.4	2.8	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 04/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2017 - 03/31/2017. Information is believed to be reliable, but not guaranteed.

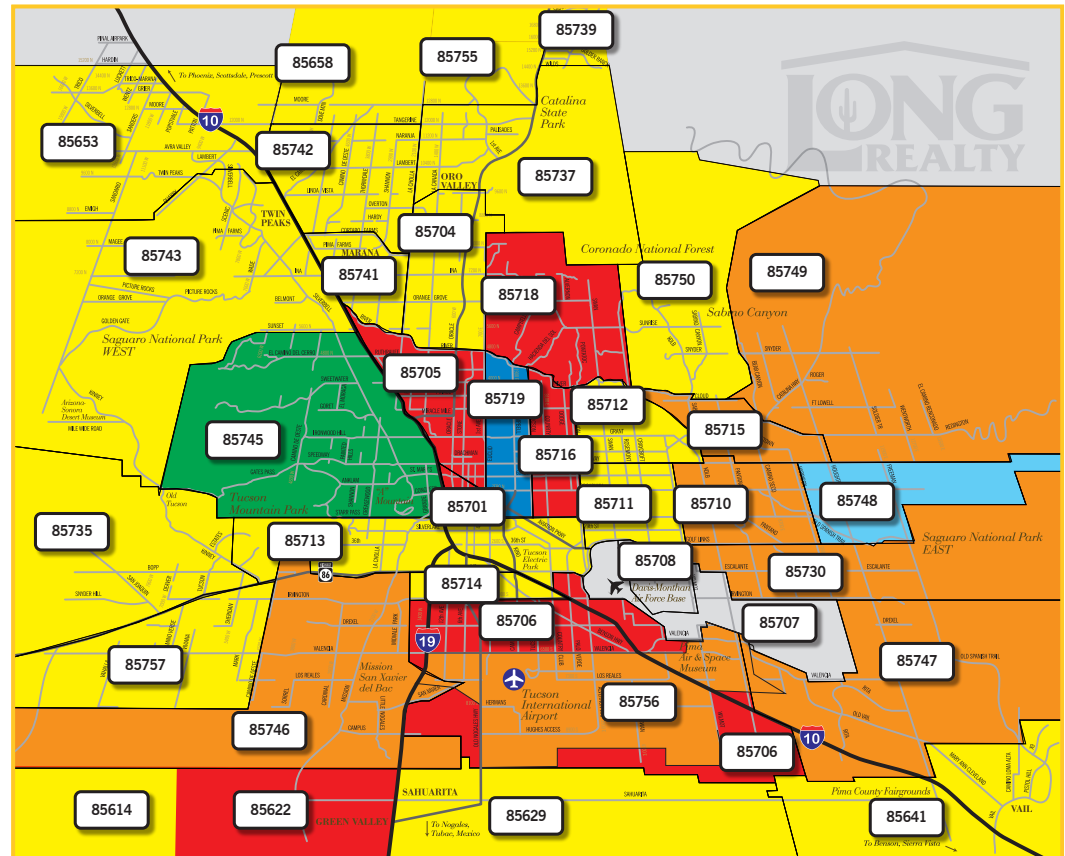


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2016-MAR 2016 TO
JAN 2017-MAR 2017

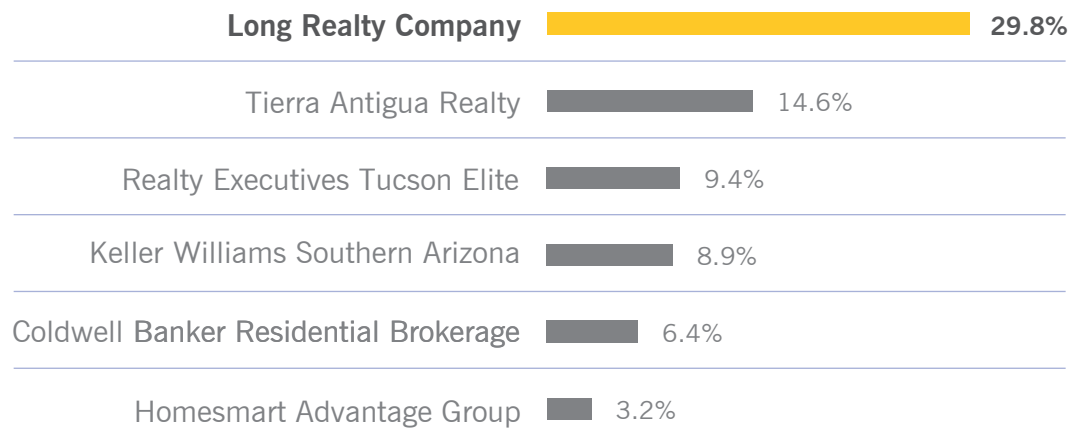
This heat map represents the percentage of change in Tucson metro median sales prices from January 2016-March 2016 to January 2017-March 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2016 – 03/31/2017 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.