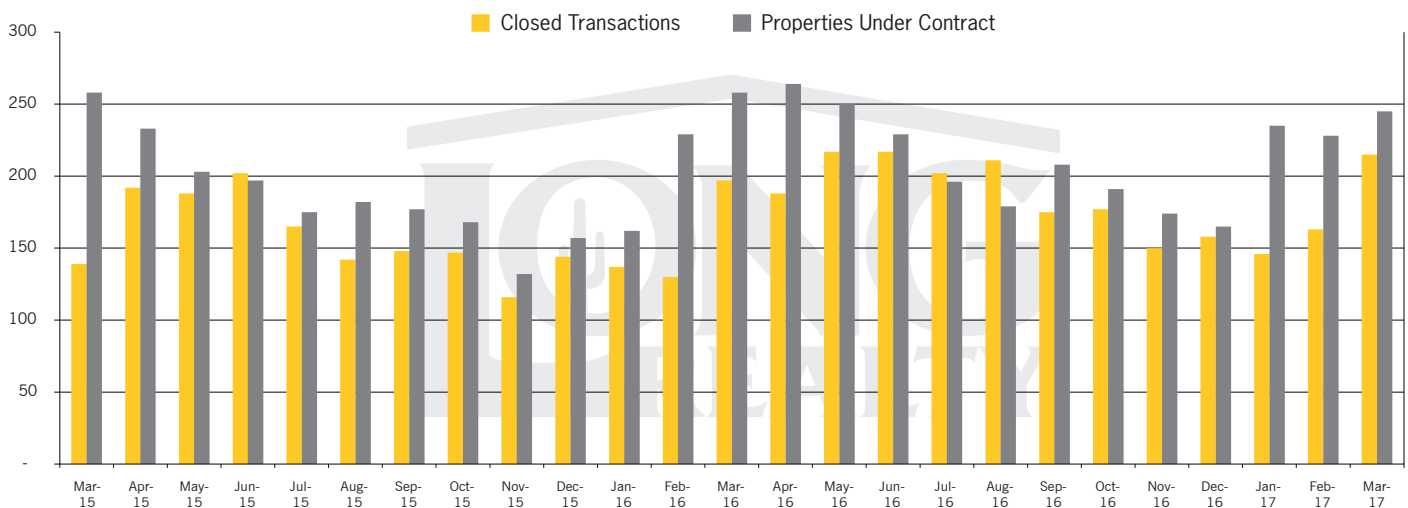




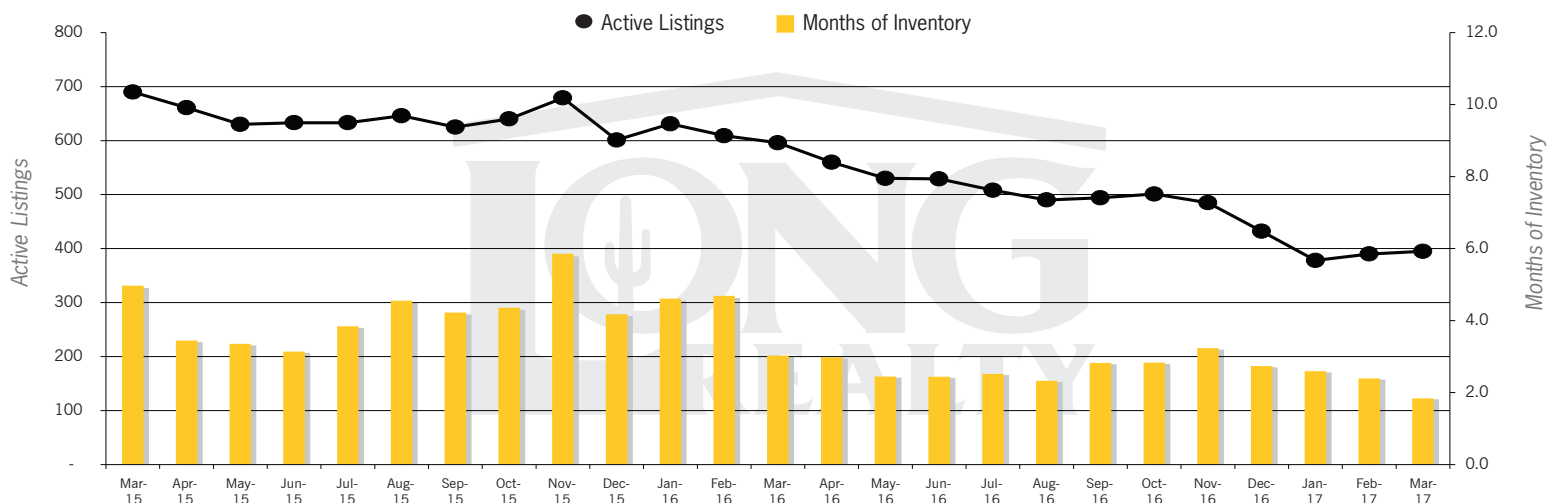
Tucson Central | April 2017

In the Tucson Central area, March 2017 active inventory was 395, a 34% decrease from March 2016. There were 215 closings in March 2017, a 9% increase from March 2016. Year-to-date 2017 there were 555 closings, a 15% increase from year-to-date 2016. Months of Inventory was 1.8, down from 3.0 in March 2016. Median price of sold homes was \$155,000 for the month of March 2017, down 6% from March 2016. The Tucson Central area had 245 new properties under contract in March 2017, down 5% from March 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

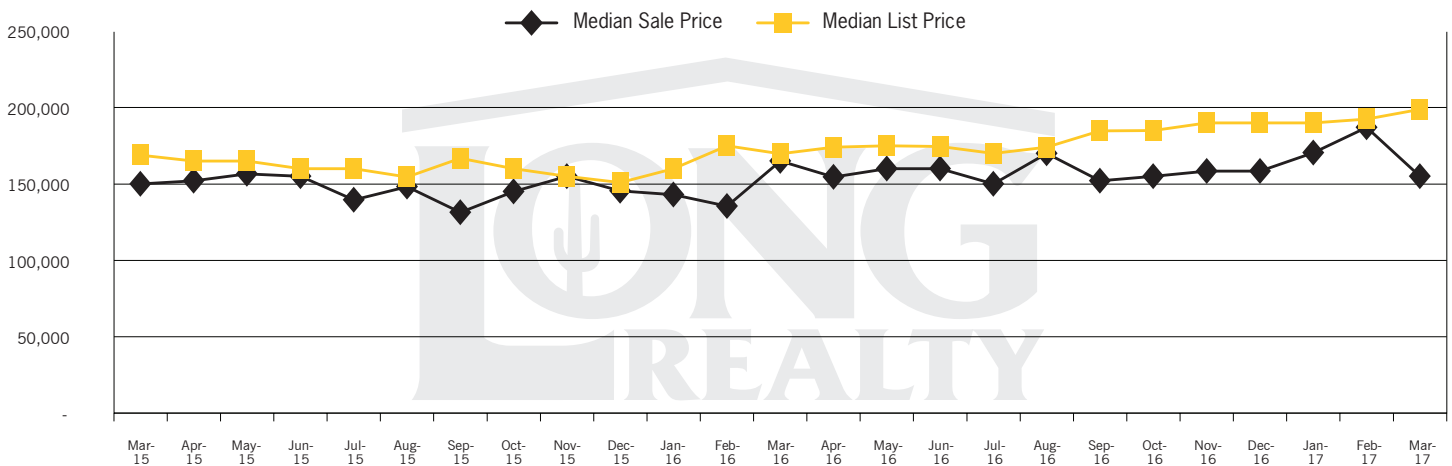


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/05/2017 is believed to be reliable, but not guaranteed.



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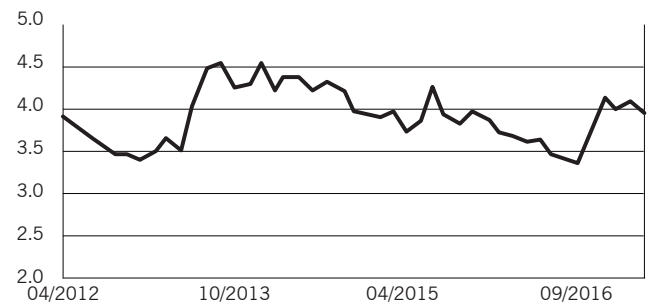
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2016	\$165,000	3.625%	\$714.86
2017	\$155,000	4.250%	\$724.38

30 YEAR FIXED MORTGAGE RATE



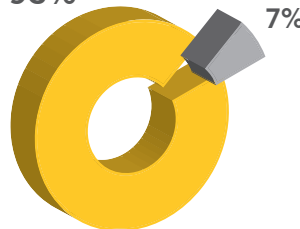
Source: Residential median sales prices. Data obtained 04/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

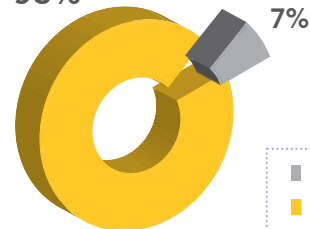
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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
93%



■ Distressed
■ Non-Distressed



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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
		Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17			
\$1 - 49,999	8	2	1	3	2	2	6	1.3	2.5	Seller
\$50,000 - 74,999	8	9	3	6	5	4	10	0.8	1.5	Seller
\$75,000 - 99,999	15	20	15	15	15	12	14	1.1	1.7	Seller
\$100,000 - 124,999	21	23	15	18	24	9	29	0.7	1.2	Seller
\$125,000 - 149,999	45	29	30	32	22	30	42	1.1	1.3	Seller
\$150,000 - 174,999	57	31	31	31	22	23	31	1.8	1.8	Seller
\$175,000 - 199,999	35	15	13	8	22	18	17	2.1	1.6	Seller
\$200,000 - 224,999	27	14	15	8	17	19	14	1.9	1.5	Seller
\$225,000 - 249,999	32	7	11	11	13	13	10	3.2	2.9	Seller
\$250,000 - 274,999	18	11	8	11	8	7	9	2.0	2.4	Seller
\$275,000 - 299,999	30	3	3	8	5	9	3	10.0	4.7	Slightly Seller
\$300,000 - 349,999	15	11	2	6	3	16	10	1.5	1.7	Seller
\$350,000 - 399,999	31	4	6	1	3	5	5	6.2	5.9	Balanced
\$400,000 - 499,999	22	2	4	6	2	6	8	2.8	4.6	Slightly Seller
\$500,000 - 599,999	7	2	1	0	0	2	5	1.4	3.0	Seller
\$600,000 - 699,999	5	0	1	1	0	1	0	n/a	13.0	Buyer
\$700,000 - 799,999	4	0	0	0	0	1	2	2.0	5.3	Balanced
\$800,000 - 899,999	5	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	1	0	0	0	n/a	n/a	n/a
TOTAL	395	183	159	166	163	177	215	1.8	2.1	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 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.

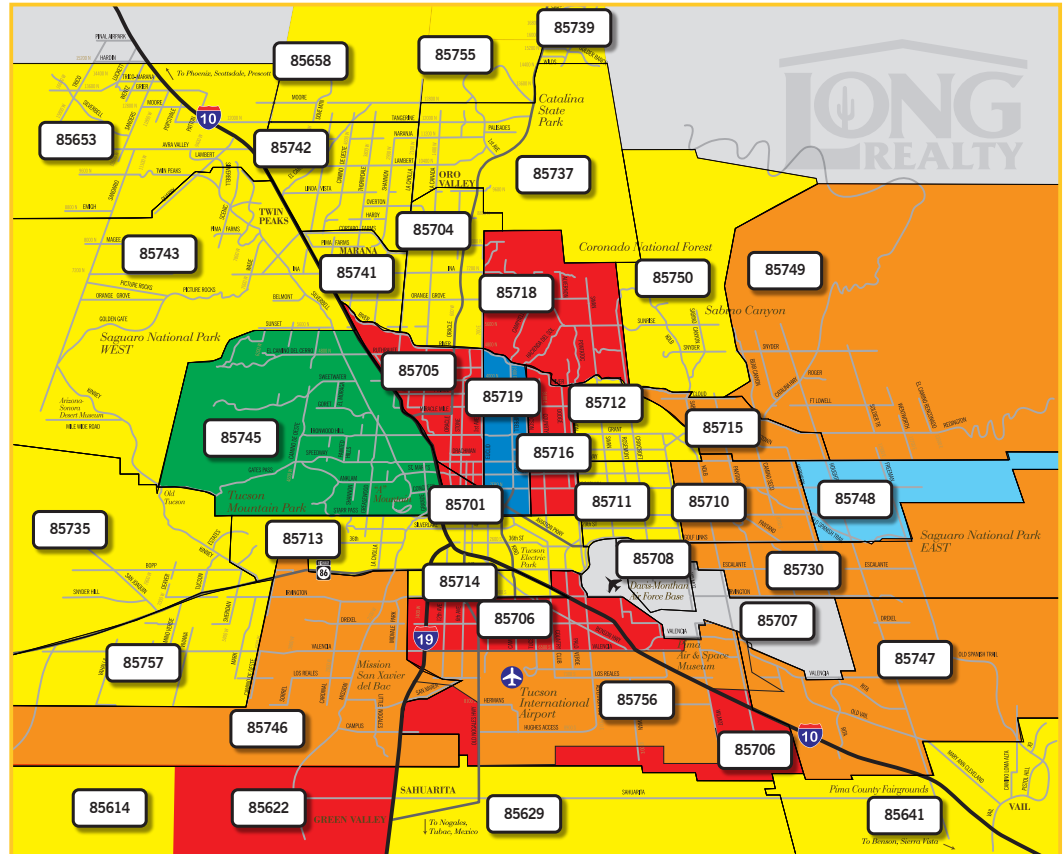


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2016-MAR 2016 TO
JAN 2017-MAR 2017

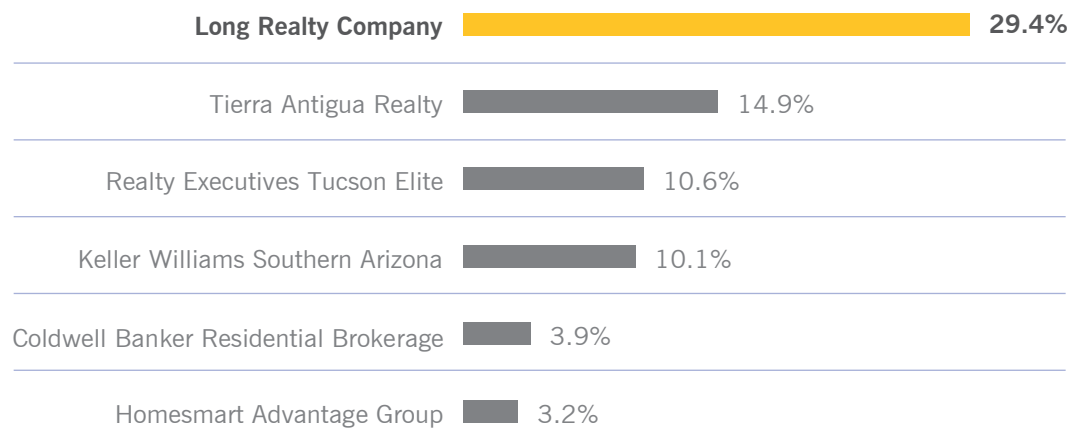
This heat map represents the percentage of change in Tucson metro median sales prices from January 2016-March 2016 to January 2017-March 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

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 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.