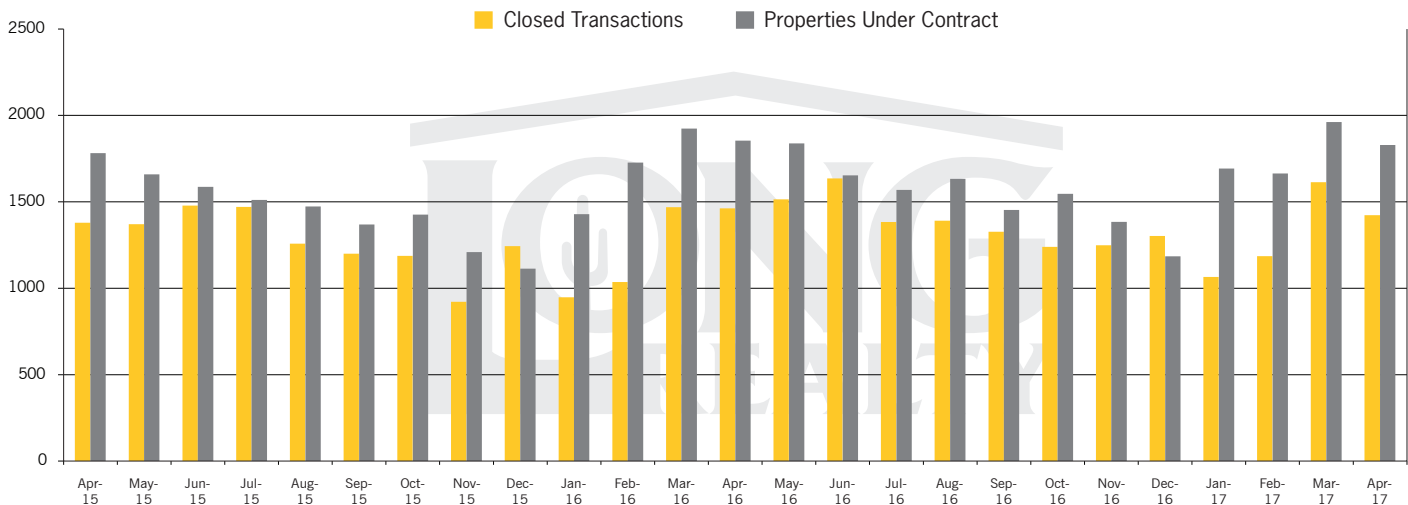




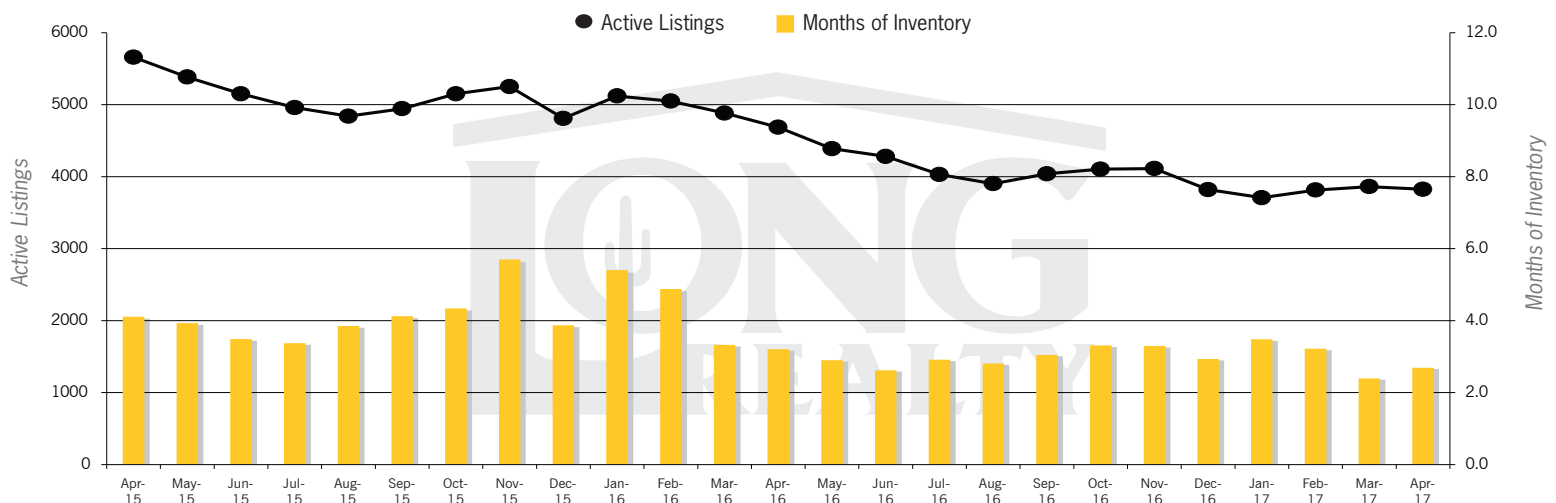
Tucson Metro | May 2017

In the Tucson Main Market area, April 2017 active inventory was 3,824, an 18% decrease from April 2016. There were 1,423 closings in April 2017, a 3% decrease from April 2016. Year-to-date 2017 there were 5,502 closings, a 6% increase from year-to-date 2016. Months of Inventory was 2.7, down from 3.2 in April 2016. Median price of sold homes was \$191,000 for the month of April 2017, up 9% from April 2016. The Tucson Main Market area had 1,829 new properties under contract in April 2017, down 1% from April 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

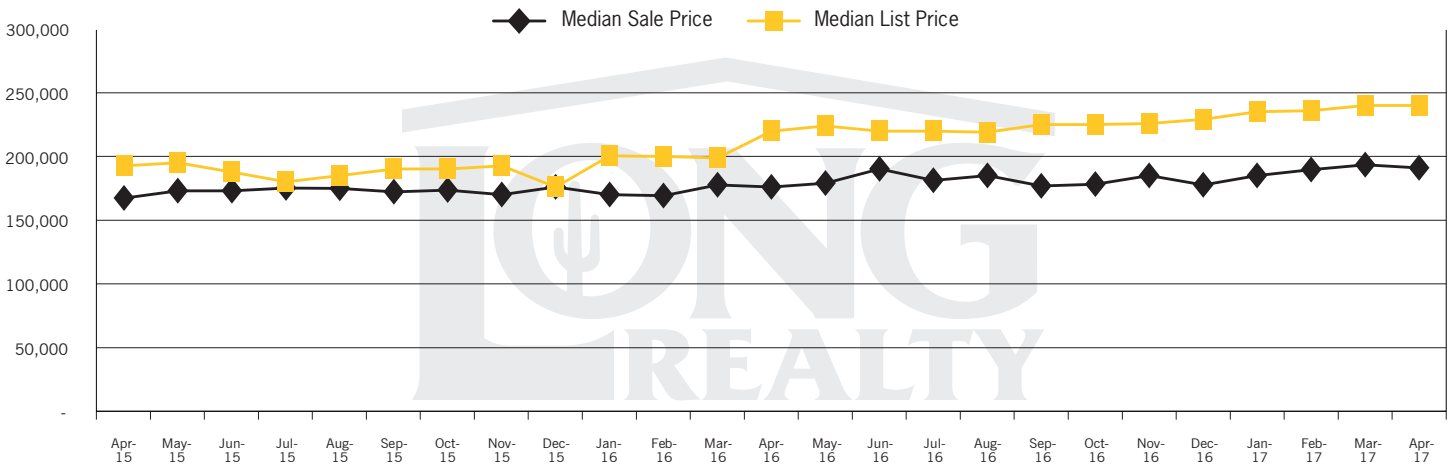


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.*



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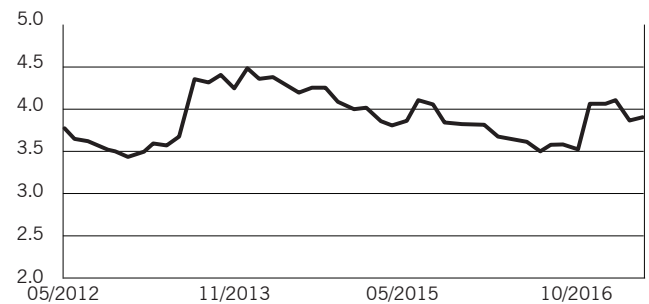
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$176,000	3.500%	\$750.80
2017	\$191,000	4.125%	\$879.40

30 YEAR FIXED MORTGAGE RATE

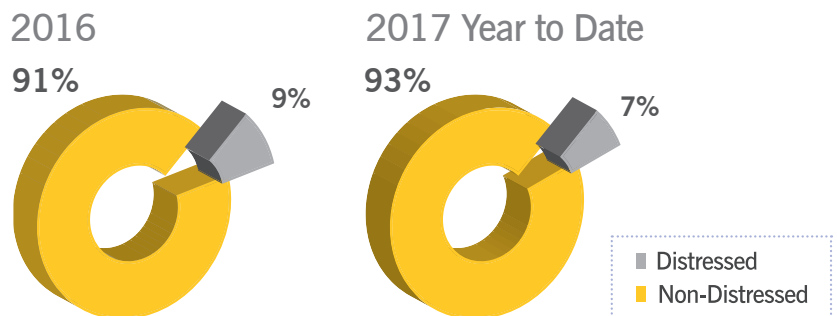


Source: Residential median sales prices. Data obtained 05/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17			
\$1 - 49,999	47	32	27	30	20	49	33	1.4	1.7	Seller
\$50,000 - 74,999	85	39	46	27	43	59	46	1.8	1.9	Seller
\$75,000 - 99,999	92	72	79	67	57	68	69	1.3	1.7	Seller
\$100,000 - 124,999	124	97	87	94	84	135	95	1.3	1.2	Seller
\$125,000 - 149,999	235	177	187	154	160	195	171	1.4	1.4	Seller
\$150,000 - 174,999	303	195	228	157	172	217	193	1.6	1.5	Seller
\$175,000 - 199,999	324	143	140	149	164	164	153	2.1	1.9	Seller
\$200,000 - 224,999	233	107	93	89	104	167	113	2.1	1.8	Seller
\$225,000 - 249,999	296	105	94	71	89	137	101	2.9	2.7	Seller
\$250,000 - 274,999	215	88	66	64	67	102	80	2.7	2.5	Seller
\$275,000 - 299,999	229	56	63	52	62	71	65	3.5	3.6	Seller
\$300,000 - 349,999	284	73	85	63	74	103	96	3.0	3.1	Seller
\$350,000 - 399,999	260	58	45	33	55	58	63	4.1	4.3	Slightly Seller
\$400,000 - 499,999	325	50	56	47	59	71	62	5.2	5.1	Balanced
\$500,000 - 599,999	225	14	26	25	21	29	30	7.5	8.1	Slightly Buyer
\$600,000 - 699,999	140	12	13	12	12	17	22	6.4	8.2	Slightly Buyer
\$700,000 - 799,999	101	6	4	4	11	13	14	7.2	8.2	Slightly Buyer
\$800,000 - 899,999	78	4	3	3	1	3	8	9.8	18.6	Buyer
\$900,000 - 999,999	45	1	4	2	2	1	2	22.5	31.4	Buyer
\$1,000,000 - and over	183	6	13	4	6	10	7	26.1	24.0	Buyer
TOTAL	3,824	1,335	1,359	1,147	1,263	1,669	1,423	2.7	2.6	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 05/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2017 - 04/30/2017. Information is believed to be reliable, but not guaranteed.

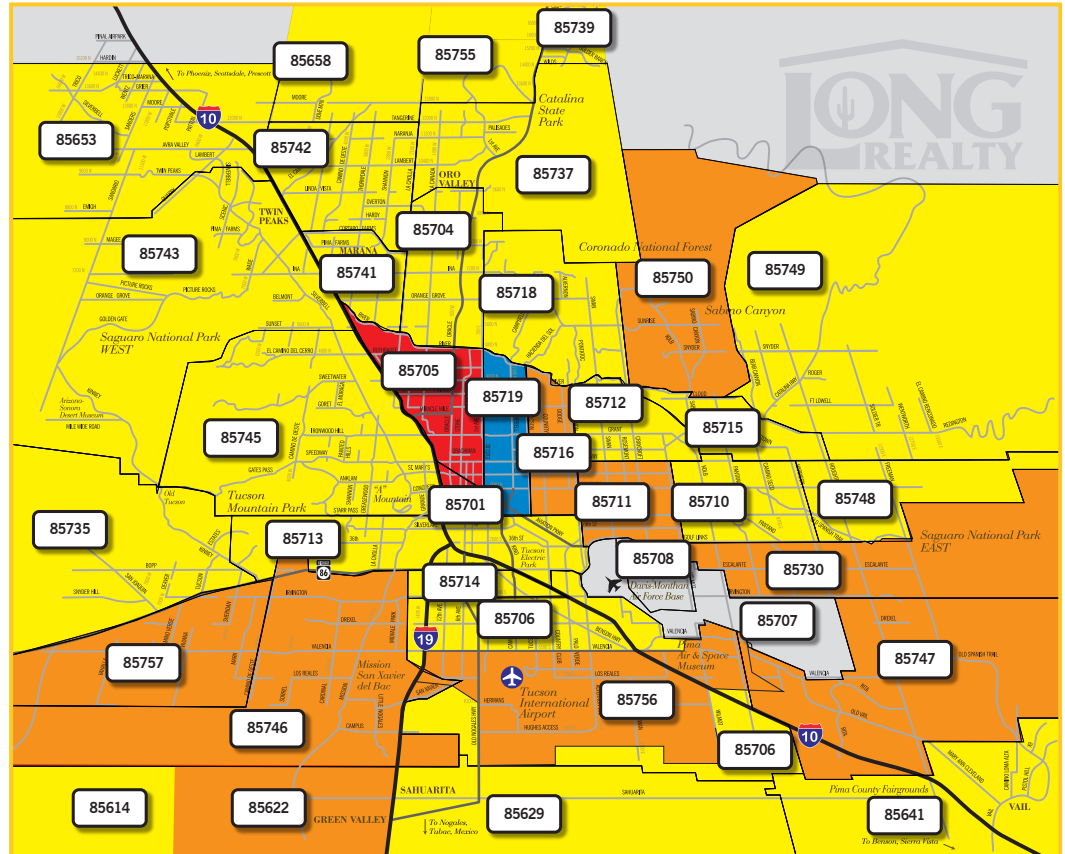


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO
FEB 2017-APR 2017

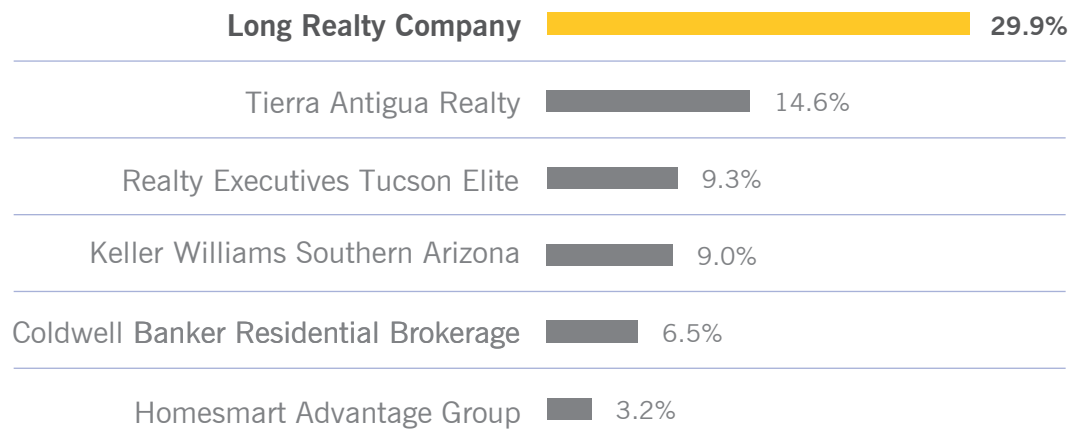
This heat map represents the percentage of change in Tucson metro median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 05/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2016 – 04/30/2017 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.