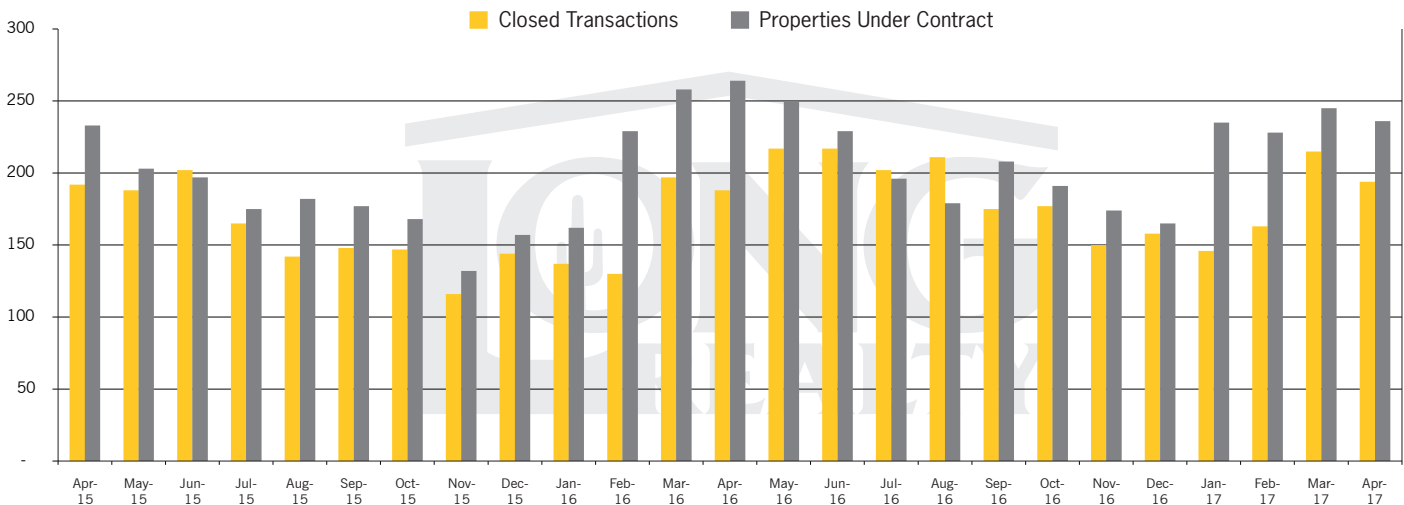




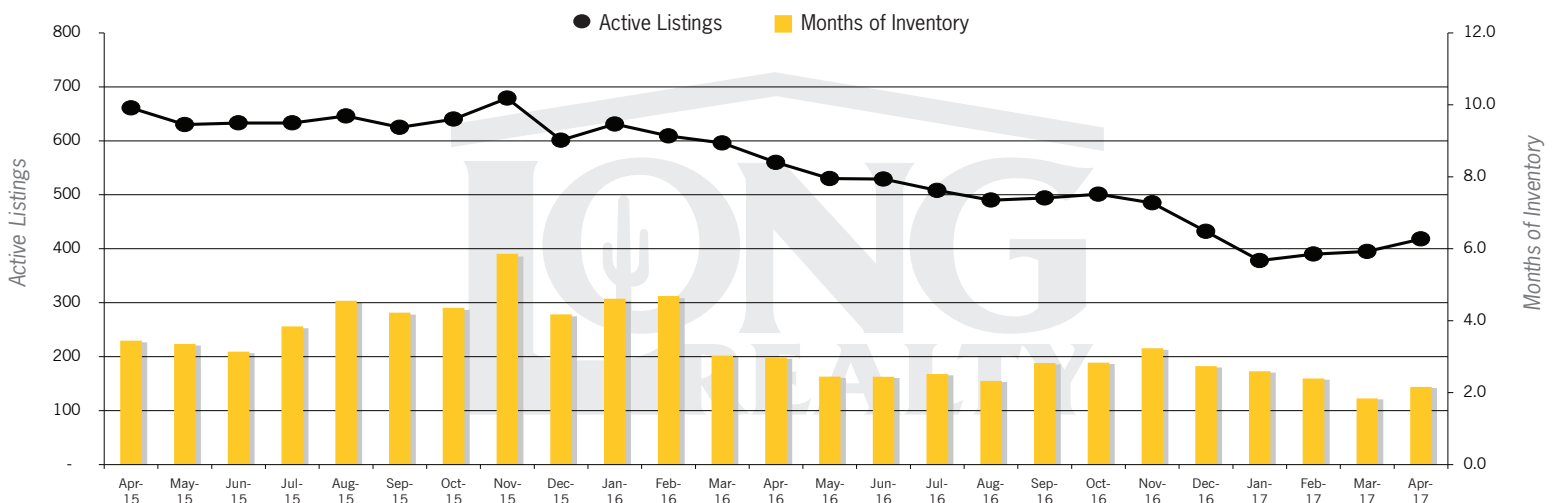
Tucson Central | May 2017

In the Tucson Central area, April 2017 active inventory was 418, a 25% decrease from April 2016. There were 194 closings in April 2017, a 3% increase from April 2016. Year-to-date 2017 there were 756 closings, an 11% increase from year-to-date 2016. Months of Inventory was 2.2, down from 3.0 in April 2016. Median price of sold homes was \$156,000 for the month of April 2017, up 1% from April 2016. The Tucson Central area had 236 new properties under contract in April 2017, down 11% from April 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

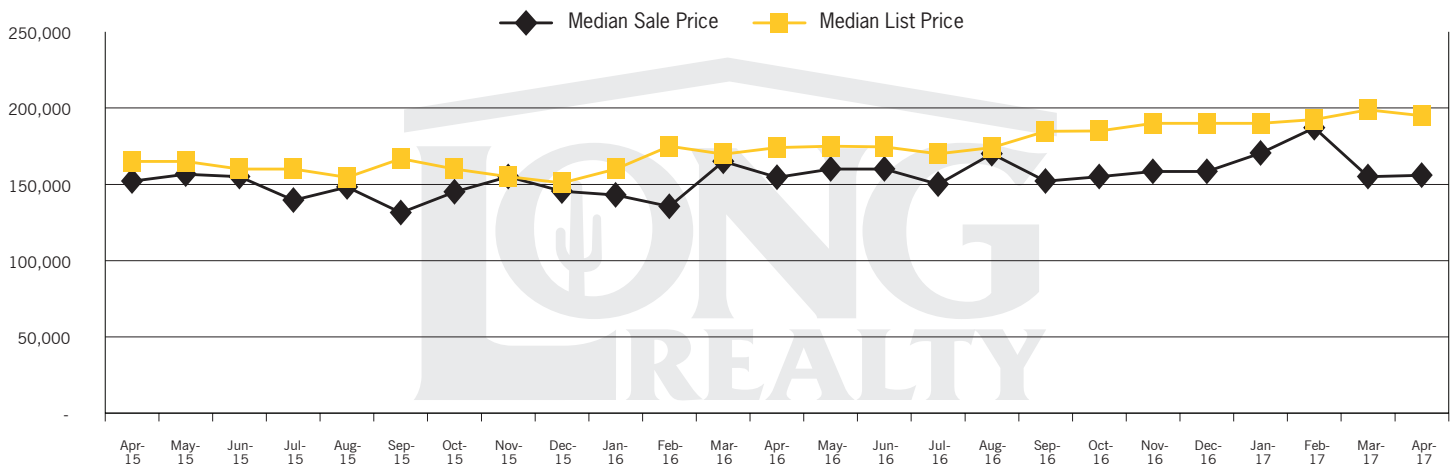


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.*



Tucson Central | May 2017

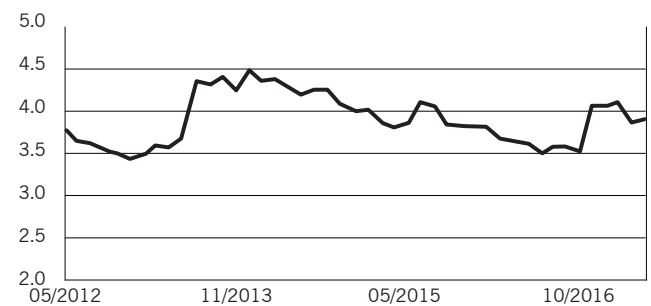
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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 | \$154,450 | 3.500% | \$658.87 |
| 2017 | \$156,000 | 4.125% | \$718.25 |

30 YEAR FIXED MORTGAGE RATE



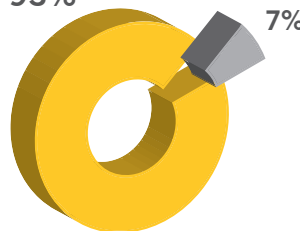
Source: Residential median sales prices. Data obtained 05/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

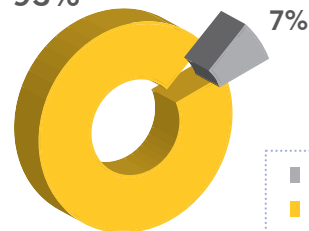
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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



Tucson Central | May 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 |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | | | |
| \$1 - 49,999 | 4 | 1 | 3 | 2 | 2 | 8 | 4 | 1.0 | 1.4 | Seller |
| \$50,000 - 74,999 | 5 | 3 | 6 | 5 | 4 | 10 | 9 | 0.6 | 1.0 | Seller |
| \$75,000 - 99,999 | 21 | 15 | 15 | 15 | 12 | 14 | 17 | 1.2 | 1.5 | Seller |
| \$100,000 - 124,999 | 20 | 15 | 18 | 24 | 9 | 30 | 25 | 0.8 | 1.0 | Seller |
| \$125,000 - 149,999 | 51 | 30 | 33 | 23 | 30 | 42 | 29 | 1.8 | 1.3 | Seller |
| \$150,000 - 174,999 | 65 | 31 | 31 | 22 | 23 | 33 | 30 | 2.2 | 1.9 | Seller |
| \$175,000 - 199,999 | 39 | 13 | 8 | 22 | 18 | 17 | 14 | 2.8 | 2.1 | Seller |
| \$200,000 - 224,999 | 27 | 15 | 8 | 17 | 19 | 14 | 10 | 2.7 | 1.9 | Seller |
| \$225,000 - 249,999 | 30 | 11 | 11 | 13 | 13 | 11 | 10 | 3.0 | 2.9 | Seller |
| \$250,000 - 274,999 | 20 | 8 | 11 | 8 | 7 | 9 | 8 | 2.5 | 2.4 | Seller |
| \$275,000 - 299,999 | 24 | 3 | 8 | 5 | 9 | 3 | 7 | 3.4 | 4.4 | Slightly Seller |
| \$300,000 - 349,999 | 21 | 2 | 6 | 3 | 16 | 10 | 11 | 1.9 | 1.5 | Seller |
| \$350,000 - 399,999 | 29 | 6 | 1 | 3 | 5 | 5 | 2 | 14.5 | 7.1 | Slightly Buyer |
| \$400,000 - 499,999 | 27 | 4 | 6 | 2 | 6 | 8 | 9 | 3.0 | 3.2 | Seller |
| \$500,000 - 599,999 | 7 | 1 | 0 | 0 | 2 | 5 | 5 | 1.4 | 1.7 | Seller |
| \$600,000 - 699,999 | 9 | 1 | 1 | 0 | 1 | 0 | 1 | 9.0 | 9.0 | Buyer |
| \$700,000 - 799,999 | 1 | 0 | 0 | 0 | 1 | 2 | 1 | 1.0 | 2.8 | Seller |
| \$800,000 - 899,999 | 7 | 0 | 0 | 0 | 0 | 0 | 2 | 3.5 | 8.5 | Buyer |
| \$900,000 - 999,999 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$1,000,000 - and over | 7 | 0 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| TOTAL | 418 | 159 | 167 | 164 | 177 | 221 | 194 | 2.2 | 2.0 | 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.

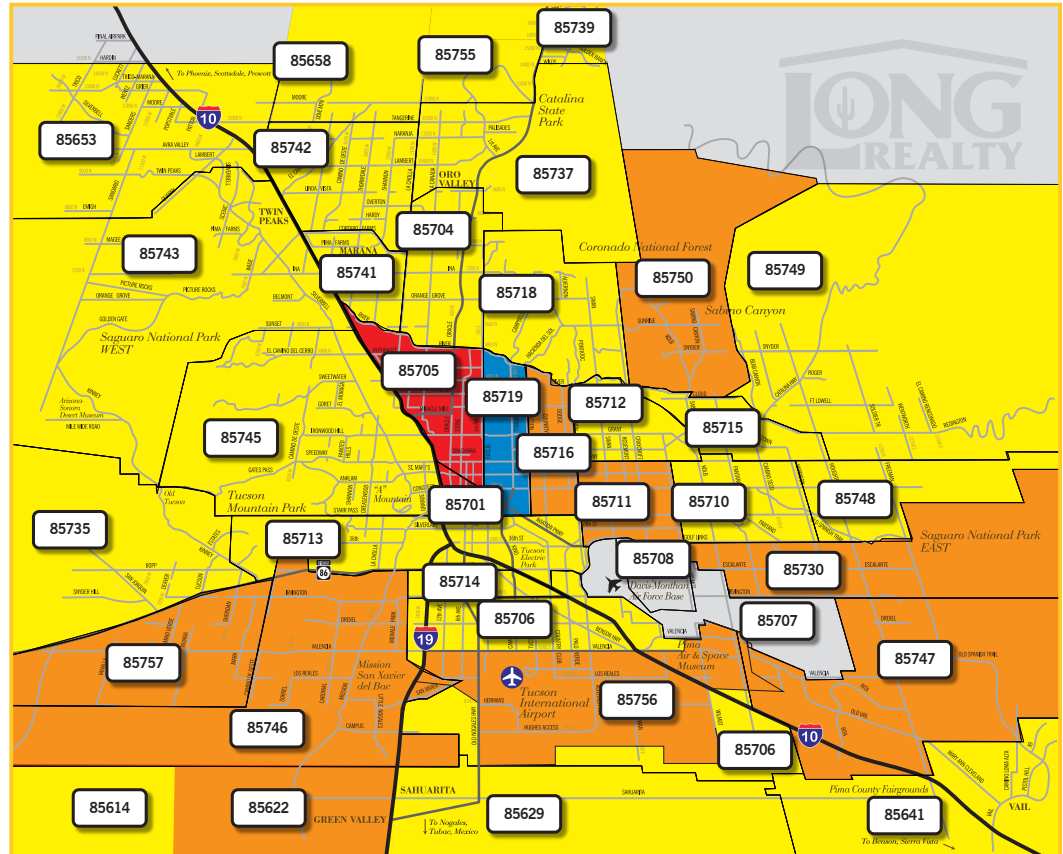


Tucson Central | May 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO
FEB 2017-APR 2017

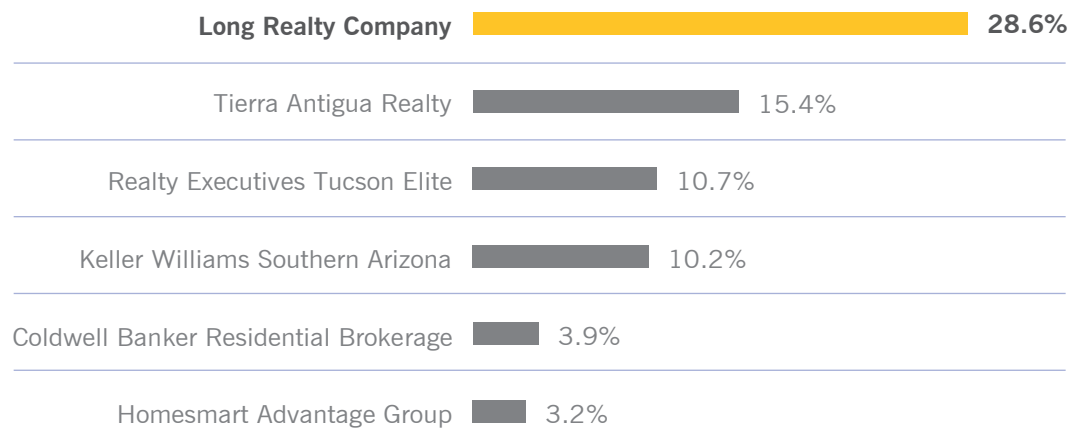
This heat map represents the percentage of change in Tucson metro median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

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 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.