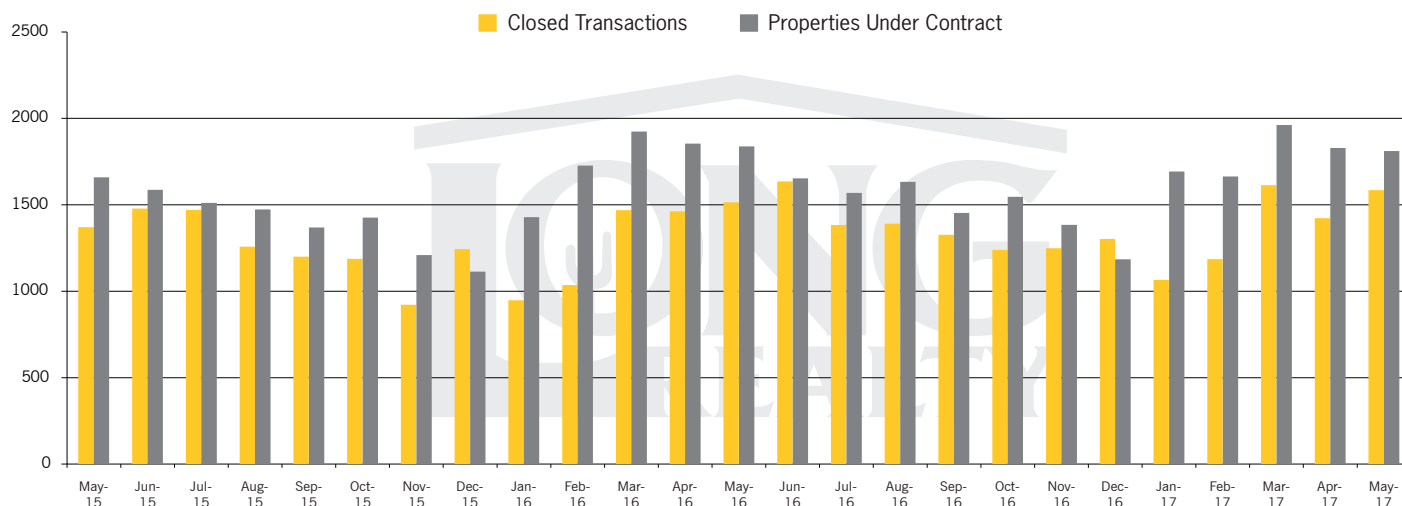




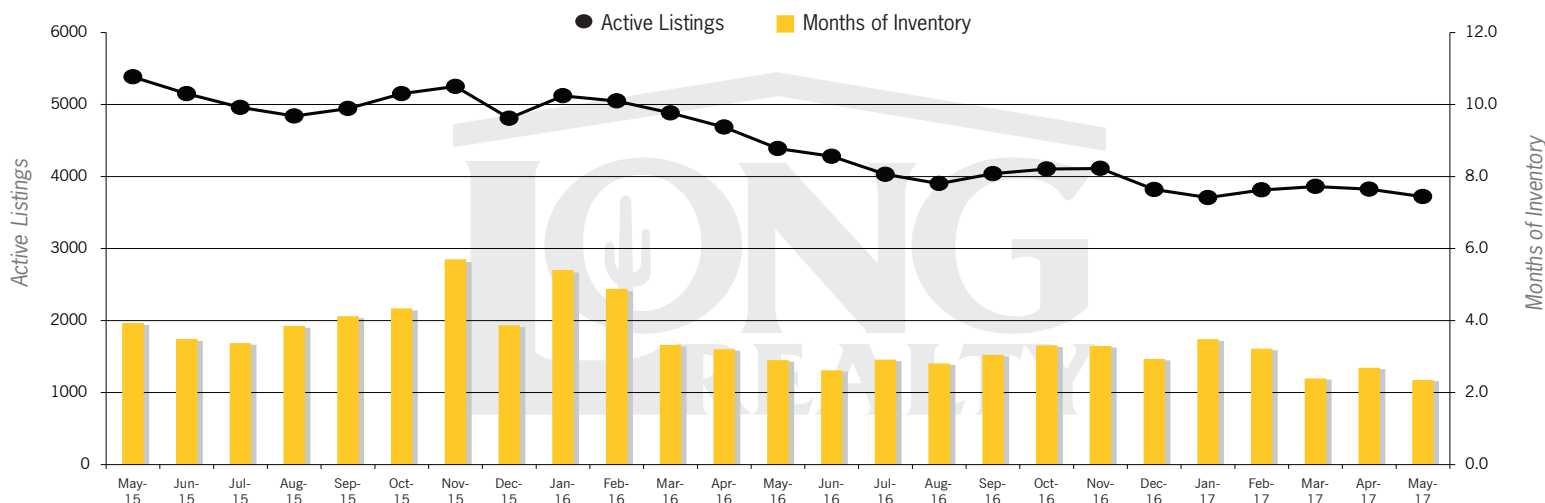
Tucson Metro | June 2017

In the Tucson Main Market area, May 2017 active inventory was 3,721, a 15% decrease from May 2016. There were 1,585 closings in May 2017, a 5% increase from May 2016. Year-to-date 2017 there were 7,246 closings, a 7% increase from year-to-date 2016. Months of Inventory was 2.3, down from 2.9 in May 2016. Median price of sold homes was \$195,900 for the month of May 2017, up 9% from May 2016. The Tucson Main Market area had 1,811 new properties under contract in May 2017, down 1% from May 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

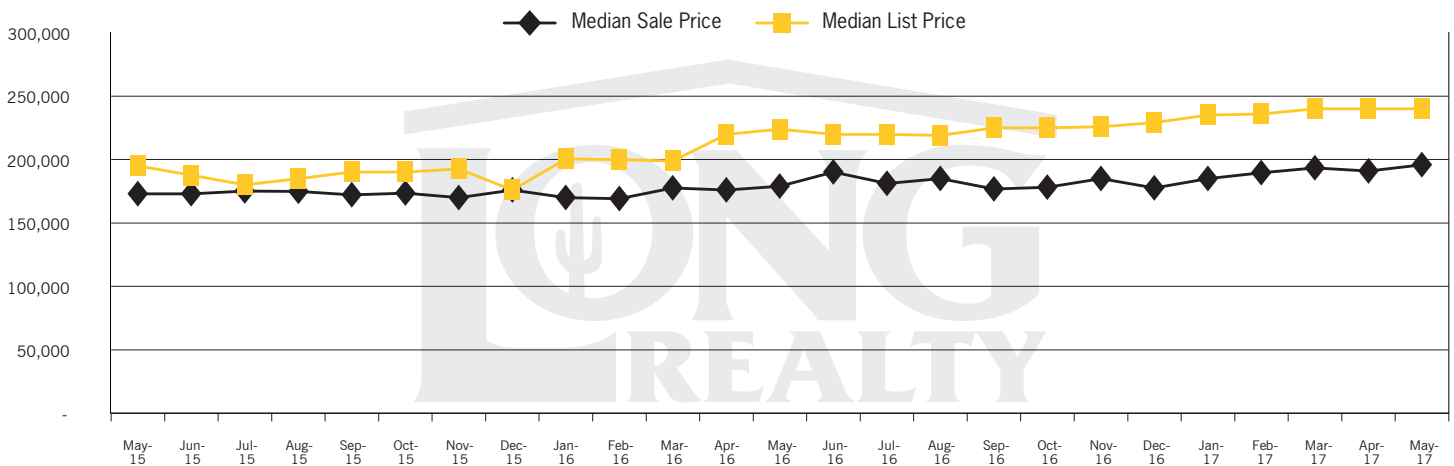


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2017 is believed to be reliable, but not guaranteed.*



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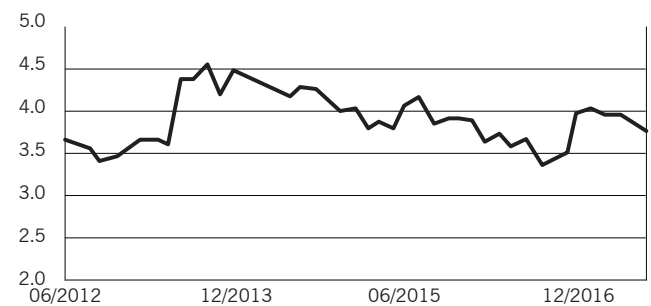
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$179,000	3.750%	\$787.53
2017	\$195,900	4.000%	\$888.49

30 YEAR FIXED MORTGAGE RATE

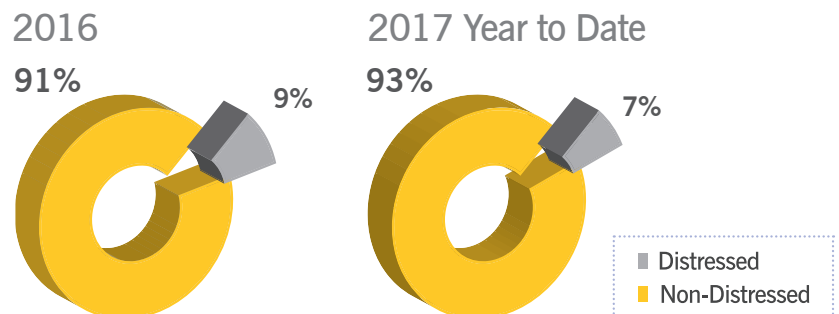


Source: Residential median sales prices. Data obtained 06/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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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
		Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17			
\$1 - 49,999	43	27	30	20	49	33	24	1.8	1.4	Seller
\$50,000 - 74,999	79	46	27	43	59	48	39	2.0	1.8	Seller
\$75,000 - 99,999	90	79	67	58	71	76	74	1.2	1.3	Seller
\$100,000 - 124,999	131	87	94	84	138	101	99	1.3	1.1	Seller
\$125,000 - 149,999	250	187	154	161	197	179	190	1.3	1.3	Seller
\$150,000 - 174,999	288	228	157	172	217	210	182	1.6	1.4	Seller
\$175,000 - 199,999	318	140	150	164	165	167	202	1.6	1.8	Seller
\$200,000 - 224,999	231	93	89	105	167	116	134	1.7	1.7	Seller
\$225,000 - 249,999	306	94	72	90	138	107	117	2.6	2.5	Seller
\$250,000 - 274,999	217	66	64	67	102	83	100	2.2	2.2	Seller
\$275,000 - 299,999	199	63	52	62	73	69	84	2.4	3.1	Seller
\$300,000 - 349,999	275	85	64	74	103	103	101	2.7	2.7	Seller
\$350,000 - 399,999	236	45	33	55	58	65	69	3.4	3.9	Seller
\$400,000 - 499,999	325	56	47	59	71	67	81	4.0	4.5	Slightly Seller
\$500,000 - 599,999	218	26	25	21	29	30	37	5.9	6.9	Slightly Buyer
\$600,000 - 699,999	125	13	12	12	17	22	18	6.9	7.2	Slightly Buyer
\$700,000 - 799,999	98	4	4	11	13	14	9	10.9	8.4	Slightly Buyer
\$800,000 - 899,999	66	3	3	1	3	8	7	9.4	12.1	Buyer
\$900,000 - 999,999	47	4	2	2	1	2	3	15.7	24.3	Buyer
\$1,000,000 - and over	179	13	4	6	10	7	15	11.9	17.2	Buyer
TOTAL	3,721	1,359	1,150	1,267	1,681	1,507	1,585	2.3	2.4	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 06/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2017 - 05/31/2017. Information is believed to be reliable, but not guaranteed.

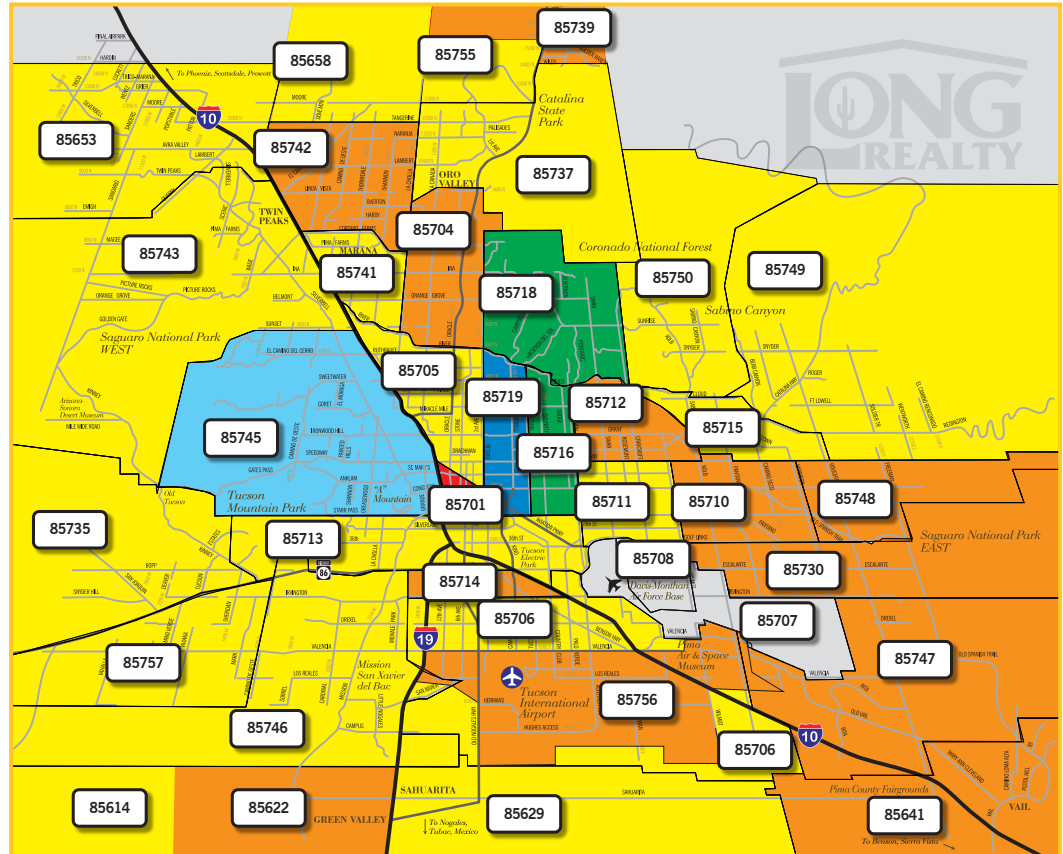


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2016-MAY 2016 TO
MAR 2017-MAY 2017

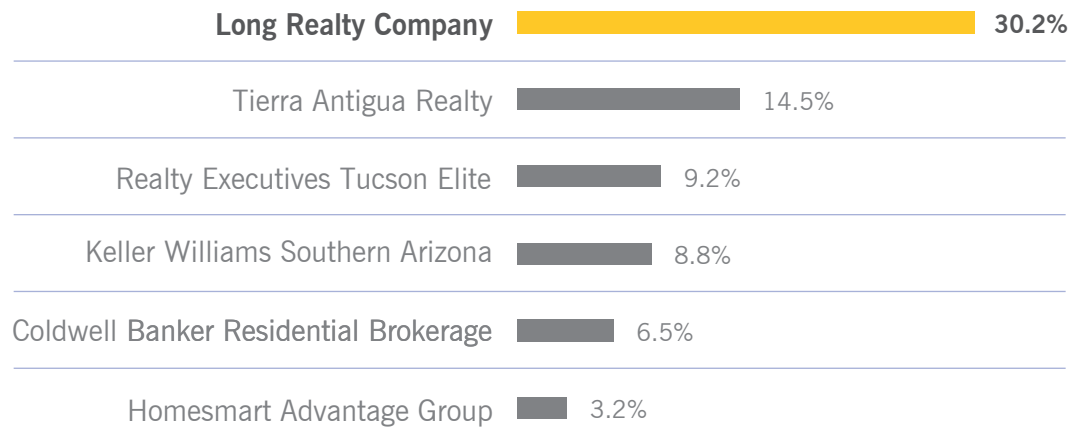
This heat map represents the percentage of change in Tucson metro median sales prices from March 2016-May 2016 to March 2017-May 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2016 – 05/31/2017 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.