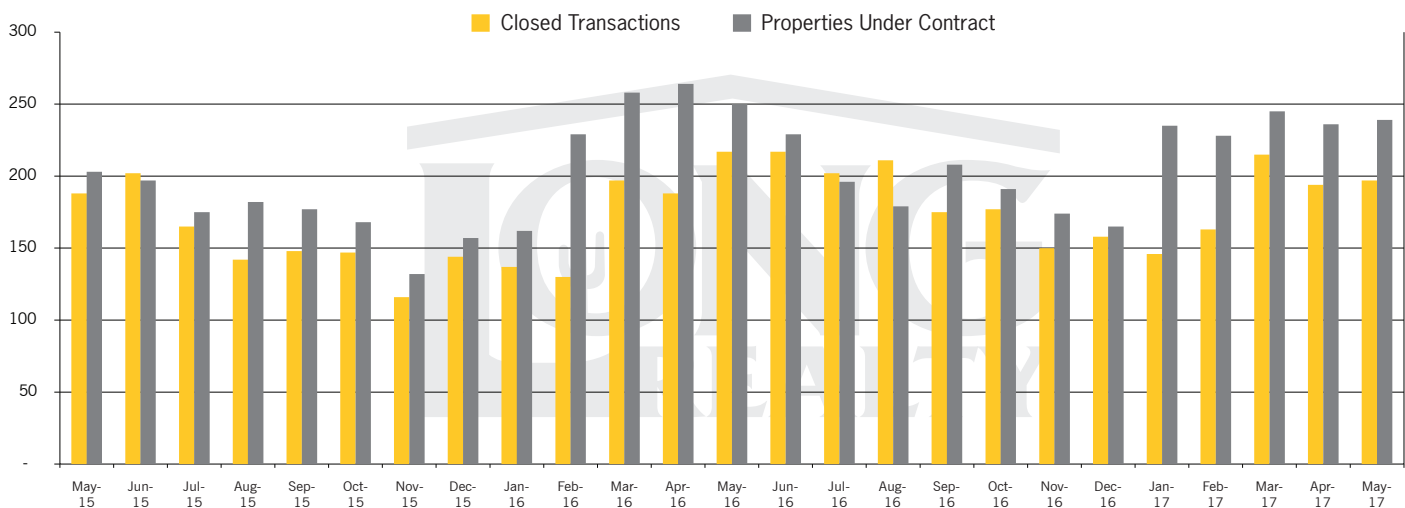




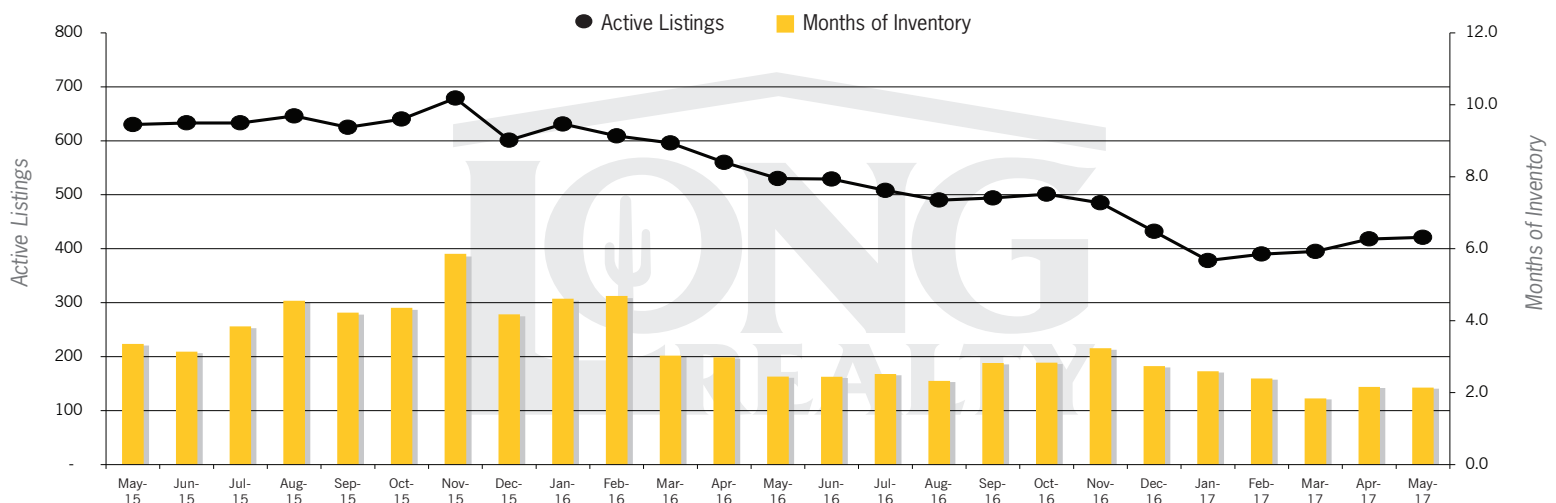
Tucson Central | June 2017

In the Tucson Central area, May 2017 active inventory was 421, a 21% decrease from May 2016. There were 197 closings in May 2017, a 9% decrease from May 2016. Year-to-date 2017 there were 964 closings, a 6% increase from year-to-date 2016. Months of Inventory was 2.1, down from 2.4 in May 2016. Median price of sold homes was \$169,900 for the month of May 2017, up 6% from May 2016. The Tucson Central area had 239 new properties under contract in May 2017, down 4% from May 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

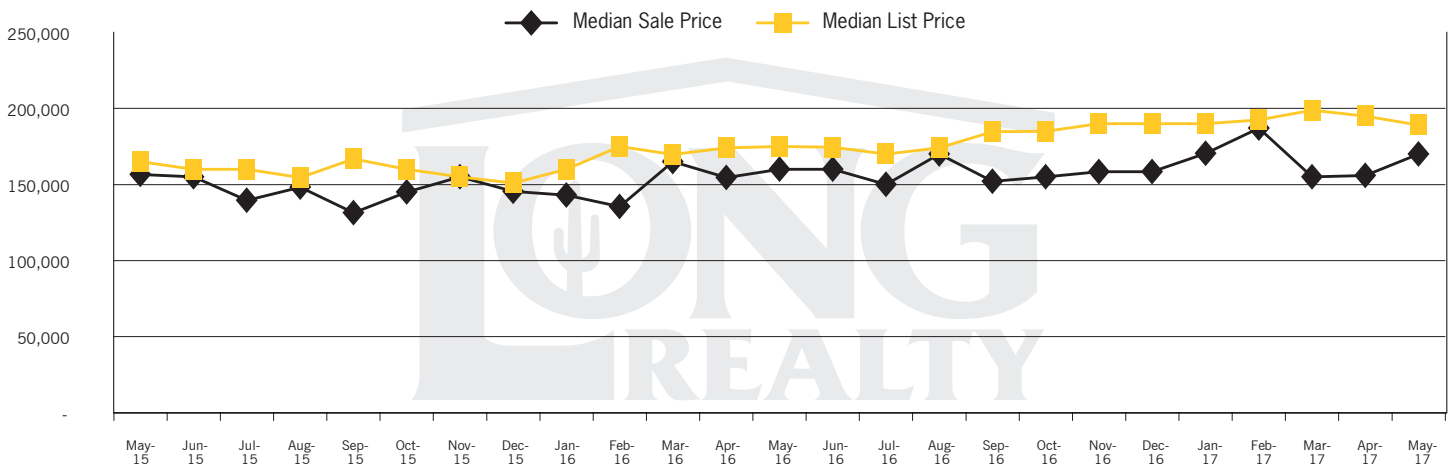


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2017 is believed to be reliable, but not guaranteed.*



Tucson Central | June 2017

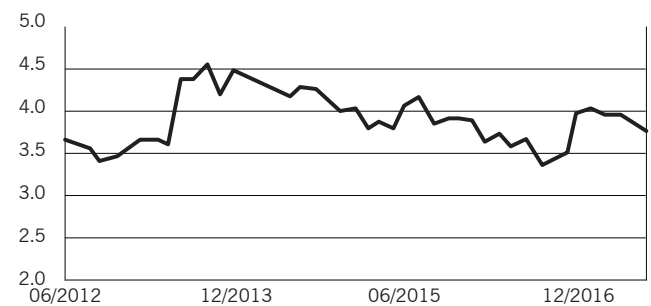
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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	\$160,000	3.750%	\$703.94
2017	\$169,900	4.000%	\$770.57

30 YEAR FIXED MORTGAGE RATE



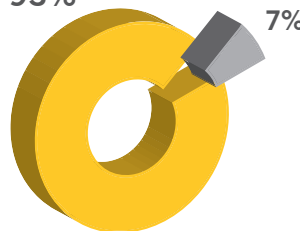
Source: Residential median sales prices. Data obtained 06/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

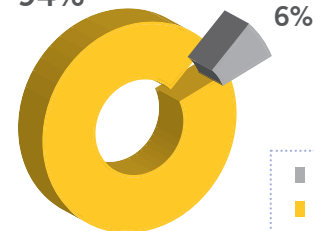
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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
94%



■ Distressed
■ Non-Distressed



Tucson Central | June 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
		Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17			
\$1 - 49,999	2	3	2	2	8	4	3	0.7	0.9	Seller
\$50,000 - 74,999	6	6	5	4	10	9	9	0.7	0.7	Seller
\$75,000 - 99,999	18	15	15	12	14	17	11	1.6	1.3	Seller
\$100,000 - 124,999	26	18	24	9	31	25	14	1.9	1.0	Seller
\$125,000 - 149,999	58	33	23	30	43	31	30	1.9	1.5	Seller
\$150,000 - 174,999	60	31	22	23	33	32	21	2.9	2.1	Seller
\$175,000 - 199,999	40	8	22	19	17	14	22	1.8	2.2	Seller
\$200,000 - 224,999	28	8	17	19	14	11	22	1.3	1.7	Seller
\$225,000 - 249,999	46	11	13	13	11	11	15	3.1	2.9	Seller
\$250,000 - 274,999	16	11	8	7	9	9	14	1.1	1.7	Seller
\$275,000 - 299,999	17	8	5	9	3	8	14	1.2	2.8	Seller
\$300,000 - 349,999	20	6	3	16	10	11	8	2.5	1.9	Seller
\$350,000 - 399,999	27	1	3	5	5	2	6	4.5	6.7	Slightly Buyer
\$400,000 - 499,999	24	6	2	6	8	9	4	6.0	3.5	Seller
\$500,000 - 599,999	4	0	0	2	5	5	2	2.0	1.5	Seller
\$600,000 - 699,999	10	1	0	1	0	1	2	5.0	8.0	Slightly Buyer
\$700,000 - 799,999	4	0	0	1	2	1	0	n/a	3.0	Seller
\$800,000 - 899,999	5	0	0	0	0	2	0	n/a	8.5	Buyer
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	7	1	0	0	0	0	0	n/a	n/a	n/a
TOTAL	421	167	164	178	223	202	197	2.1	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 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.

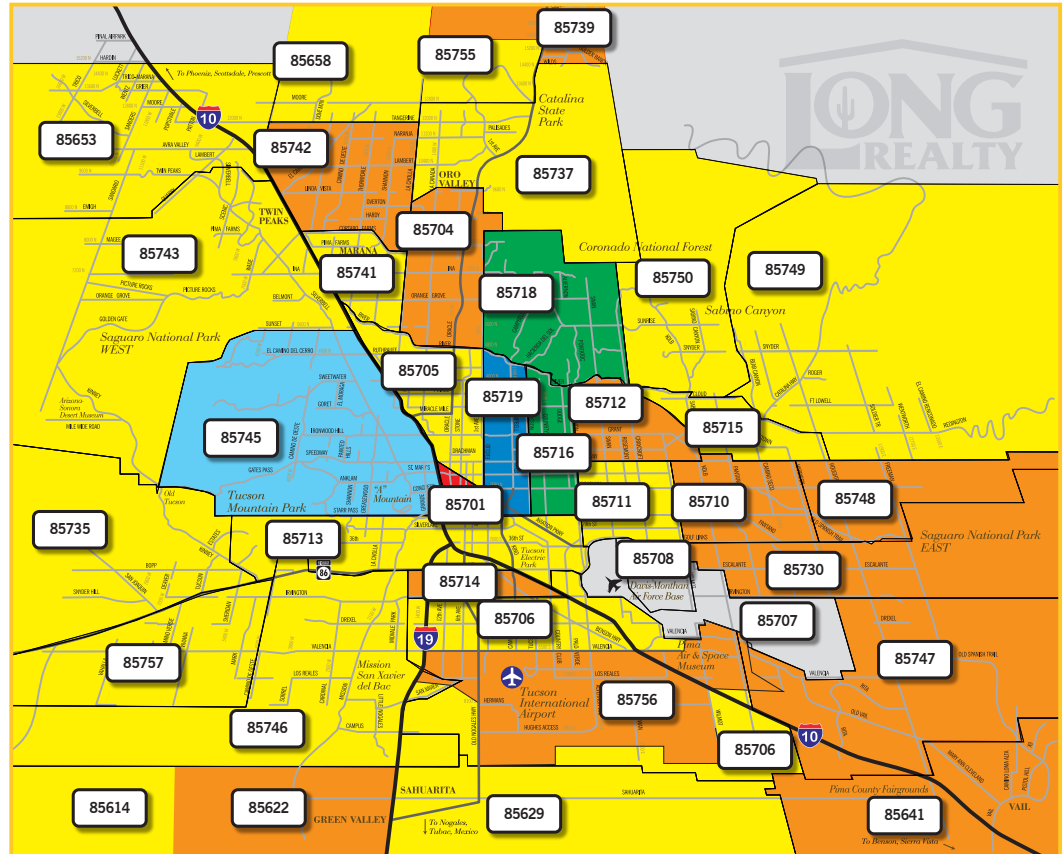


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2016-MAY 2016 TO
MAR 2017-MAY 2017

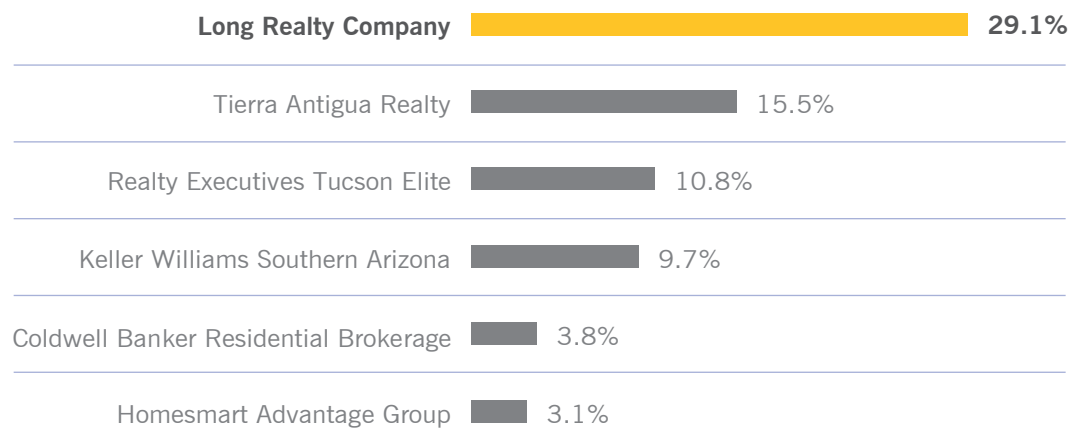
This heat map represents the percentage of change in Tucson metro median sales prices from March 2016-May 2016 to March 2017-May 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

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 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.