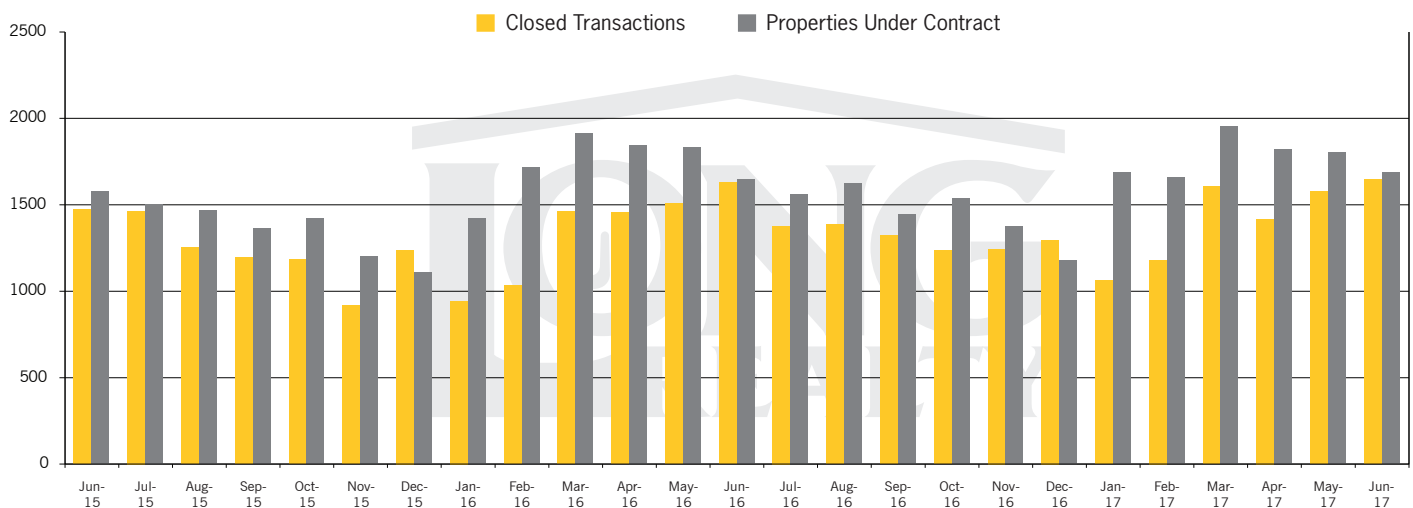




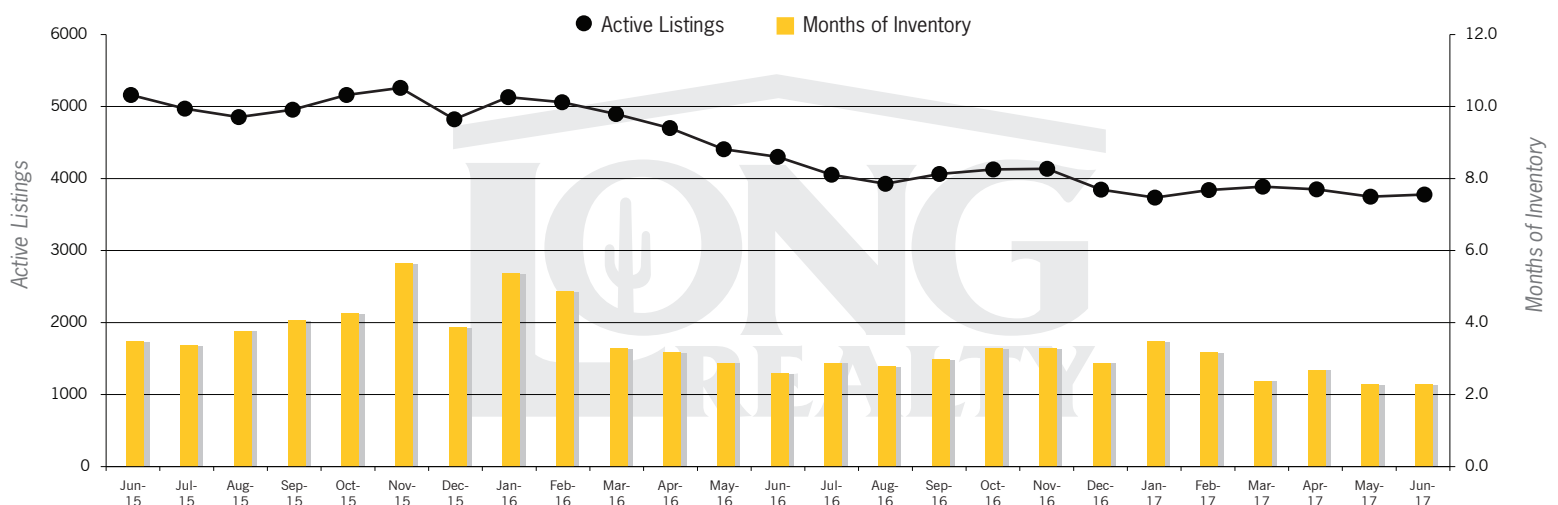
Tucson Metro | July 2017

In the Tucson Main Market area, June 2017 active inventory was 3,751, a 12% decrease from June 2016. There were 1,652 closings in June 2017, virtually unchanged from June 2016. Year-to-date 2017 there were 8,934 closings, a 5% increase from year-to-date 2016. Months of Inventory was 2.3, down from 2.6 in June 2016. Median price of sold homes was \$200,000 for the month of June 2017, up 5% from June 2016. The Tucson Main Market area had 1,696 new properties under contract in June 2017, up 3% from June 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

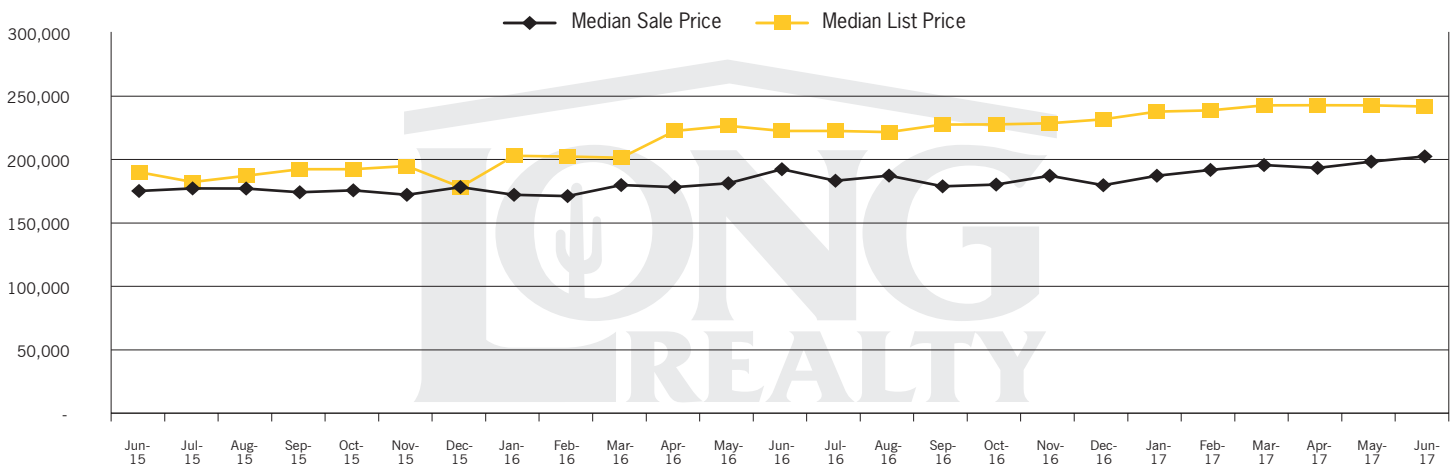


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2017 is believed to be reliable, but not guaranteed.*



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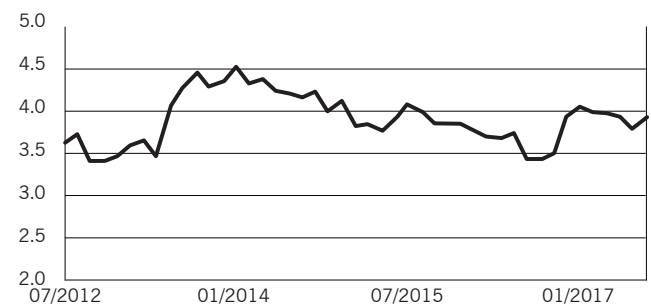
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$190,000	3.750%	\$835.92
2017	\$200,000	4.000%	\$907.09

30 YEAR FIXED MORTGAGE RATE

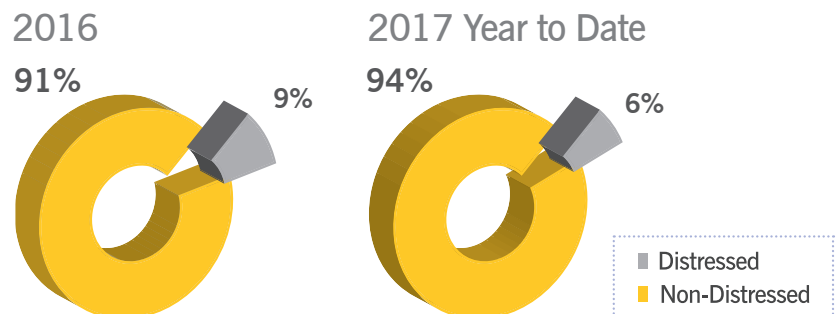


Source: Residential median sales prices. Data obtained 07/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17			
\$1 - 49,999	31	30	20	48	33	26	34	0.9	1.3	Seller
\$50,000 - 74,999	84	27	43	60	49	41	29	2.9	2.1	Seller
\$75,000 - 99,999	92	68	58	71	76	82	59	1.6	1.3	Seller
\$100,000 - 124,999	128	94	84	138	101	105	84	1.5	1.3	Seller
\$125,000 - 149,999	249	154	161	197	183	197	173	1.4	1.3	Seller
\$150,000 - 174,999	284	158	173	217	212	192	226	1.3	1.4	Seller
\$175,000 - 199,999	364	150	164	165	170	212	212	1.7	1.7	Seller
\$200,000 - 224,999	250	89	105	168	116	143	159	1.6	1.7	Seller
\$225,000 - 249,999	305	72	90	138	107	120	134	2.3	2.5	Seller
\$250,000 - 274,999	202	65	67	103	82	103	114	1.8	2.1	Seller
\$275,000 - 299,999	211	52	62	73	70	86	75	2.8	2.8	Seller
\$300,000 - 349,999	272	64	74	103	103	110	100	2.7	2.7	Seller
\$350,000 - 399,999	257	33	55	58	65	70	88	2.9	3.4	Seller
\$400,000 - 499,999	325	47	59	71	67	84	81	4.0	4.2	Slightly Seller
\$500,000 - 599,999	207	25	21	29	30	38	32	6.5	6.5	Balanced
\$600,000 - 699,999	113	12	12	17	22	18	16	7.1	6.8	Slightly Buyer
\$700,000 - 799,999	102	4	11	13	14	9	16	6.4	7.7	Slightly Buyer
\$800,000 - 899,999	56	3	1	3	8	7	6	9.3	9.5	Buyer
\$900,000 - 999,999	51	2	2	1	2	3	5	10.2	14.3	Buyer
\$1,000,000 - and over	168	4	6	10	7	15	9	18.7	17.1	Buyer
TOTAL	3,751	1,153	1,268	1,683	1,517	1,661	1,652	2.3	2.3	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 07/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2017 - 06/30/2017. Information is believed to be reliable, but not guaranteed.

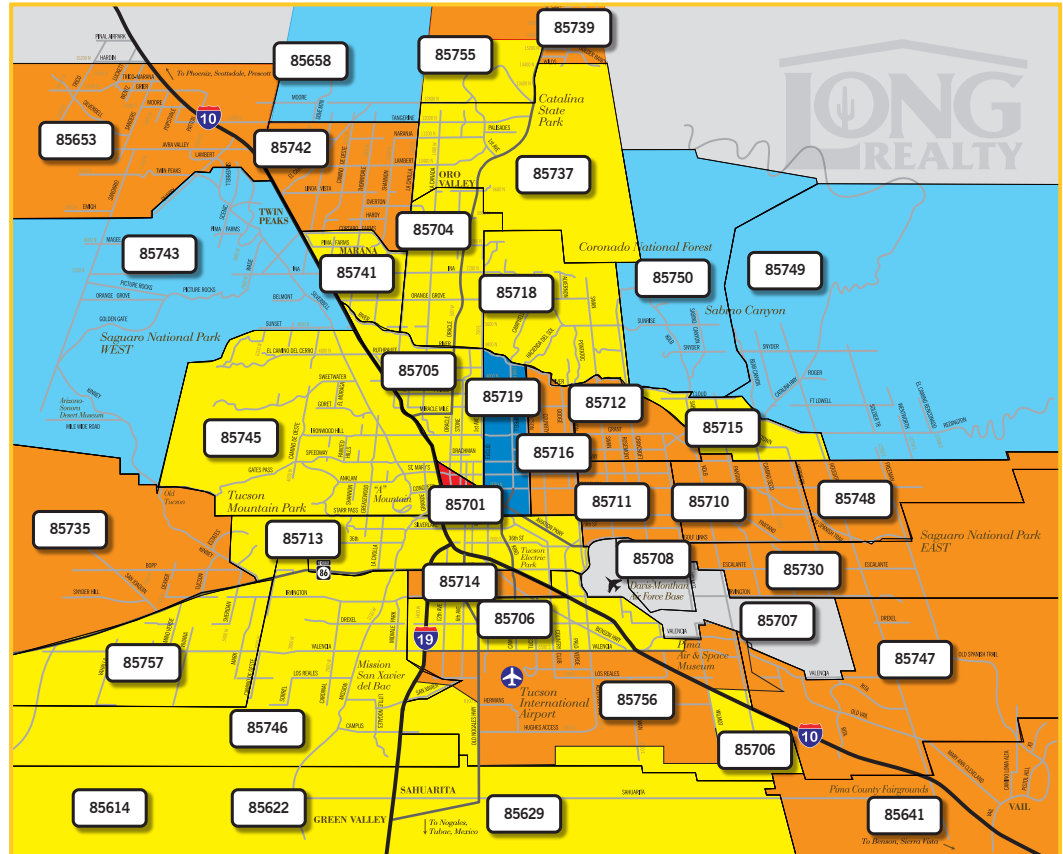


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2016-JUN 2016 TO
APR 2017-JUN 2017

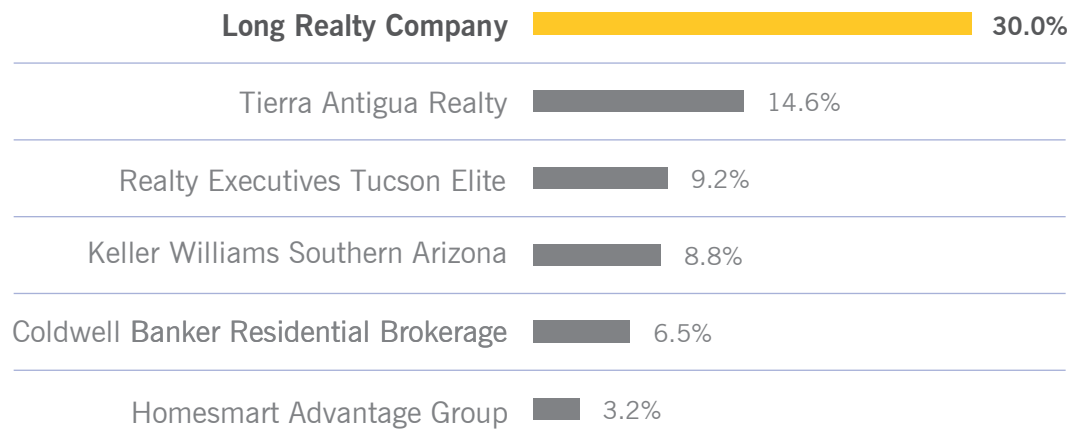
This heat map represents the percentage of change in Tucson metro median sales prices from April 2016-June 2016 to April 2017-June 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2016 – 06/30/2017 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.