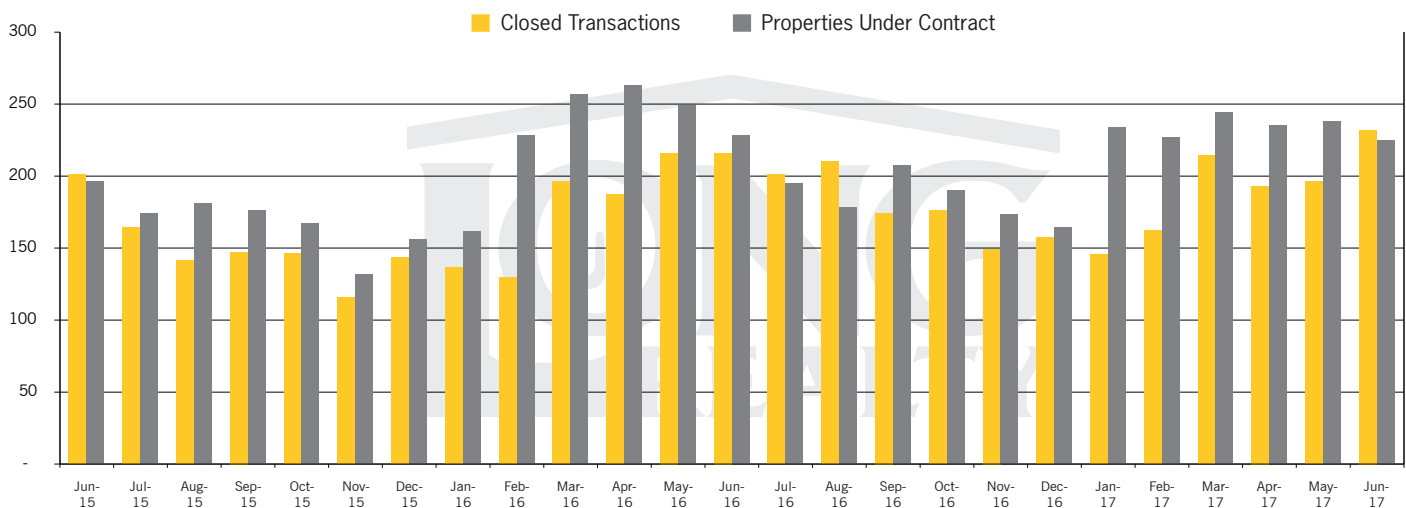




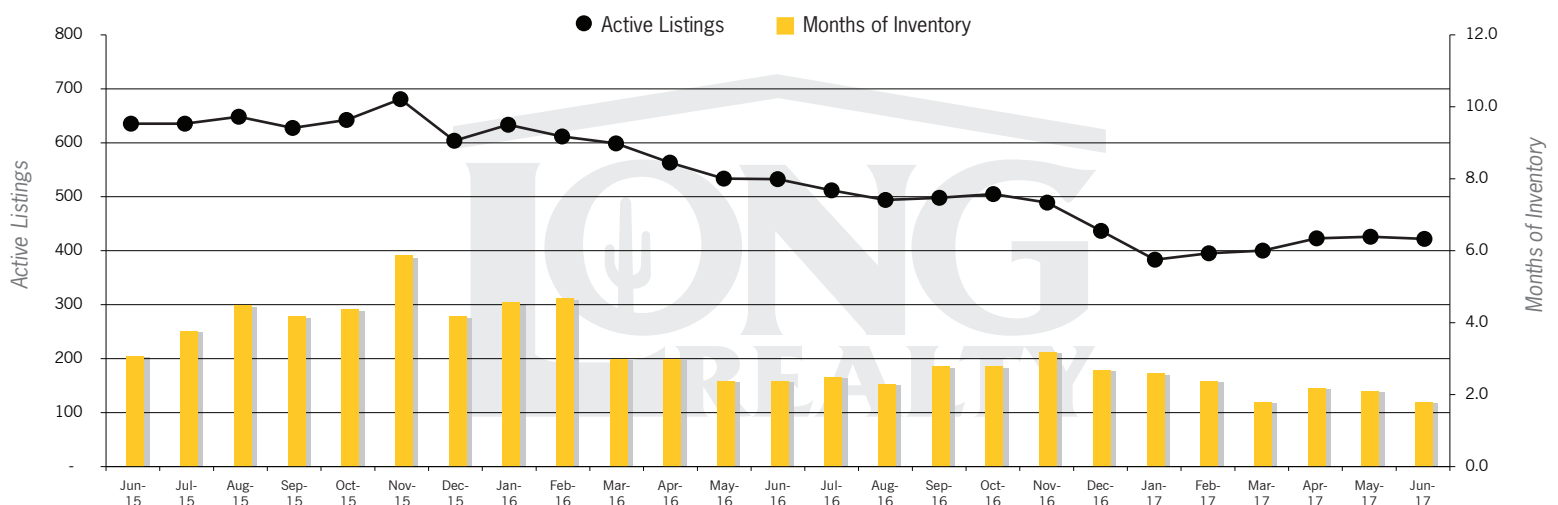
Tucson Central | July 2017

In the Tucson Central area, June 2017 active inventory was 417, a 21% decrease from June 2016. There were 233 closings in June 2017, a 7% increase from June 2016. Year-to-date 2017 there were 1,206 closings, a 6% increase from year-to-date 2016. Months of Inventory was 1.8, down from 2.4 in June 2016. Median price of sold homes was \$172,500 for the month of June 2017, up 8% from June 2016. The Tucson Central area had 226 new properties under contract in June 2017, down 1% from June 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

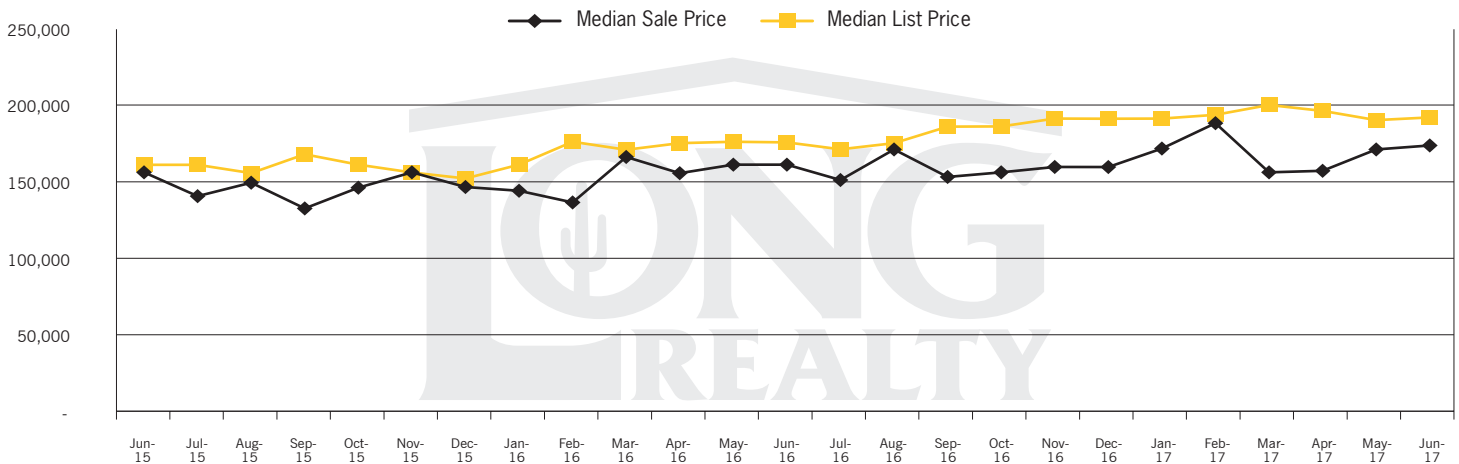


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2017 is believed to be reliable, but not guaranteed.



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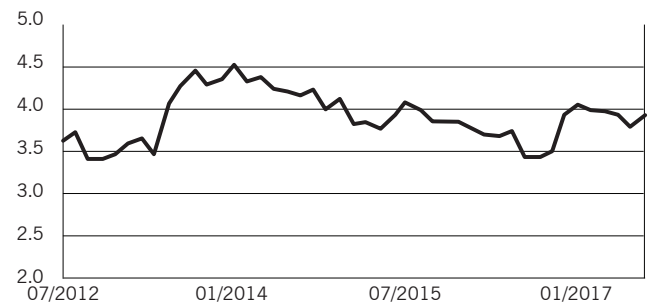
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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	\$172,500	4.000%	\$782.36

30 YEAR FIXED MORTGAGE RATE



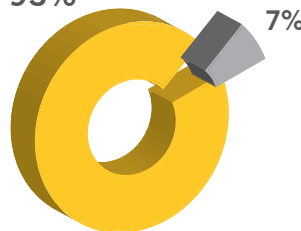
Source: Residential median sales prices. Data obtained 07/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

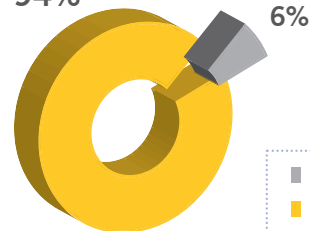
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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



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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
		Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17			
\$1 - 49,999	2	2	2	8	4	3	6	0.3	0.6	Seller
\$50,000 - 74,999	9	5	4	10	9	9	6	1.5	0.8	Seller
\$75,000 - 99,999	12	15	12	14	17	12	16	0.8	1.1	Seller
\$100,000 - 124,999	22	24	9	31	25	14	20	1.1	1.2	Seller
\$125,000 - 149,999	54	23	30	43	32	31	30	1.8	1.8	Seller
\$150,000 - 174,999	57	22	23	33	31	22	42	1.4	1.9	Seller
\$175,000 - 199,999	42	22	19	17	14	23	22	1.9	2.1	Seller
\$200,000 - 224,999	32	17	19	14	11	23	20	1.6	1.6	Seller
\$225,000 - 249,999	48	13	13	11	11	17	18	2.7	2.7	Seller
\$250,000 - 274,999	15	8	7	10	8	15	14	1.1	1.4	Seller
\$275,000 - 299,999	20	5	9	3	8	14	7	2.9	2.1	Seller
\$300,000 - 349,999	22	3	16	10	11	9	12	1.8	2.0	Seller
\$350,000 - 399,999	31	3	5	5	2	6	8	3.9	5.4	Balanced
\$400,000 - 499,999	19	2	6	8	9	4	8	2.4	3.3	Seller
\$500,000 - 599,999	4	0	2	5	5	2	2	2.0	1.7	Seller
\$600,000 - 699,999	9	0	1	0	1	2	0	n/a	9.3	Buyer
\$700,000 - 799,999	3	0	1	2	1	0	1	3.0	4.0	Seller
\$800,000 - 899,999	5	0	0	0	2	0	0	n/a	8.5	Buyer
\$900,000 - 999,999	4	0	0	0	0	0	1	4.0	11.0	Buyer
\$1,000,000 - and over	7	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	417	164	178	224	201	206	233	1.8	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 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.

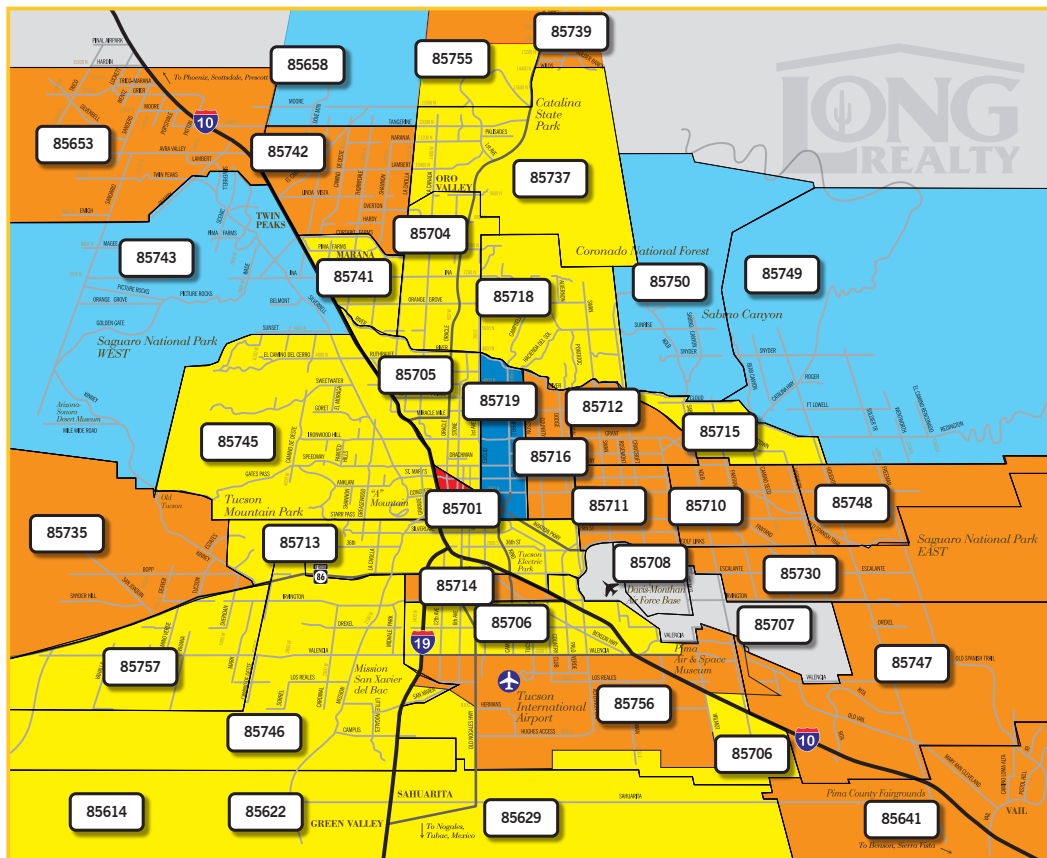
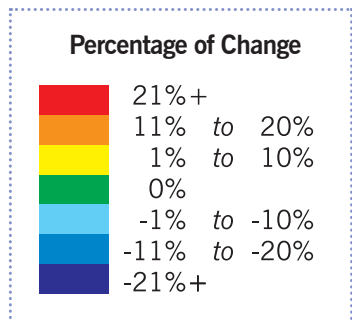


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2016-JUN 2016 TO
APR 2017-JUN 2017

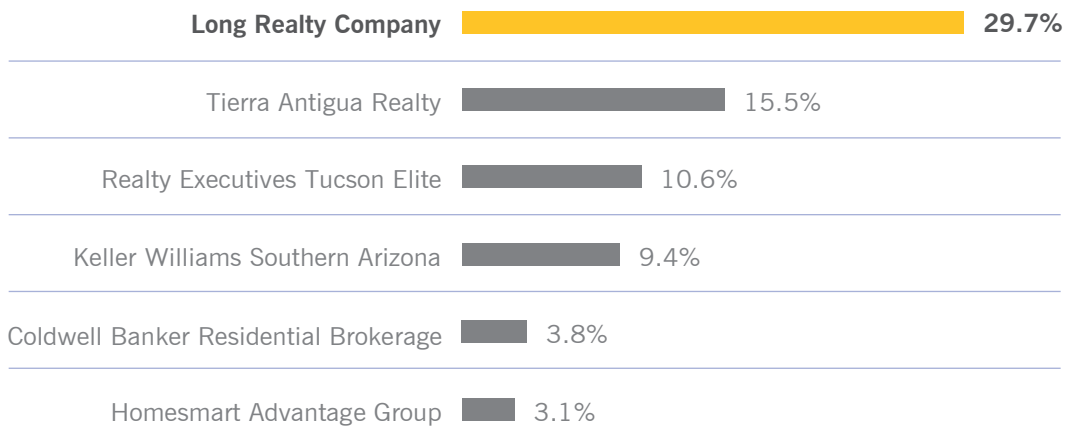
This heat map represents the percentage of change in Tucson metro median sales prices from April 2016-June 2016 to April 2017-June 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

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 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.