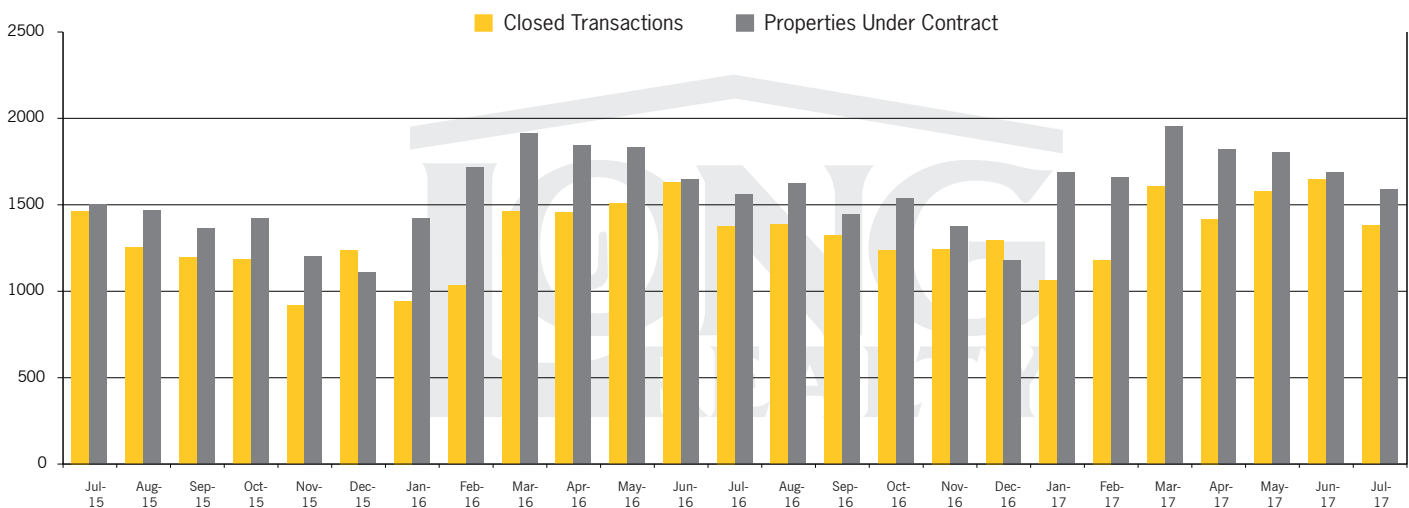




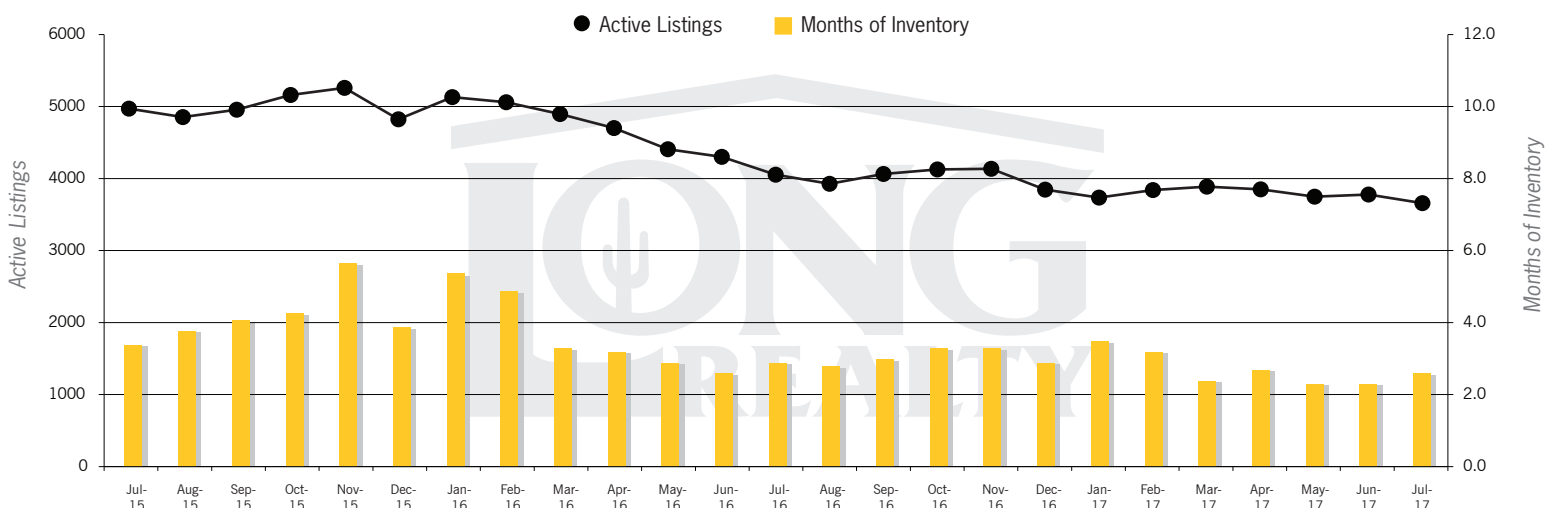
Tucson Metro | August 2017

In the Tucson Main Market area, July 2017 active inventory was 3,630, a 10% decrease from July 2016. There were 1,385 closings in July 2017, virtually unchanged from July 2016. Year-to-date 2017 there were 10,427 closings, a 5% increase from year-to-date 2016. Months of Inventory was 2.6, down from 2.9 in July 2016. Median price of sold homes was \$192,500 for the month of July 2017, up 6% from July 2016. The Tucson Main Market area had 1,594 new properties under contract in July 2017, up 2% from July 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

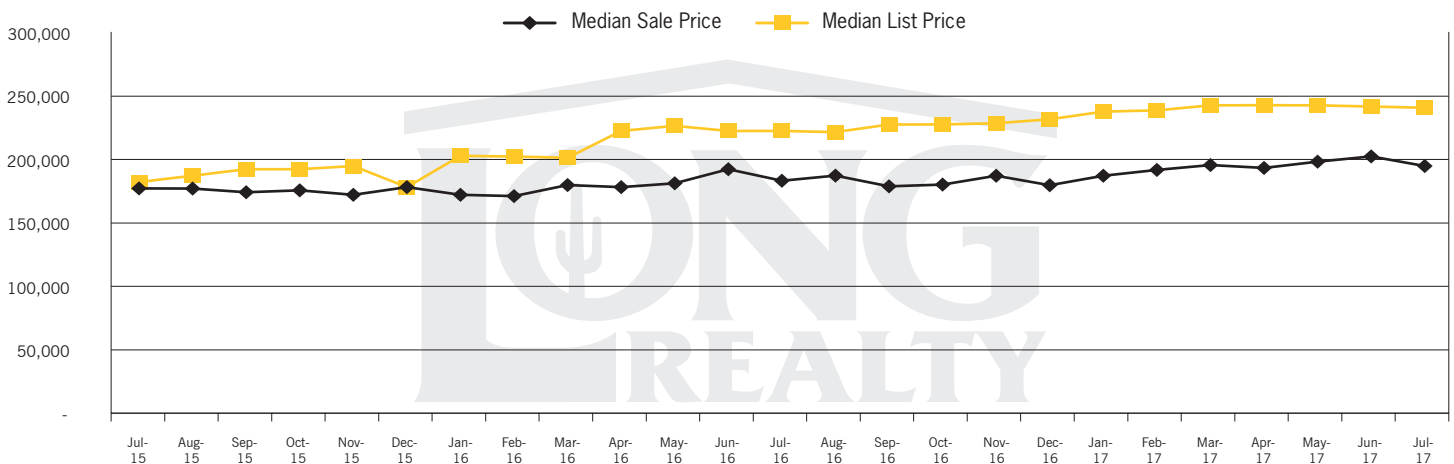


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/03/2017 is believed to be reliable, but not guaranteed.



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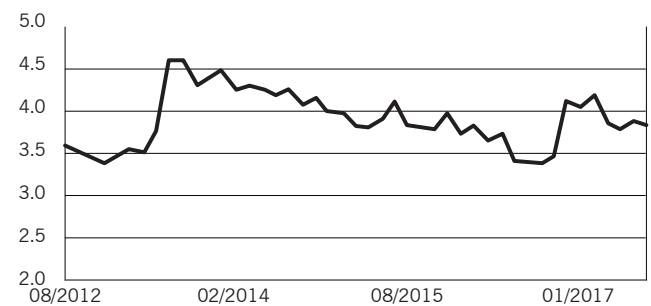
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$181,000	3.557%	\$777.61
2017	\$192,500	4.140%	\$887.90

30 YEAR FIXED MORTGAGE RATE

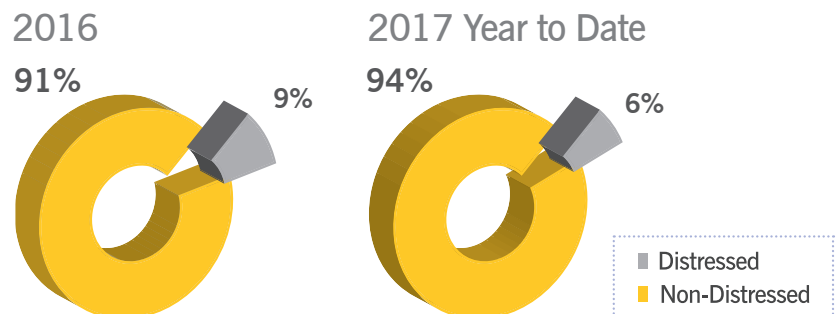


Source: Residential median sales prices. Data obtained 08/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 08/03/2017. Information is believed to be reliable, but not guaranteed.



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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
		Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17			
\$1 - 49,999	43	20	48	33	26	34	24	1.8	1.4	Seller
\$50,000 - 74,999	73	43	60	49	41	34	36	2.0	2.1	Seller
\$75,000 - 99,999	98	58	71	77	84	67	48	2.0	1.4	Seller
\$100,000 - 124,999	104	84	138	101	106	92	88	1.2	1.3	Seller
\$125,000 - 149,999	240	161	197	184	202	185	166	1.4	1.3	Seller
\$150,000 - 174,999	288	173	217	213	193	237	186	1.5	1.4	Seller
\$175,000 - 199,999	312	164	165	170	211	220	191	1.6	1.6	Seller
\$200,000 - 224,999	271	105	169	116	144	166	125	2.2	1.7	Seller
\$225,000 - 249,999	326	90	138	107	120	137	107	3.0	2.6	Seller
\$250,000 - 274,999	206	67	104	82	104	119	80	2.6	2.1	Seller
\$275,000 - 299,999	208	62	73	71	86	83	60	3.5	2.7	Seller
\$300,000 - 349,999	260	74	103	103	112	103	95	2.7	2.6	Seller
\$350,000 - 399,999	242	55	58	65	70	95	58	4.2	3.3	Seller
\$400,000 - 499,999	316	59	71	67	84	86	59	5.4	4.2	Slightly Seller
\$500,000 - 599,999	183	21	29	30	38	32	29	6.3	6.1	Balanced
\$600,000 - 699,999	107	12	17	22	18	16	15	7.1	7.0	Slightly Buyer
\$700,000 - 799,999	96	11	13	14	9	16	9	10.7	8.7	Buyer
\$800,000 - 899,999	56	1	3	8	7	6	5	11.2	9.9	Buyer
\$900,000 - 999,999	45	2	1	2	3	5	1	45.0	15.9	Buyer
\$1,000,000 - and over	156	6	10	7	15	9	3	52.0	18.6	Buyer
TOTAL	3,630	1,268	1,685	1,521	1,673	1,742	1,385	2.6	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 08/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2017 - 07/31/2017. Information is believed to be reliable, but not guaranteed.

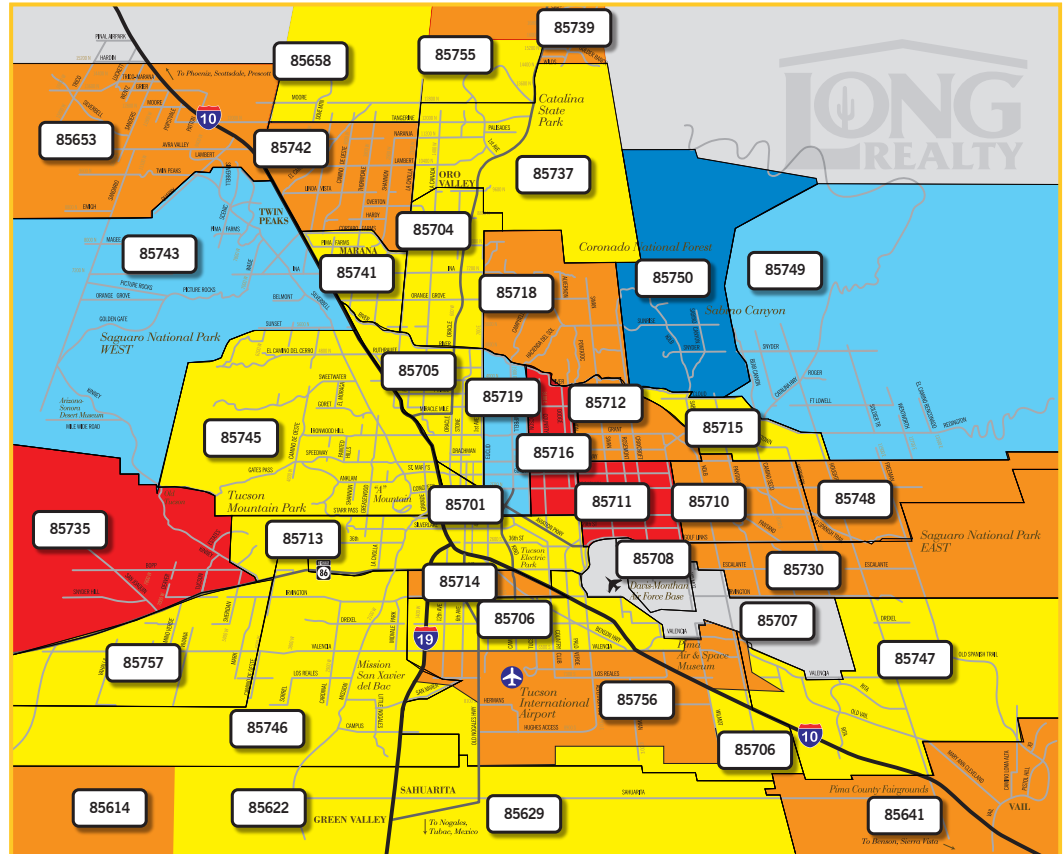


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2016-JUL 2016 TO
MAY 2017-JUL 2017

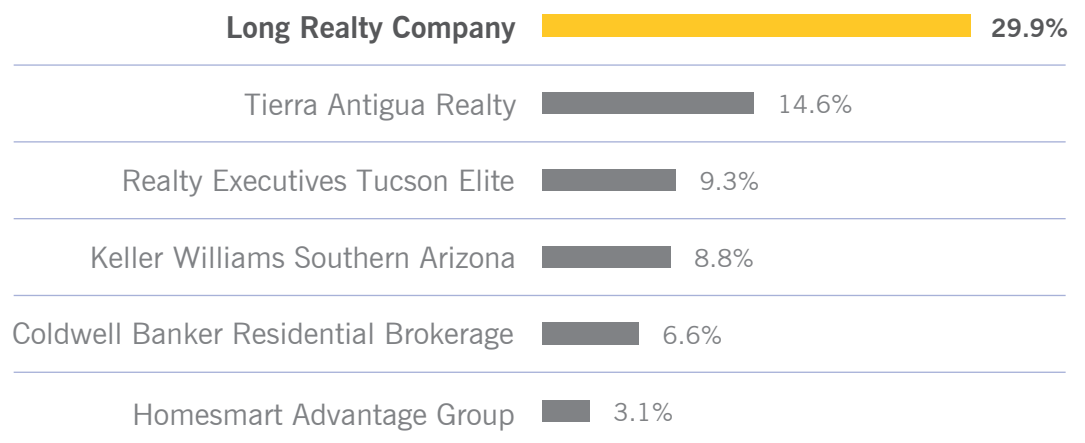
This heat map represents the percentage of change in Tucson metro median sales prices from May 2016-July 2016 to May 2017-July 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2016 – 07/31/2017 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.