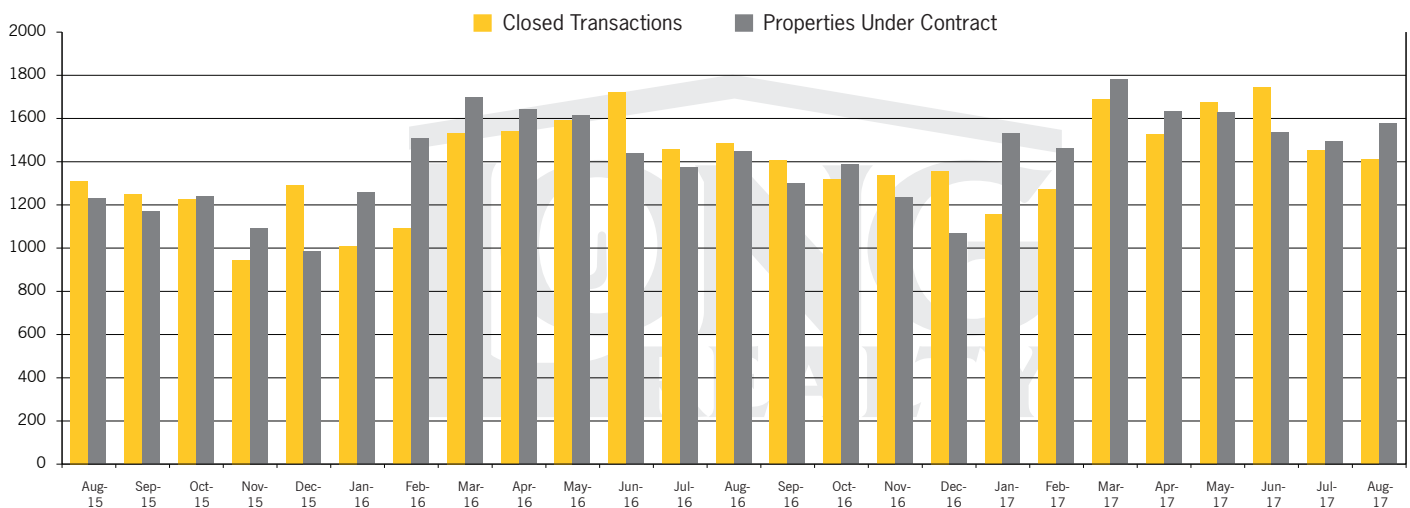




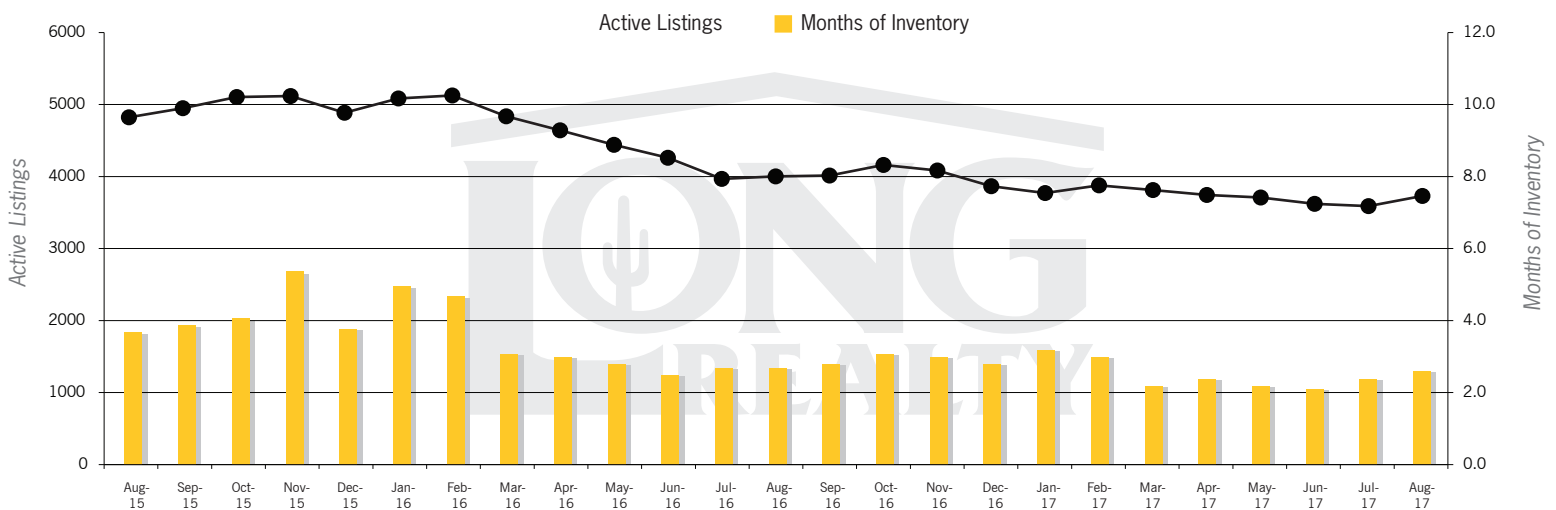
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In the Tucson Main Market area, August 2017 active inventory was 3,703, a 7% decrease from August 2016. There were 1,416 closings in August 2017, a 5% decrease from August 2016. Year-to-date 2017 there were 11,997 closings, a 5% increase from year-to-date 2016. Months of Inventory was 2.6, down from 2.7 in August 2016. Median price of sold homes was \$192,175 for the month of August 2017, up 4% from August 2016. The Tucson Main Market area had 1,585 new properties under contract in August 2017, up 9% from August 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

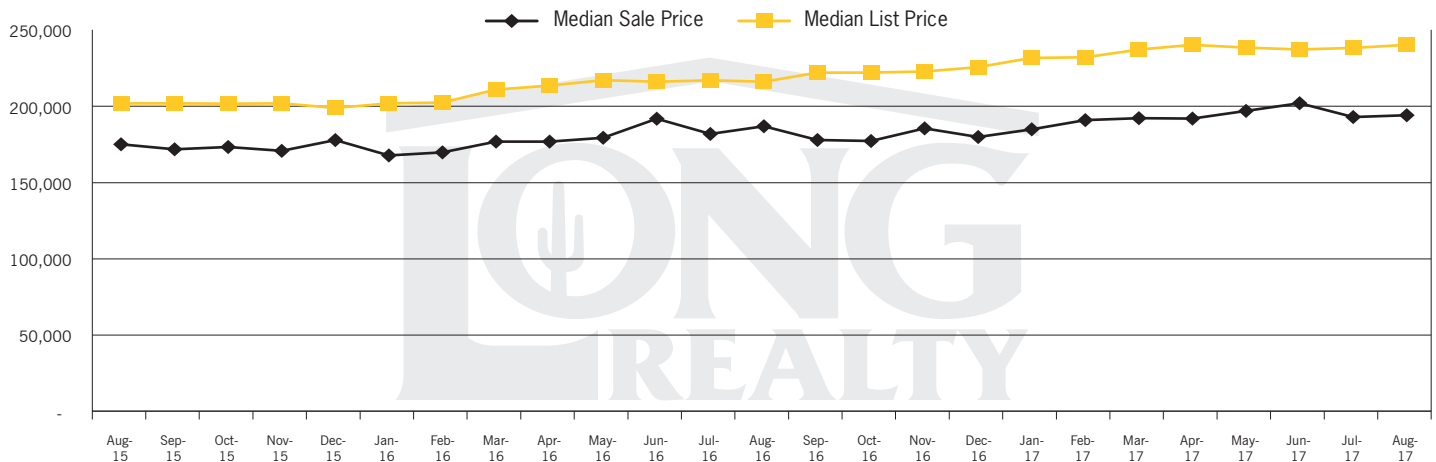


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/06/2017 is believed to be reliable, but not guaranteed.



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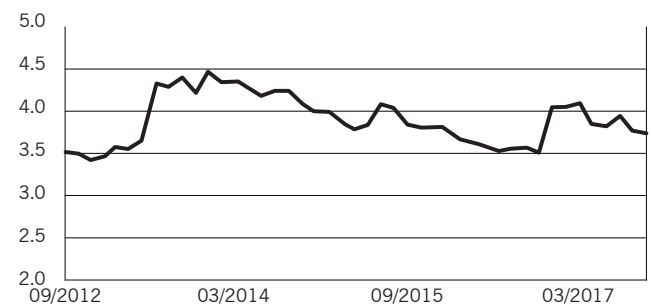
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2016	\$185,000	3.500%	\$789.20
2017	\$192,175	4.000%	\$871.60

30 YEAR FIXED MORTGAGE RATE

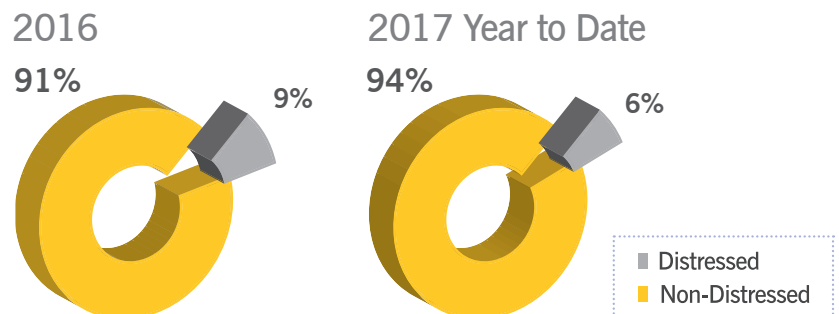


Source: Residential median sales prices. Data obtained 09/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 09/06/2017. 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
		Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17			
\$1 - 49,999	51	48	33	25	34	24	20	2.6	1.6	Seller
\$50,000 - 74,999	65	60	49	41	34	40	33	2.0	2.1	Seller
\$75,000 - 99,999	84	72	77	82	67	52	53	1.6	1.6	Seller
\$100,000 - 124,999	114	138	101	106	93	97	92	1.2	1.2	Seller
\$125,000 - 149,999	233	196	186	203	186	177	166	1.4	1.3	Seller
\$150,000 - 174,999	282	217	214	194	244	205	213	1.3	1.2	Seller
\$175,000 - 199,999	332	170	173	212	222	198	176	1.9	1.6	Seller
\$200,000 - 224,999	298	169	117	146	166	132	112	2.7	2.0	Seller
\$225,000 - 249,999	310	143	107	121	140	113	98	3.2	2.6	Seller
\$250,000 - 274,999	222	105	85	105	118	85	92	2.4	2.1	Seller
\$275,000 - 299,999	223	73	72	86	84	66	60	3.7	3.0	Seller
\$300,000 - 349,999	267	103	103	113	105	99	87	3.1	2.7	Seller
\$350,000 - 399,999	267	58	66	71	96	61	71	3.8	3.3	Seller
\$400,000 - 499,999	301	71	67	86	87	61	66	4.6	4.4	Slightly Seller
\$500,000 - 599,999	191	29	30	38	32	30	37	5.2	5.8	Balanced
\$600,000 - 699,999	97	17	22	19	16	15	11	8.8	7.5	Slightly Buyer
\$700,000 - 799,999	96	13	14	9	16	10	10	9.6	8.2	Slightly Buyer
\$800,000 - 899,999	65	3	8	7	6	5	3	21.7	12.7	Buyer
\$900,000 - 999,999	49	1	2	3	5	1	6	8.2	11.8	Buyer
\$1,000,000 - and over	156	10	7	15	9	3	10	15.6	21.8	Buyer
TOTAL	3,703	1,696	1,533	1,682	1,760	1,474	1,416	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 09/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2017 - 08/31/2017. Information is believed to be reliable, but not guaranteed.

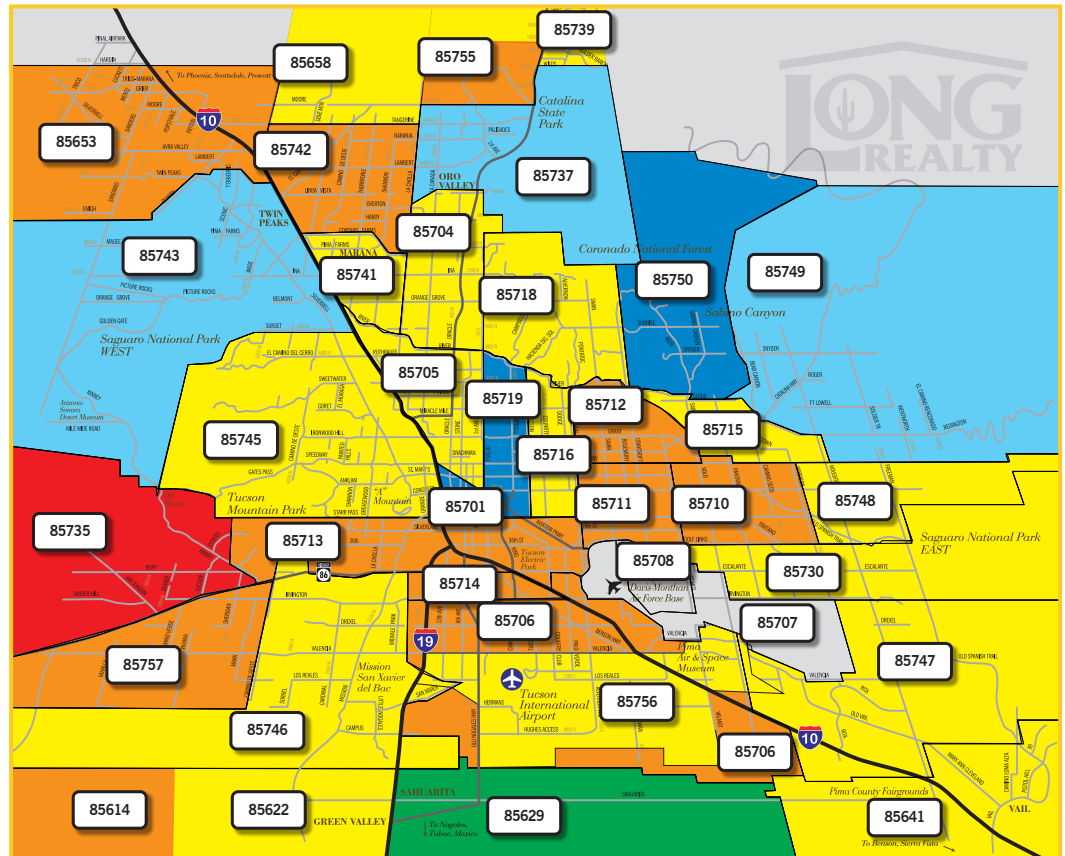
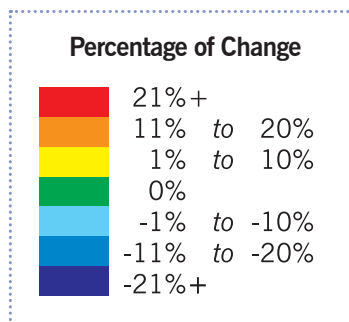


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2016-AUG 2016 TO
JUN 2017-AUG 2017

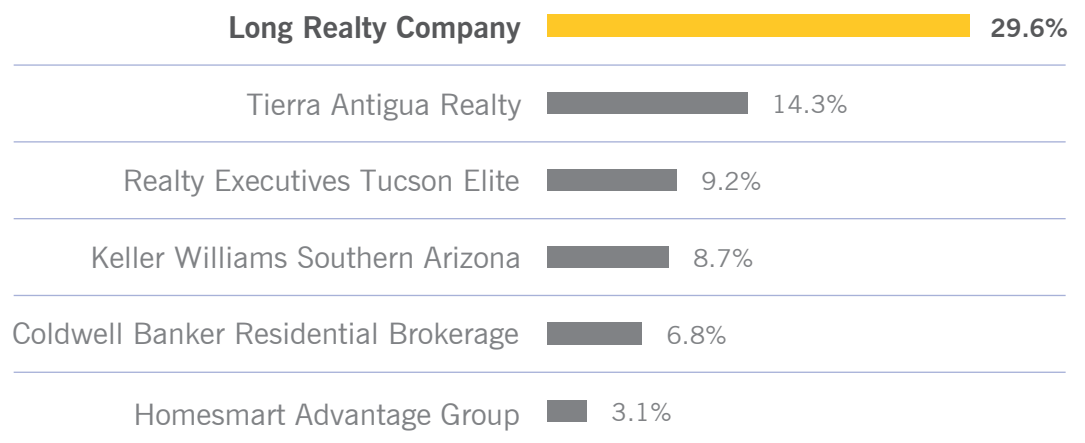
This heat map represents the percentage of change in Tucson metro median sales prices from June 2016-August 2016 to June 2017-August 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2016 – 08/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.



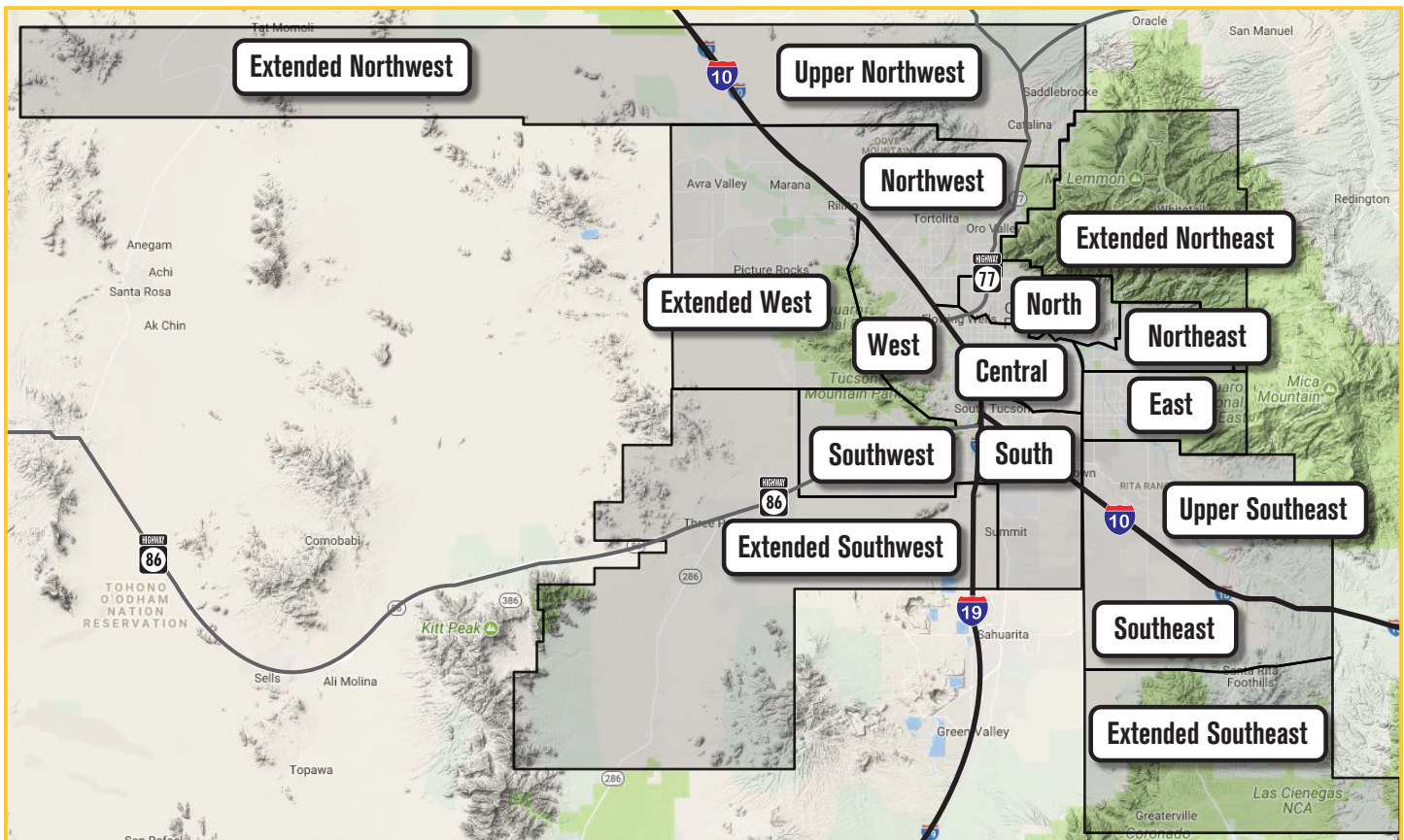
The Tucson Metro Housing Report is comprised of data for residential properties in MLSSAZ for the Tucson Metro area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.



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The MLS of Southern Arizona made changes to the MLS Area boundaries in August of 2017. Those changes affected the area defined as "Tucson Main Market." Minor changes to the outlying boundaries, shown below, will result in some small changes in statistics.

All of the current and historical data have been updated to reflect the new boundaries.



IF YOU HAVE ANY QUESTIONS ABOUT THE LOCAL HOUSING MARKET, TALK TO ME.

How's the market?

You have questions,
I have the answers.

Talk To Me.

Where Every Home & Every Person *Matters*