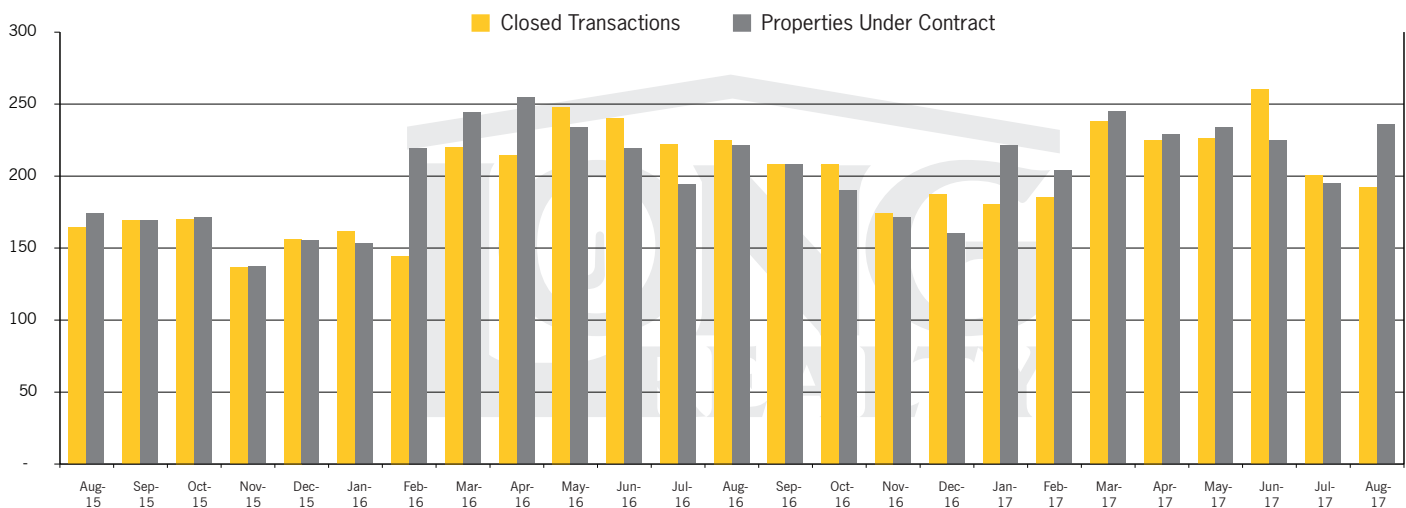




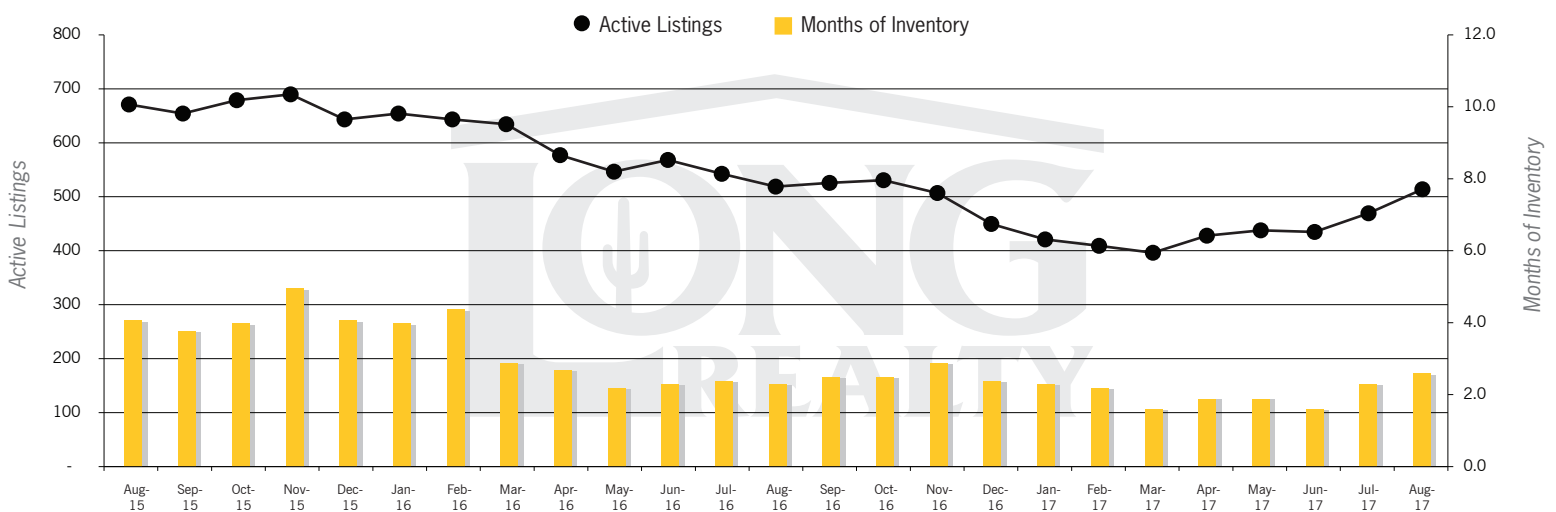
Tucson Central | September 2017

In the Tucson Central area, August 2017 active inventory was 510, virtually unchanged from August 2016. There were 193 closings in August 2017, a 15% decrease from August 2016. Year-to-date 2017 there were 1,719 closings, a 2% increase from year-to-date 2016. Months of Inventory was 2.6, up from 2.3 in August 2016. Median price of sold homes was \$152,000 for the month of August 2017, virtually unchanged from August 2016. The Tucson Central area had 237 new properties under contract in August 2017, up 7% from August 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

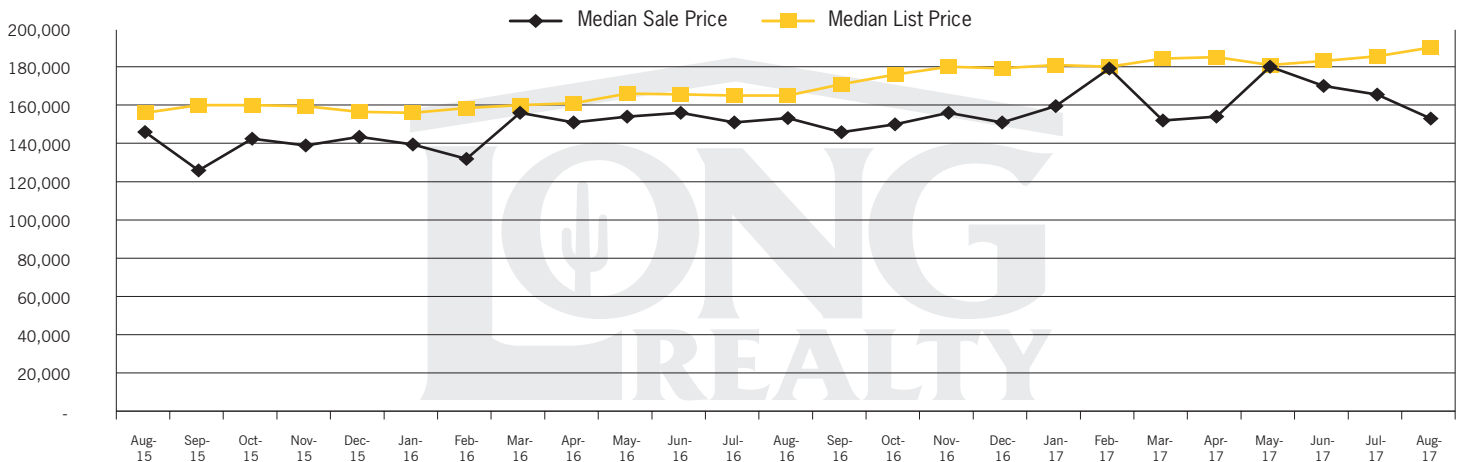


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/06/2017 is believed to be reliable, but not guaranteed.



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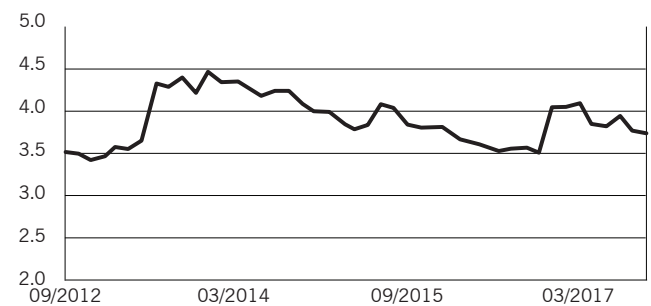
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$182,750	6.140%	\$1,056.57
2016	\$152,250	3.500%	\$649.49
2017	\$152,000	4.000%	\$689.39

30 YEAR FIXED MORTGAGE RATE

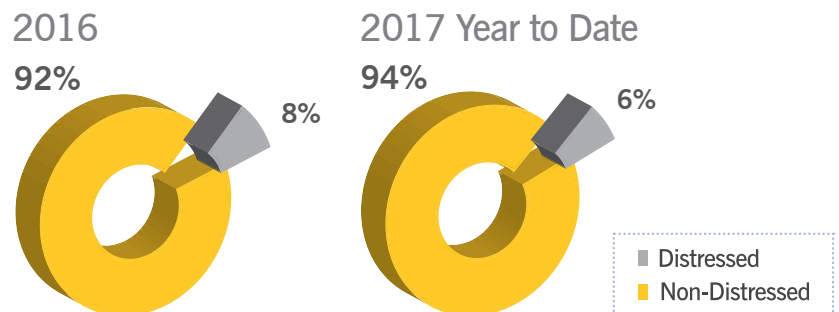


Source: Residential median sales prices. Data obtained 09/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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.





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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
		Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17			
\$1 - 49,999	5	9	6	4	10	5	4	1.3	0.5	Seller
\$50,000 - 74,999	9	11	11	10	8	5	10	0.9	1.4	Seller
\$75,000 - 99,999	18	17	24	17	18	13	14	1.3	1.5	Seller
\$100,000 - 124,999	21	32	29	20	25	27	22	1.0	0.8	Seller
\$125,000 - 149,999	75	47	37	34	35	39	41	1.8	1.7	Seller
\$150,000 - 174,999	70	35	35	25	45	28	36	1.9	1.7	Seller
\$175,000 - 199,999	54	19	15	24	23	24	18	3.0	2.2	Seller
\$200,000 - 224,999	43	15	11	23	22	13	12	3.6	2.3	Seller
\$225,000 - 249,999	46	11	11	18	18	11	7	6.6	3.6	Seller
\$250,000 - 274,999	27	10	8	16	15	9	10	2.7	1.8	Seller
\$275,000 - 299,999	21	3	8	14	10	8	3	7.0	3.2	Seller
\$300,000 - 349,999	28	10	11	9	12	9	6	4.7	2.9	Seller
\$350,000 - 399,999	34	5	2	6	8	4	5	6.8	5.5	Balanced
\$400,000 - 499,999	22	8	9	4	8	5	2	11.0	4.5	Slightly Seller
\$500,000 - 599,999	8	5	5	2	2	3	0	n/a	3.2	Seller
\$600,000 - 699,999	9	0	1	2	0	1	1	9.0	14.0	Buyer
\$700,000 - 799,999	4	2	1	0	1	0	1	4.0	4.5	Slightly Seller
\$800,000 - 899,999	2	0	2	0	1	0	0	n/a	11.0	Buyer
\$900,000 - 999,999	5	0	0	0	1	0	0	n/a	13.0	Buyer
\$1,000,000 - and over	9	0	0	0	0	0	1	9.0	25.0	Buyer
TOTAL	510	239	226	228	262	204	193	2.6	2.1	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.

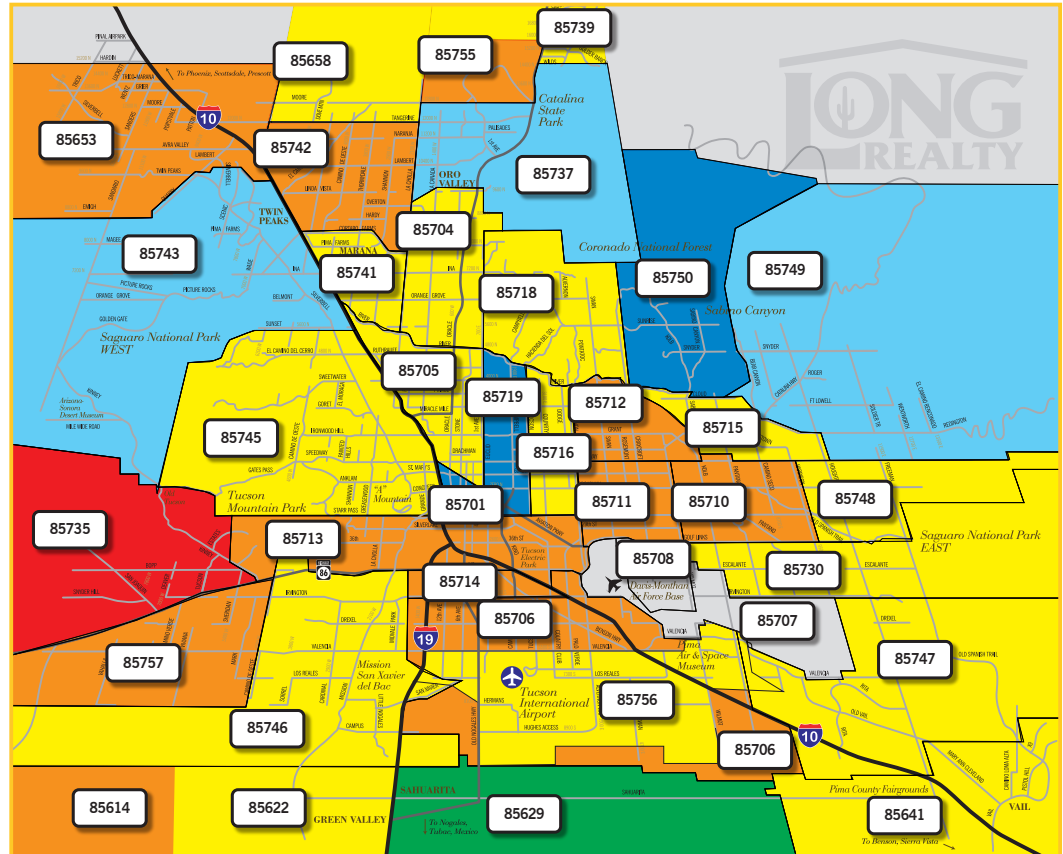


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2016-AUG 2016 TO
JUN 2017-AUG 2017

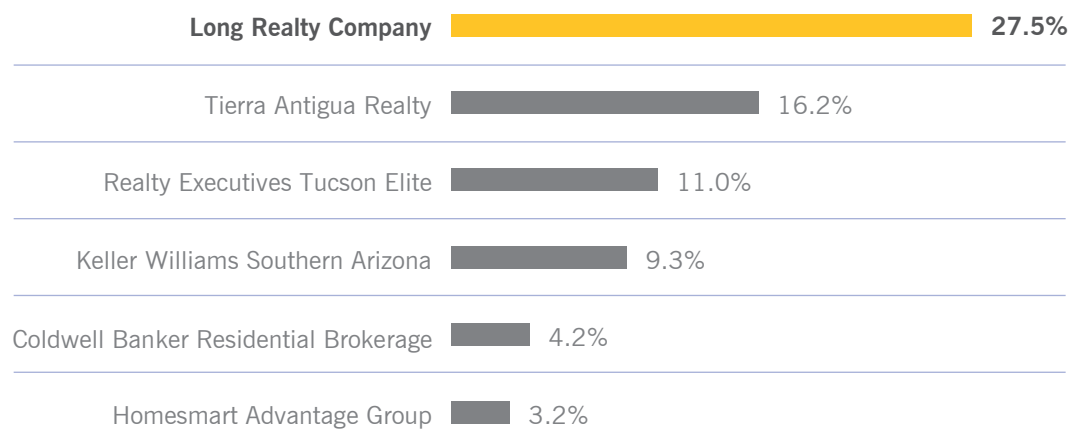
This heat map represents the percentage of change in Tucson metro median sales prices from June 2016-August 2016 to June 2017-August 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

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.



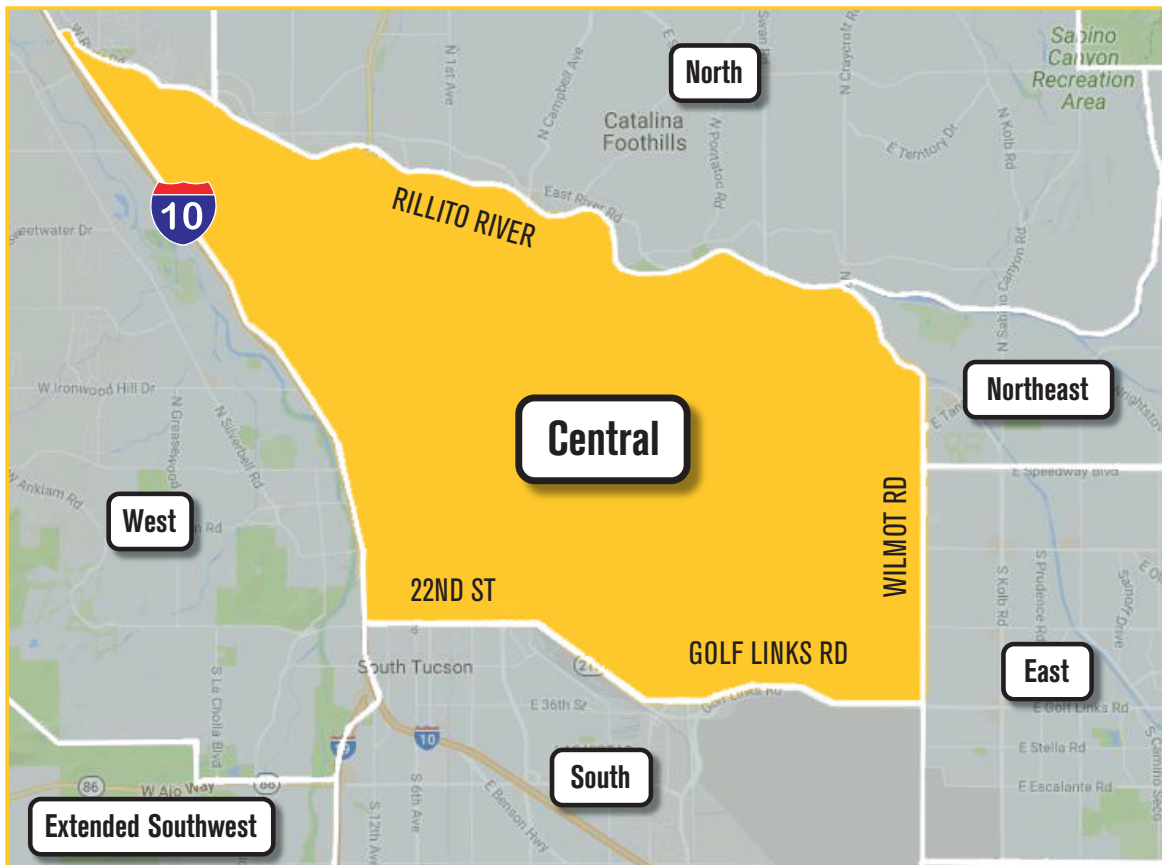
The Tucson Central Housing Report is comprised of data for residential properties in the Central area of Tucson as defined by MLSSAZ. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more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



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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 Central." The western boundary of the Central area previously stopped at Oracle. It now extends out to I-10, shown below.

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.



You have questions,
I have the answers.

Talk To Me.

Where Every Home & Every Person *Matters*