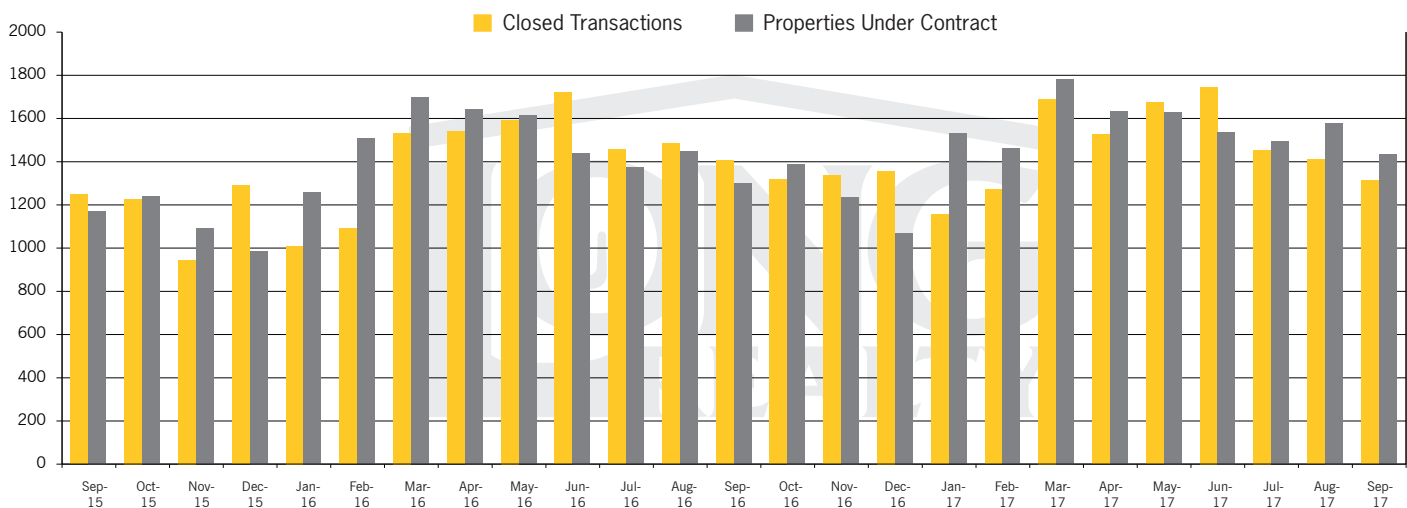




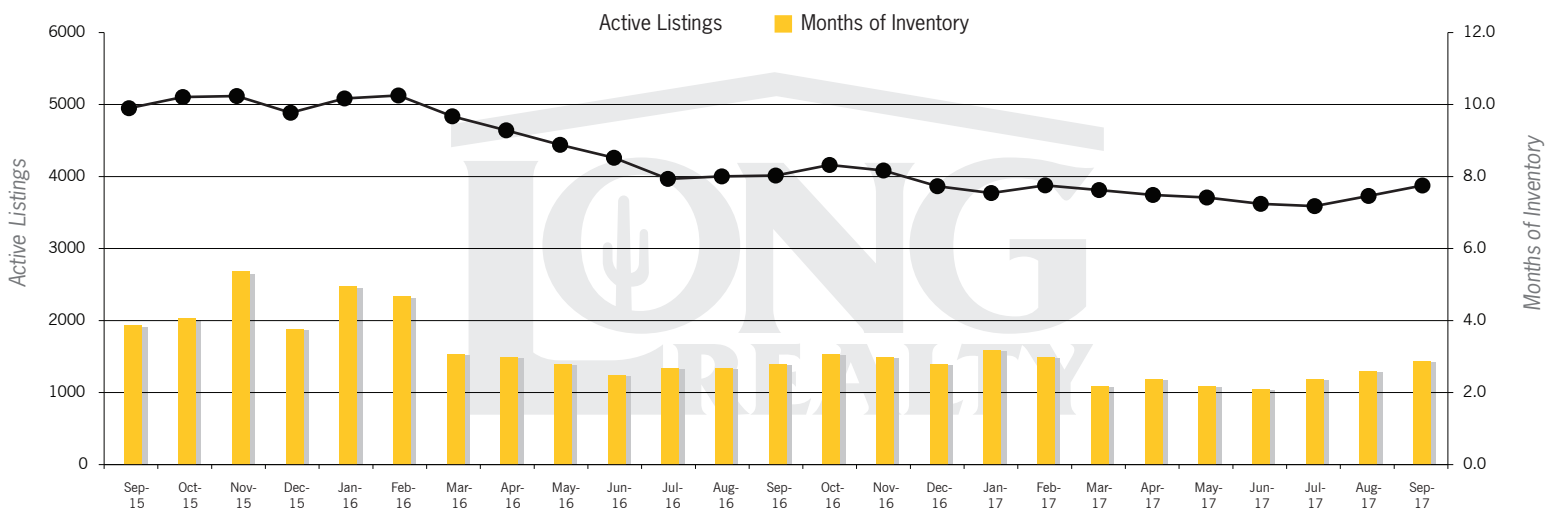
Tucson Metro | October 2017

In the Tucson Main Market area, September 2017 active inventory was 3,850, a 4% decrease from September 2016. There were 1,318 closings in September 2017, a 7% decrease from September 2016. Year-to-date 2017 there were 13,388 closings, a 4% increase from year-to-date 2016. Months of Inventory was 2.9, up from 2.8 in September 2016. Median price of sold homes was \$204,000 for the month of September 2017, up 16% from September 2016. The Tucson Main Market area had 1,440 new properties under contract in September 2017, up 10% from September 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

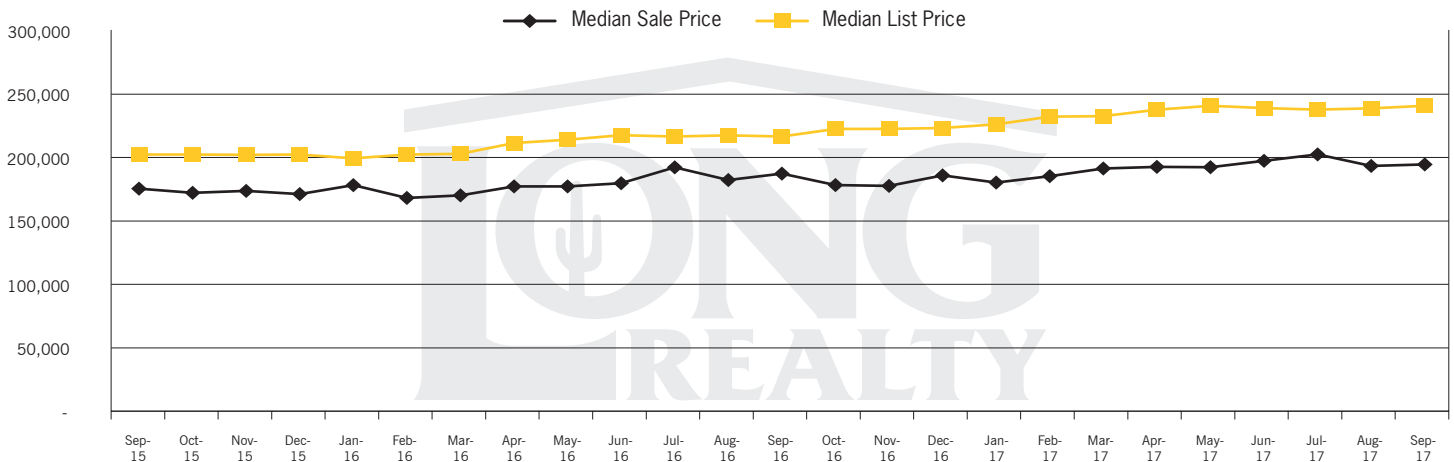


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.*



Tucson Metro | October 2017

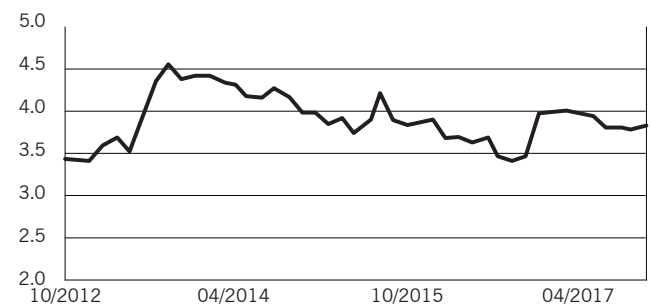
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$176,045	3.460%	\$747.27
2017	\$204,000	3.930%	\$917.43

30 YEAR FIXED MORTGAGE RATE

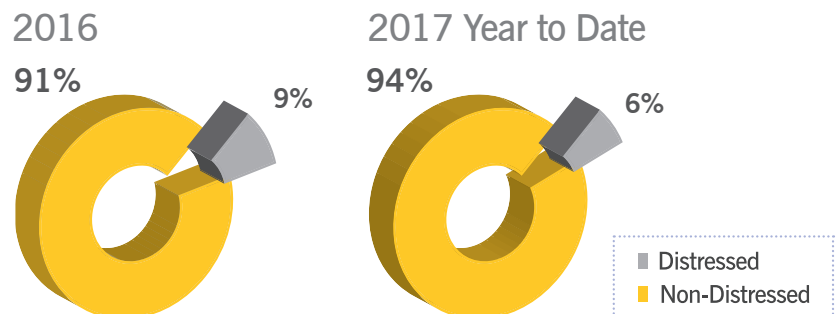


Source: Residential median sales prices. Data obtained 10/04/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 10/04/2017. Information is believed to be reliable, but not guaranteed.



Tucson Metro | October 2017

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
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17			
\$1 - 49,999	44	33	25	34	24	22	22	2.0	2.0	Seller
\$50,000 - 74,999	62	49	41	34	41	35	40	1.6	1.7	Seller
\$75,000 - 99,999	74	77	82	67	53	55	48	1.5	1.6	Seller
\$100,000 - 124,999	124	101	106	93	97	100	72	1.7	1.3	Seller
\$125,000 - 149,999	242	187	203	186	178	173	128	1.9	1.5	Seller
\$150,000 - 174,999	328	214	195	244	205	226	190	1.7	1.4	Seller
\$175,000 - 199,999	362	173	213	223	199	183	143	2.5	1.9	Seller
\$200,000 - 224,999	308	117	146	166	132	114	132	2.3	2.3	Seller
\$225,000 - 249,999	316	108	121	140	115	100	98	3.2	3.0	Seller
\$250,000 - 274,999	219	85	105	118	85	94	91	2.4	2.4	Seller
\$275,000 - 299,999	260	72	86	84	67	61	57	4.6	3.7	Seller
\$300,000 - 349,999	287	103	113	105	99	93	82	3.5	3.0	Seller
\$350,000 - 399,999	288	66	71	96	62	74	63	4.6	4.0	Slightly Seller
\$400,000 - 499,999	289	67	86	87	61	68	77	3.8	4.4	Slightly Seller
\$500,000 - 599,999	179	30	38	32	30	37	33	5.4	5.5	Balanced
\$600,000 - 699,999	100	22	19	16	15	11	19	5.3	6.7	Slightly Buyer
\$700,000 - 799,999	87	14	9	16	10	10	11	7.9	9.0	Buyer
\$800,000 - 899,999	73	8	7	6	5	3	3	24.3	17.7	Buyer
\$900,000 - 999,999	49	2	3	5	1	6	3	16.3	14.1	Buyer
\$1,000,000 - and over	159	7	15	9	3	10	6	26.5	25.0	Buyer
TOTAL	3,850	1,535	1,684	1,761	1,482	1,475	1,318	2.9	2.6	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 10/04/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2017 - 09/30/2017. Information is believed to be reliable, but not guaranteed.

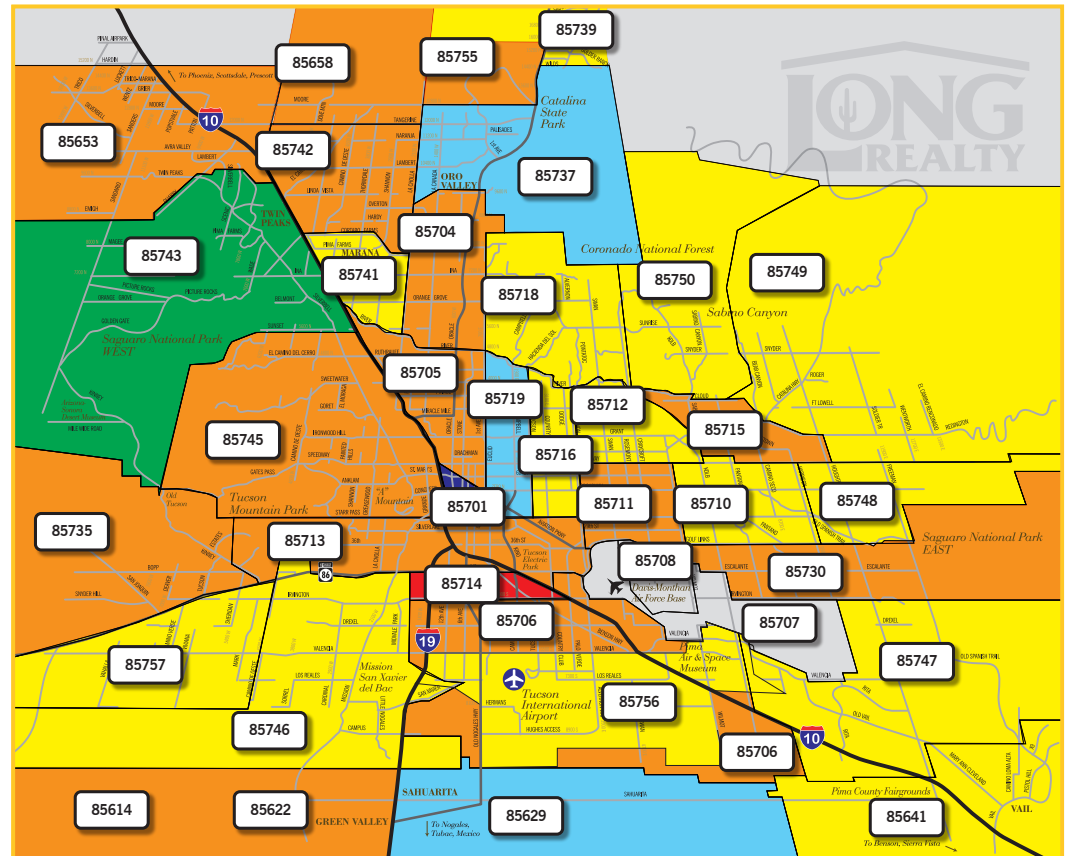


Tucson Metro | October 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2016-SEP 2016 TO
JUL 2017-SEP 2017

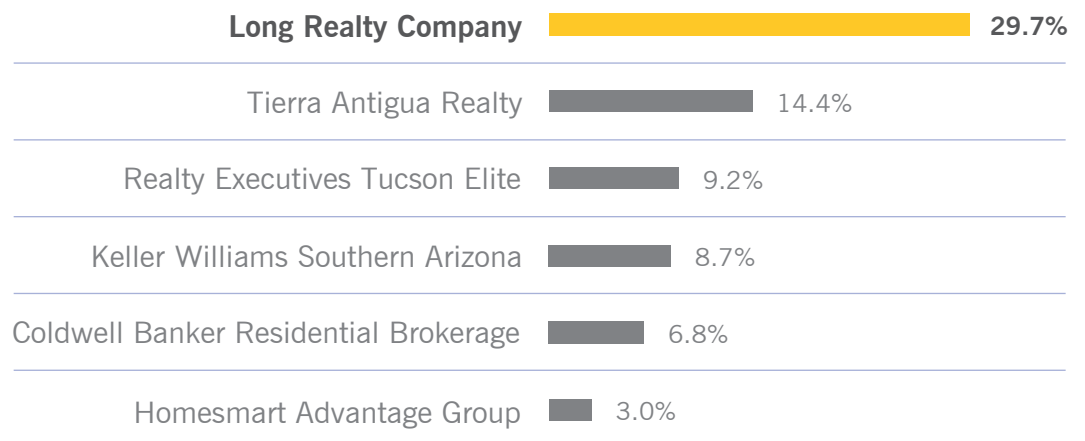
This heat map represents the percentage of change in Tucson metro median sales prices from July 2016-September 2016 to July 2017-September 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 10/04/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2016 – 09/30/2017 rounded to the nearest tenth of one percent and deemed to be correct.



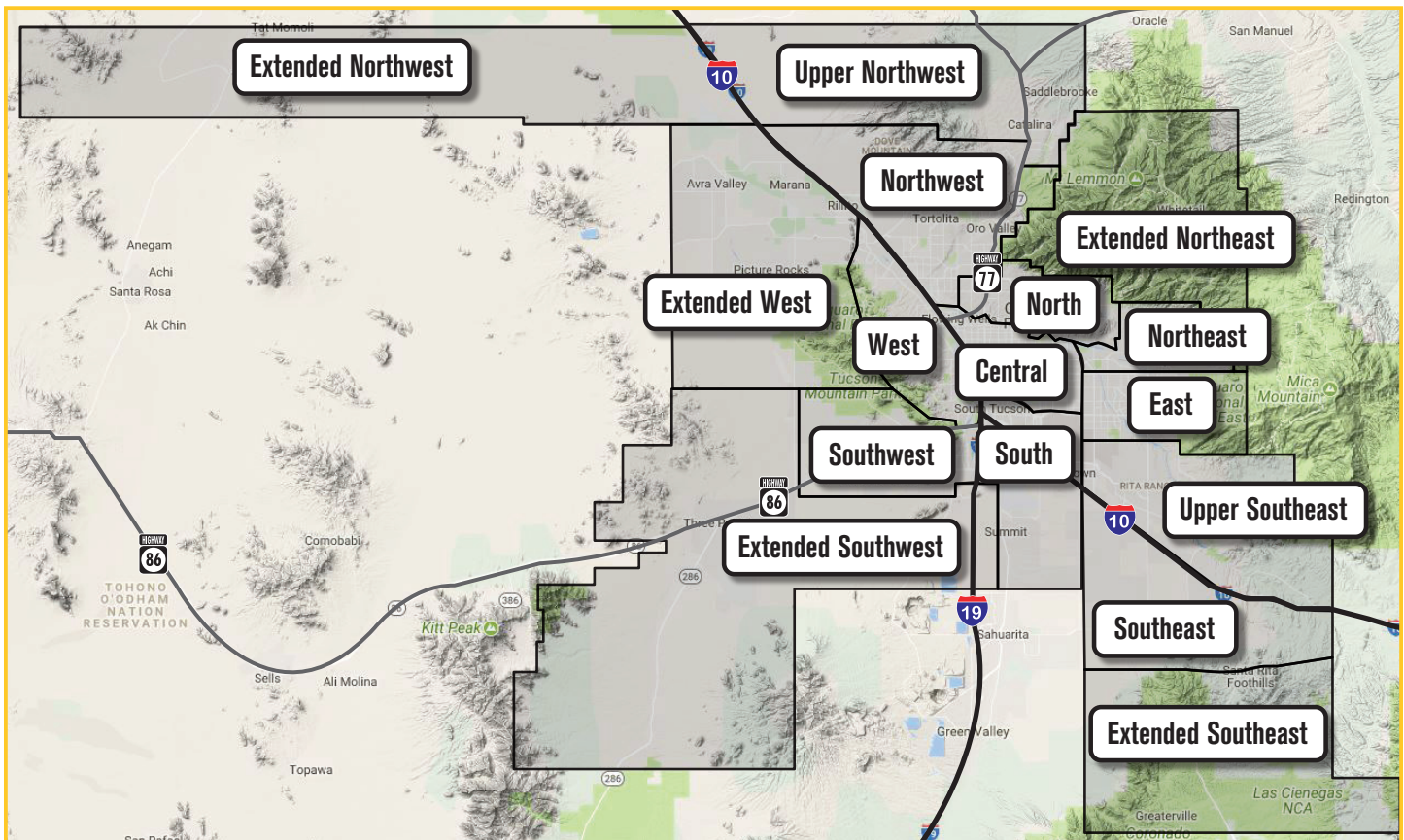
The Tucson Metro Housing Report is comprised of data for residential properties in MLSSAZ for the Tucson Metro area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.



Tucson Metro | October 2017

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*