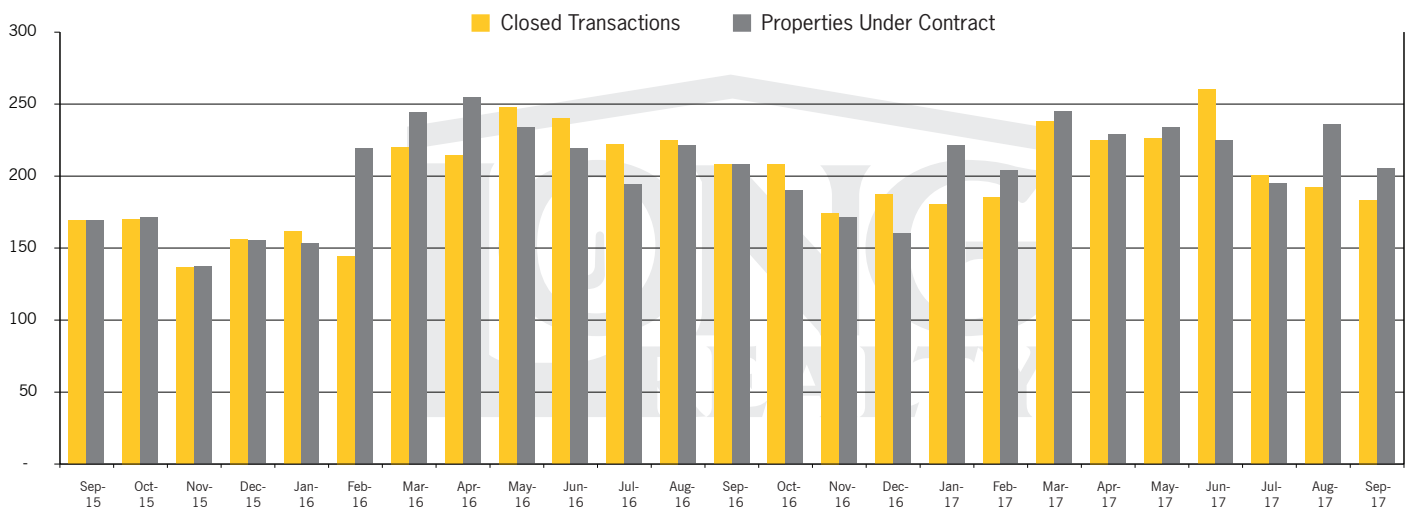




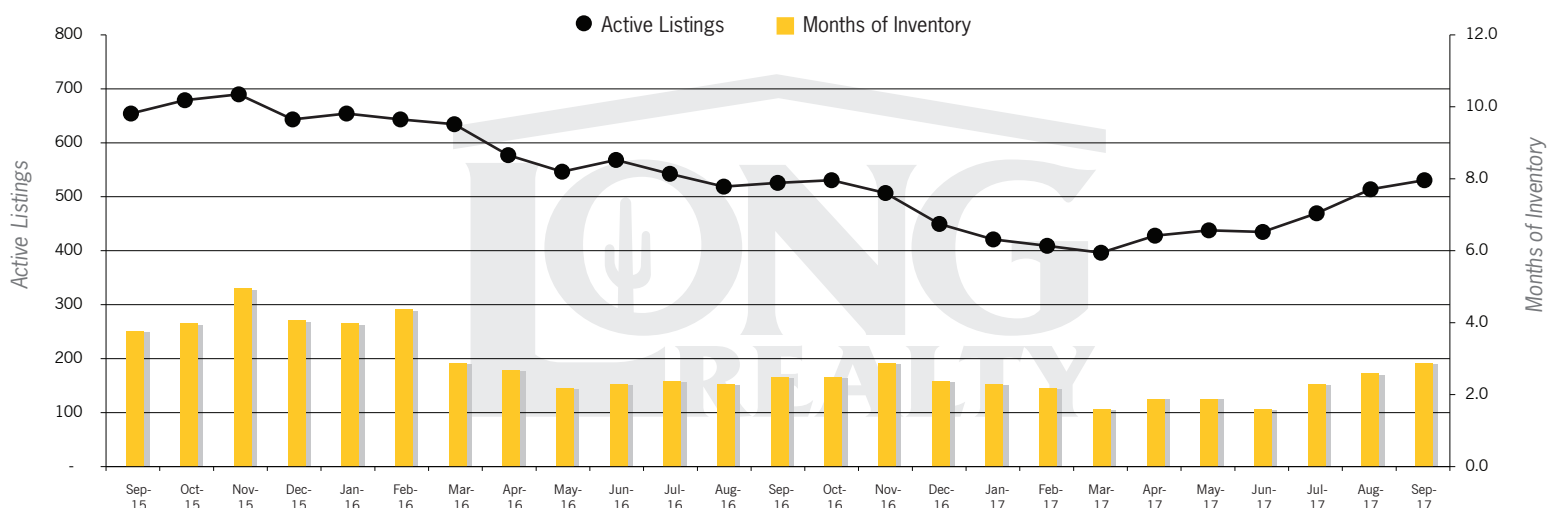
Tucson Central | October 2017

In the Tucson Central area, September 2017 active inventory was 527, virtually unchanged from September 2016. There were 184 closings in September 2017, a 12% decrease from September 2016. Year-to-date 2017 there were 1,915 closings, a 1% increase from year-to-date 2016. Months of Inventory was 2.9, up from 2.5 in September 2016. Median price of sold homes was \$165,000 for the month of September 2017, up 14% from September 2016. The Tucson Central area had 206 new properties under contract in September 2017, down 1% from September 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

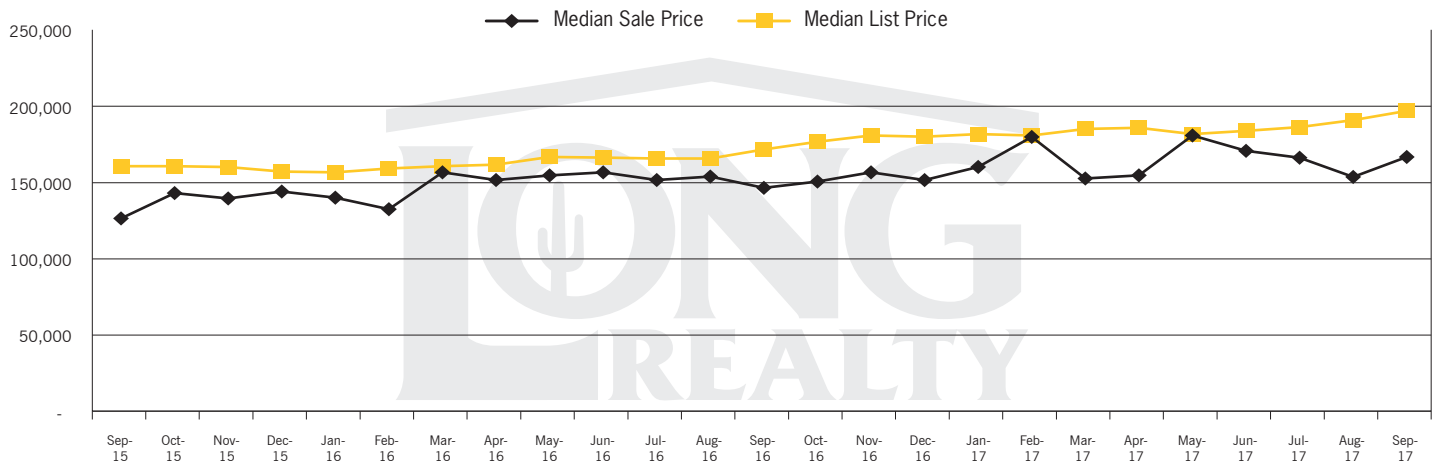


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.*



Tucson Central | October 2017

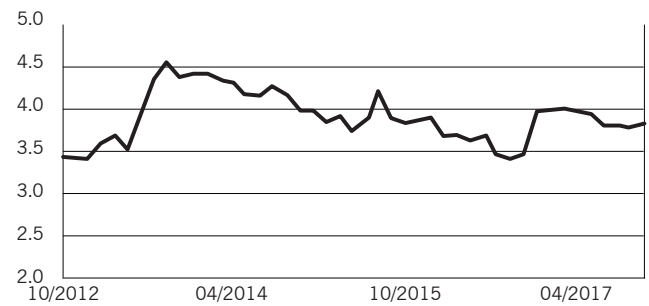
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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 | \$144,900 | 3.460% | \$615.06 |
| 2017 | \$165,000 | 3.930% | \$742.04 |

30 YEAR FIXED MORTGAGE RATE



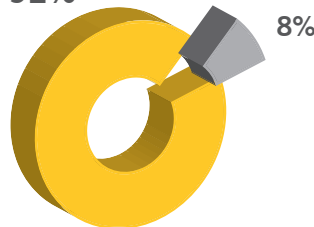
Source: Residential median sales prices. Data obtained 10/04/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

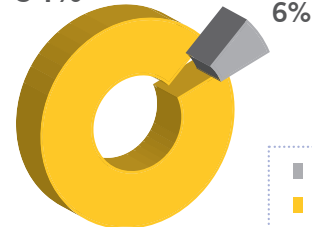
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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
92%



2017 Year to Date
94%



■ Distressed
■ Non-Distressed



Tucson Central | October 2017

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 |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | | | |
| \$1 - 49,999 | 7 | 6 | 4 | 10 | 5 | 5 | 3 | 2.3 | 1.1 | Seller |
| \$50,000 - 74,999 | 6 | 11 | 10 | 8 | 6 | 11 | 6 | 1.0 | 1.2 | Seller |
| \$75,000 - 99,999 | 12 | 24 | 17 | 18 | 14 | 14 | 11 | 1.1 | 1.4 | Seller |
| \$100,000 - 124,999 | 27 | 29 | 20 | 25 | 27 | 26 | 29 | 0.9 | 0.8 | Seller |
| \$125,000 - 149,999 | 68 | 37 | 34 | 35 | 39 | 42 | 22 | 3.1 | 2.0 | Seller |
| \$150,000 - 174,999 | 73 | 35 | 25 | 45 | 28 | 37 | 30 | 2.4 | 2.1 | Seller |
| \$175,000 - 199,999 | 66 | 15 | 24 | 23 | 24 | 19 | 18 | 3.7 | 2.7 | Seller |
| \$200,000 - 224,999 | 40 | 11 | 23 | 22 | 13 | 12 | 11 | 3.6 | 3.3 | Seller |
| \$225,000 - 249,999 | 43 | 11 | 18 | 18 | 11 | 7 | 19 | 2.3 | 3.5 | Seller |
| \$250,000 - 274,999 | 28 | 8 | 16 | 15 | 9 | 10 | 10 | 2.8 | 2.7 | Seller |
| \$275,000 - 299,999 | 23 | 8 | 14 | 10 | 8 | 3 | 5 | 4.6 | 4.3 | Slightly Seller |
| \$300,000 - 349,999 | 33 | 11 | 9 | 12 | 9 | 6 | 10 | 3.3 | 3.6 | Seller |
| \$350,000 - 399,999 | 42 | 2 | 6 | 8 | 4 | 6 | 3 | 14.0 | 8.0 | Slightly Buyer |
| \$400,000 - 499,999 | 26 | 9 | 4 | 8 | 5 | 2 | 4 | 6.5 | 6.5 | Balanced |
| \$500,000 - 599,999 | 7 | 5 | 2 | 2 | 3 | 0 | 1 | 7.0 | 4.8 | Slightly Seller |
| \$600,000 - 699,999 | 7 | 1 | 2 | 0 | 1 | 1 | 1 | 7.0 | 8.3 | Slightly Buyer |
| \$700,000 - 799,999 | 4 | 1 | 0 | 1 | 0 | 1 | 0 | n/a | 10.0 | Buyer |
| \$800,000 - 899,999 | 3 | 2 | 0 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$900,000 - 999,999 | 4 | 0 | 0 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$1,000,000 - and over | 8 | 0 | 0 | 0 | 0 | 1 | 1 | 8.0 | 13.0 | Buyer |
| TOTAL | 527 | 226 | 228 | 262 | 206 | 203 | 184 | 2.9 | 2.5 | 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.

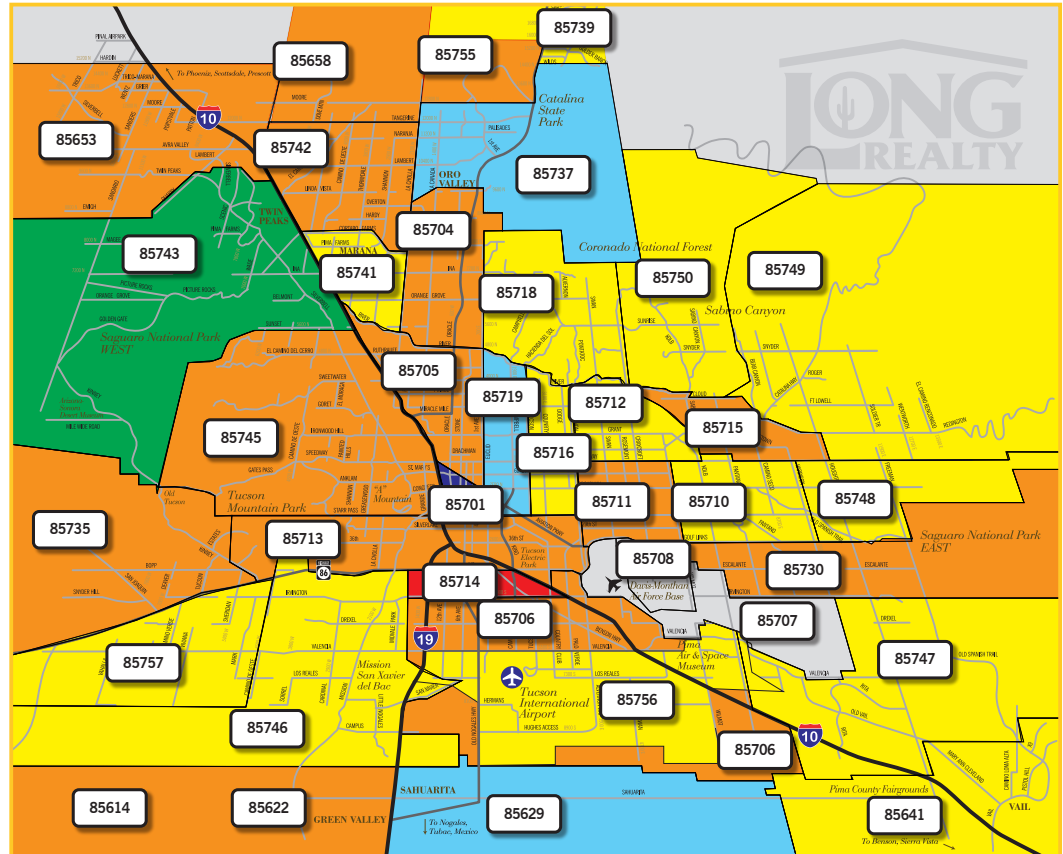


Tucson Central | October 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2016-SEP 2016 TO
JUL 2017-SEP 2017

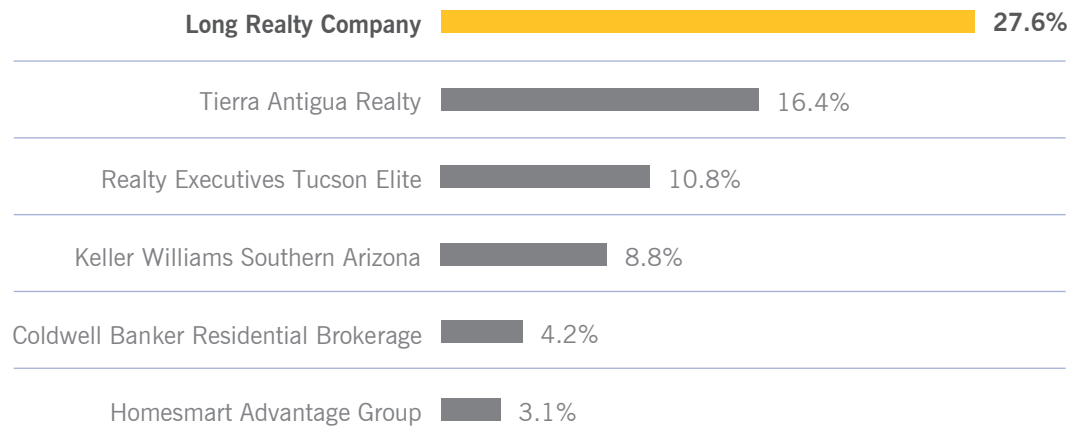
This heat map represents the percentage of change in Tucson metro median sales prices from July 2016-September 2016 to July 2017-September 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

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.



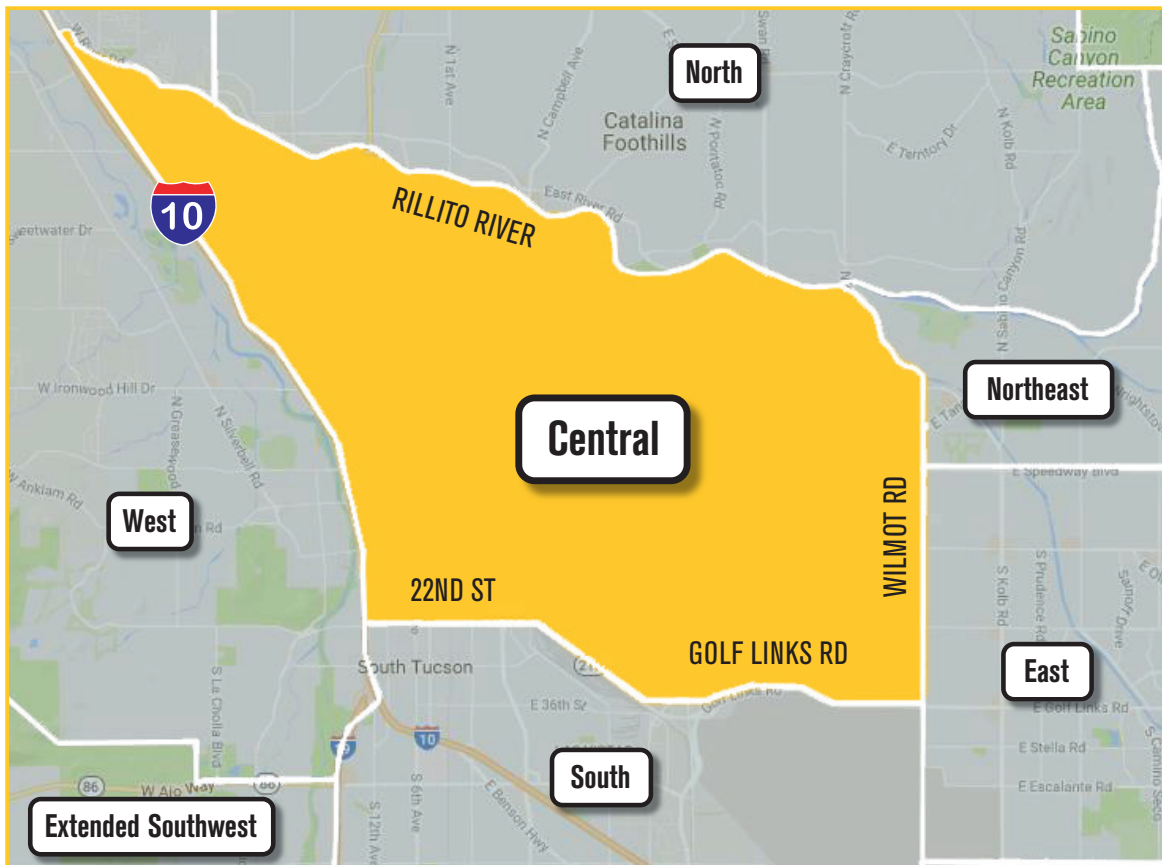
The Tucson Central Housing Report is comprised of data for residential properties in the Central area of Tucson as defined by MLSSAZ. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more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



Tucson Central | 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 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.

How's the market?

You have questions,
I have the answers.

Talk To Me.

Where Every Home & Every Person *Matters*