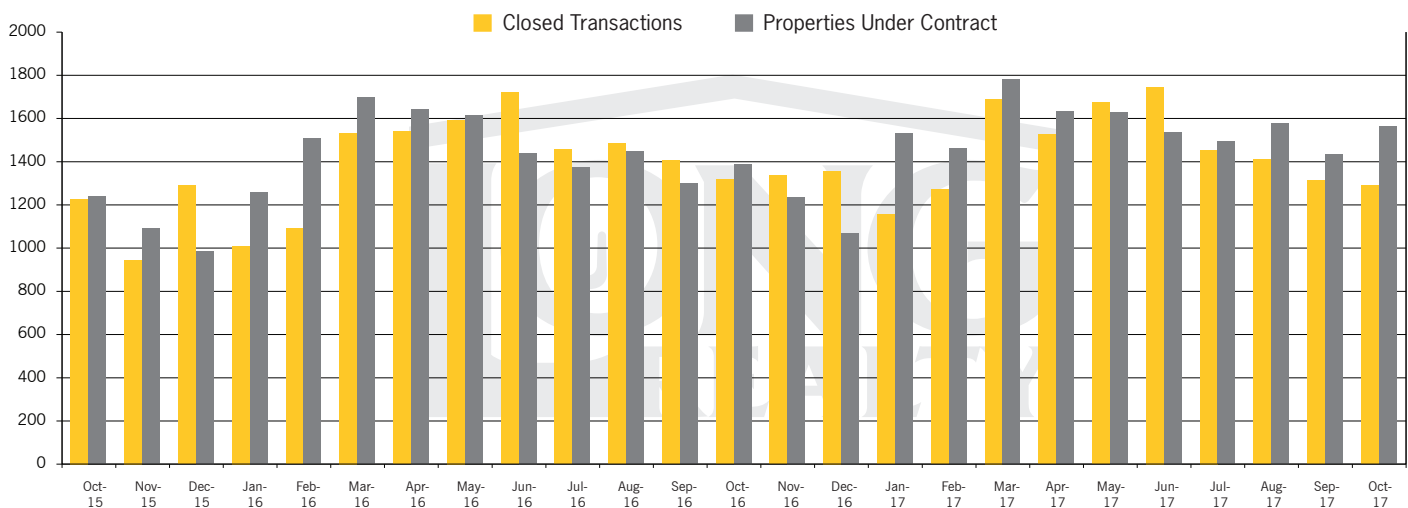




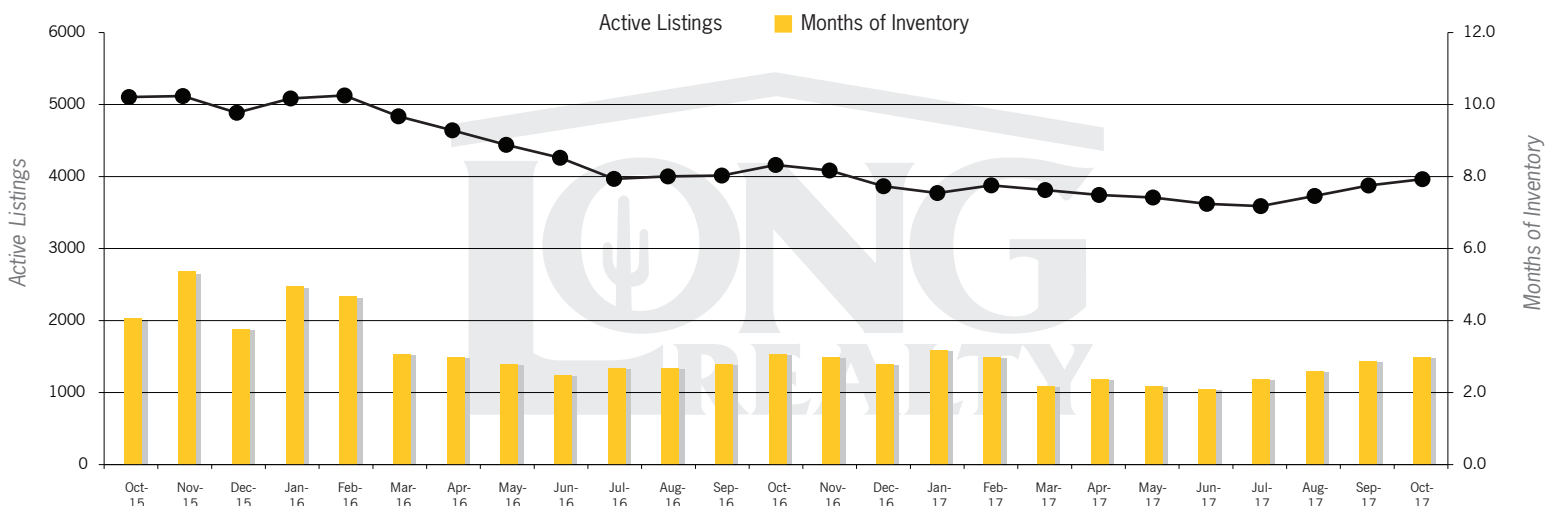
Tucson Metro | November 2017

In the Tucson Main Market area, October 2017 active inventory was 3,939, a 5% decrease from October 2016. There were 1,295 closings in October 2017, a 2% decrease from October 2016. Year-to-date 2017 there were 14,769 closings, a 5% increase from year-to-date 2016. Months of Inventory was 3.0, down from 3.1 in October 2016. Median price of sold homes was \$198,900 for the month of October 2017, up 13% from October 2016. The Tucson Main Market area had 1,569 new properties under contract in October 2017, up 12% from October 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

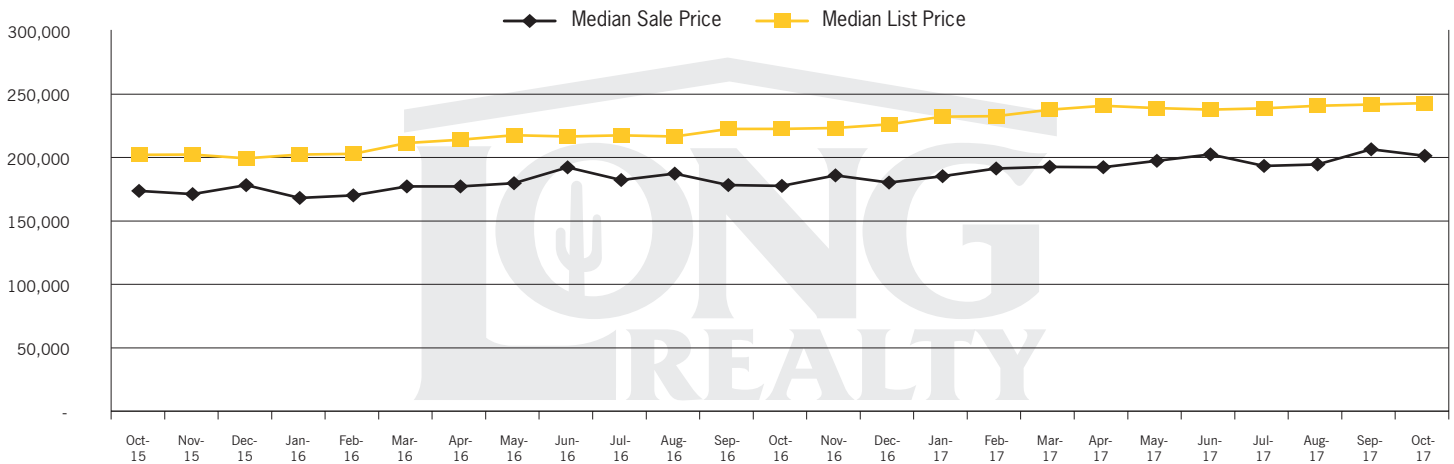


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/03/2017 is believed to be reliable, but not guaranteed.



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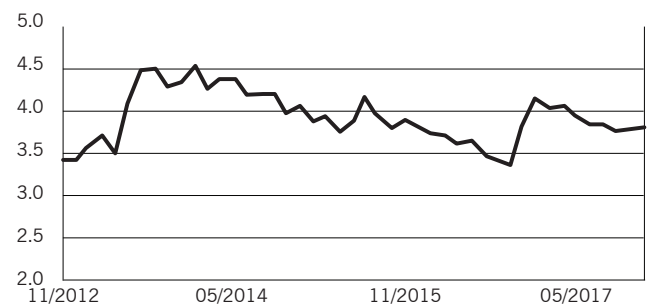
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2016	\$175,408	4.000%	\$795.55
2017	\$198,900	4.000%	\$902.10

30 YEAR FIXED MORTGAGE RATE



Source: Residential median sales prices. Data obtained 11/03/2017 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.





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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
		May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17			
\$1 - 49,999	49	25	34	24	22	22	17	2.9	2.4	Seller
\$50,000 - 74,999	63	41	34	41	35	43	31	2.0	1.7	Seller
\$75,000 - 99,999	86	82	67	53	56	54	43	2.0	1.6	Seller
\$100,000 - 124,999	119	106	93	97	101	77	75	1.6	1.4	Seller
\$125,000 - 149,999	239	203	186	179	175	134	161	1.5	1.5	Seller
\$150,000 - 174,999	340	195	244	205	229	201	173	2.0	1.6	Seller
\$175,000 - 199,999	378	213	223	199	184	153	154	2.5	2.2	Seller
\$200,000 - 224,999	301	146	168	133	117	136	132	2.3	2.4	Seller
\$225,000 - 249,999	282	121	140	116	100	106	111	2.5	2.9	Seller
\$250,000 - 274,999	232	106	118	86	94	91	66	3.5	2.7	Seller
\$275,000 - 299,999	255	86	84	68	61	57	59	4.3	4.2	Slightly Seller
\$300,000 - 349,999	292	113	105	100	94	86	82	3.6	3.2	Seller
\$350,000 - 399,999	290	71	96	62	74	64	59	4.9	4.3	Slightly Seller
\$400,000 - 499,999	296	86	87	61	68	79	73	4.1	4.0	Slightly Seller
\$500,000 - 599,999	191	38	32	30	38	35	26	7.3	5.7	Balanced
\$600,000 - 699,999	125	19	16	15	11	19	15	8.3	7.2	Slightly Buyer
\$700,000 - 799,999	93	9	16	10	10	11	5	18.6	10.6	Buyer
\$800,000 - 899,999	80	7	6	5	3	3	3	26.7	24.2	Buyer
\$900,000 - 999,999	55	3	5	1	6	3	6	9.2	10.2	Buyer
\$1,000,000 - and over	173	15	9	3	10	7	4	43.3	23.2	Buyer
TOTAL	3,939	1,685	1,763	1,488	1,488	1,381	1,295	3.0	2.8	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 11/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2017 - 10/31/2017. Information is believed to be reliable, but not guaranteed.

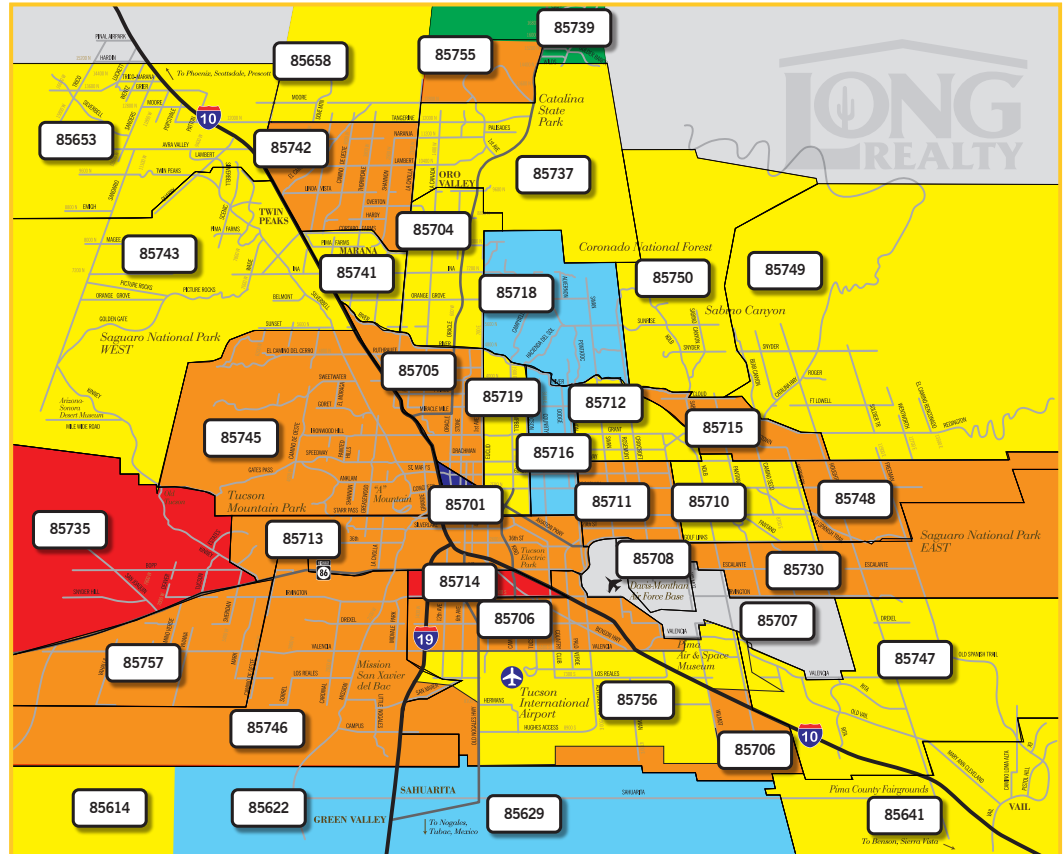


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2016-OCT 2016 TO
AUG 2017-OCT 2017

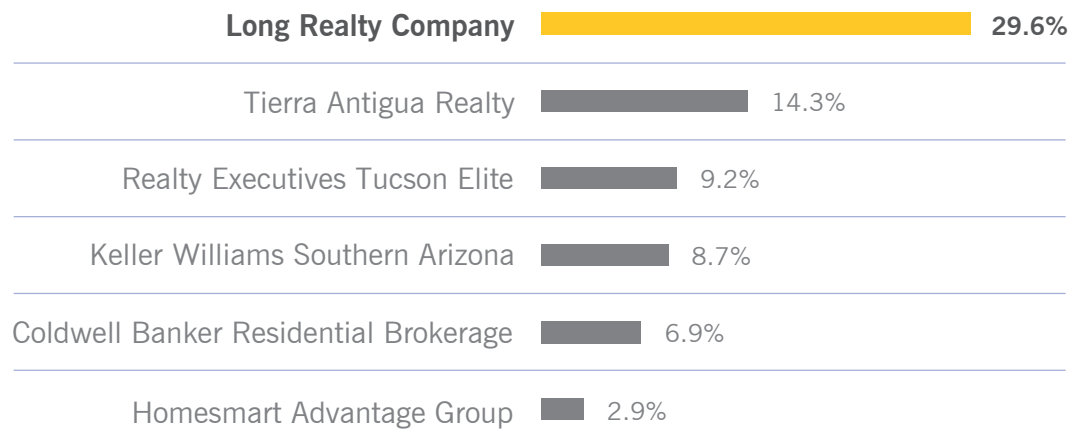
This heat map represents the percentage of change in Tucson metro median sales prices from August 2016-October 2016 to August 2017-October 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2016 – 10/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.



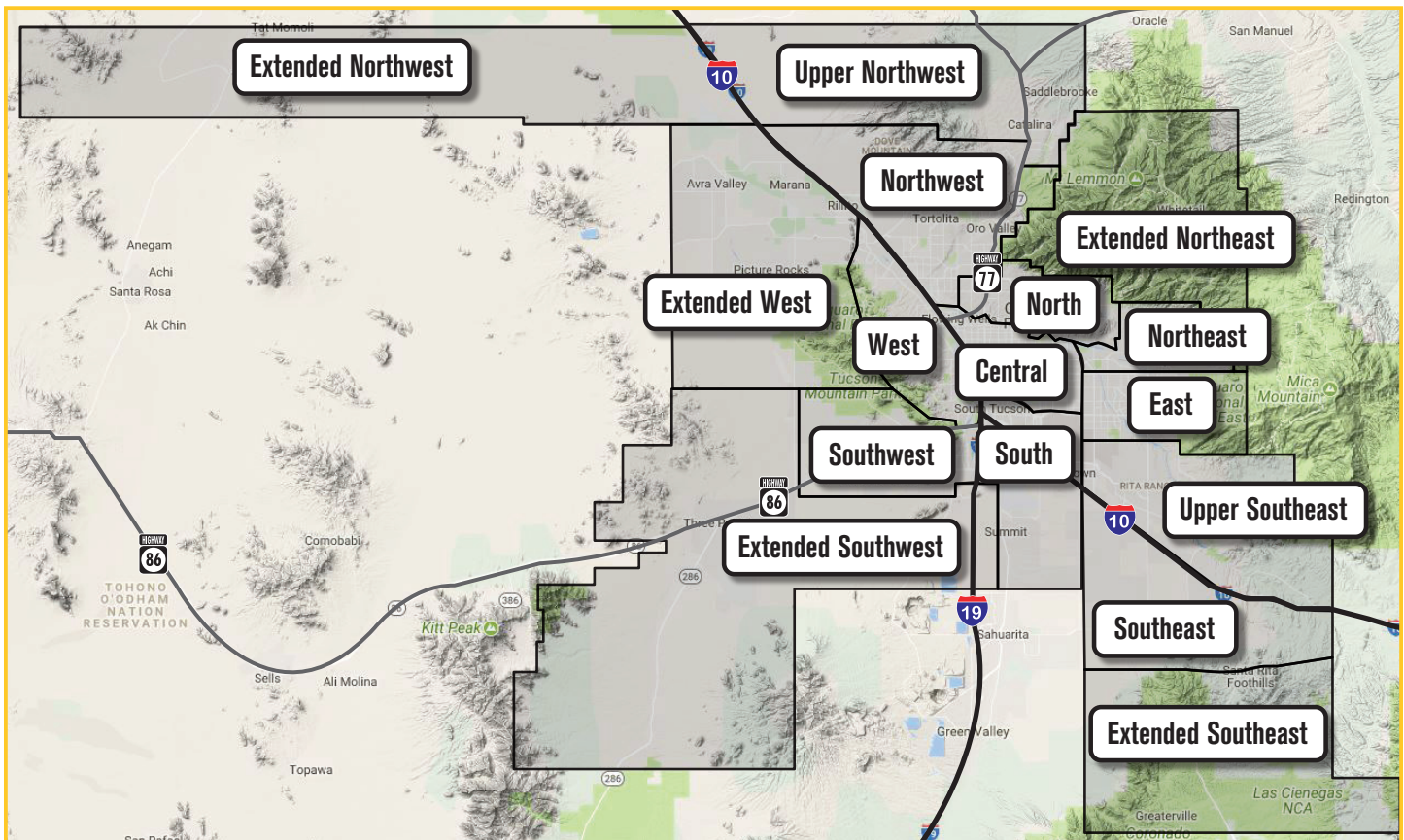
The Tucson Metro Housing Report is comprised of data for residential properties in MLSSAZ for the Tucson Metro area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.



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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*