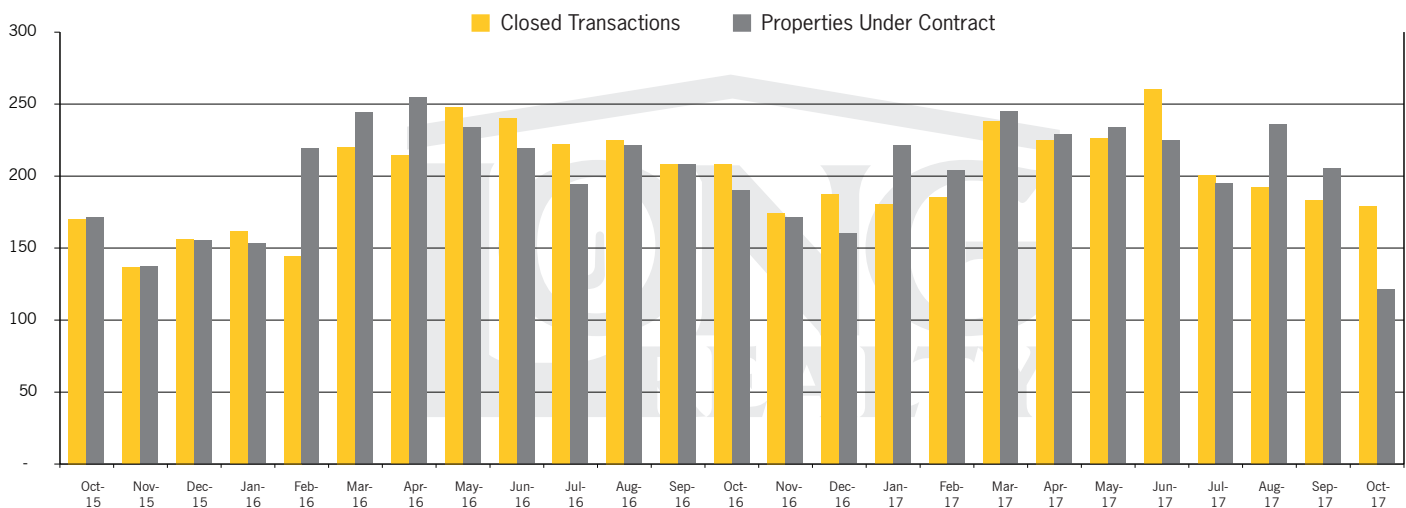




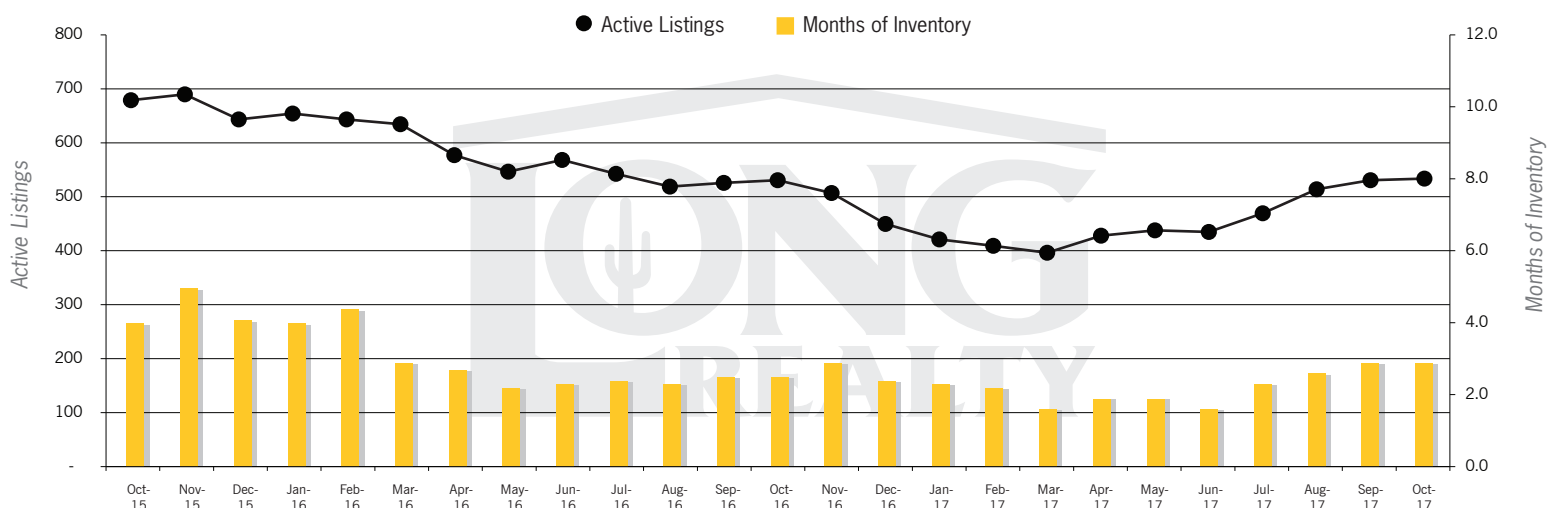
Tucson Central | November 2017

In the Tucson Central area, October 2017 active inventory was 530, virtually unchanged from October 2016. There were 180 closings in October 2017, a 14% decrease from October 2016. Year-to-date 2017 there were 2,106 closings, a 1% increase from year-to-date 2016. Months of Inventory was 2.9, up from 2.5 in October 2016. Median price of sold homes was \$167,750 for the month of October 2017, up 13% from October 2016. The Tucson Central area had 122 new properties under contract in October 2017, down 36% from October 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

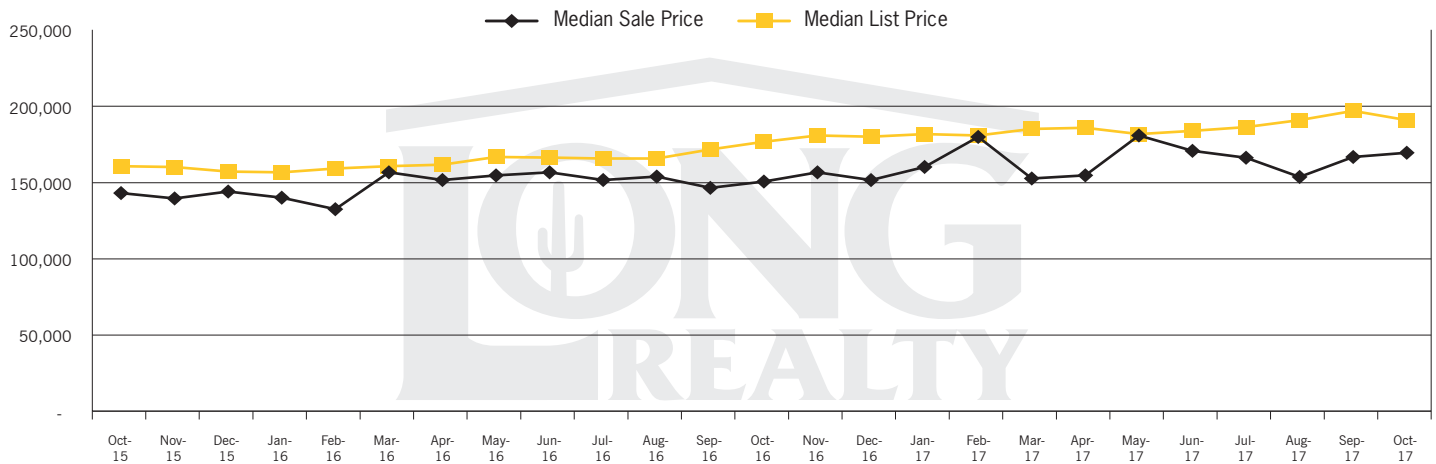


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/03/2017 is believed to be reliable, but not guaranteed.



Tucson Central | November 2017

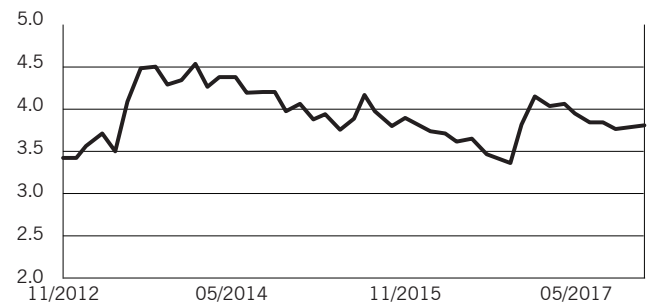
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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	\$149,000	4.000%	\$675.78
2017	\$167,750	4.000%	\$760.82

30 YEAR FIXED MORTGAGE RATE



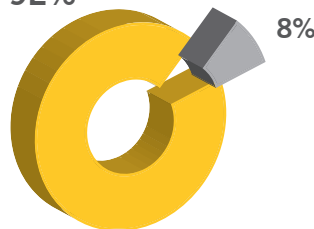
Source: Residential median sales prices. Data obtained 11/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

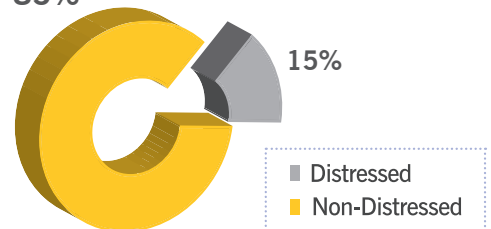
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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
85%





Tucson Central | November 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
		May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17			
\$1 - 49,999	11	4	10	5	5	3	3	3.7	2.1	Seller
\$50,000 - 74,999	8	10	8	6	11	7	2	4.0	1.2	Seller
\$75,000 - 99,999	12	17	18	14	15	14	13	0.9	1.0	Seller
\$100,000 - 124,999	29	20	25	27	26	30	20	1.5	1.0	Seller
\$125,000 - 149,999	71	34	35	39	42	21	32	2.2	2.3	Seller
\$150,000 - 174,999	73	25	45	28	37	30	24	3.0	2.4	Seller
\$175,000 - 199,999	64	24	23	24	20	19	22	2.9	3.0	Seller
\$200,000 - 224,999	46	23	22	13	12	11	13	3.5	3.6	Seller
\$225,000 - 249,999	34	18	18	11	7	19	10	3.4	3.4	Seller
\$250,000 - 274,999	22	17	15	9	10	10	8	2.8	2.8	Seller
\$275,000 - 299,999	23	14	10	8	3	5	10	2.3	3.7	Seller
\$300,000 - 349,999	33	9	12	9	6	10	9	3.7	3.8	Seller
\$350,000 - 399,999	34	6	8	4	6	3	4	8.5	8.5	Slightly Buyer
\$400,000 - 499,999	30	4	8	5	2	4	6	5.0	6.5	Balanced
\$500,000 - 599,999	12	2	2	3	0	1	1	12.0	13.5	Buyer
\$600,000 - 699,999	7	2	0	1	1	1	2	3.5	5.8	Balanced
\$700,000 - 799,999	3	0	1	0	1	0	0	n/a	11.0	Buyer
\$800,000 - 899,999	4	0	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	1	0	0	0	1	5.0	14.0	Buyer
\$1,000,000 - and over	9	0	0	0	1	2	0	n/a	8.7	Buyer
TOTAL	530	229	262	206	205	190	180	2.9	2.7	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.

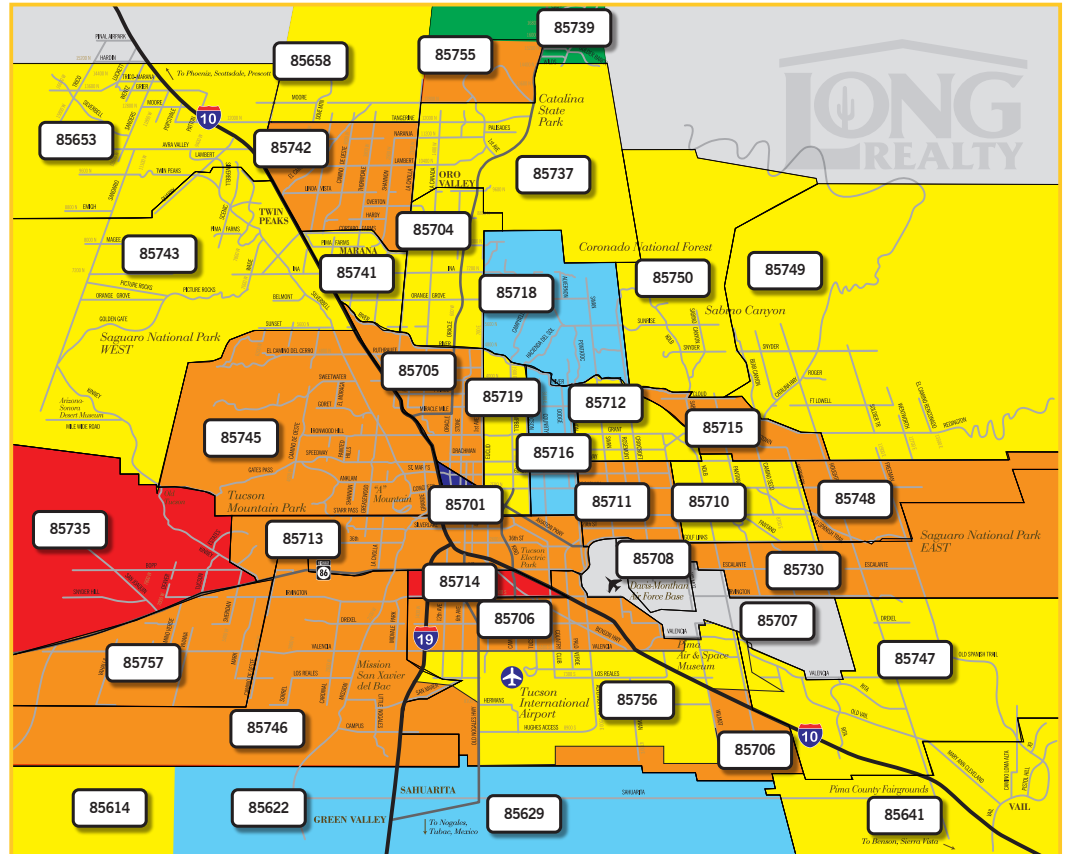


Tucson Central | November 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2016-OCT 2016 TO
AUG 2017-OCT 2017

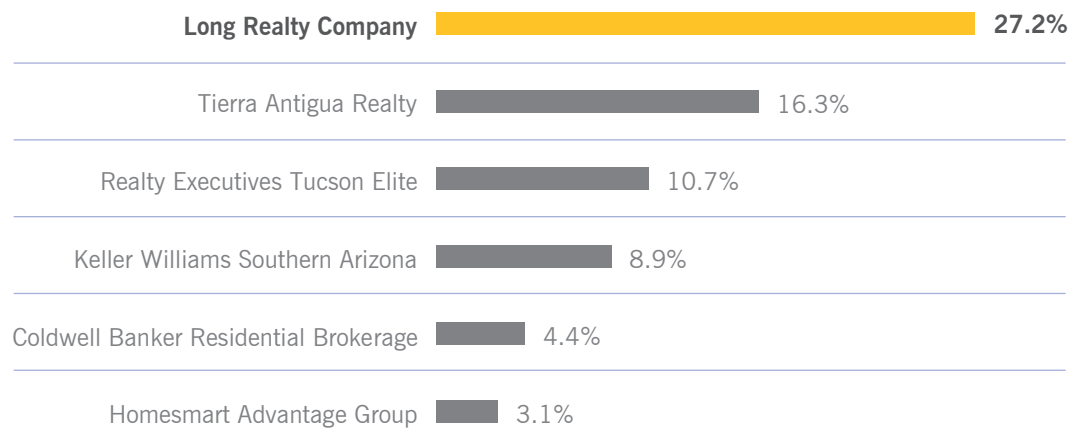
This heat map represents the percentage of change in Tucson metro median sales prices from August 2016-October 2016 to August 2017-October 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

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.



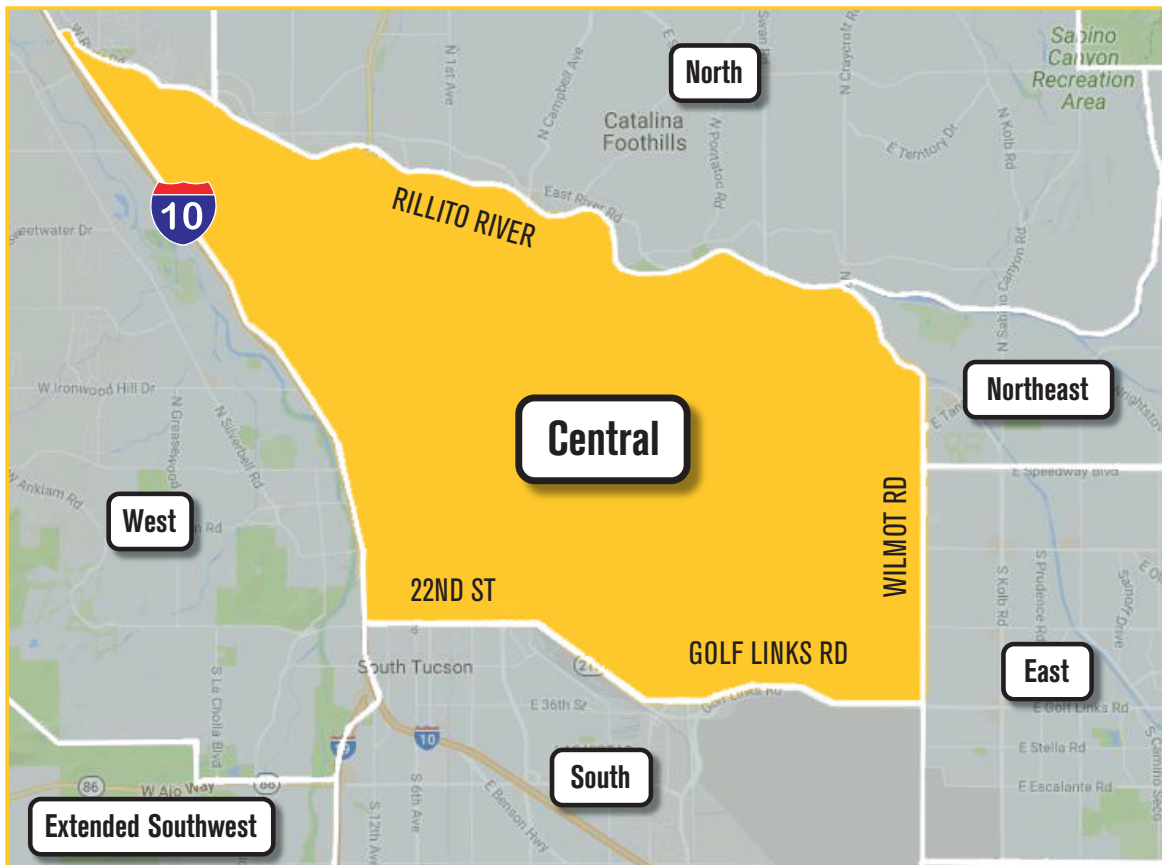
The Tucson Central Housing Report is comprised of data for residential properties in the Central area of Tucson as defined by MLSSAZ. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more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



Tucson Central | November 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*