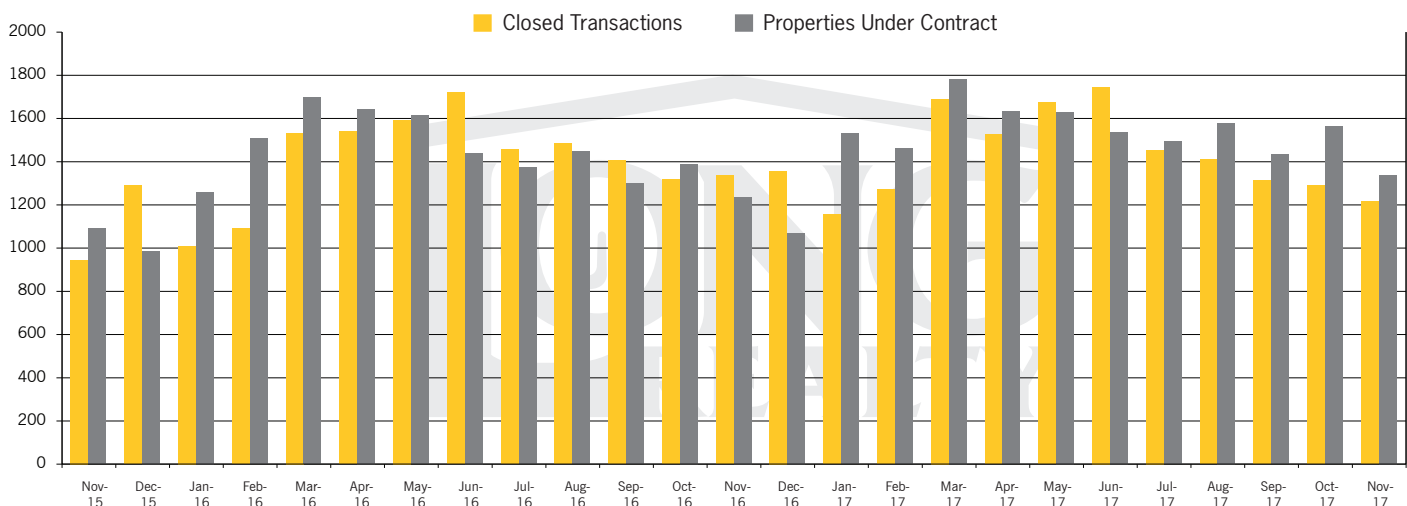




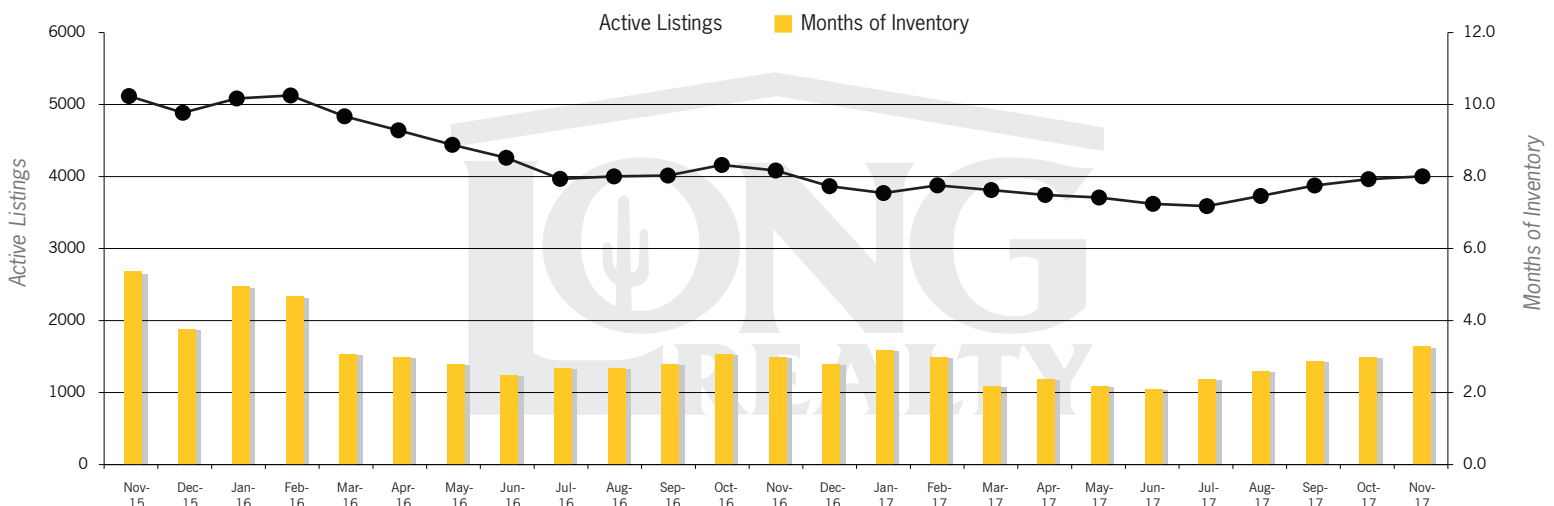
Tucson Metro | December 2017

In the Tucson Main Market area, November 2017 active inventory was 3,979, a 2% decrease from November 2016. There were 1,220 closings in November 2017, a 9% decrease from November 2016. Year-to-date 2017 there were 16,080 closings, a 3% increase from year-to-date 2016. Months of Inventory was 3.3, up from 3.0 in November 2016. Median price of sold homes was \$206,000 for the month of November 2017, up 12% from November 2016. The Tucson Main Market area had 1,344 new properties under contract in November 2017, up 8% from November 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

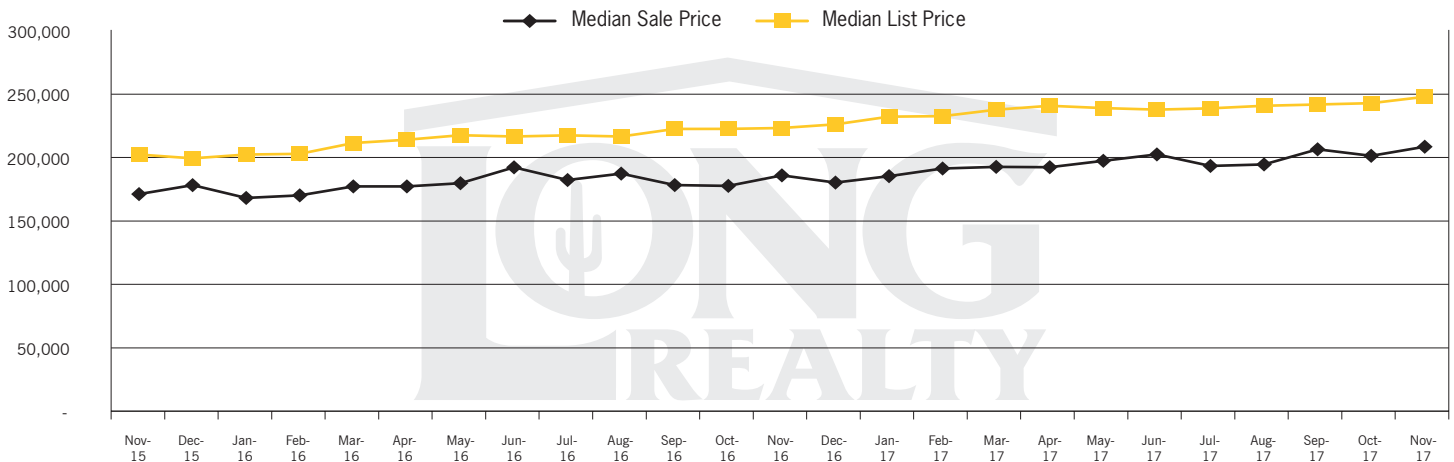


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.



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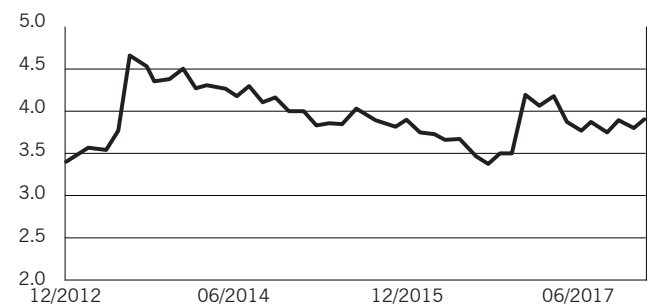
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$183,625	3.770%	\$809.86
2017	\$206,000	4.070%	\$942.22

30 YEAR FIXED MORTGAGE RATE

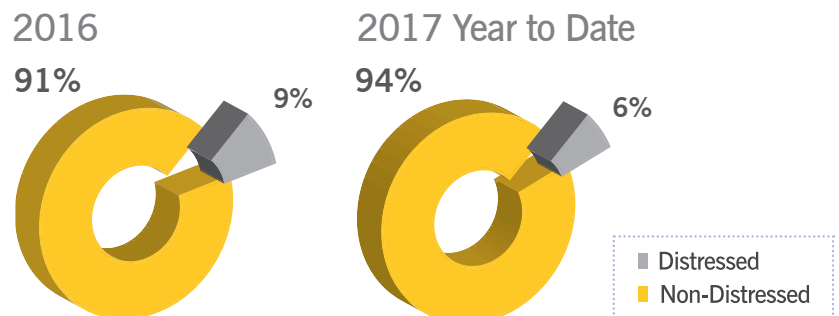


Source: Residential median sales prices. Data obtained 12/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson Metro | December 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
		Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17			
\$1 - 49,999	41	34	24	22	22	17	15	2.7	2.5	Seller
\$50,000 - 74,999	64	34	41	35	44	32	25	2.6	1.9	Seller
\$75,000 - 99,999	81	67	53	56	54	46	43	1.9	1.7	Seller
\$100,000 - 124,999	115	93	97	101	77	81	67	1.7	1.6	Seller
\$125,000 - 149,999	241	186	180	176	137	167	126	1.9	1.7	Seller
\$150,000 - 174,999	323	245	205	229	204	187	176	1.8	1.7	Seller
\$175,000 - 199,999	388	223	199	184	153	161	120	3.2	2.6	Seller
\$200,000 - 224,999	288	168	133	118	136	140	120	2.4	2.3	Seller
\$225,000 - 249,999	295	140	116	100	106	115	93	3.2	2.8	Seller
\$250,000 - 274,999	237	119	86	94	91	70	90	2.6	2.7	Seller
\$275,000 - 299,999	246	84	68	61	58	59	86	2.9	3.7	Seller
\$300,000 - 349,999	301	105	100	94	86	83	77	3.9	3.6	Seller
\$350,000 - 399,999	281	96	62	74	65	62	57	4.9	4.7	Slightly Seller
\$400,000 - 499,999	326	87	61	69	79	77	61	5.3	4.2	Slightly Seller
\$500,000 - 599,999	189	32	30	38	35	28	23	8.2	6.5	Balanced
\$600,000 - 699,999	137	16	15	11	19	16	15	9.1	7.2	Slightly Buyer
\$700,000 - 799,999	100	16	10	10	11	5	11	9.1	10.4	Buyer
\$800,000 - 899,999	86	6	5	3	3	4	4	21.5	21.7	Buyer
\$900,000 - 999,999	53	5	1	6	3	6	1	53.0	15.7	Buyer
\$1,000,000 - and over	187	9	3	10	7	4	10	18.7	24.7	Buyer
TOTAL	3,979	1,765	1,489	1,491	1,390	1,360	1,220	3.3	3.0	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 12/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2017 - 11/30/2017. Information is believed to be reliable, but not guaranteed.

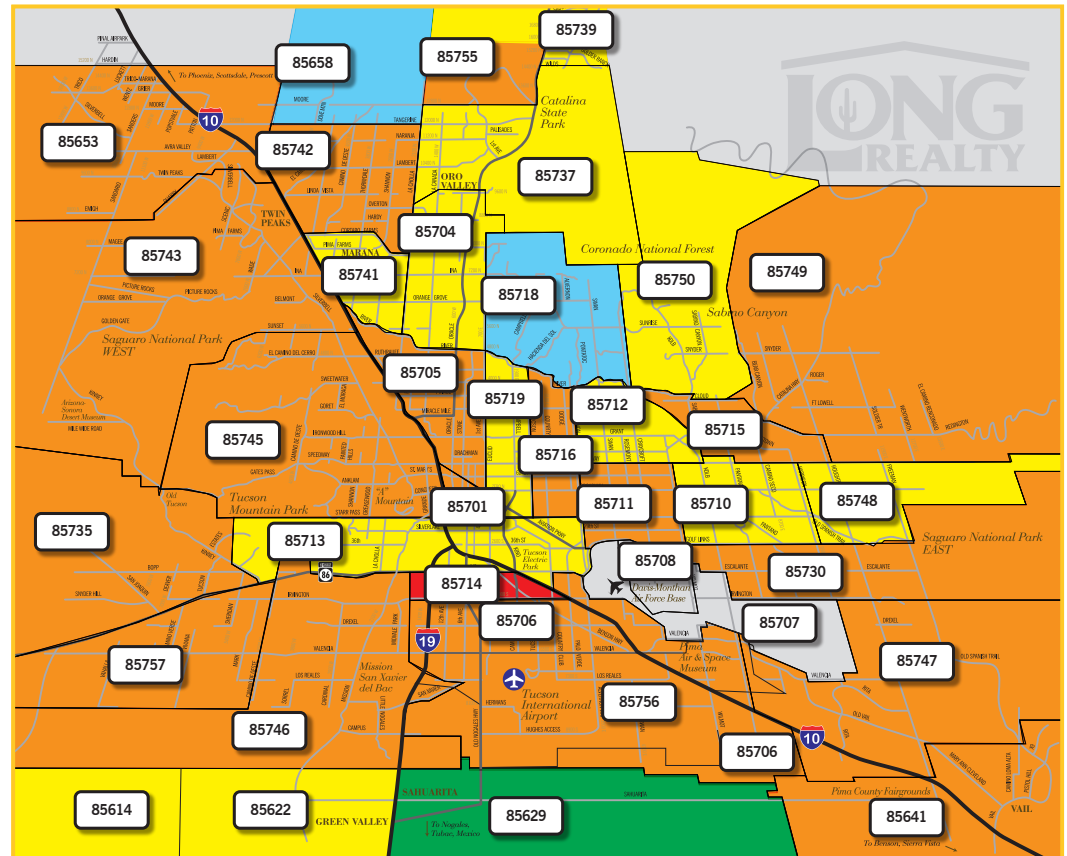


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2016-NOV 2016 TO
SEP 2017-NOV 2017

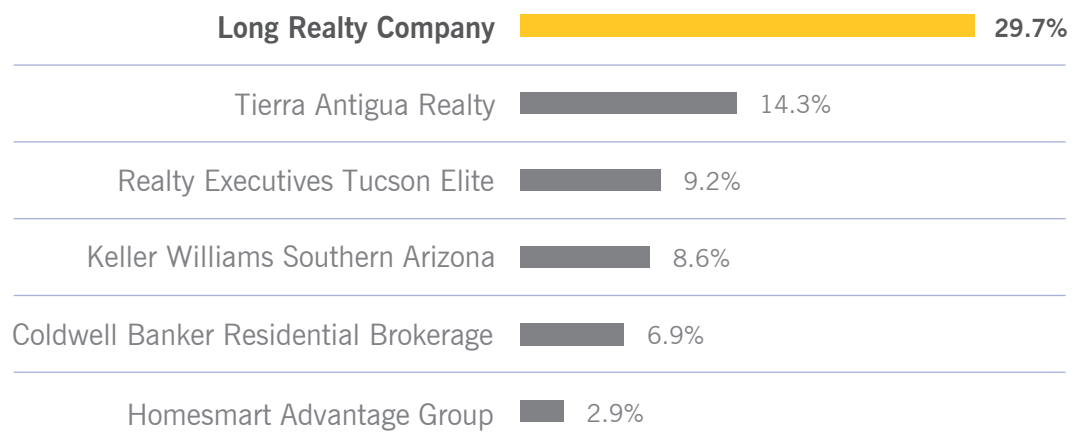
This heat map represents the percentage of change in Tucson metro median sales prices from September 2016-November 2016 to September 2017-November 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2016 – 11/30/2017 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.