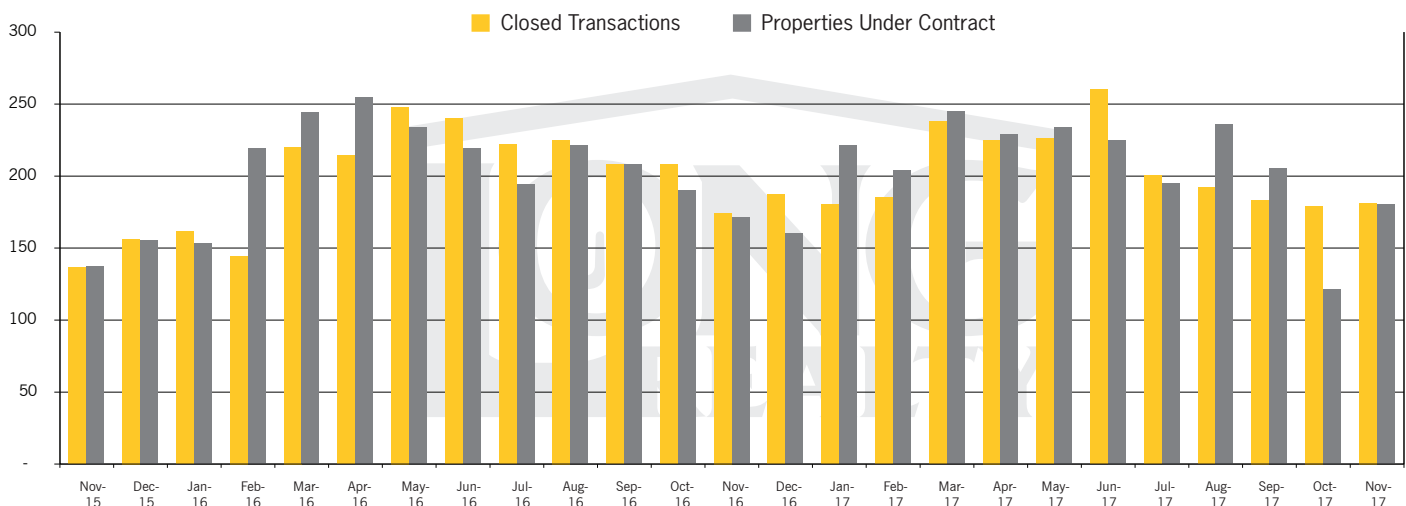




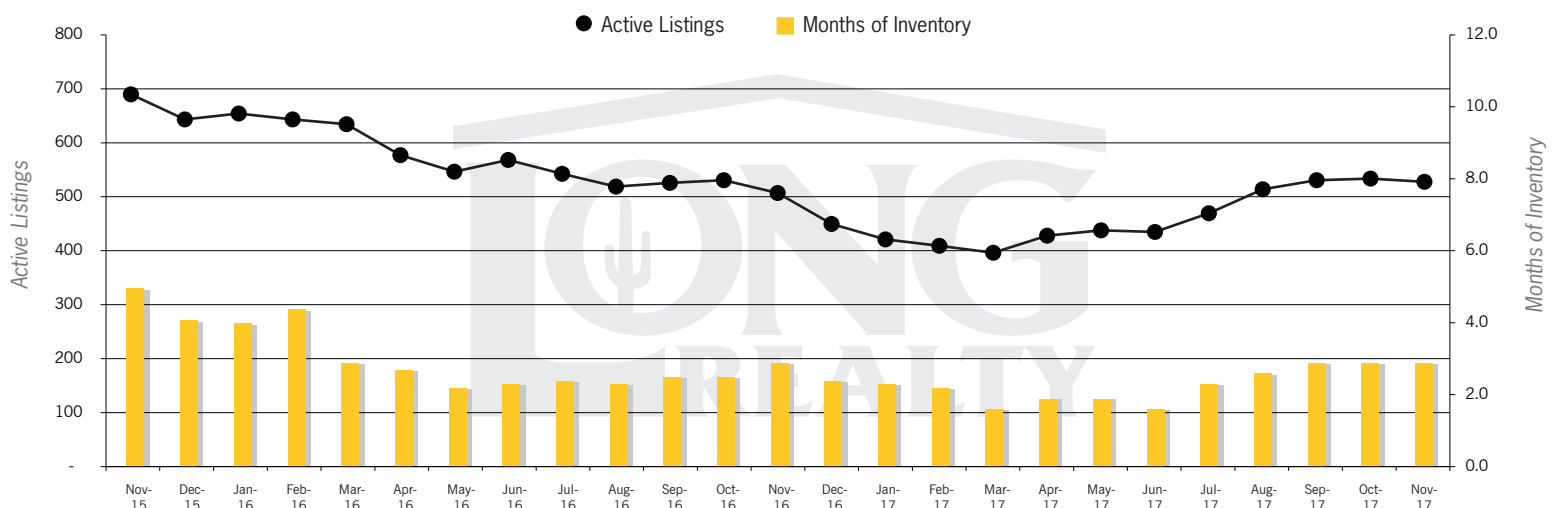
Tucson Central | December 2017

In the Tucson Central area, November 2017 active inventory was 524, a 4% increase from November 2016. There were 182 closings in November 2017, a 4% increase from November 2016. Year-to-date 2017 there were 2,306 closings, a 1% increase from year-to-date 2016. Months of Inventory was 2.9, unchanged from 2.9 in November 2016. Median price of sold homes was \$167,750 for the month of November 2017, up 8% from November 2016. The Tucson Central area had 181 new properties under contract in November 2017, up 5% from November 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL

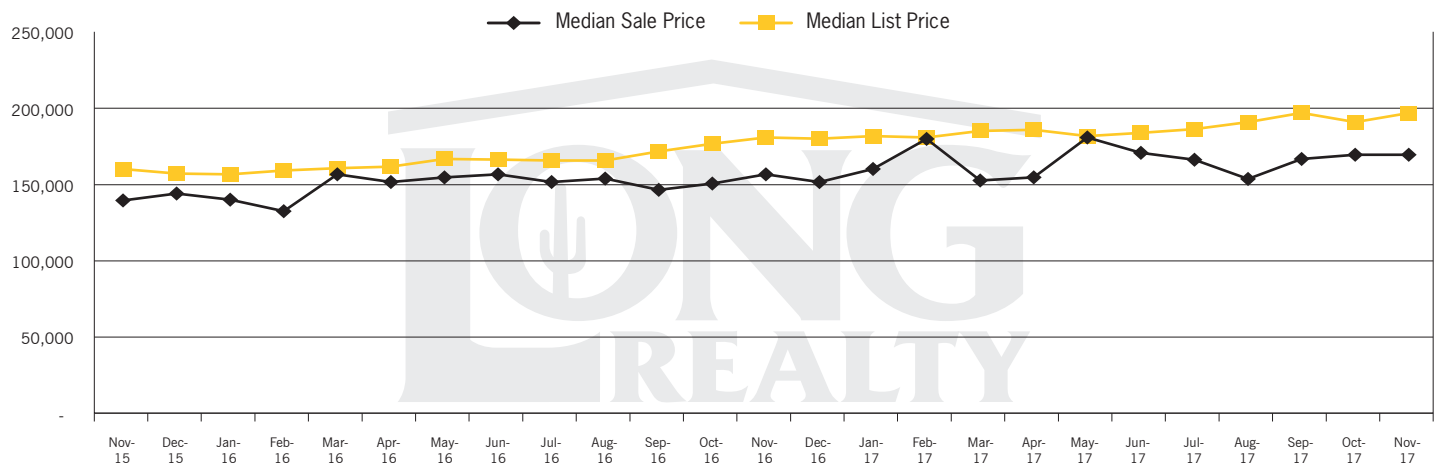


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.*



Tucson Central | December 2017

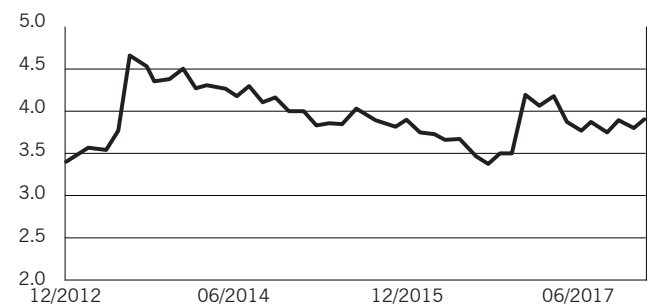
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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	\$155,000	3.770%	\$683.61
2017	\$167,750	4.070%	\$767.27

30 YEAR FIXED MORTGAGE RATE

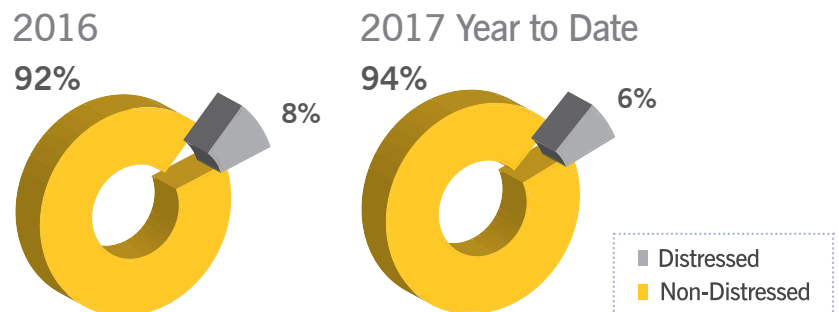


Source: Residential median sales prices. Data obtained 12/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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.





Tucson Central | December 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
		Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17			
\$1 - 49,999	9	10	5	5	3	3	4	2.3	2.7	Seller
\$50,000 - 74,999	11	8	6	11	8	3	2	5.5	1.9	Seller
\$75,000 - 99,999	18	18	14	15	14	15	12	1.5	1.0	Seller
\$100,000 - 124,999	25	25	27	26	30	21	19	1.3	1.2	Seller
\$125,000 - 149,999	74	35	40	43	21	34	29	2.6	2.5	Seller
\$150,000 - 174,999	66	45	28	37	31	30	29	2.3	2.4	Seller
\$175,000 - 199,999	55	23	24	20	19	22	23	2.4	2.9	Seller
\$200,000 - 224,999	36	22	13	13	11	14	14	2.6	3.1	Seller
\$225,000 - 249,999	41	18	11	7	19	10	15	2.7	2.7	Seller
\$250,000 - 274,999	25	15	9	10	10	8	9	2.8	2.8	Seller
\$275,000 - 299,999	18	10	8	3	5	10	6	3.0	3.0	Seller
\$300,000 - 349,999	39	12	9	6	10	9	7	5.6	4.0	Slightly Seller
\$350,000 - 399,999	33	8	4	6	3	4	3	11.0	10.9	Buyer
\$400,000 - 499,999	35	8	5	2	4	6	6	5.8	5.7	Balanced
\$500,000 - 599,999	10	2	3	0	1	1	2	5.0	7.3	Slightly Buyer
\$600,000 - 699,999	5	0	1	1	1	2	1	5.0	4.8	Slightly Seller
\$700,000 - 799,999	5	1	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	1	0	0	0	1	0	n/a	15.0	Buyer
\$1,000,000 - and over	8	0	0	1	2	0	1	8.0	8.3	Slightly Buyer
TOTAL	524	262	207	207	192	193	182	2.9	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 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.

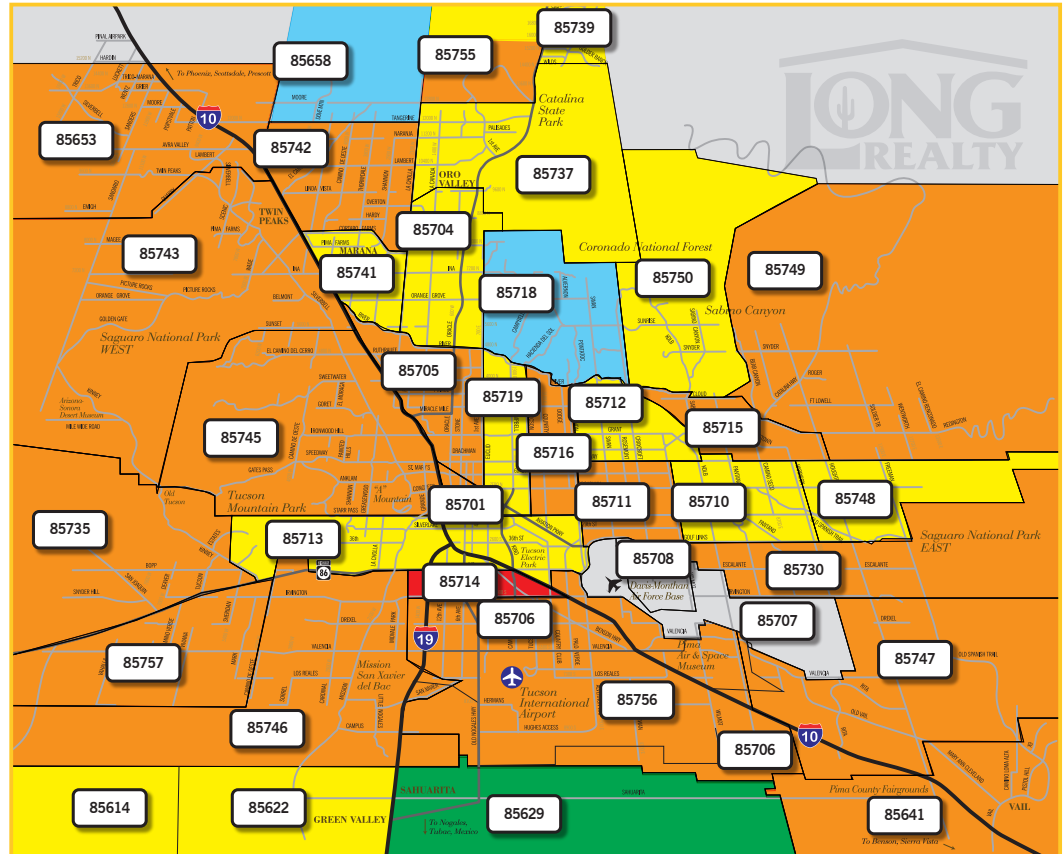


Tucson Central | December 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2016-NOV 2016 TO
SEP 2017-NOV 2017

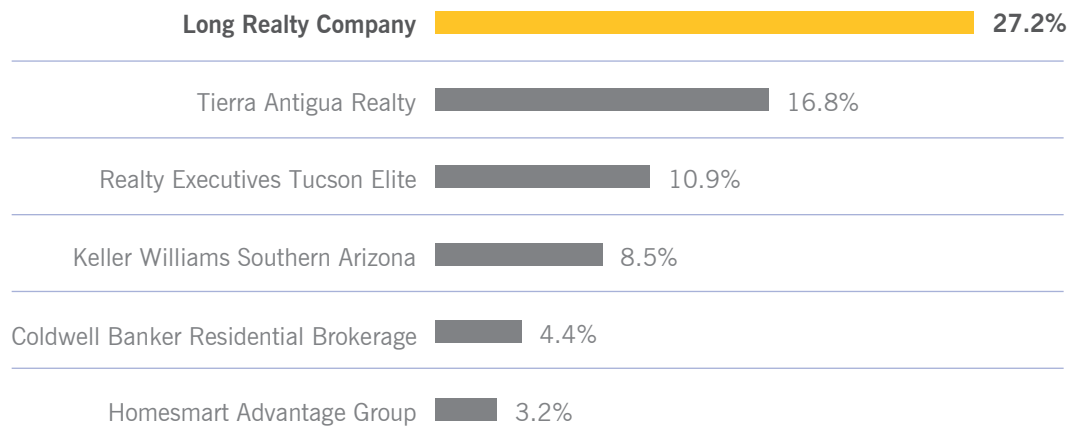
This heat map represents the percentage of change in Tucson metro median sales prices from September 2016-November 2016 to September 2017-November 2017 by zip code.



MARKET SHARE – TUCSON CENTRAL

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 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.