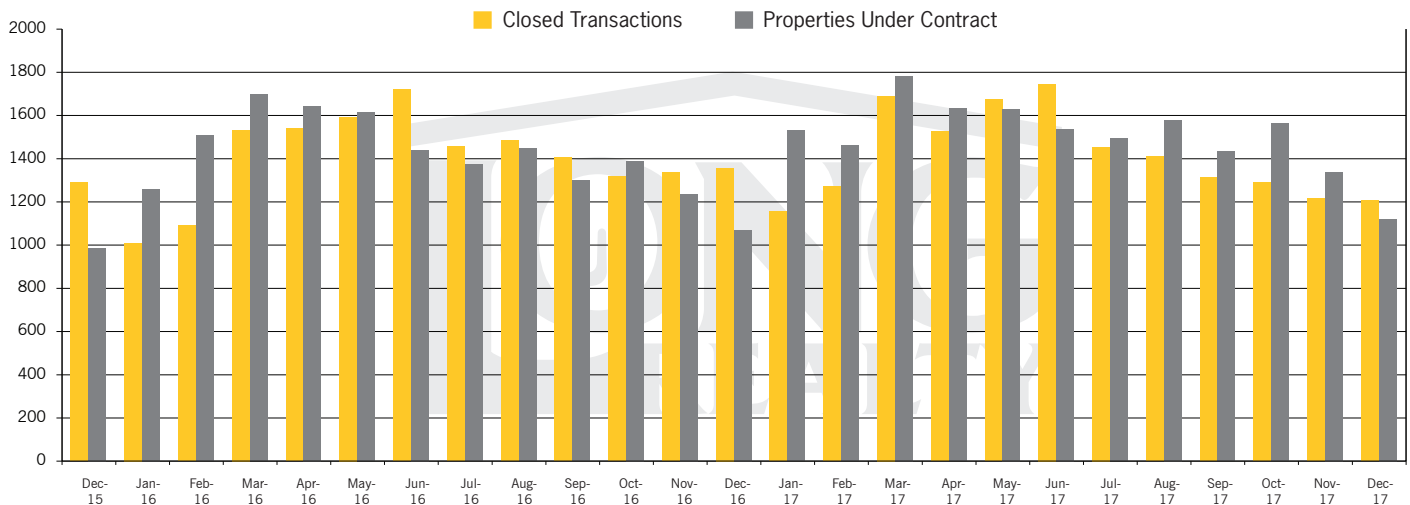




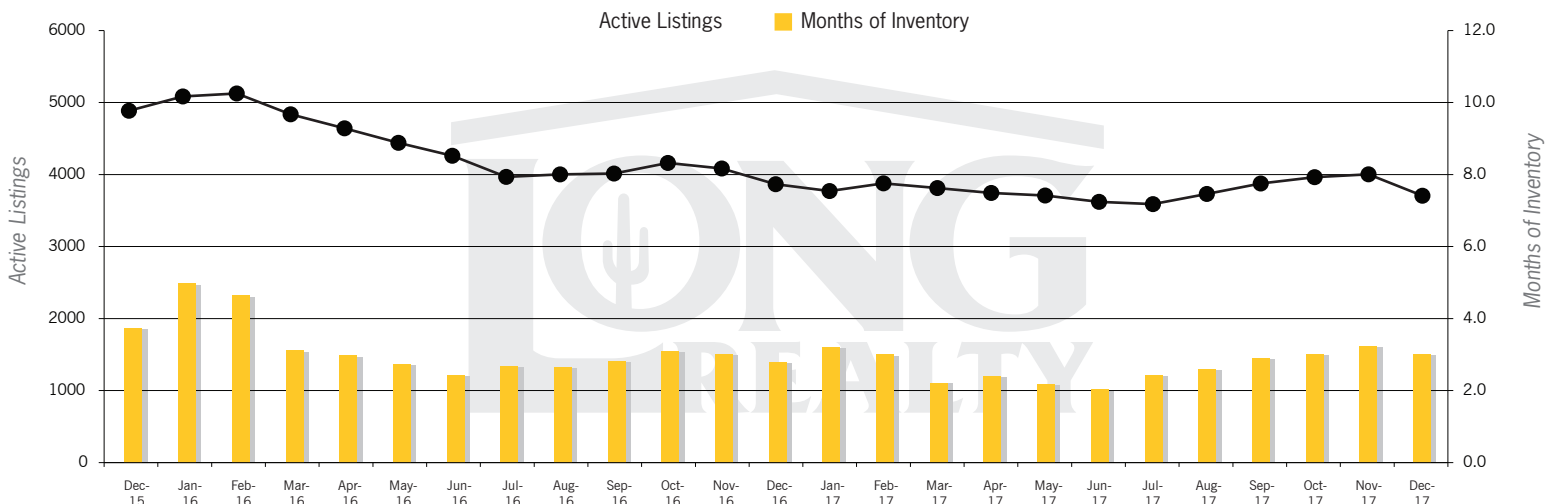
## Tucson Metro | January 2018

In the Tucson Main Market area, December 2017 active inventory was 3,678, a 4% decrease from December 2016. There were 1,211 closings in December 2017, an 11% decrease from December 2016. Year-to-date 2017 there were 17,385 closings, a 3% increase from year-to-date 2016. Months of Inventory was 3.0, up from 2.8 in December 2016. Median price of sold homes was \$203,000 for the month of December 2017, up 14% from December 2016. The Tucson Main Market area had 1,126 new properties under contract in December 2017, up 5% from December 2016.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

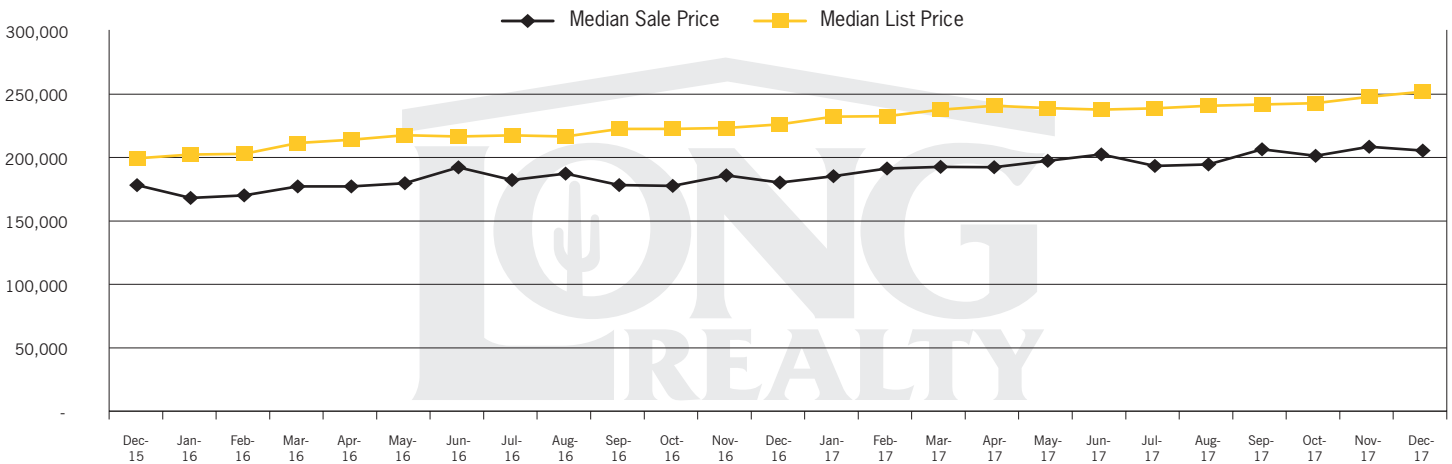


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/04/2018 is believed to be reliable, but not guaranteed.



Tucson Metro | January 2018

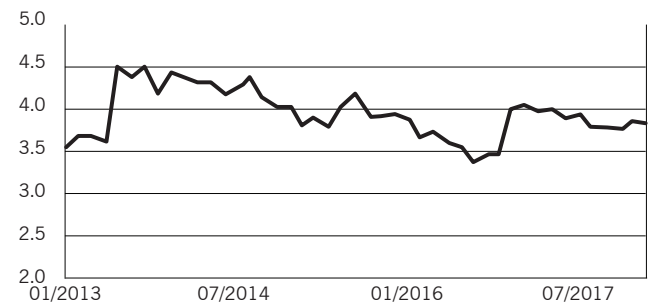
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



## 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	\$178,000	4.125%	\$819.54
2017	\$203,000	4.000%	\$920.70

## 30 YEAR FIXED MORTGAGE RATE

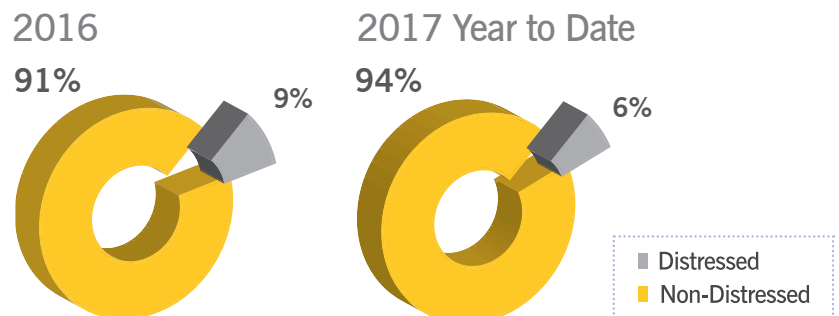


Source: Residential median sales prices. Data obtained 01/04/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | January 2018

## 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
		Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17			
\$1 - 49,999	44	24	22	22	17	18	18	2.4	2.5	Seller
\$50,000 - 74,999	59	41	35	44	32	26	45	1.3	1.8	Seller
\$75,000 - 99,999	68	53	56	55	46	47	47	1.4	1.7	Seller
\$100,000 - 124,999	107	97	101	77	83	71	72	1.5	1.5	Seller
\$125,000 - 149,999	223	180	176	138	168	139	109	2.0	1.7	Seller
\$150,000 - 174,999	311	205	231	204	189	185	168	1.9	1.8	Seller
\$175,000 - 199,999	344	199	186	153	161	131	136	2.5	2.6	Seller
\$200,000 - 224,999	269	133	118	136	140	128	107	2.5	2.3	Seller
\$225,000 - 249,999	273	116	100	106	118	99	91	3.0	2.8	Seller
\$250,000 - 274,999	212	86	94	91	70	95	91	2.3	2.7	Seller
\$275,000 - 299,999	235	68	61	58	59	87	58	4.1	3.6	Seller
\$300,000 - 349,999	290	100	95	87	84	81	64	4.5	3.9	Seller
\$350,000 - 399,999	276	62	74	65	62	63	52	5.3	4.8	Slightly Seller
\$400,000 - 499,999	282	61	69	79	77	63	72	3.9	4.3	Slightly Seller
\$500,000 - 599,999	164	30	38	35	28	23	31	5.3	6.6	Slightly Buyer
\$600,000 - 699,999	126	15	11	19	16	15	17	7.4	8.1	Slightly Buyer
\$700,000 - 799,999	92	10	10	11	5	11	17	5.4	8.6	Buyer
\$800,000 - 899,999	74	5	3	3	4	4	10	7.4	13.3	Buyer
\$900,000 - 999,999	50	1	6	3	6	1	1	50.0	19.8	Buyer
\$1,000,000 - and over	179	3	10	7	4	11	5	35.8	27.0	Buyer
<b>TOTAL</b>	<b>3,678</b>	<b>1,489</b>	<b>1,496</b>	<b>1,393</b>	<b>1,369</b>	<b>1,298</b>	<b>1,211</b>	<b>3.0</b>	<b>3.0</b>	<b>Seller</b>

				
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 01/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2017 - 12/31/2017. Information is believed to be reliable, but not guaranteed.

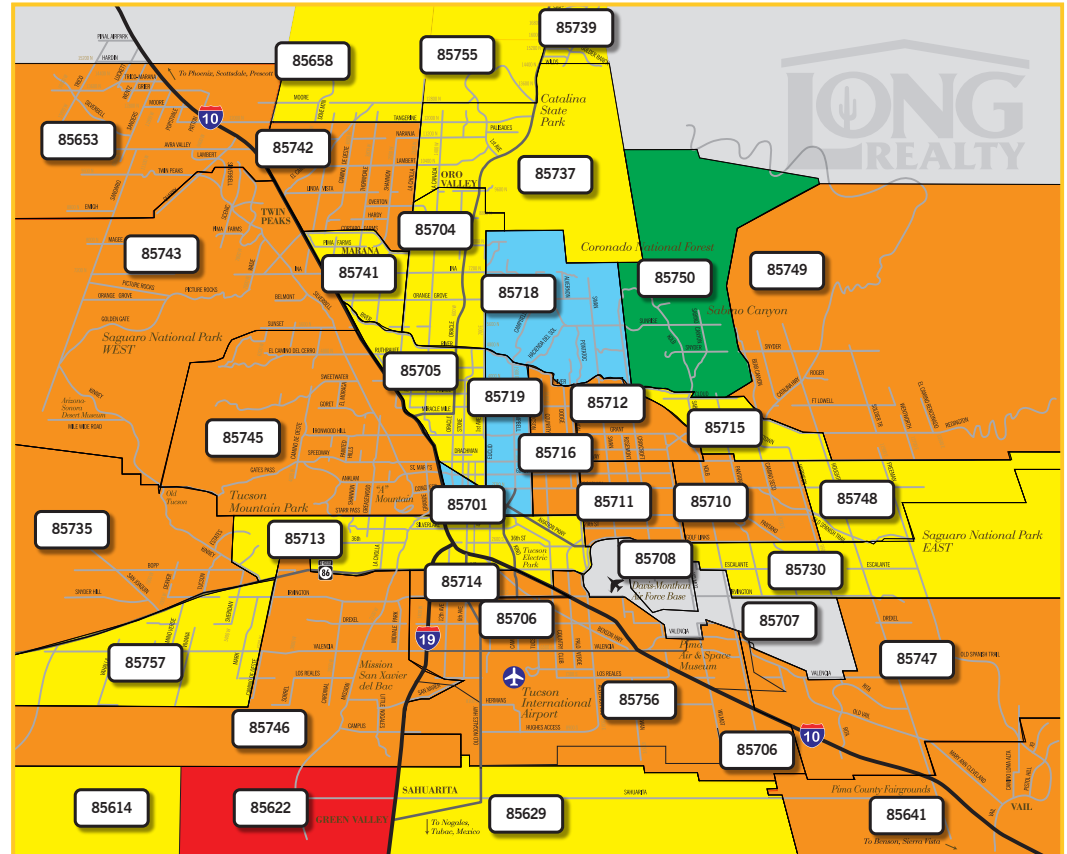


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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2016-DEC 2016 TO  
OCT 2017-DEC 2017

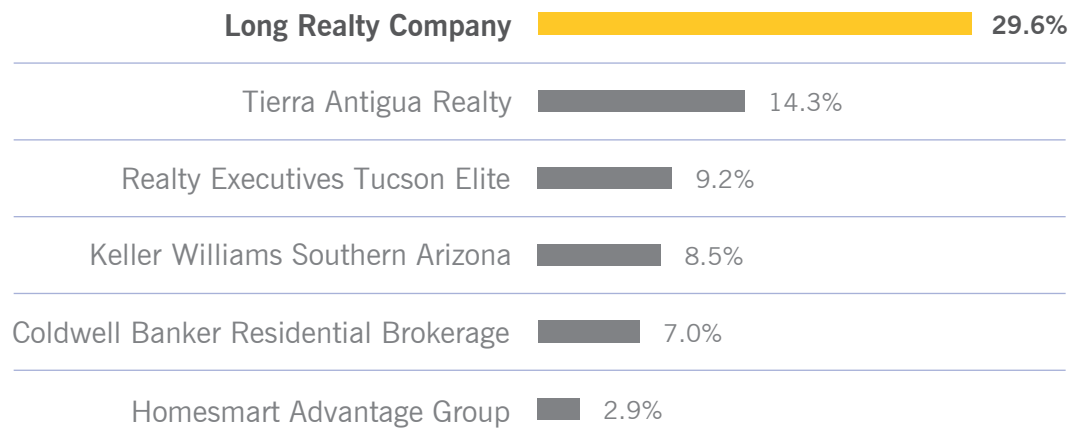
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2016-December 2016 to October 2017-December 2017 by zip code.*



## MARKET SHARE – TUCSON METRO

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 01/04/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2017 – 12/31/2017 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.