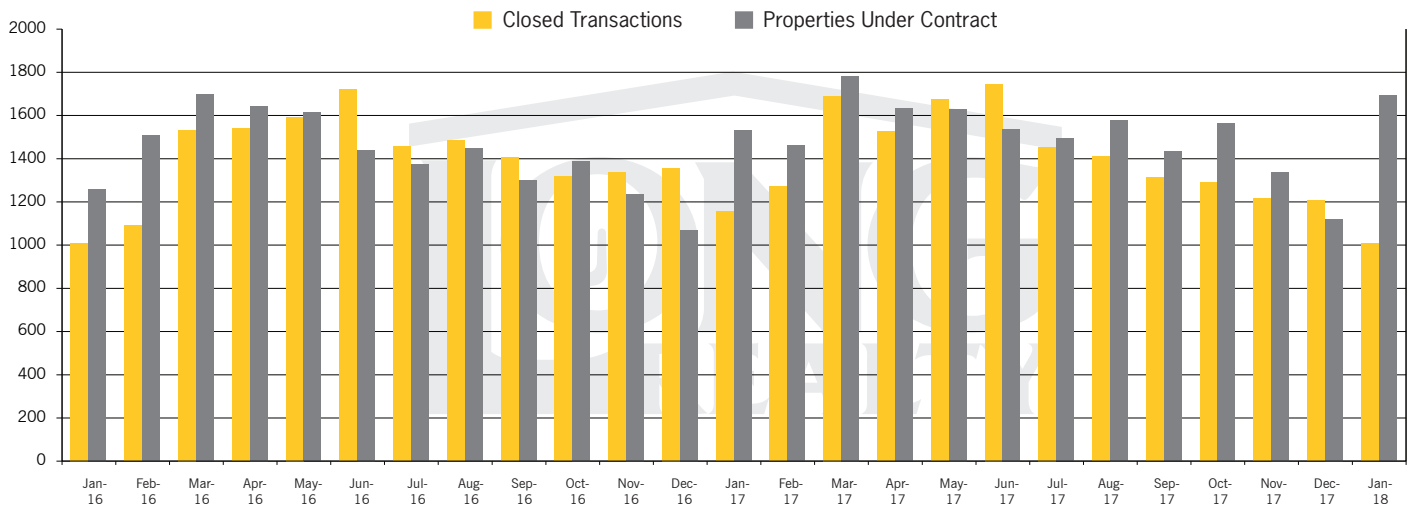




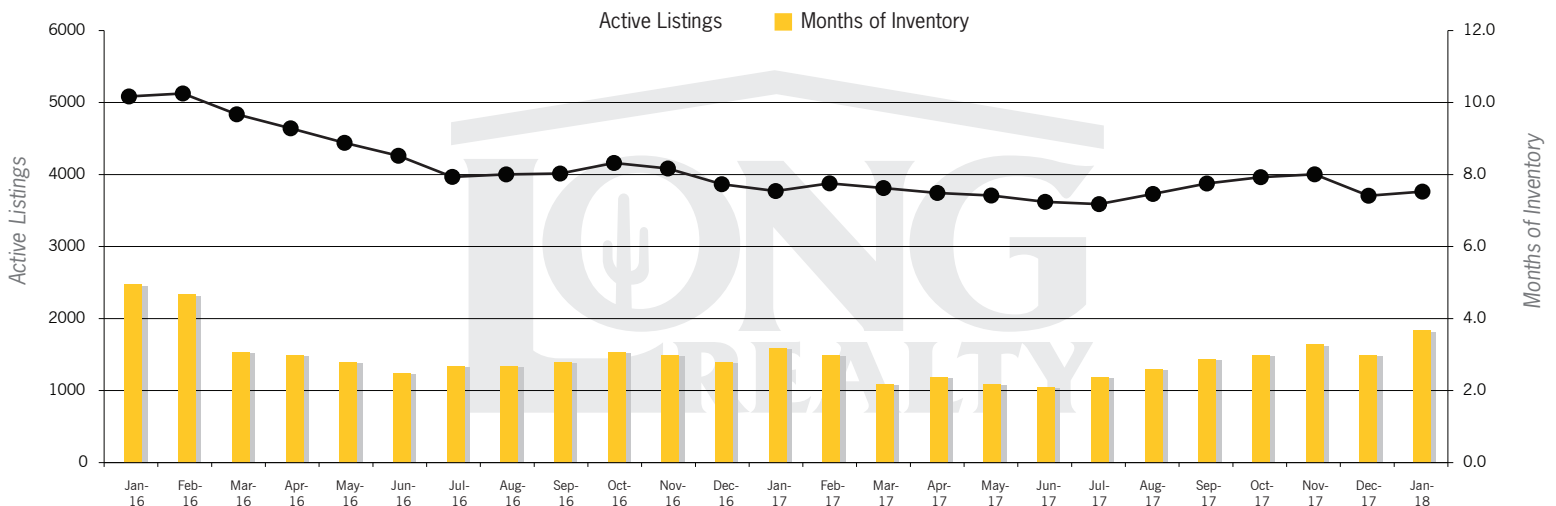
Tucson Metro | February 2018

In the Tucson Main Market area, January 2018 active inventory was 3,736, virtually unchanged from January 2017. There were 1,011 closings in January 2018, a 13% decrease from January 2017. Year-to-date 2018 there were 1,011 closings, a 13% decrease from year-to-date 2017. Months of Inventory was 3.7, up from 3.2 in January 2017. Median price of sold homes was \$200,000 for the month of January 2018, up 9% from January 2017. The Tucson Main Market area had 1,698 new properties under contract in January 2018, up 11% from January 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

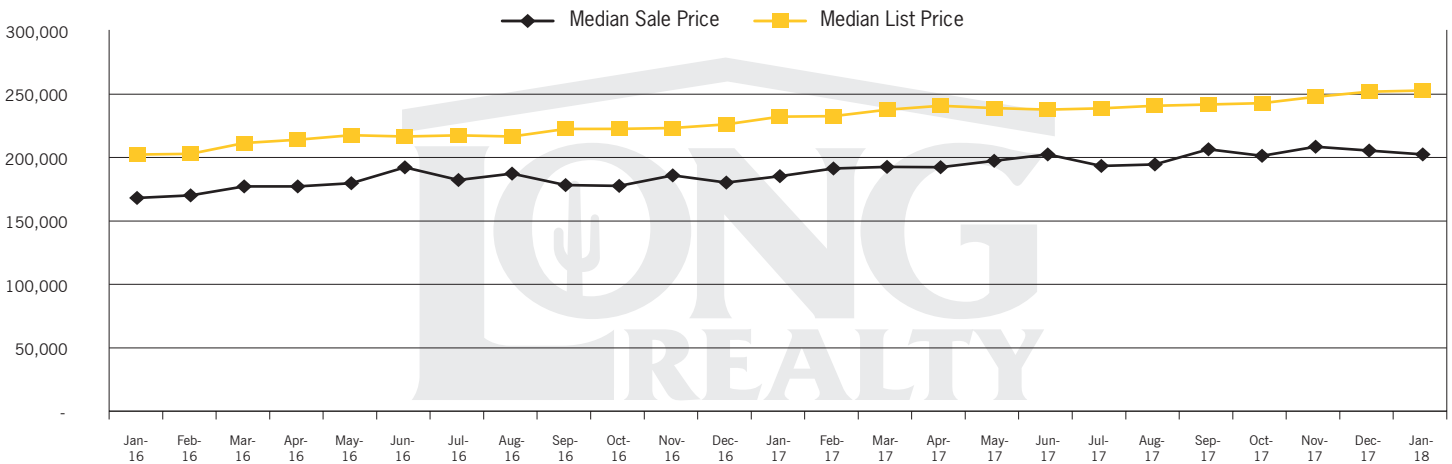


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2018 is believed to be reliable, but not guaranteed.



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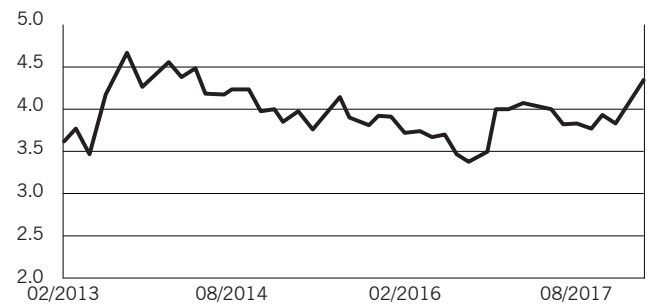
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2017	\$183,000	4.124%	\$842.46
2018	\$200,000	4.250%	\$934.69

30 YEAR FIXED MORTGAGE RATE

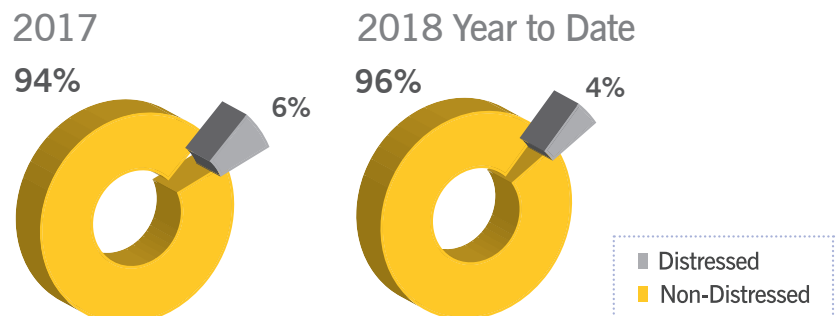


Source: Residential median sales prices. Data obtained 02/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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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
		Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18			
\$1 - 49,999	43	22	22	17	18	18	14	3.1	2.6	Seller
\$50,000 - 74,999	71	35	44	32	26	48	26	2.7	1.9	Seller
\$75,000 - 99,999	71	56	55	47	47	52	34	2.1	1.7	Seller
\$100,000 - 124,999	103	101	77	83	71	74	64	1.6	1.6	Seller
\$125,000 - 149,999	203	176	138	168	139	120	121	1.7	1.8	Seller
\$150,000 - 174,999	269	232	204	190	188	183	126	2.1	1.8	Seller
\$175,000 - 199,999	352	186	154	161	133	143	119	3.0	2.7	Seller
\$200,000 - 224,999	272	118	135	140	128	113	104	2.6	2.4	Seller
\$225,000 - 249,999	282	100	108	118	102	97	77	3.7	3.1	Seller
\$250,000 - 274,999	206	94	91	70	96	94	68	3.0	2.5	Seller
\$275,000 - 299,999	241	61	58	59	88	60	51	4.7	3.6	Seller
\$300,000 - 349,999	305	95	87	84	81	70	67	4.6	4.1	Slightly Seller
\$350,000 - 399,999	281	74	65	64	65	56	43	6.5	5.1	Balanced
\$400,000 - 499,999	304	69	79	77	63	75	44	6.9	5.0	Balanced
\$500,000 - 599,999	179	38	35	28	24	31	17	10.5	7.4	Slightly Buyer
\$600,000 - 699,999	143	11	19	16	15	17	13	11.0	9.0	Buyer
\$700,000 - 799,999	101	10	11	5	11	17	7	14.4	8.4	Slightly Buyer
\$800,000 - 899,999	74	3	3	4	4	10	2	37.0	14.6	Buyer
\$900,000 - 999,999	54	6	3	6	1	1	6	9.0	19.6	Buyer
\$1,000,000 - and over	182	10	7	4	11	5	8	22.8	22.8	Buyer
TOTAL	3,736	1,497	1,395	1,373	1,311	1,284	1,011	3.7	3.2	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 02/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2017 - 01/31/2018. Information is believed to be reliable, but not guaranteed.

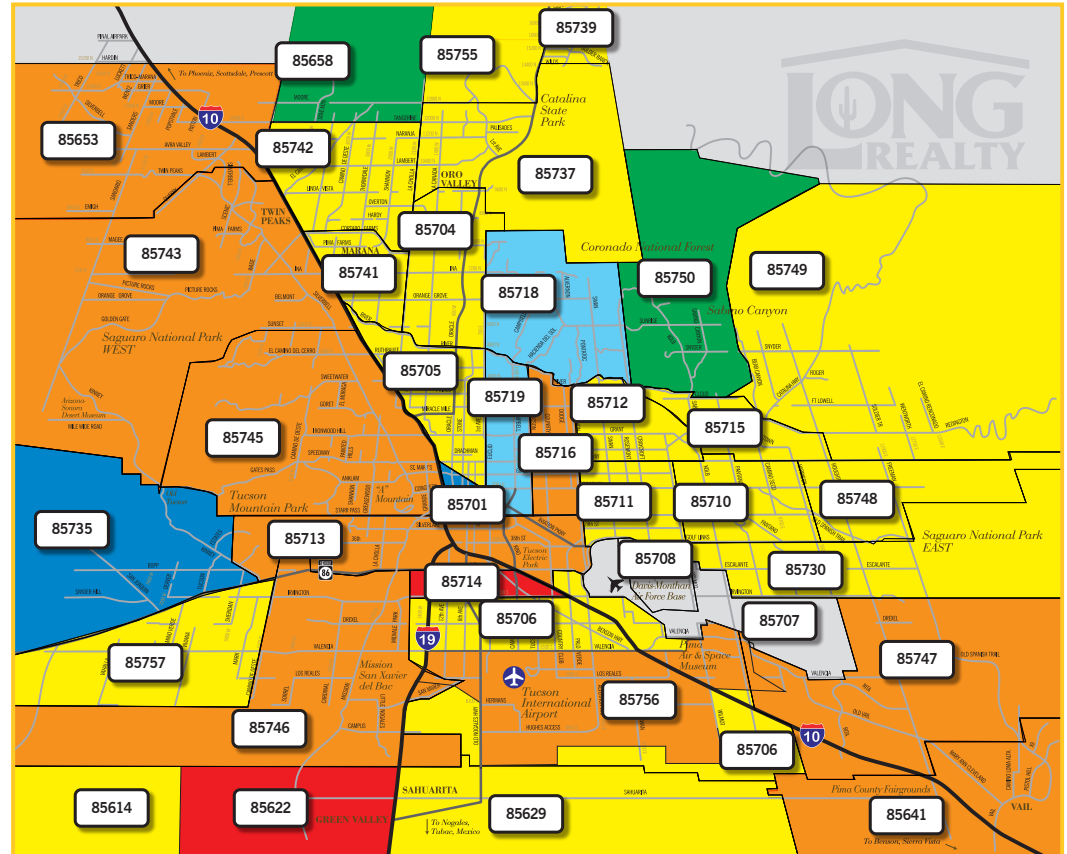


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2016-JAN 2017 TO
NOV 2017-JAN 2018

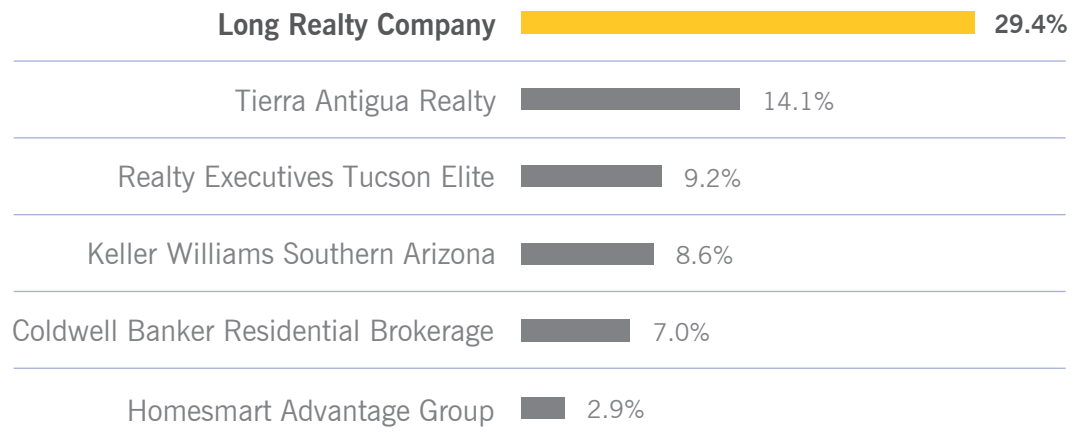
This heat map represents the percentage of change in Tucson metro median sales prices from November 2016-January 2017 to November 2017-January 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2017 – 01/31/2018 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.