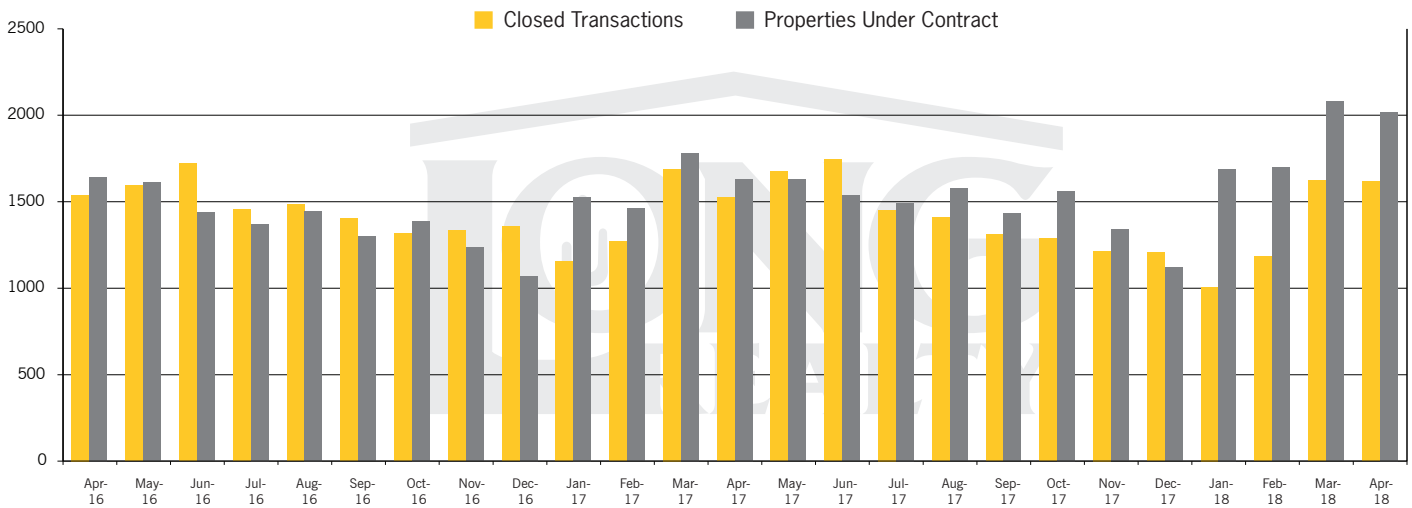


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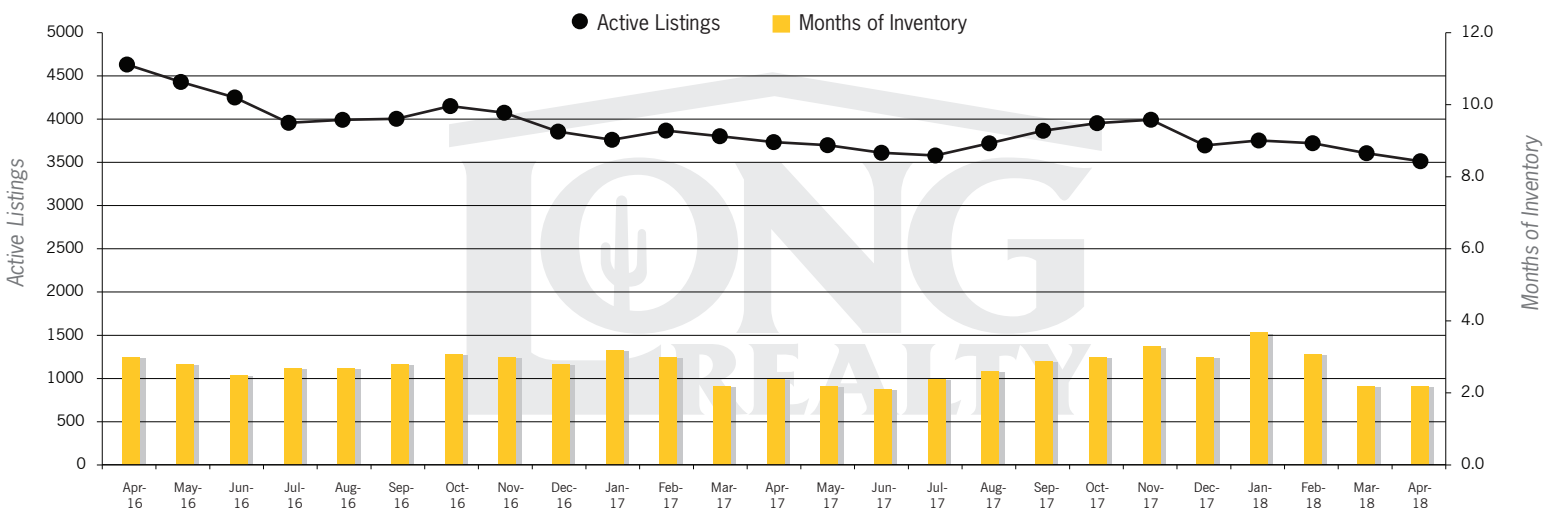
Tucson Metro | May 2018

In the Tucson Main Market area, April 2018 active inventory was 3,493, a 6% decrease from April 2017. There were 1,624 closings in April 2018, a 6% increase from April 2017. Year-to-date 2018 there were 5,704 closings, virtually unchanged from year-to-date 2017. Months of Inventory was 2.2, down from 2.4 in April 2017. Median price of sold homes was \$210,000 for the month of April 2018, up 11% from April 2017. The Tucson Main Market area had 2,027 new properties under contract in April 2018, up 24% from April 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

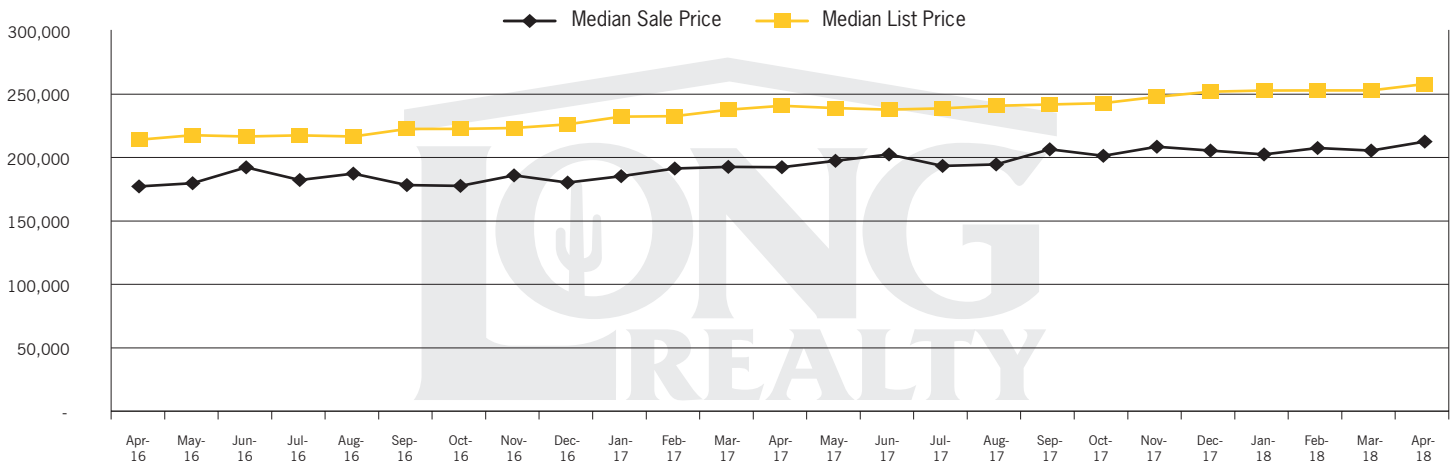


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/04/2018 is believed to be reliable, but not guaranteed.

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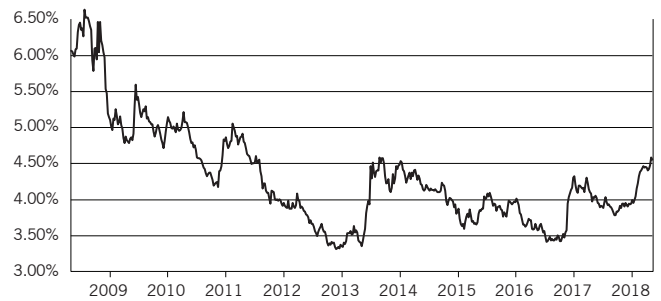
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$190,000	4.050%	\$866.95
2018	\$210,000	4.470%	\$1,007.28

30 YEAR FIXED MORTGAGE RATE

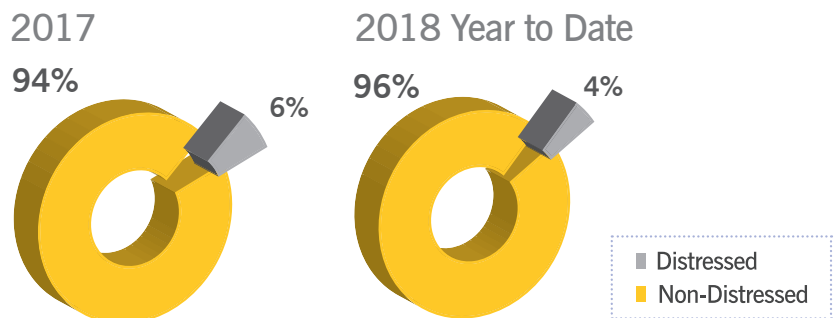


Source: Residential median sales prices. Data obtained 05/04/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 05/04/2018. Information is believed to be reliable, but not guaranteed.

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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
		Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18			
\$1 - 49,999	23	18	19	15	22	17	18	1.3	1.5	Seller
\$50,000 - 74,999	47	26	48	29	37	33	43	1.1	1.6	Seller
\$75,000 - 99,999	70	48	53	35	44	53	36	1.9	1.7	Seller
\$100,000 - 124,999	91	71	75	67	68	97	79	1.2	1.2	Seller
\$125,000 - 149,999	192	139	122	128	119	171	140	1.4	1.4	Seller
\$150,000 - 174,999	182	188	184	137	168	241	211	0.9	1.0	Seller
\$175,000 - 199,999	312	133	144	131	152	250	209	1.5	1.5	Seller
\$200,000 - 224,999	206	128	113	113	136	144	184	1.1	1.4	Seller
\$225,000 - 249,999	281	102	99	78	94	154	112	2.5	2.3	Seller
\$250,000 - 274,999	213	96	94	68	90	116	117	1.8	2.1	Seller
\$275,000 - 299,999	235	90	62	52	53	84	92	2.6	3.0	Seller
\$300,000 - 349,999	299	81	70	71	92	114	125	2.4	2.8	Seller
\$350,000 - 399,999	308	65	57	44	56	92	71	4.3	4.0	Seller
\$400,000 - 499,999	288	63	75	46	64	82	86	3.3	3.8	Seller
\$500,000 - 599,999	199	24	31	18	27	31	39	5.1	5.9	Balanced
\$600,000 - 699,999	130	15	17	13	14	20	27	4.8	6.8	Slightly Buyer
\$700,000 - 799,999	97	11	17	7	9	9	12	8.1	10.4	Buyer
\$800,000 - 899,999	73	4	10	2	8	9	7	10.4	9.1	Buyer
\$900,000 - 999,999	75	1	1	6	4	4	7	10.7	14.0	Buyer
\$1,000,000 - and over	172	11	5	8	7	8	9	19.1	22.0	Buyer
TOTAL	3,493	1,314	1,296	1,068	1,264	1,729	1,624	2.2	2.3	Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 05/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2018 - 04/30/2018. Information is believed to be reliable, but not guaranteed.

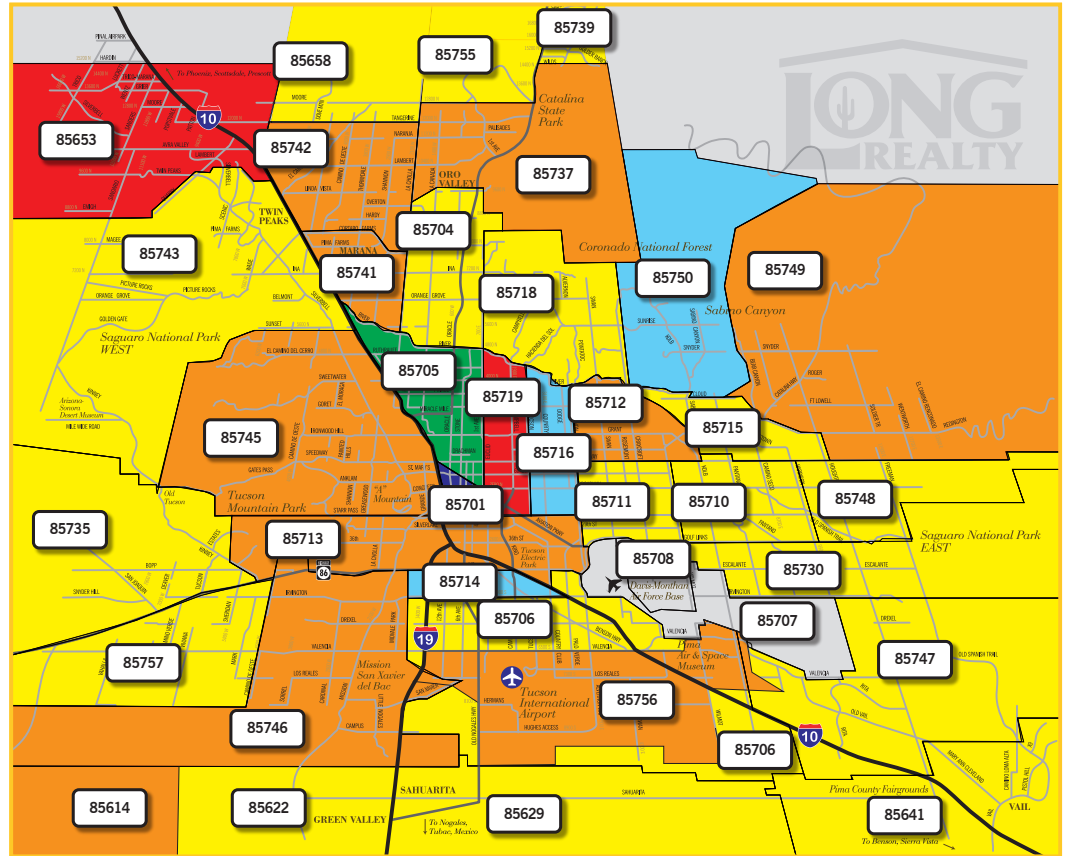
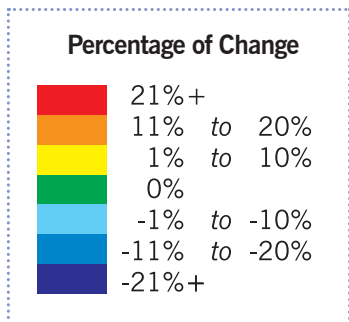
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2017-APR 2017 TO FEB 2018-APR 2018

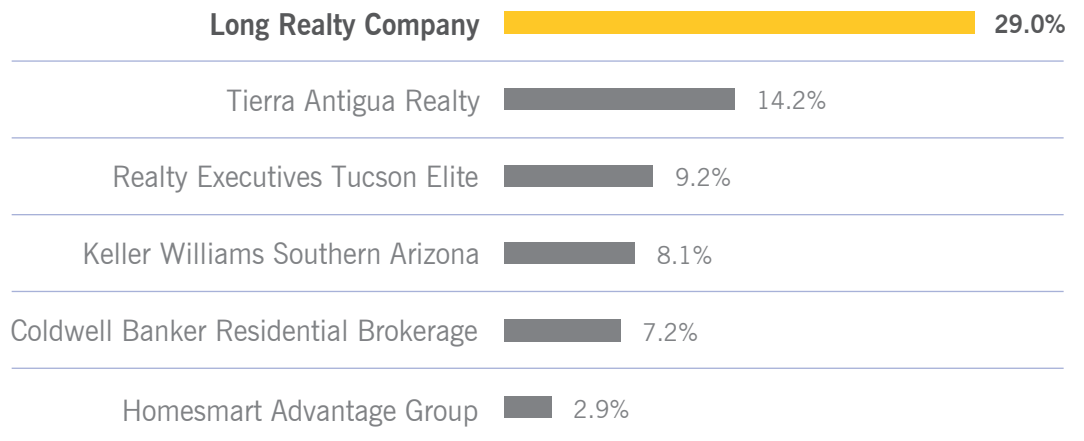
This heat map represents the percentage of change in Tucson metro median sales prices from February 2017-April 2017 to February 2018-April 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 05/04/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2017 – 04/30/2018 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.

These statistics are based on information obtained from the MLSSAZ and GVARMLS on 05/04/2018. Information is believed to be reliable, but not guaranteed.