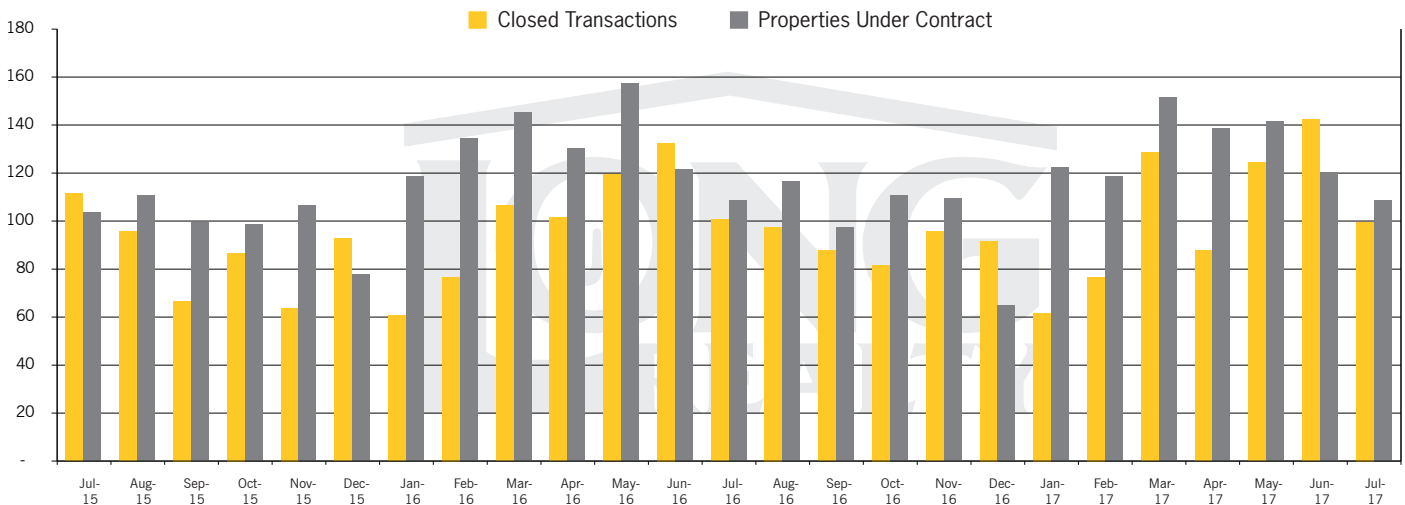


# The Housing Report

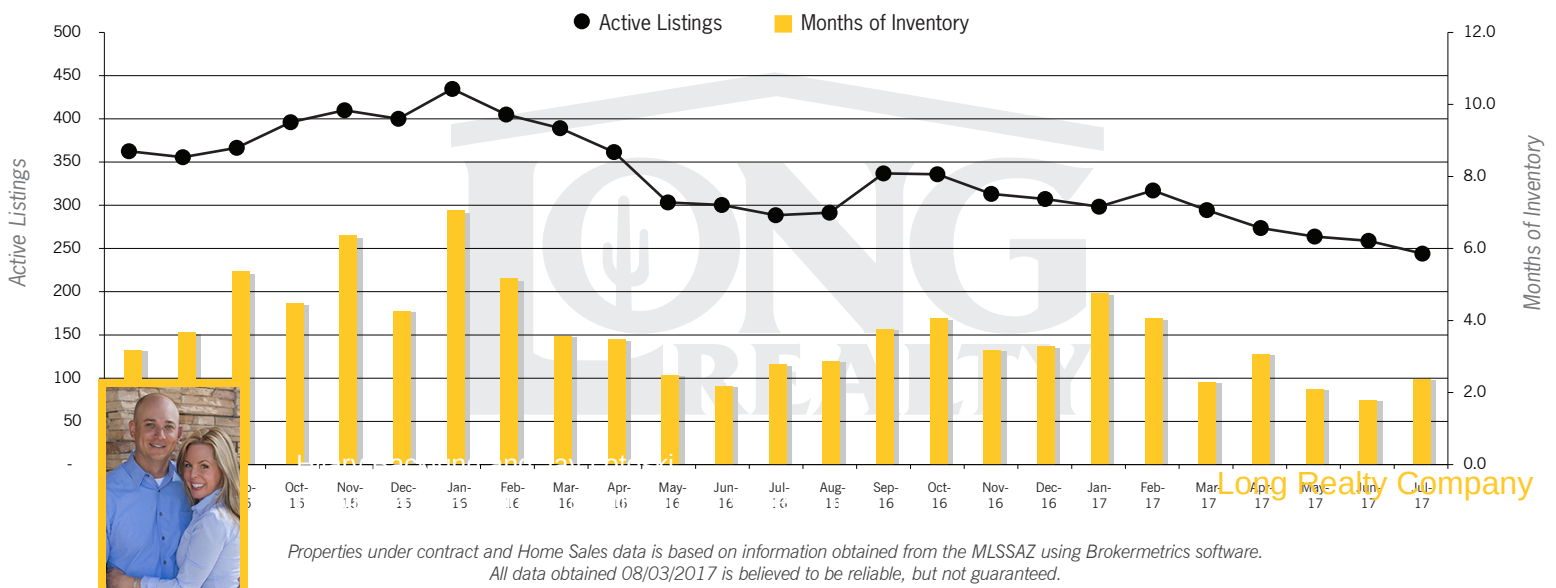


In the Tucson Extended South area, July 2017 active inventory was 241, a 16% decrease from July 2016. There were 100 closings in July 2017, virtually unchanged from July 2016. Year-to-date 2017 there were 741 closings, a 3% increase from year-to-date 2016. Months of Inventory was 2.4, down from 2.8 in July 2016. Median price of sold homes was \$195,000 for the month of July 2017, up 8% from July 2016. The Tucson Extended South area had 109 new properties under contract in July 2017, virtually unchanged from July 2016.

## CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – TUCSON EXTENDED SOUTH



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON EXTENDED SOUTH



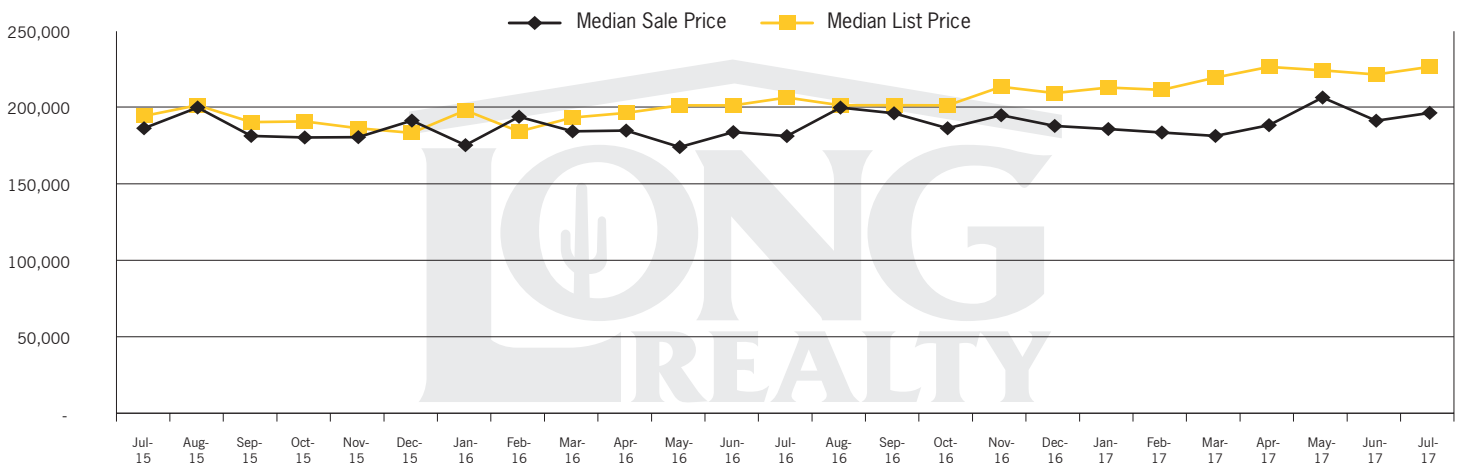
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/03/2017 is believed to be reliable, but not guaranteed.



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Tucson Extended South | August 2017

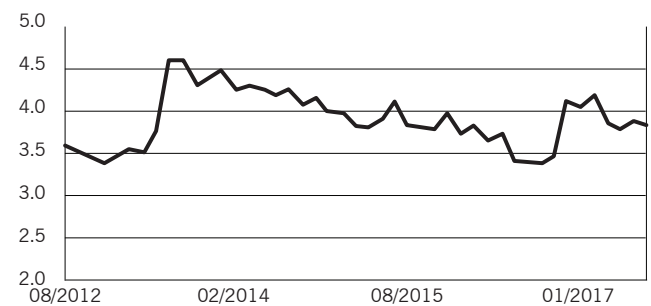
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON EXTENDED SOUTH



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON EXTENDED SOUTH

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$222,438    | 6.140%    | \$1,286.03  |
| 2016 | \$179,900    | 3.557%    | \$772.89    |
| 2017 | \$195,000    | 4.140%    | \$899.43    |

## 30 YEAR FIXED MORTGAGE RATE



Source: Residential median sales prices. Data obtained 08/03/2017 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.

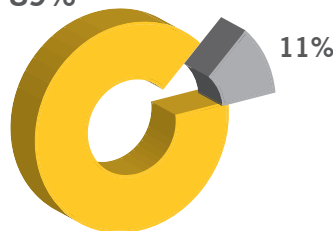
Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON EXTENDED SOUTH

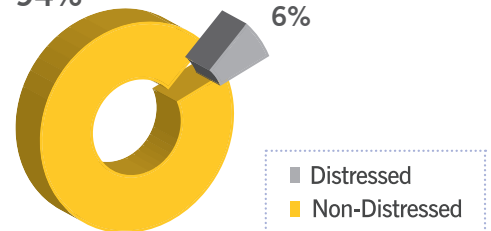
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales indicates improving market conditions.



2016  
89%



2017 Year to Date  
94%



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and market performance data is based on information obtained from the MLSSAZ on 08/03/2017. Information is believed to be reliable, but not guaranteed.

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## MARKET CONDITIONS BY PRICE BAND – TUCSON EXTENDED SOUTH

|                        | Active Listings | Last 6 Months Closed Sales |            |           |            |            |            | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|------------|-----------|------------|------------|------------|-----------------------------|----------------------------------------|-------------------|
|                        |                 | Feb-17                     | Mar-17     | Apr-17    | May-17     | Jun-17     | Jul-17     |                             |                                        |                   |
| \$1 - 49,999           | 1               | 0                          | 0          | 0         | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| \$50,000 - 74,999      | 1               | 1                          | 1          | 0         | 1          | 0          | 1          | 1.0                         | 1.0                                    | Seller            |
| \$75,000 - 99,999      | 1               | 2                          | 5          | 3         | 4          | 1          | 1          | 1.0                         | 0.7                                    | Seller            |
| \$100,000 - 124,999    | 11              | 8                          | 17         | 4         | 2          | 4          | 6          | 1.8                         | 2.6                                    | Seller            |
| \$125,000 - 149,999    | 17              | 15                         | 22         | 11        | 15         | 20         | 7          | 2.4                         | 1.2                                    | Seller            |
| \$150,000 - 174,999    | 25              | 13                         | 18         | 23        | 19         | 25         | 17         | 1.5                         | 1.2                                    | Seller            |
| \$175,000 - 199,999    | 27              | 14                         | 15         | 20        | 20         | 36         | 20         | 1.4                         | 1.2                                    | Seller            |
| \$200,000 - 224,999    | 29              | 3                          | 14         | 5         | 18         | 14         | 13         | 2.2                         | 1.8                                    | Seller            |
| \$225,000 - 249,999    | 31              | 4                          | 9          | 10        | 13         | 13         | 15         | 2.1                         | 2.4                                    | Seller            |
| \$250,000 - 274,999    | 26              | 4                          | 13         | 7         | 9          | 16         | 7          | 3.7                         | 2.3                                    | Seller            |
| \$275,000 - 299,999    | 17              | 7                          | 12         | 3         | 10         | 8          | 2          | 8.5                         | 2.7                                    | Seller            |
| \$300,000 - 349,999    | 14              | 4                          | 5          | 7         | 9          | 2          | 4          | 3.5                         | 3.9                                    | Seller            |
| \$350,000 - 399,999    | 19              | 7                          | 3          | 4         | 2          | 10         | 6          | 3.2                         | 2.9                                    | Seller            |
| \$400,000 - 499,999    | 13              | 2                          | 2          | 1         | 8          | 2          | 1          | 13.0                        | 4.2                                    | Slightly Seller   |
| \$500,000 - 599,999    | 2               | 0                          | 0          | 1         | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| \$600,000 - 699,999    | 1               | 1                          | 0          | 0         | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| \$700,000 - 799,999    | 3               | 0                          | 0          | 0         | 1          | 0          | 0          | n/a                         | 8.0                                    | Slightly Buyer    |
| \$800,000 - 899,999    | 0               | 0                          | 0          | 0         | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| \$900,000 - 999,999    | 0               | 0                          | 0          | 0         | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| \$1,000,000 - and over | 3               | 0                          | 0          | 0         | 0          | 0          | 0          | n/a                         | n/a                                    | n/a               |
| <b>TOTAL</b>           | <b>241</b>      | <b>85</b>                  | <b>136</b> | <b>99</b> | <b>131</b> | <b>151</b> | <b>100</b> | <b>2.4</b>                  | <b>2.0</b>                             | <b>Seller</b>     |

|                                                                                     |                                                                                     |                                                                                     |                                                                                       |                                                                                       |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
|  |  |  |  |  |
| Seller's Market                                                                     | Slight Seller's Market                                                              | Balanced Market                                                                     | Slight Buyer's Market                                                                 | Buyer's Market                                                                        |



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/03/2017.

Months of inventory is the average of closed sales and active listing data from 05/01/2017 - 07/31/2017. Information is believed to be reliable, but not guaranteed.

# The Housing Report

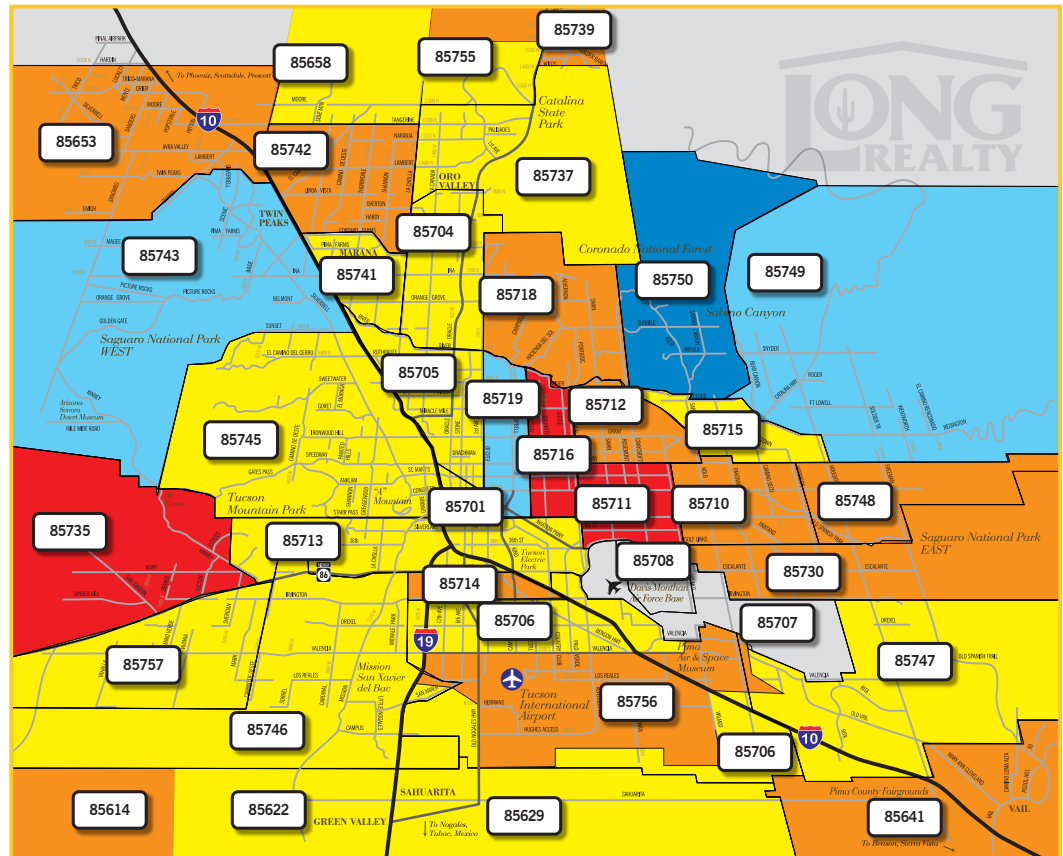
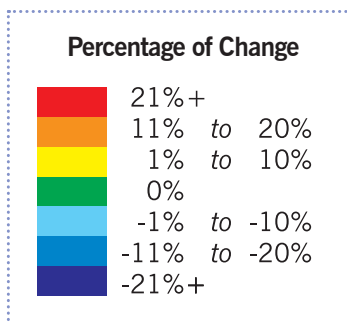


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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2016-JUL 2016 TO  
MAY 2017-JUL 2017

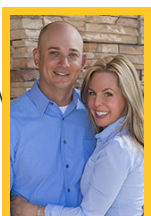
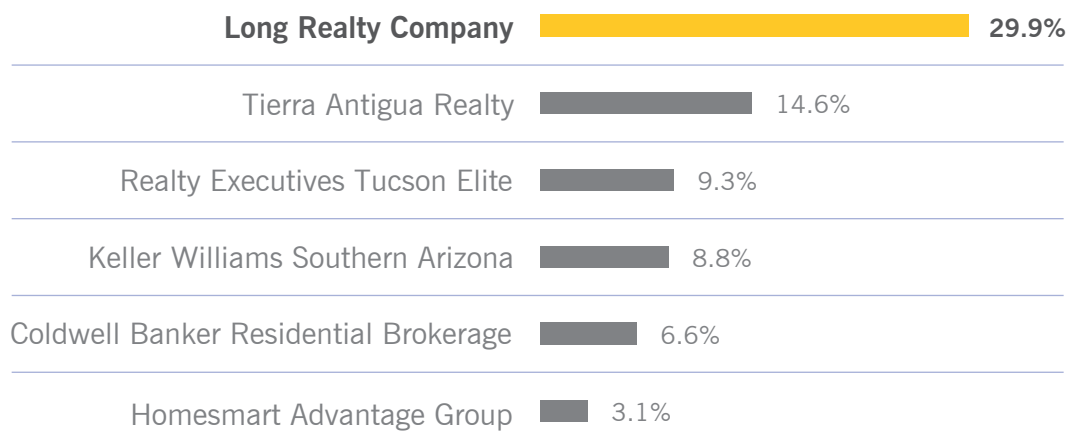
This heat map represents the percentage of change in Tucson metro median sales prices from May 2016-July 2016 to May 2017-July 2017 by zip code.



## MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2016 – 07/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Extended South Housing Report is comprised of data for residential properties in the South Extended area of Tucson as defined by the communities of Corona de Tucson and Quail Creek. Real Estate remains very localized and market conditions can vary not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.

Statistics are based on information obtained from the MLSSAZ and GVARMLS on 08/03/2017. Information is believed to be reliable, but not guaranteed.

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