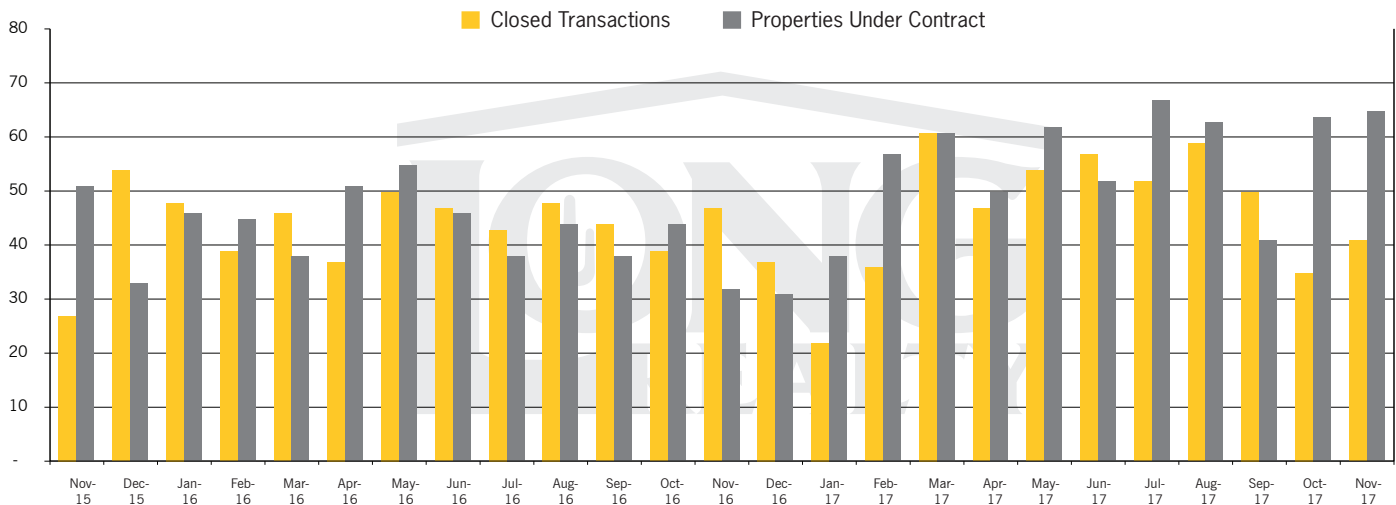




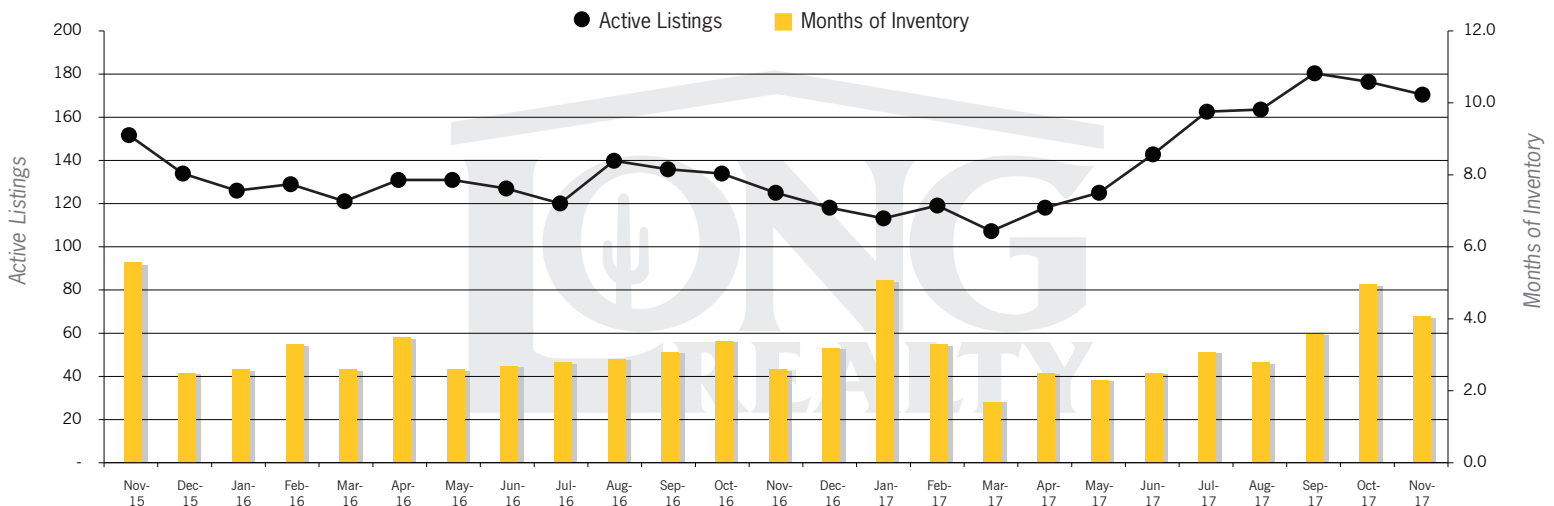
Tucson Extended Northwest and Extended West | December 2017

In the Tucson Extended Northwest and Extended West area, November 2017 active inventory was 170, a 37% increase from November 2016. There were 41 closings in November 2017, a 13% decrease from November 2016. Year-to-date 2017 there were 530 closings, a 9% increase from year-to-date 2016. Months of Inventory was 4.1, up from 2.6 in November 2016. Median price of sold homes was \$220,000 for the month of November 2017, up 43% from November 2016. The Tucson Extended Northwest and Extended West area had 65 new properties under contract in November 2017, up 103% from November 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON EXTENDED NORTHWEST AND EXTENDED WEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON EXTENDED NORTHWEST AND EXTENDED WEST

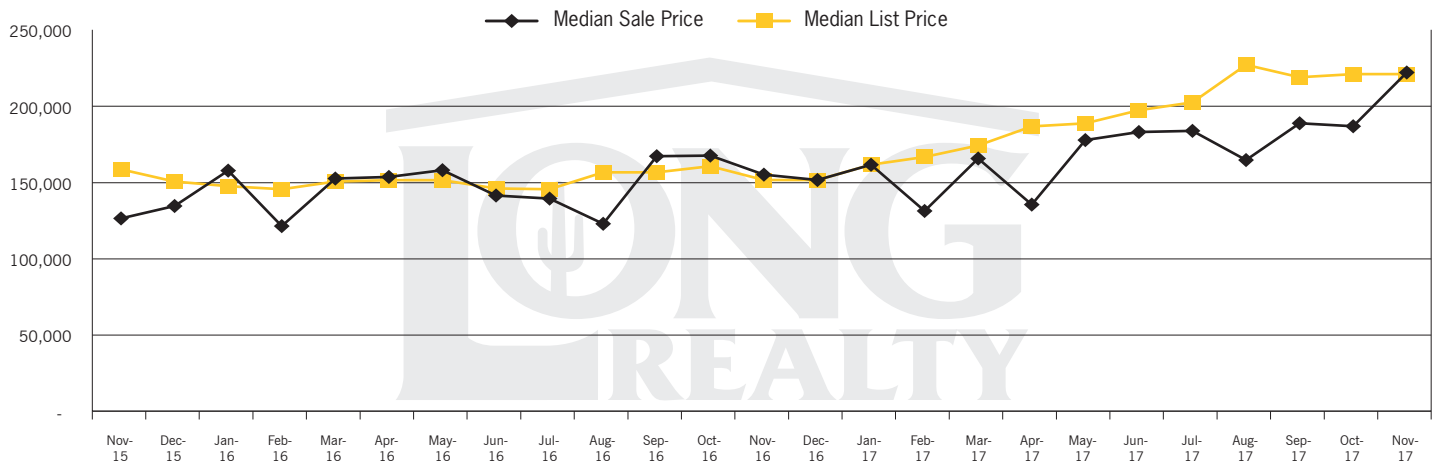


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.



Tucson Extended Northwest and Extended West | December 2017

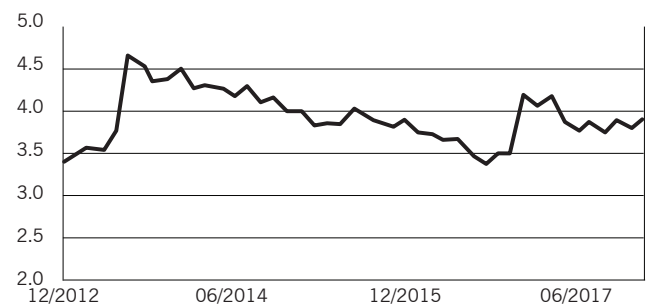
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON EXTENDED NORTHWEST AND EXTENDED WEST



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON EXTENDED NORTHWEST AND EXTENDED WEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$155,000	6.140%	\$896.14
2016	\$153,500	3.770%	\$676.99
2017	\$220,000	4.070%	\$1,006.25

30 YEAR FIXED MORTGAGE RATE

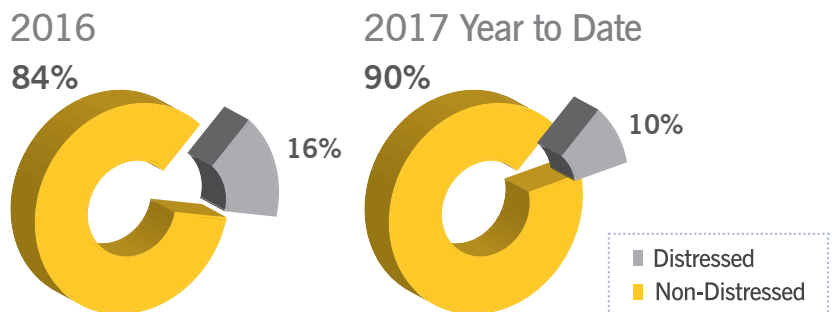


Source: Residential median sales prices. Data obtained 12/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON EXTENDED NORTHWEST AND EXTENDED WEST

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 12/05/2017. Information is believed to be reliable, but not guaranteed.



Tucson Extended Northwest and Extended West | December 2017

MARKET CONDITIONS BY PRICE BAND – TUCSON EXTENDED NORTHWEST AND EXTENDED WEST

	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	2	2	3	2	2	0	0	n/a	3.0	n/a
\$50,000 - 74,999	7	2	1	2	2	1	1	7.0	5.5	Slightly Buyer
\$75,000 - 99,999	8	6	3	7	6	0	5	1.6	2.9	Seller
\$100,000 - 124,999	5	0	5	5	1	4	2	2.5	2.0	Seller
\$125,000 - 149,999	14	12	7	13	11	6	3	4.7	1.8	Slightly Seller
\$150,000 - 174,999	16	6	6	8	1	7	2	8.0	4.8	Slightly Buyer
\$175,000 - 199,999	16	8	8	9	8	5	4	4.0	3.2	Seller
\$200,000 - 224,999	16	5	7	4	5	5	5	3.2	3.3	Seller
\$225,000 - 249,999	19	6	2	4	8	4	5	3.8	3.8	Seller
\$250,000 - 274,999	20	6	3	6	5	3	7	2.9	3.8	Seller
\$275,000 - 299,999	25	2	5	4	3	0	4	6.3	10.7	Balanced
\$300,000 - 349,999	14	3	3	2	1	2	3	4.7	6.5	Slightly Seller
\$350,000 - 399,999	3	0	1	0	0	1	0	n/a	8.0	n/a
\$400,000 - 499,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$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	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	170	58	54	66	53	38	41	4.1	4.0	Slightly Seller



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.

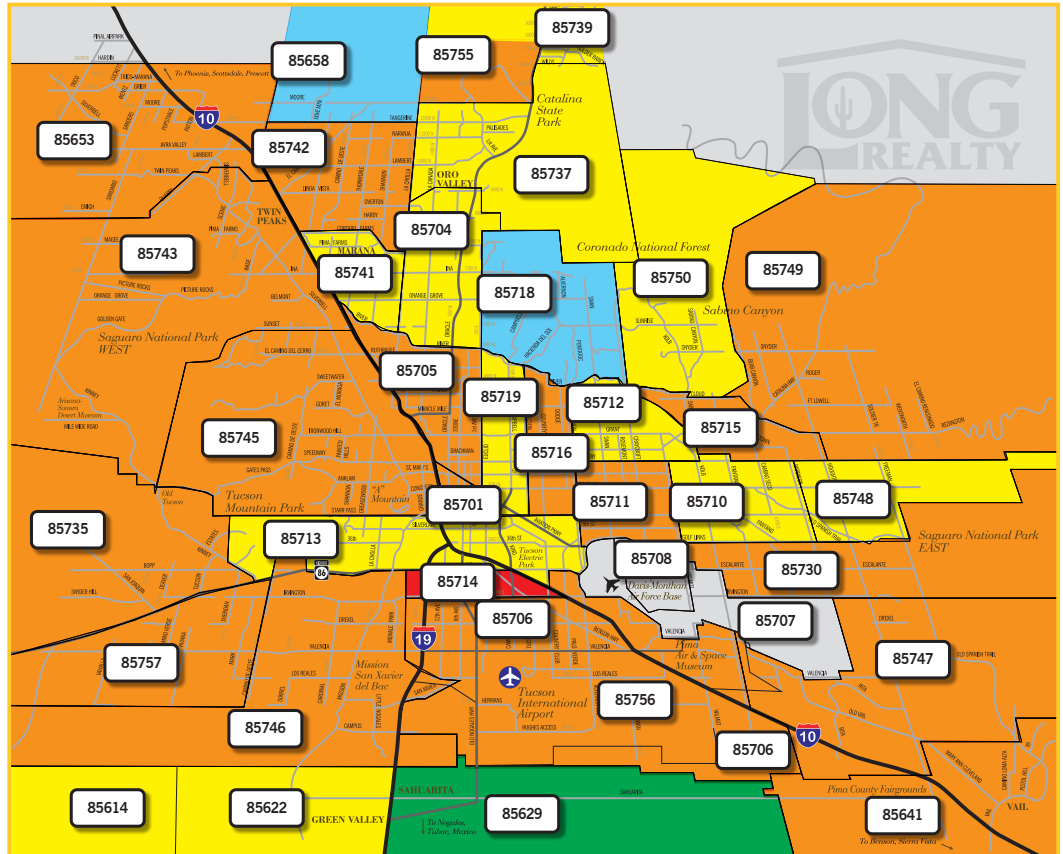
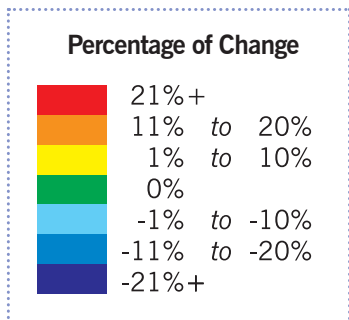


Tucson Extended Northwest and Extended West | December 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2016-NOV 2016 TO SEP 2017-NOV 2017

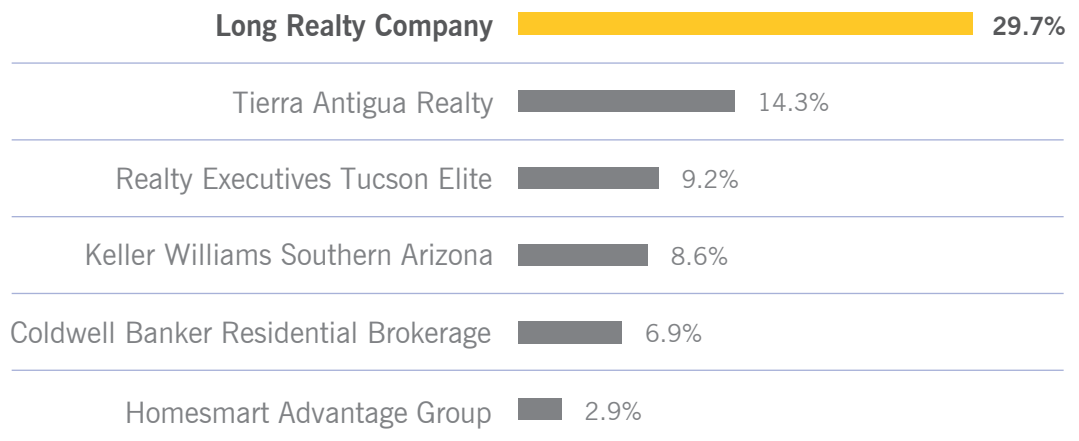
This heat map represents the percentage of change in Tucson metro median sales prices from September 2016-November 2016 to September 2017-November 2017 by zip code.



MARKET SHARE – TUCSON METRO

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 Extended Northwest & Extended West Housing Report is comprised of data for residential properties in the Northwest Extended and West Extended areas of Tucson as defined by MLSSAZ including the communities of Avra Valley, Picture Rocks and Rillito. 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 12/05/2017. Information is believed to be reliable, but not guaranteed.