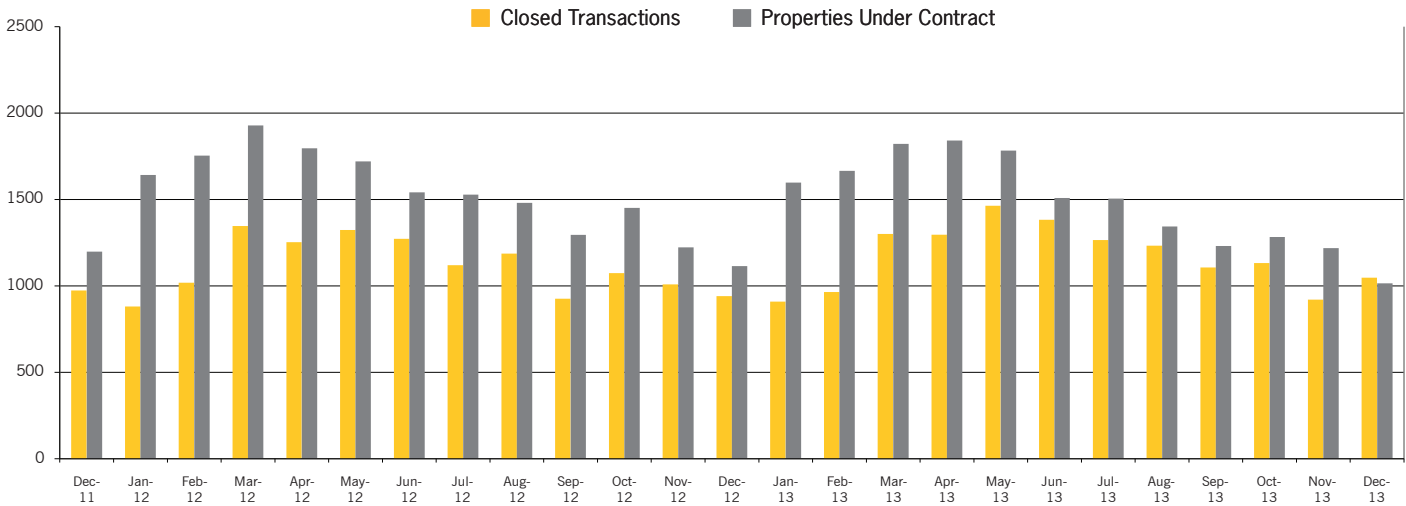




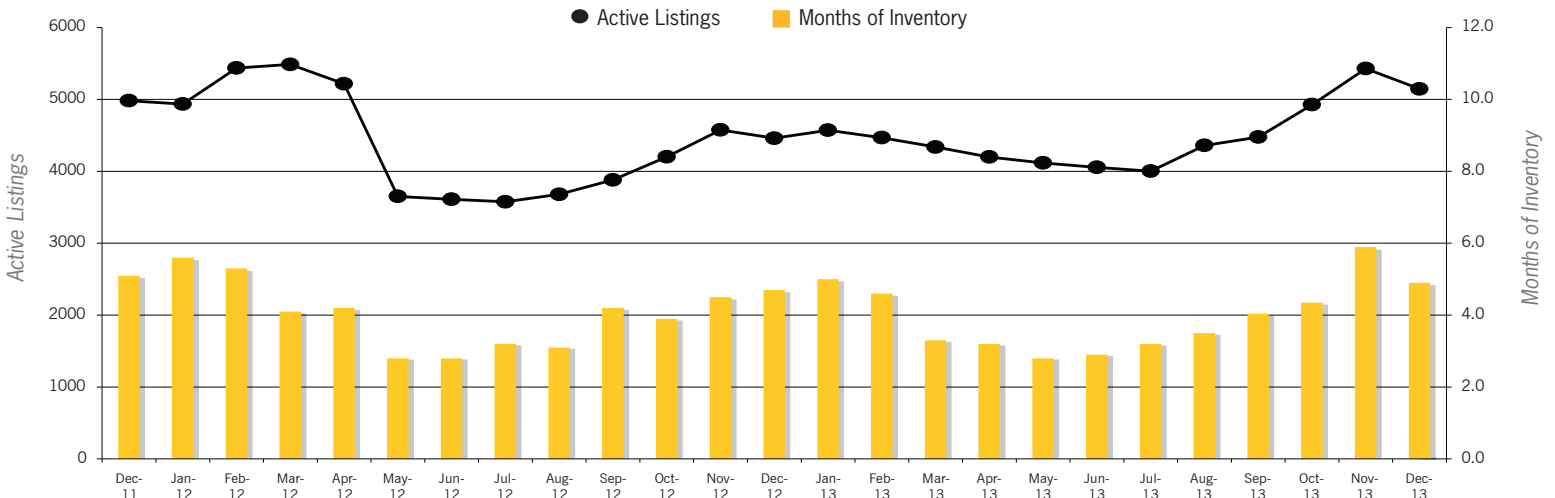
Tucson Metro | January 2014

In the Tucson Metro area, December 2013 active inventory was 5,146, a 15% increase from December 2012. There were 1,048 closings in December 2013, an 11% increase from December 2012. Months of Inventory was 4.9, up from 4.7 in December 2012. Median price of sold homes was \$157,900 for the month of December 2013, up 7% from December 2012. The Tucson Metro area had 1,015 new properties under contract in December 2013, down 9% from December 2012.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO

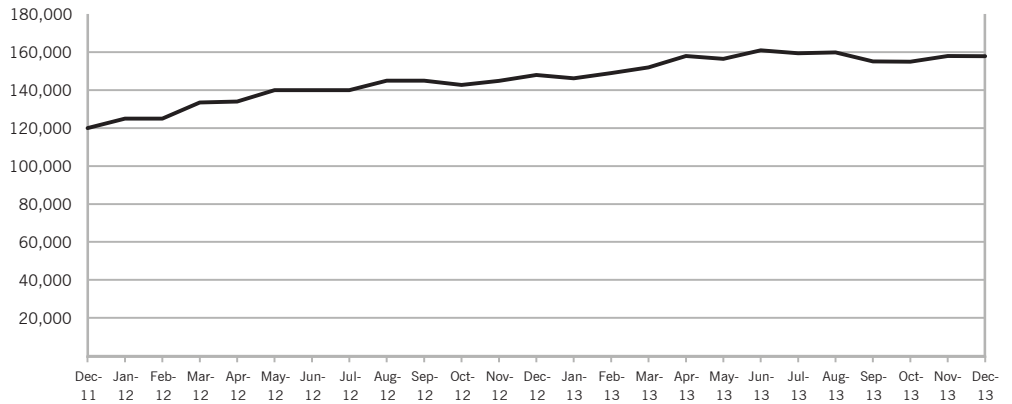


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 01/06/2014 is believed to be reliable, but not guaranteed.



MEDIAN PRICE – TUCSON METRO

This graph represents the median sold home prices over the past two years.



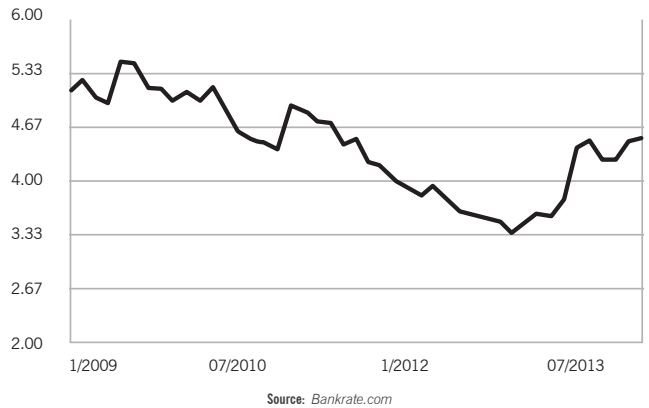
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$214,000	6.70%	\$1,332.56
2012	\$148,000	3.50%	\$631.36
2013	\$157,900	4.25%	\$737.93

Source: Residential median sales prices. Data obtained 01/06/2014 from TARMLS using Brokermetrics software. 2006 Monthly payments based on an FHA mortgage with a 3.5% down payment on a median priced home, 2012 and 2013 amounts based on 5% down payment. All data obtained is believed to be reliable, but not guaranteed.

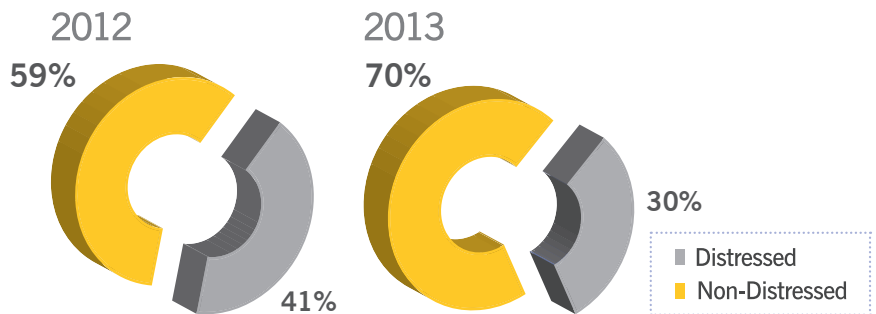
30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2009 levels.



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.





The Housing Report



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Tucson Metro | January 2014

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-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
\$1 - 49,999	177	66	75	65	76	51	63	2.8	3.2	Seller
\$50,000 - 74,999	224	82	93	74	85	73	58	3.9	3.2	Seller
\$75,000 - 99,999	282	109	119	102	101	75	97	2.9	3.2	Seller
\$100,000 - 124,999	346	155	138	113	131	104	110	3.1	3.0	Seller
\$125,000 - 149,999	505	180	163	168	163	126	136	3.7	3.5	Seller
\$150,000 - 174,999	455	159	157	111	148	106	134	3.4	3.6	Seller
\$175,000 - 199,999	488	132	103	95	99	90	95	5.1	5.2	Balanced
\$200,000 - 224,999	305	88	87	76	52	59	49	6.2	5.7	Balanced
\$225,000 - 249,999	371	69	99	75	70	64	56	6.6	6.1	Balanced
\$250,000 - 274,999	222	51	54	36	38	40	42	5.3	6.0	Balanced
\$275,000 - 299,999	277	45	53	29	49	41	35	7.9	6.7	Slightly Buyer
\$300,000 - 349,999	279	63	58	50	37	31	41	6.8	8.2	Slightly Buyer
\$350,000 - 399,999	230	36	32	46	33	36	33	7.0	6.9	Slightly Buyer
\$400,000 - 499,999	276	49	39	26	44	30	36	7.7	7.7	Slightly Buyer
\$500,000 - 599,999	182	17	20	19	25	15	18	10.1	9.9	Buyer
\$600,000 - 699,999	125	15	9	5	12	4	19	6.6	11.1	Buyer
\$700,000 - 799,999	72	7	5	7	4	1	4	18.0	24.6	Buyer
\$800,000 - 899,999	41	4	3	4	0	6	7	5.9	10.7	Buyer
\$900,000 - 999,999	38	5	3	2	1	3	4	9.5	14.4	Buyer
\$1,000,000 - and over	186	3	2	1	6	1	5	37.2	47.3	Buyer
TOTAL	5,081	1,335	1,312	1,104	1,174	956	1,042	4.9	4.9	Slightly Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2014.

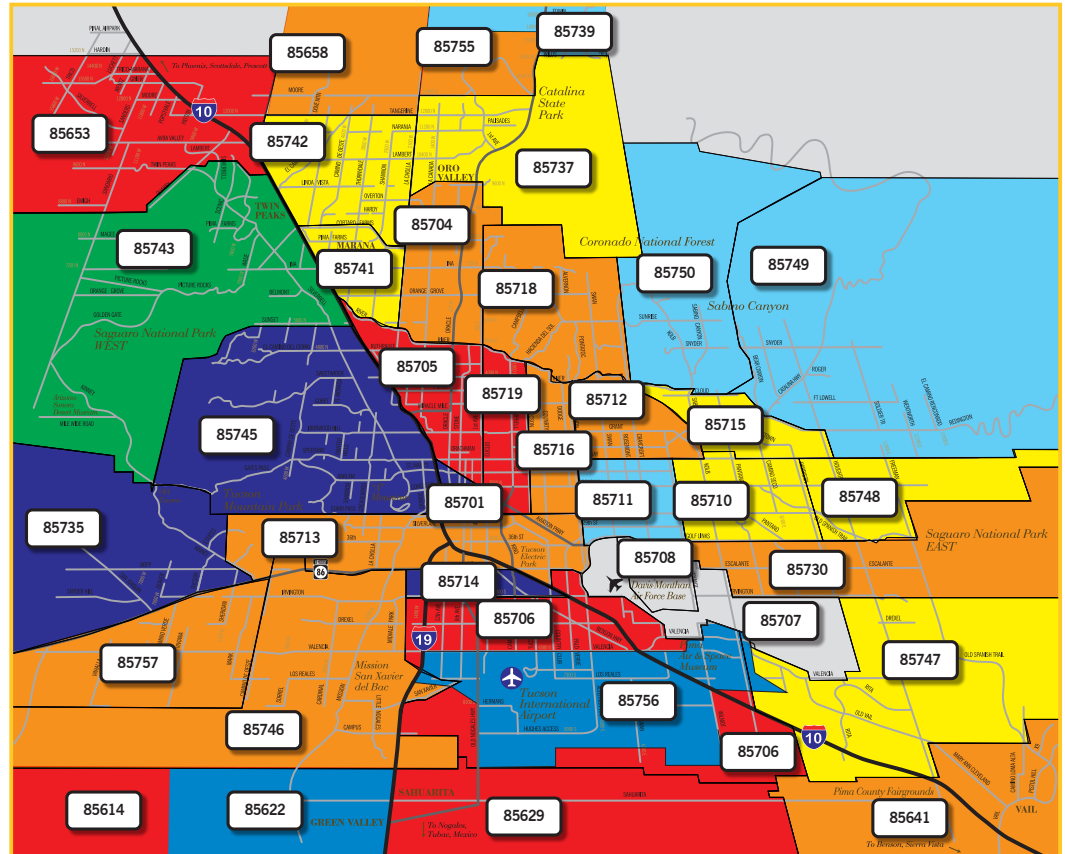
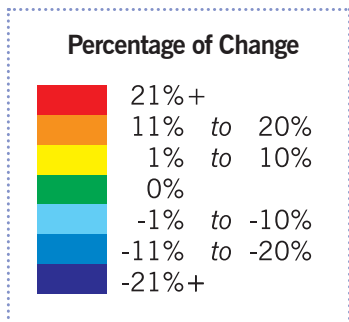
3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2013 - 12/31/2013. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DECEMBER 2012 TO DECEMBER 2013

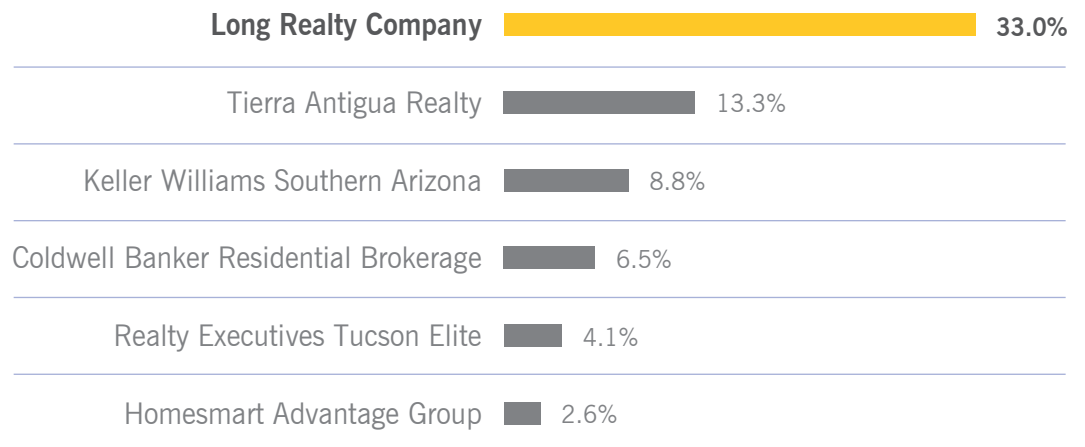
This heat map represents the percentage of change in Tucson metro median sales prices from December 2012 to December 2013 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2013 – 12/31/2013 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 TARMLS 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.