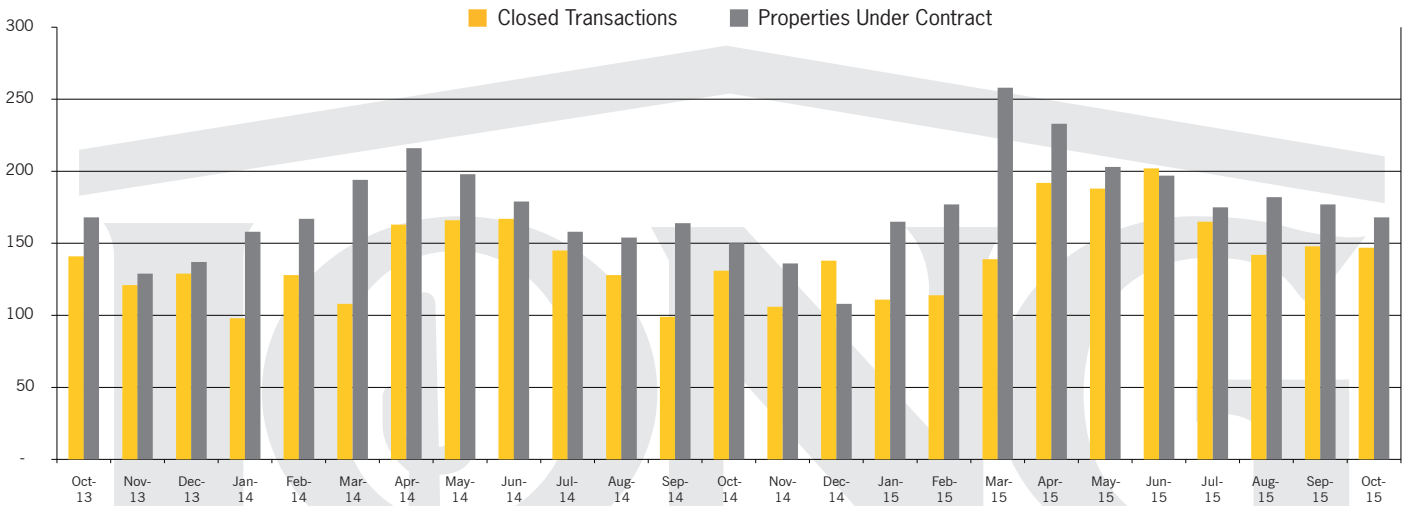




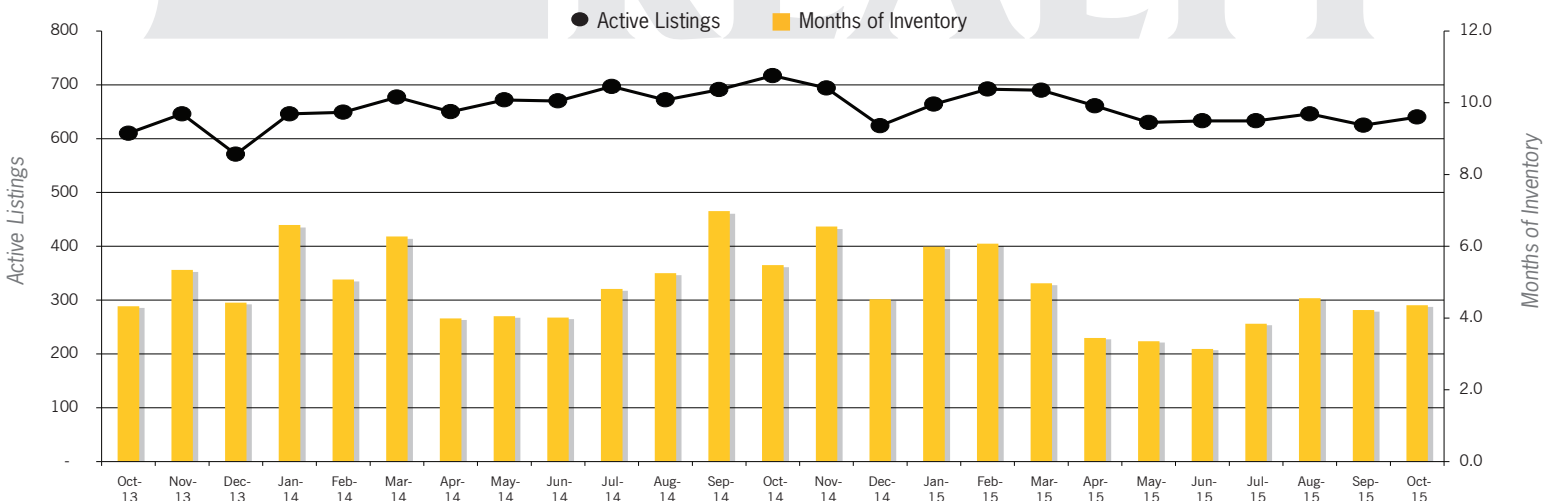
Tucson Central | November 2015

In the Tucson Central area, October 2015 active inventory was 640, an 11% decrease from October 2014. There were 147 closings in October 2015, a 12% increase from October 2014. Year-to-date 2015 there were 1,620 closings, a 14% increase from year-to-date 2014. Months of Inventory was 4.4, down from 5.5 in October 2014. Median price of sold homes was \$145,000 for the month of October 2015, up 7% from October 2014. The Tucson Central area had 168 new properties under contract in October 2015, up 12% from October 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



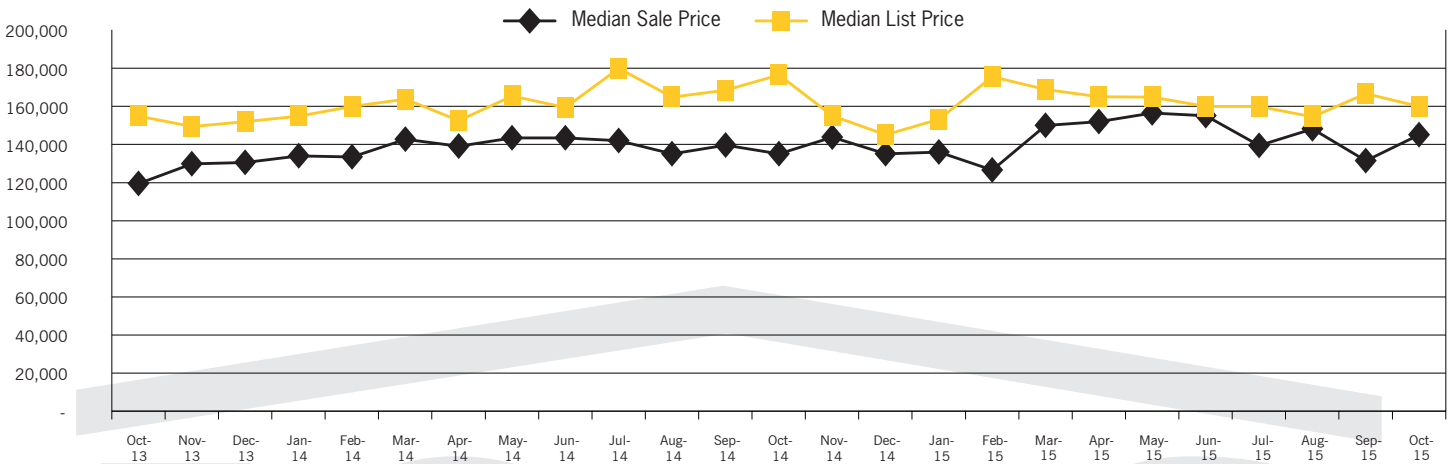
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 11/04/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



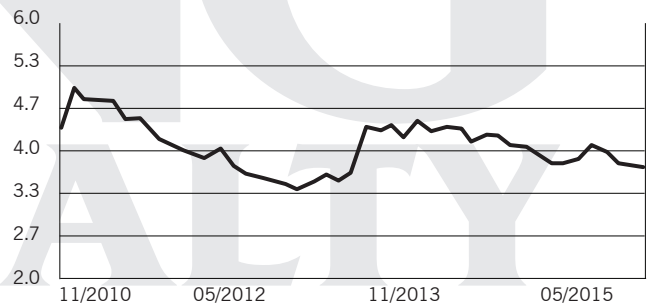
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2014	\$135,000	4.036%	\$614.95
2015	\$145,000	3.805%	\$642.25

Source: Residential median sales prices. Data obtained 11/04/2015 from TARMLS 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.

30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.

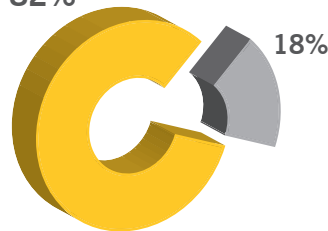


Source: Bankrate.com

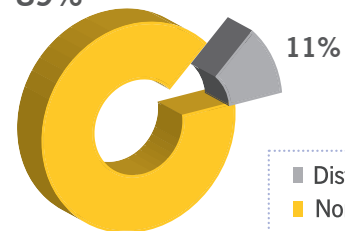
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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.

2014
82%



2015 Year to Date
89%



■ Distressed
■ Non-Distressed



MARKET CONDITIONS BY PRICE BAND – TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15			
\$1 - 49,999	20	6	4	5	4	5	7	2.9	4.0	Seller
\$50,000 - 74,999	28	6	9	12	12	19	7	4.0	2.3	Seller
\$75,000 - 99,999	50	16	24	18	13	21	16	3.1	3.2	Seller
\$100,000 - 124,999	64	30	28	33	26	25	24	2.7	2.6	Seller
\$125,000 - 149,999	87	37	37	32	23	19	23	3.8	3.9	Seller
\$150,000 - 174,999	72	21	25	19	11	7	20	3.6	5.5	Balanced
\$175,000 - 199,999	67	12	23	18	18	14	12	5.6	4.6	Slightly Seller
\$200,000 - 224,999	33	25	15	7	8	11	11	3.0	3.4	Seller
\$225,000 - 249,999	40	10	10	10	12	9	5	8.0	4.9	Slightly Seller
\$250,000 - 274,999	29	7	8	4	7	6	5	5.8	4.3	Slightly Seller
\$275,000 - 299,999	29	7	4	3	3	4	6	4.8	6.8	Slightly Buyer
\$300,000 - 349,999	30	9	12	1	3	4	4	7.5	8.3	Slightly Buyer
\$350,000 - 399,999	22	6	3	2	5	2	1	22.0	8.6	Buyer
\$400,000 - 499,999	27	2	9	6	5	3	4	6.8	6.0	Balanced
\$500,000 - 599,999	19	2	1	1	0	1	0	n/a	51.0	Buyer
\$600,000 - 699,999	9	3	0	1	2	1	2	4.5	5.2	Balanced
\$700,000 - 799,999	4	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	640	200	212	172	152	151	147	4.4	4.2	Slightly Seller

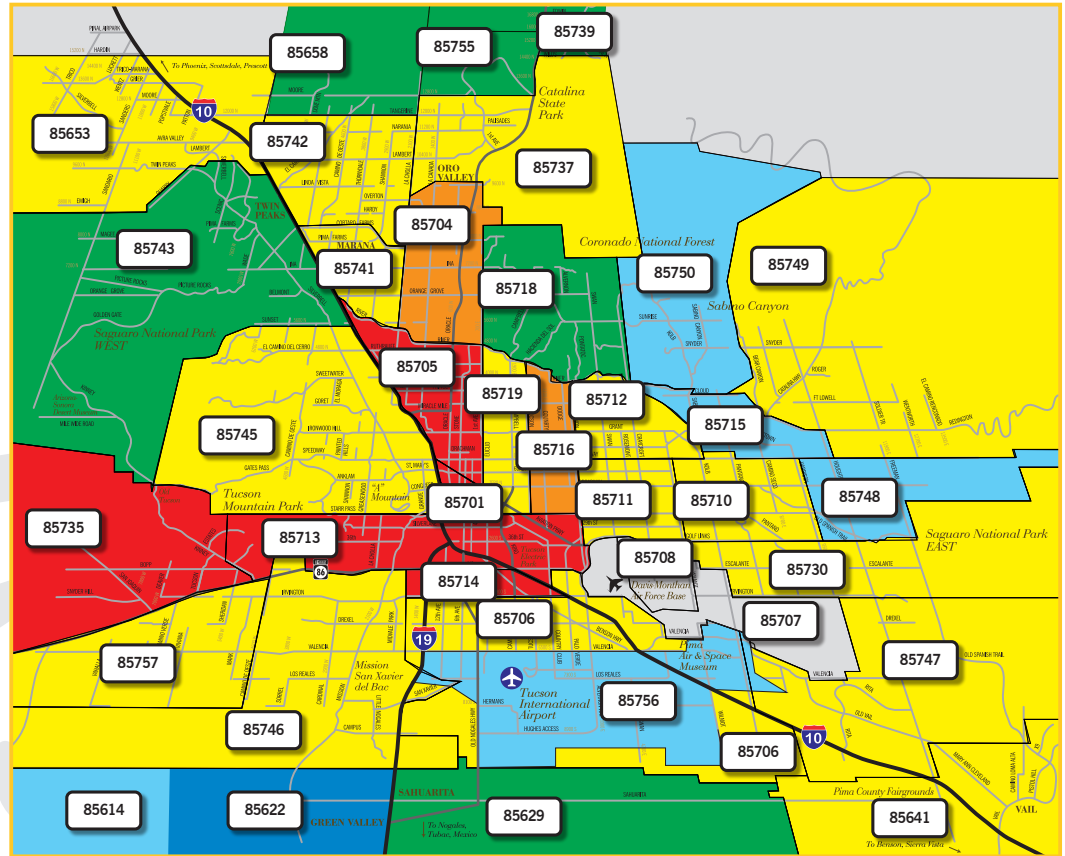




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2014-OCT 2014 TO
AUG 2015-OCT 2015

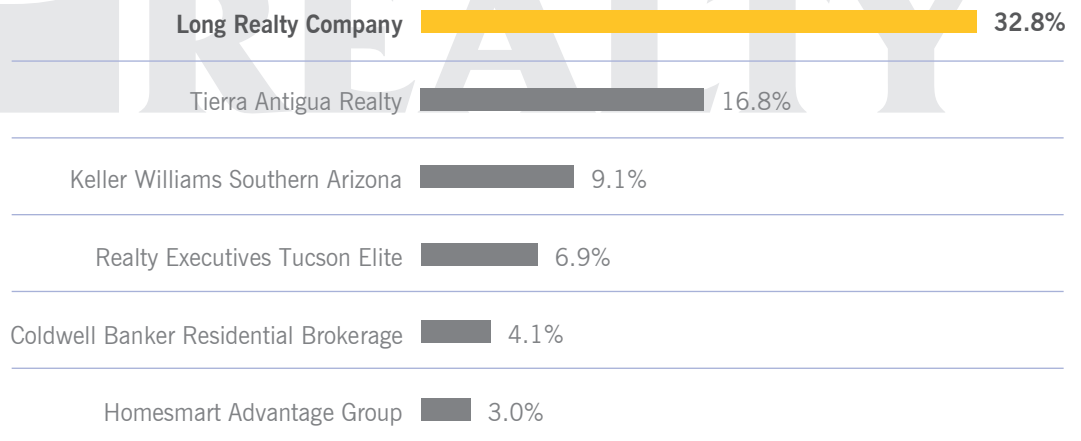
This heat map represents the percentage of change in Tucson metro median sales prices from August 2014-October 2014 to August 2015-October 2015 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 11/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2014 – 10/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Central Housing Report is comprised of data for residential properties in the Central area of Tucson as defined by TARMLS. 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.