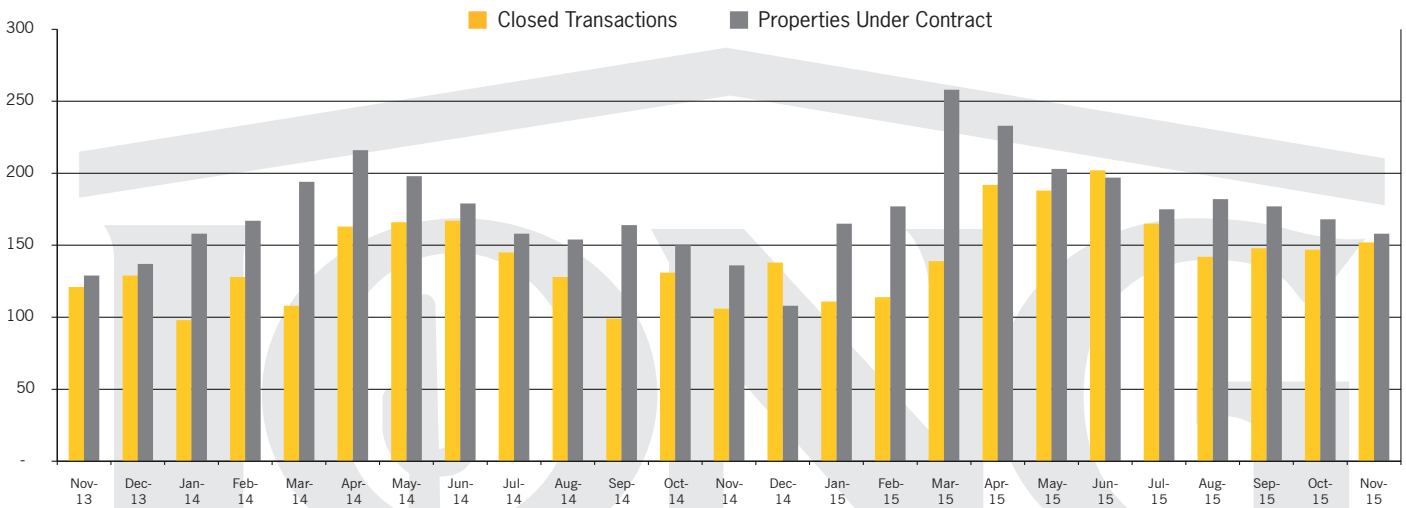




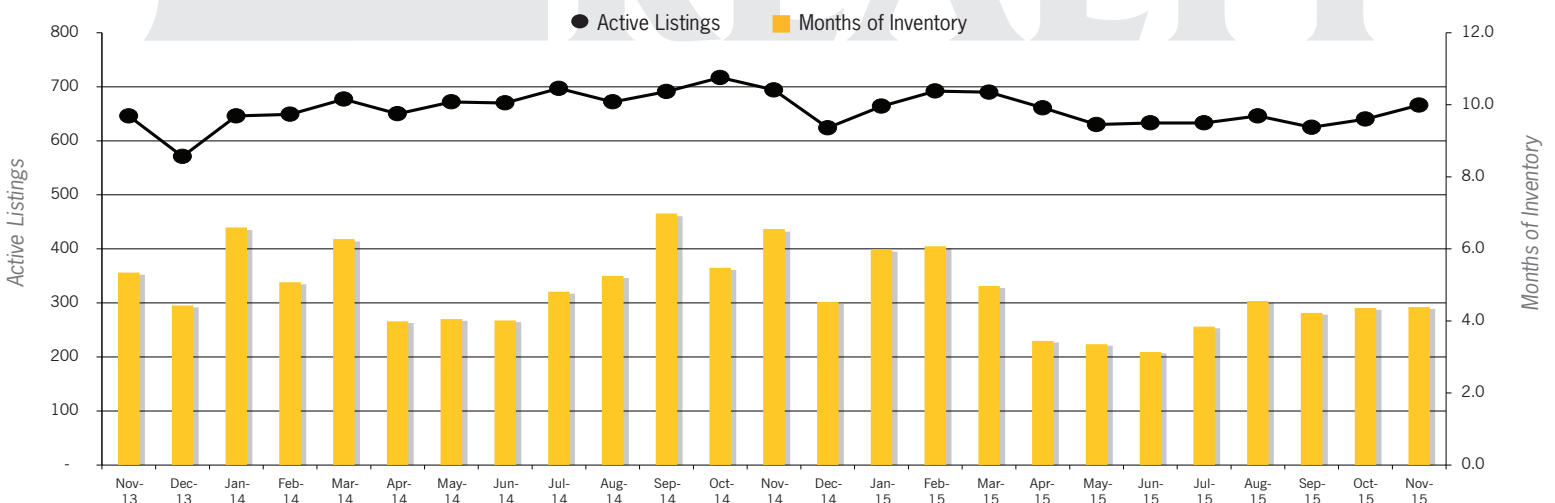
Tucson Central | December 2015

In the Tucson Central area, November 2015 active inventory was 666, a 4% decrease from November 2014. There were 152 closings in November 2015, a 43% increase from November 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 6.5 in November 2014. Median price of sold homes was \$155,000 for the month of November 2015, up 8% from November 2014. The Tucson Central area had 158 new properties under contract in November 2015, up 16% from November 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



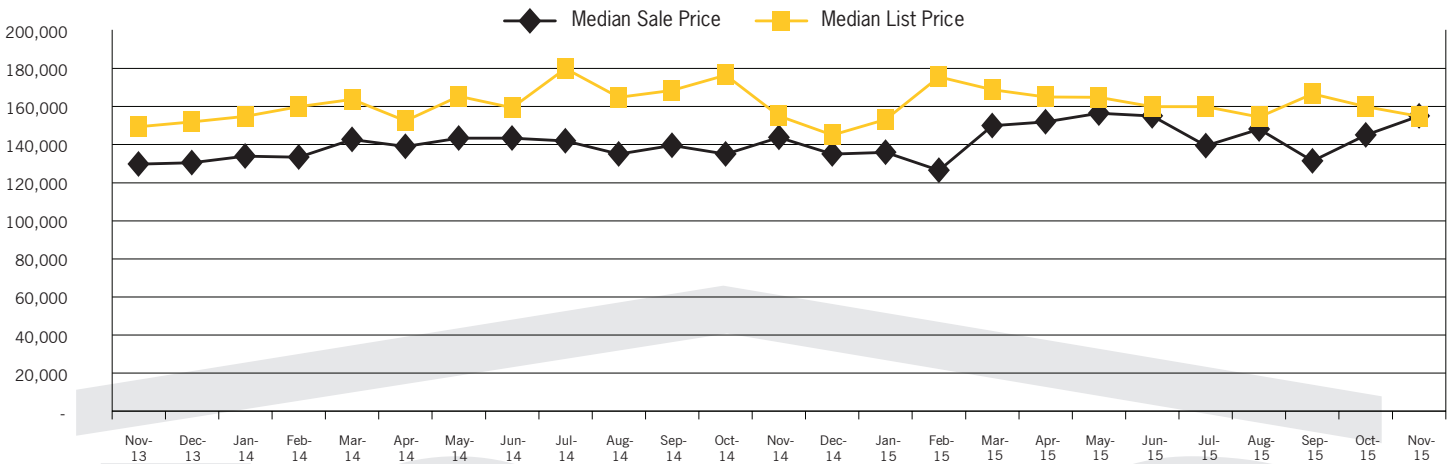
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 12/03/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL

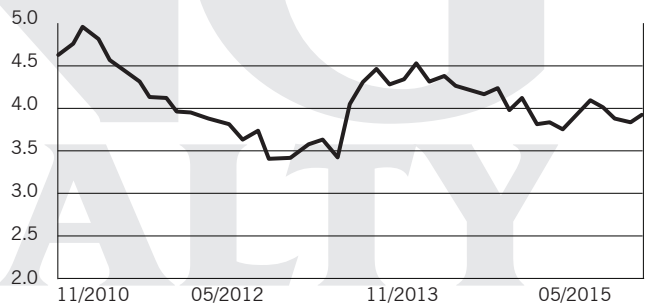


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2014	\$143,750	4.020%	\$653.55
2015	\$155,000	3.850%	\$690.32

30 YEAR FIXED MORTGAGE RATE

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

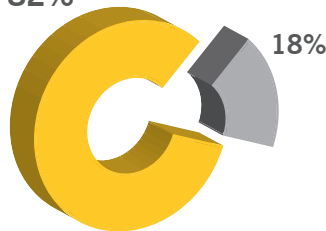


Source: Bankrate.com

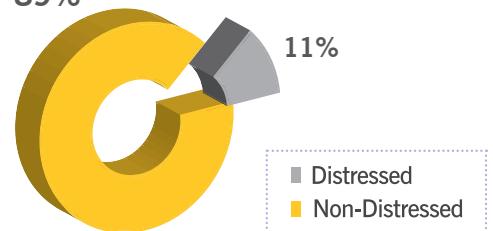
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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%





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
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15			
\$1 - 49,999	18	4	5	4	5	6	3	6.0	4.2	Slightly Seller
\$50,000 - 74,999	26	9	12	12	19	7	6	4.3	2.6	Seller
\$75,000 - 99,999	51	24	18	13	21	16	15	3.4	2.9	Seller
\$100,000 - 124,999	73	28	33	26	25	25	10	7.3	3.3	Seller
\$125,000 - 149,999	108	37	32	23	20	24	10	10.8	5.0	Slightly Seller
\$150,000 - 174,999	69	27	19	11	7	20	11	6.3	5.6	Balanced
\$175,000 - 199,999	73	23	18	18	14	12	7	10.4	6.2	Balanced
\$200,000 - 224,999	31	15	7	8	11	12	8	3.9	3.0	Seller
\$225,000 - 249,999	38	10	10	12	9	7	4	9.5	6.2	Balanced
\$250,000 - 274,999	31	8	4	7	6	6	3	10.3	5.5	Balanced
\$275,000 - 299,999	30	4	3	3	4	6	4	7.5	6.4	Balanced
\$300,000 - 349,999	28	12	1	3	4	4	3	9.3	8.4	Slightly Buyer
\$350,000 - 399,999	25	3	2	5	2	1	5	5.0	8.9	Buyer
\$400,000 - 499,999	26	9	6	5	3	4	1	26.0	9.6	Buyer
\$500,000 - 599,999	16	1	1	0	1	0	1	16.0	27.0	Buyer
\$600,000 - 699,999	6	0	1	2	1	2	2	3.0	4.6	Slightly Seller
\$700,000 - 799,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	6	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	666	214	172	152	152	152	93	7.2	4.9	Slightly Seller

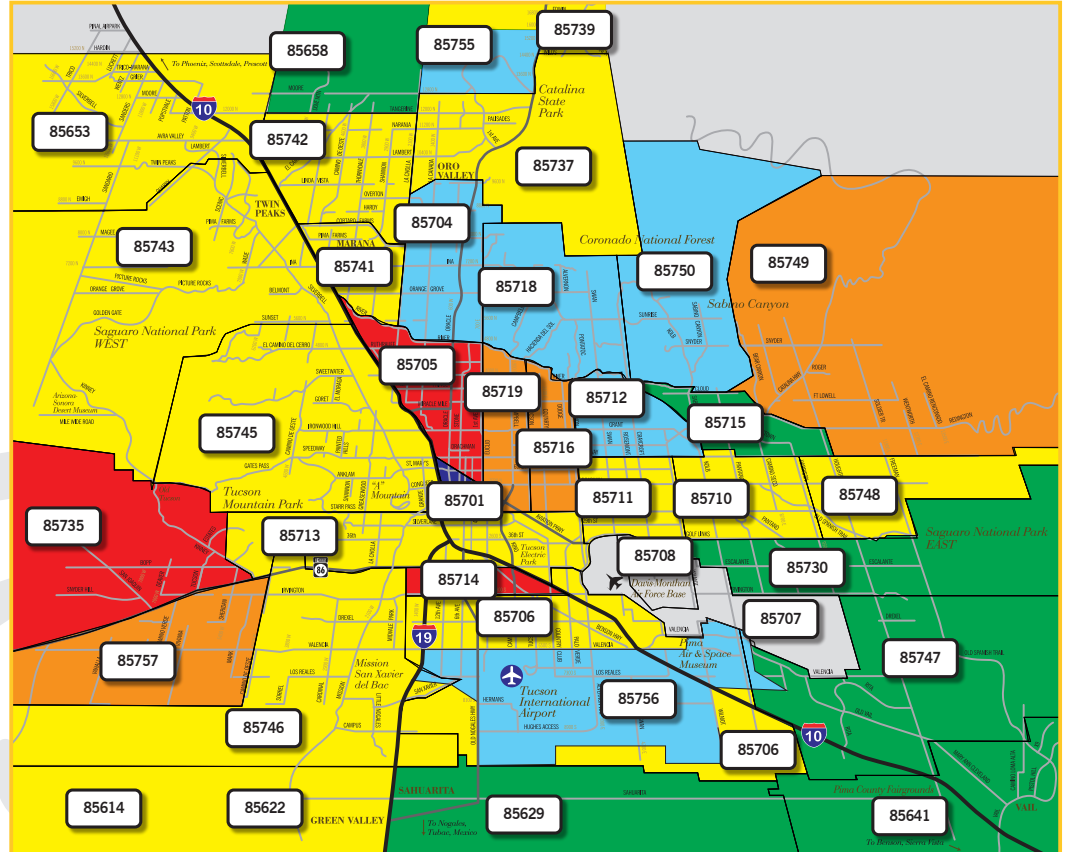
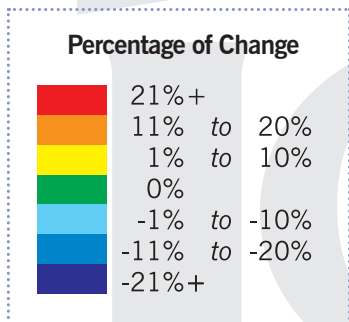




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2014-NOV 2014 TO SEP 2015-NOV 2015

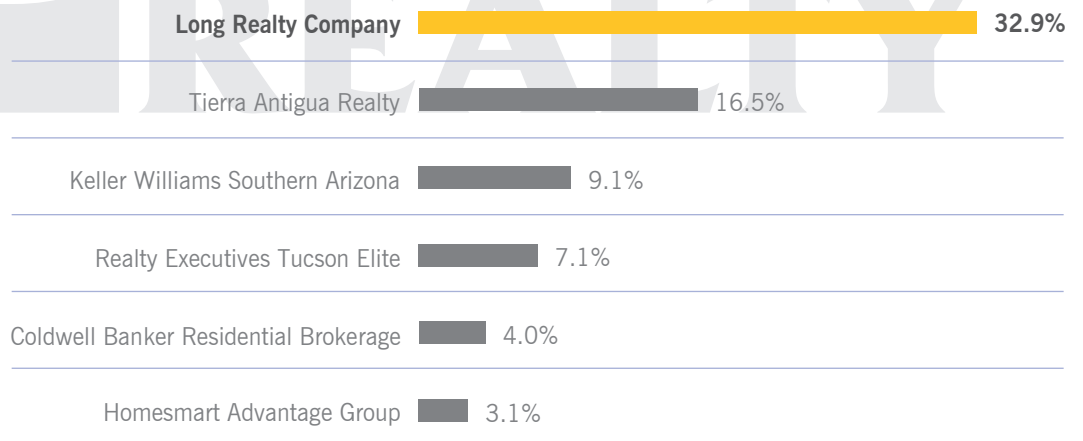
This heat map represents the percentage of change in Tucson metro median sales prices from September 2014-November 2014 to September 2015-November 2015 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 12/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2014 – 11/30/2015 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.