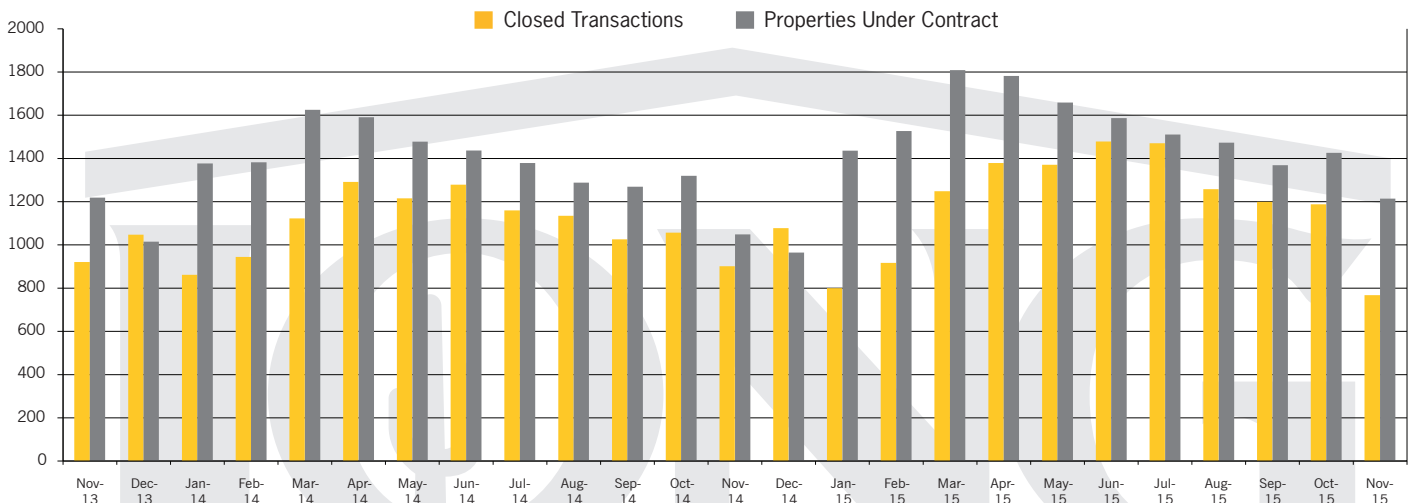




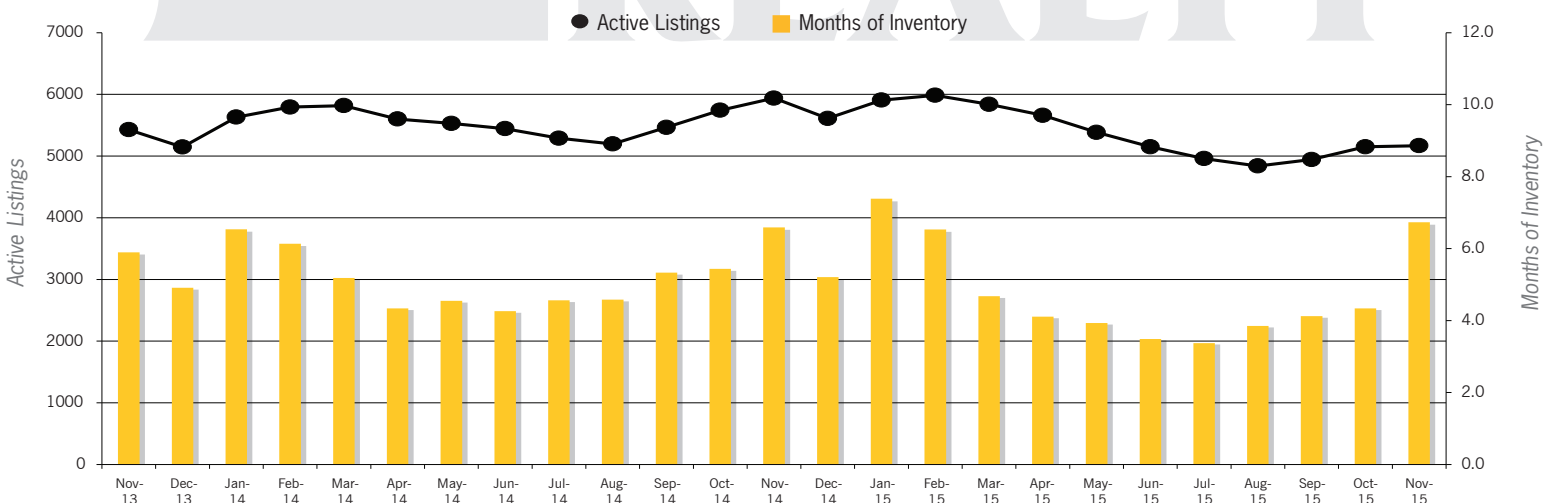
## Tucson Metro | December 2015

In the Tucson Main Market area, November 2015 active inventory was 5,169, a 13% decrease from November 2014. There were 768 closings in November 2015, a 15% decrease from November 2014. Year-to-date 2015 there were 12,857 closings, a 9% increase from year-to-date 2014. Months of Inventory was 6.7, up from 6.6 in November 2014. Median price of sold homes was \$170,000 for the month of November 2015, up 2% from November 2014. The Tucson Main Market area had 1,214 new properties under contract in November 2015, up 16% from November 2014.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



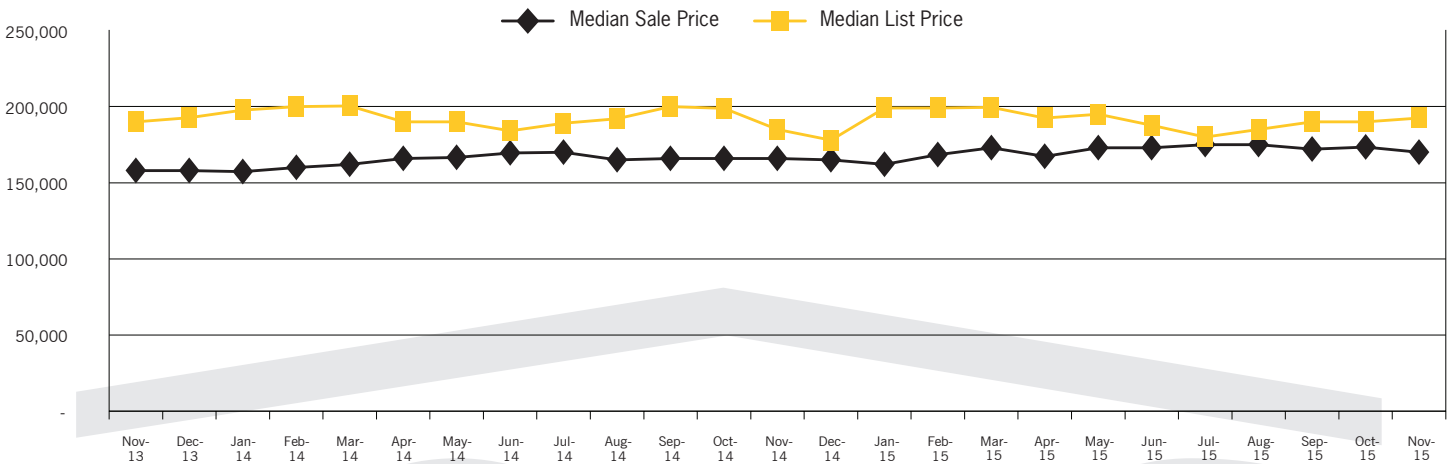
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



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



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON

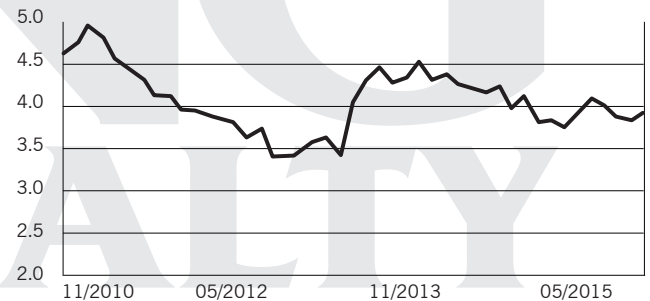


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2014	\$166,000	4.020%	\$754.70
2015	\$170,000	3.850%	\$757.13

## 30 YEAR FIXED MORTGAGE RATE

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



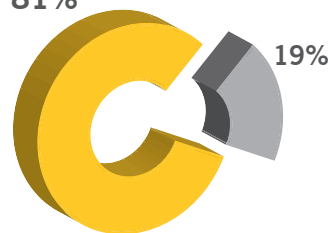
Source: Bankrate.com

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

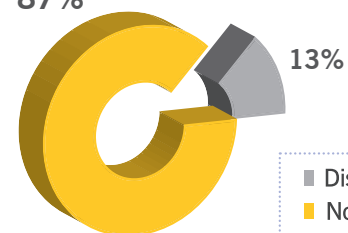
2014

81%



2015 Year to Date

87%



■ Distressed  
■ Non-Distressed



# The Housing Report



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Tucson Metro | December 2015

## 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
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15			
\$1 - 49,999	102	38	43	32	30	48	37	2.8	2.8	Seller
\$50,000 - 74,999	158	62	71	56	65	42	37	4.3	3.1	Seller
\$75,000 - 99,999	246	104	83	78	84	82	68	3.6	3.2	Seller
\$100,000 - 124,999	286	137	152	136	137	118	65	4.4	2.8	Seller
\$125,000 - 149,999	562	223	235	179	172	174	87	6.5	3.7	Seller
\$150,000 - 174,999	451	209	182	179	146	153	101	4.5	3.4	Seller
\$175,000 - 199,999	524	129	151	138	148	126	75	7.0	4.5	Slightly Seller
\$200,000 - 224,999	266	103	118	106	77	104	65	4.1	3.4	Seller
\$225,000 - 249,999	328	94	102	78	77	65	38	8.6	5.4	Balanced
\$250,000 - 274,999	260	83	85	54	55	62	37	7.0	4.8	Slightly Seller
\$275,000 - 299,999	265	67	59	57	55	42	32	8.3	5.9	Balanced
\$300,000 - 349,999	314	96	76	61	55	65	38	8.3	6.1	Balanced
\$350,000 - 399,999	287	49	49	48	43	40	29	9.9	7.3	Slightly Buyer
\$400,000 - 499,999	324	49	56	51	45	40	23	14.1	8.6	Buyer
\$500,000 - 599,999	227	32	18	25	19	24	12	18.9	12.2	Buyer
\$600,000 - 699,999	142	20	22	7	13	11	9	15.8	13.1	Buyer
\$700,000 - 799,999	84	7	9	9	5	6	3	28.0	17.1	Buyer
\$800,000 - 899,999	64	4	3	5	2	6	3	21.3	16.7	Buyer
\$900,000 - 999,999	46	6	1	1	2	1	3	15.3	22.7	Buyer
\$1,000,000 - and over	156	9	8	6	6	8	4	39.0	24.7	Buyer
<b>TOTAL</b>	<b>5,092</b>	<b>1,521</b>	<b>1,523</b>	<b>1,306</b>	<b>1,236</b>	<b>1,217</b>	<b>766</b>	<b>6.6</b>	<b>4.7</b>	<b>Slightly Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/03/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2015 - 11/30/2015. Information is believed to be reliable, but not guaranteed.



# The Housing Report



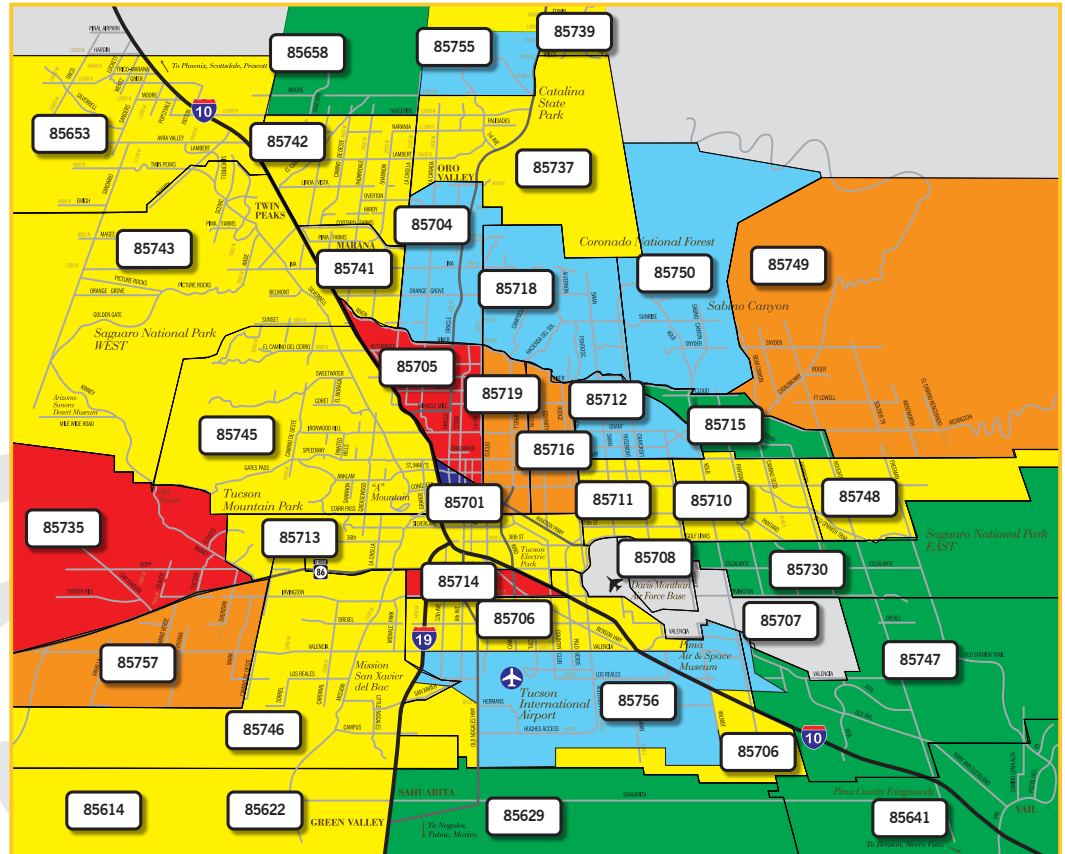
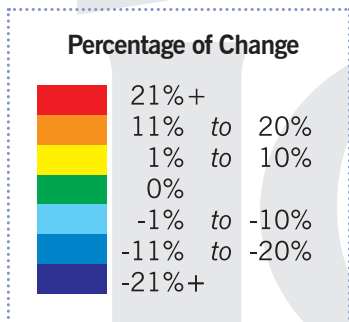
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Tucson Metro | December 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2014-NOV 2014 TO SEP 2015-NOV 2015

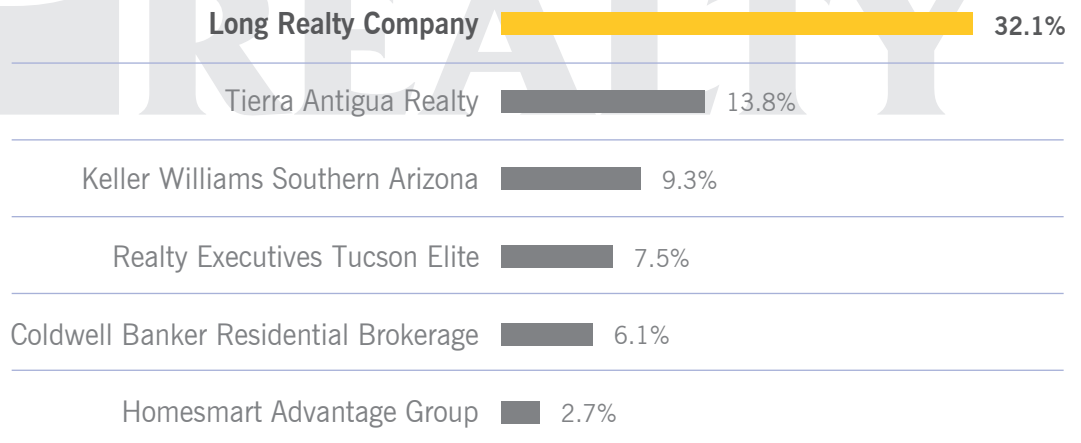
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2014-November 2014 to September 2015-November 2015 by zip code.*



## MARKET SHARE – TUCSON METRO

*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 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.

*These statistics are based on information obtained from the TARMLS and GVARMLS on 12/03/2015. Information is believed to be reliable, but not guaranteed.*