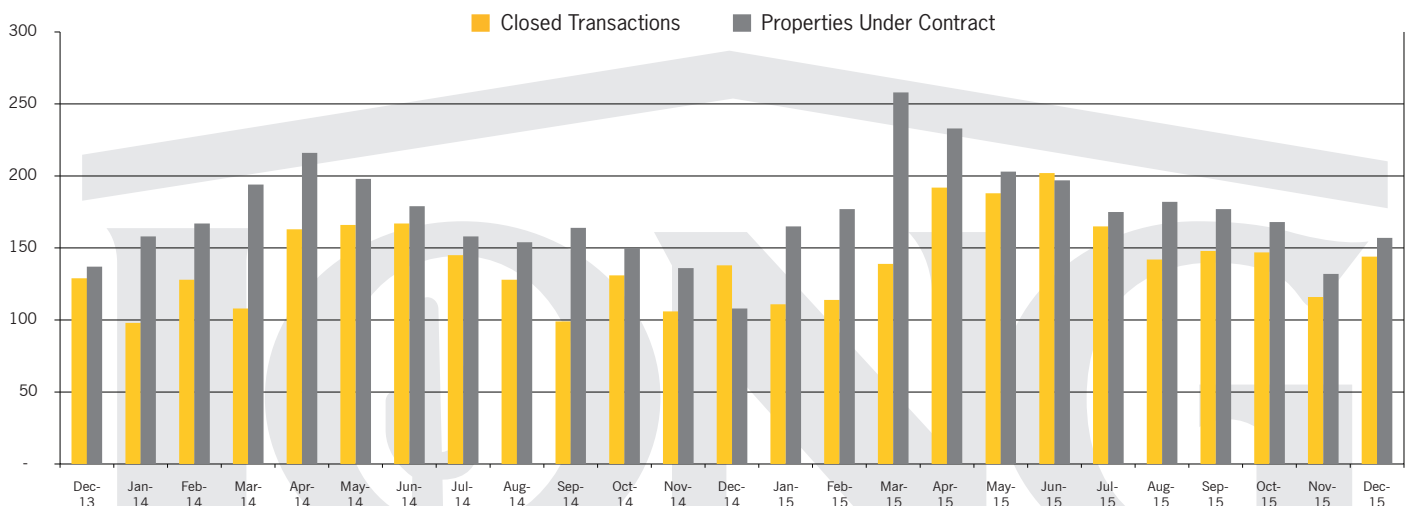




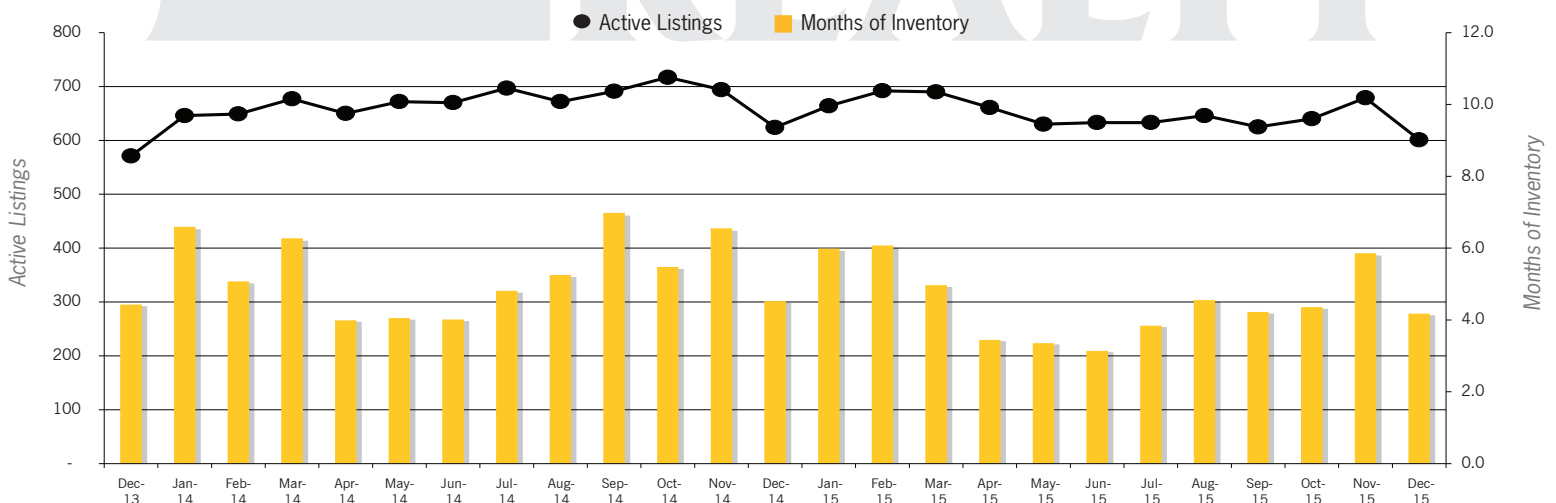
## Tucson Central | January 2016

In the Tucson Central area, December 2015 active inventory was 601, a 4% decrease from December 2014. There were 144 closings in December 2015, a 4% increase from December 2014. Year-to-date 2015 there were 1,893 closings, a 13% increase from year-to-date 2014. Months of Inventory was 4.2, down from 4.5 in December 2014. Median price of sold homes was \$145,450 for the month of December 2015, up 8% from December 2014. The Tucson Central area had 157 new properties under contract in December 2015, up 45% from December 2014.

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



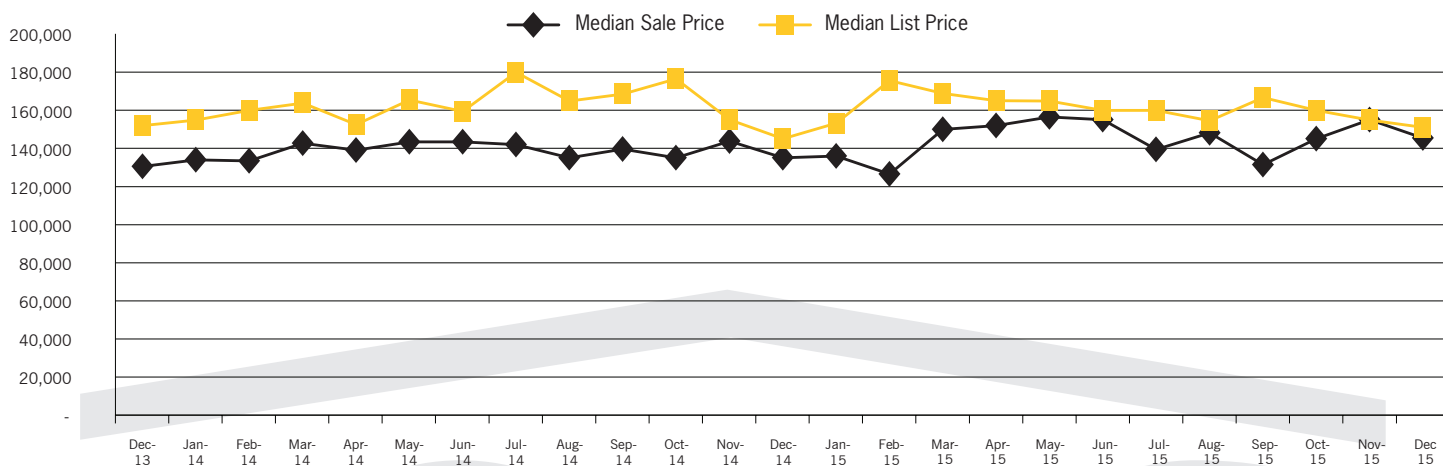
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



*Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
 All data obtained 01/06/2016 is believed to be reliable, but not guaranteed.*



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



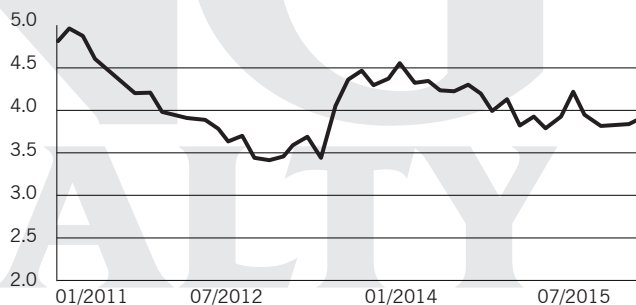
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2014	\$135,000	3.830%	\$599.78
2015	\$145,450	3.900%	\$651.74

Source: Residential median sales prices. Data obtained 01/06/2016 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 2011 levels.

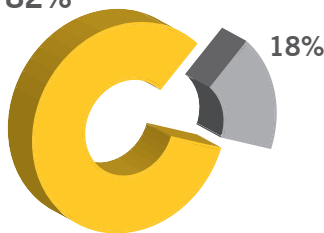


Source: Bankrate.com

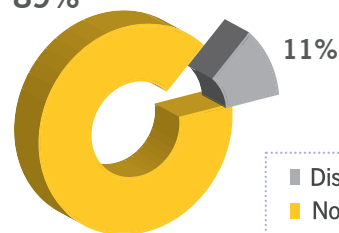
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON CENTRAL

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



Tucson Central | January 2016

## 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
		Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15			
\$1 - 49,999	17	5	4	5	6	3	3	5.7	4.6	Slightly Seller
\$50,000 - 74,999	29	12	12	19	7	7	11	2.6	3.4	Seller
\$75,000 - 99,999	52	18	13	21	17	19	17	3.1	2.9	Seller
\$100,000 - 124,999	59	33	26	25	25	15	23	2.6	3.3	Seller
\$125,000 - 149,999	90	32	23	20	24	13	21	4.3	4.8	Slightly Seller
\$150,000 - 174,999	63	19	11	7	22	16	17	3.7	3.7	Seller
\$175,000 - 199,999	77	18	18	14	12	9	12	6.4	6.6	Slightly Buyer
\$200,000 - 224,999	33	7	8	11	12	8	6	5.5	3.7	Seller
\$225,000 - 249,999	30	10	12	9	7	5	6	5.0	6.2	Balanced
\$250,000 - 274,999	25	4	7	6	6	3	3	8.3	7.1	Slightly Buyer
\$275,000 - 299,999	20	3	3	4	6	5	5	4.0	4.9	Slightly Seller
\$300,000 - 349,999	24	1	3	4	4	5	8	3.0	4.8	Slightly Seller
\$350,000 - 399,999	23	2	5	2	1	5	3	7.7	7.4	Slightly Buyer
\$400,000 - 499,999	24	6	5	3	4	1	3	8.0	9.8	Buyer
\$500,000 - 599,999	14	1	0	1	0	2	3	4.7	9.6	Buyer
\$600,000 - 699,999	5	1	2	1	2	2	3	1.7	2.9	Seller
\$700,000 - 799,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	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	3	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>601</b>	<b>172</b>	<b>152</b>	<b>152</b>	<b>155</b>	<b>118</b>	<b>144</b>	<b>4.2</b>	<b>4.6</b>	<b>Slightly Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2016.

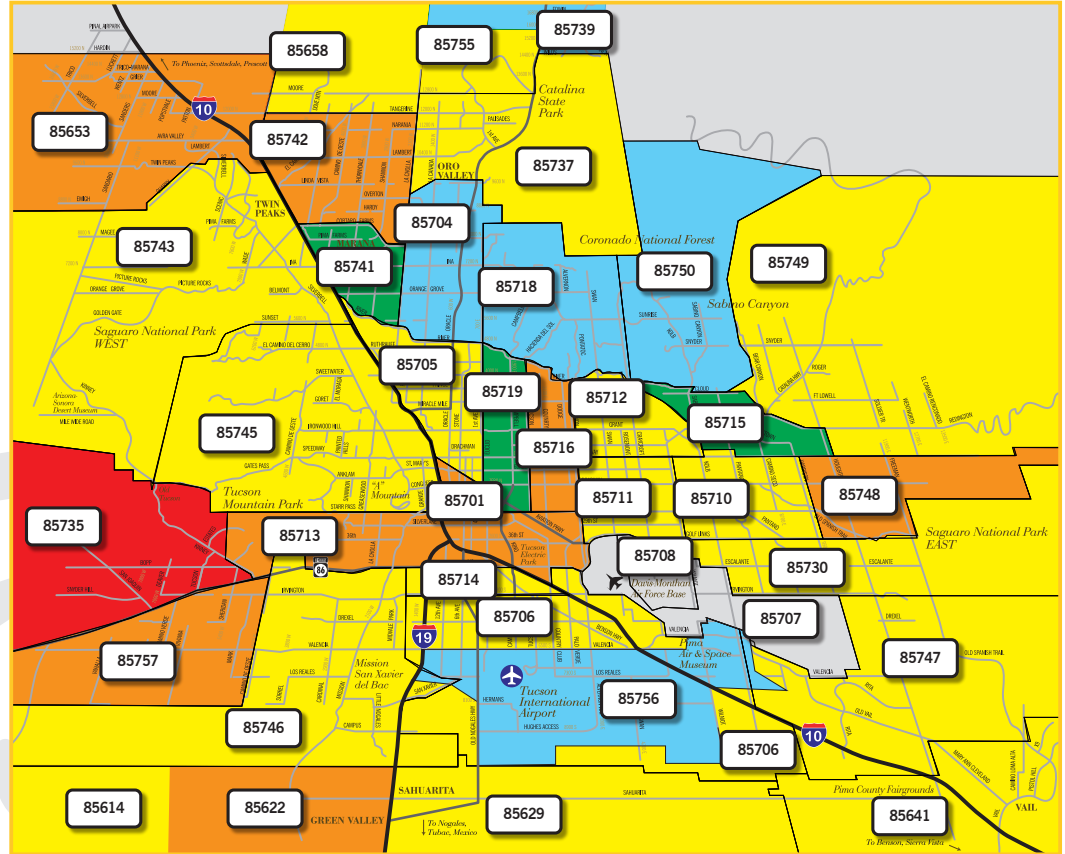
3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2015 - 12/31/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2014-DEC 2014 TO OCT 2015-DEC 2015

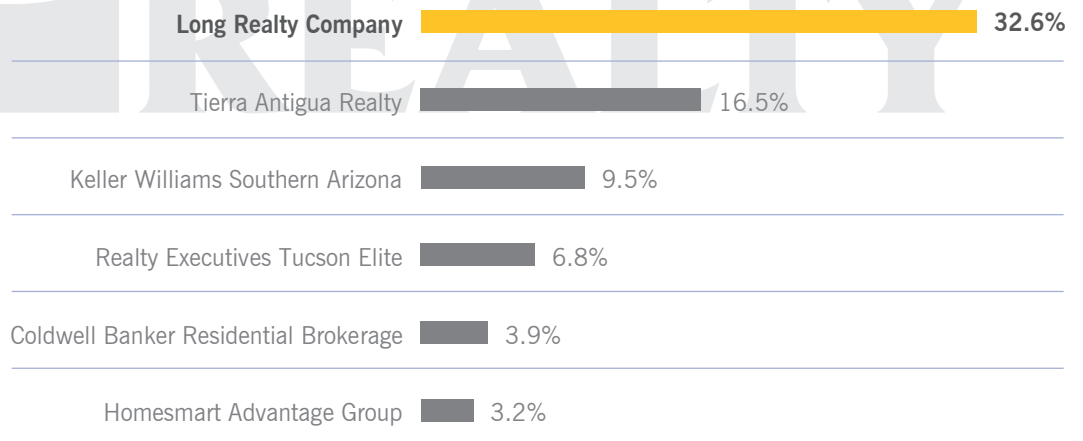
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2014-December 2014 to October 2015-December 2015 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 01/06/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2015 – 12/31/2015 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.