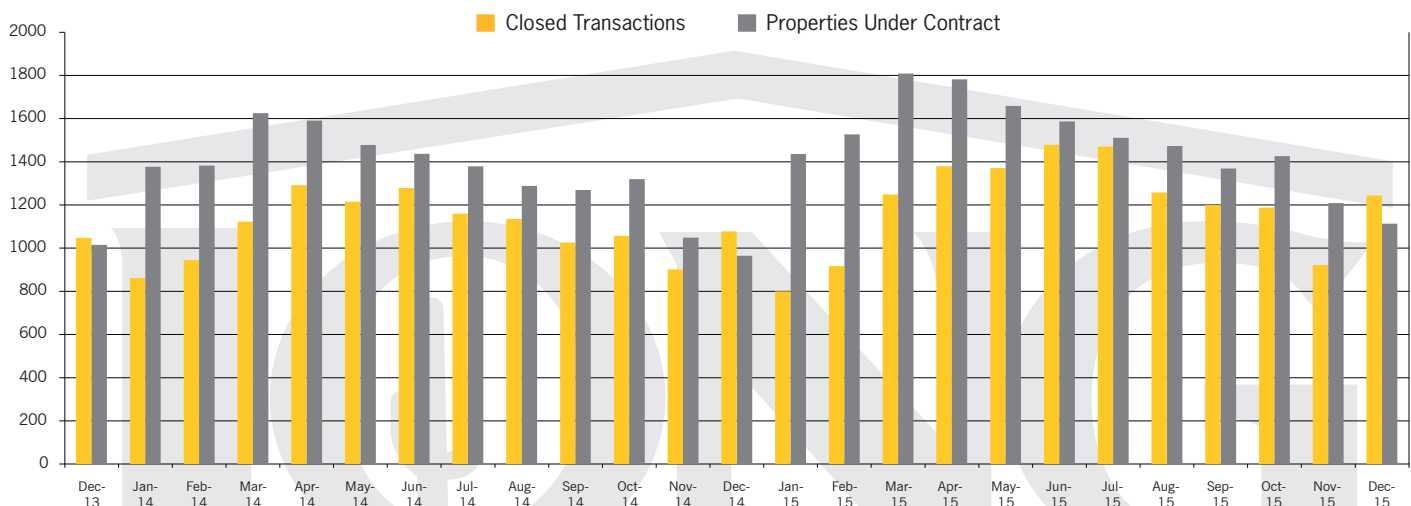




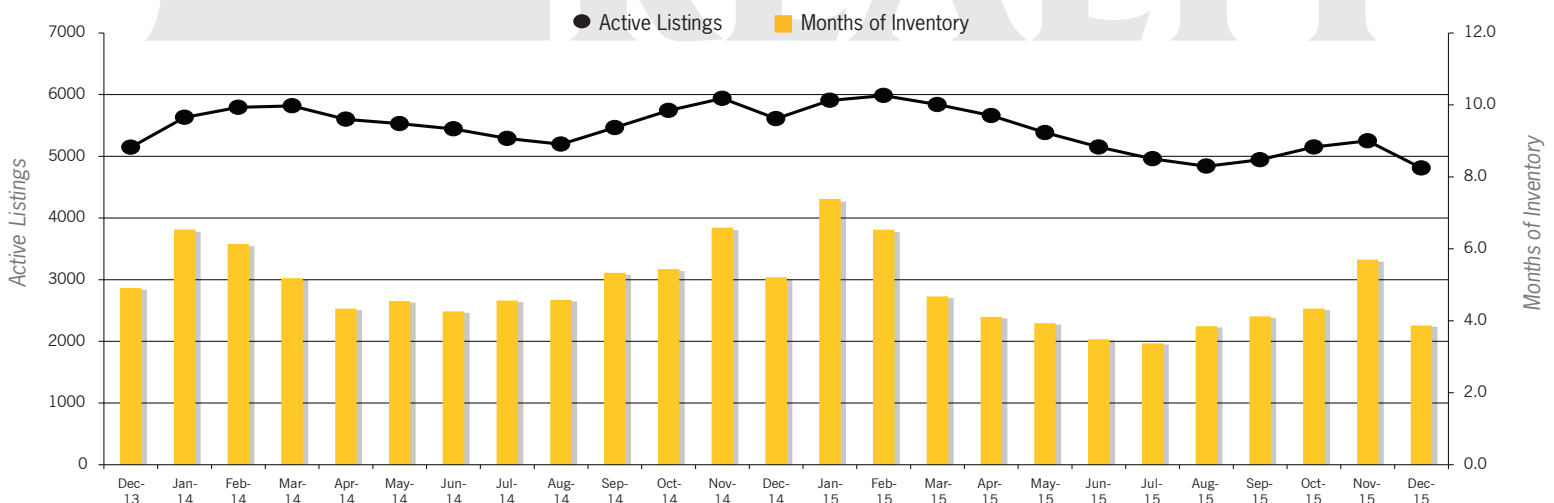
## Tucson Metro | January 2016

In the Tucson Main Market area, December 2015 active inventory was 4,809, a 14% decrease from December 2014. There were 1,244 closings in December 2015, a 15% increase from December 2014. Year-to-date 2015 there were 15,009 closings, a 9% increase from year-to-date 2014. Months of Inventory was 3.9, down from 5.2 in December 2014. Median price of sold homes was \$176,000 for the month of December 2015, up 7% from December 2014. The Tucson Main Market area had 1,113 new properties under contract in December 2015, up 15% from December 2014.

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



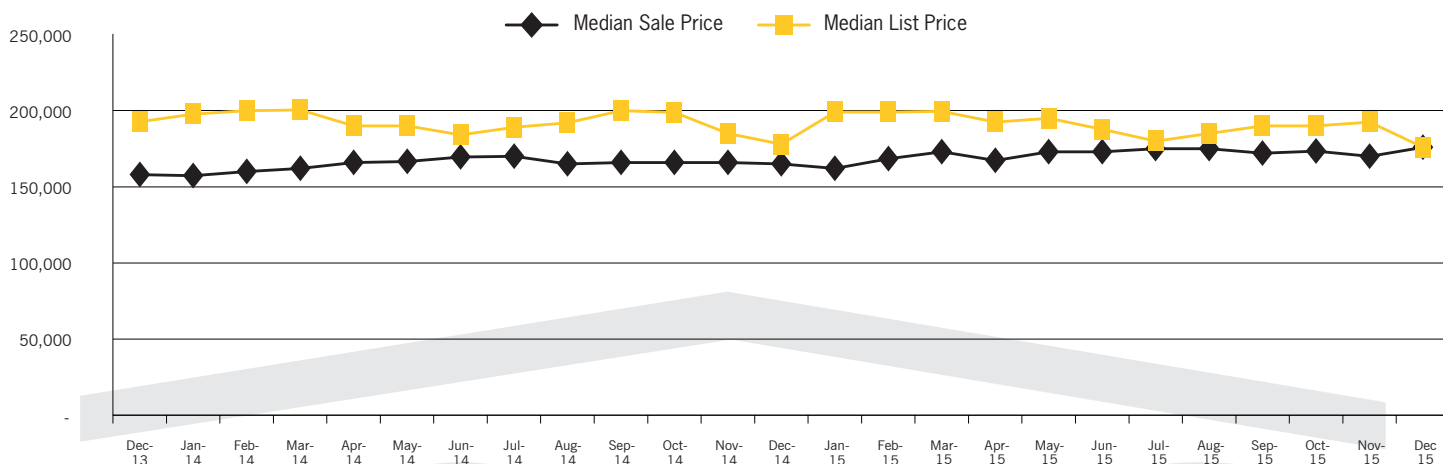
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



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



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON

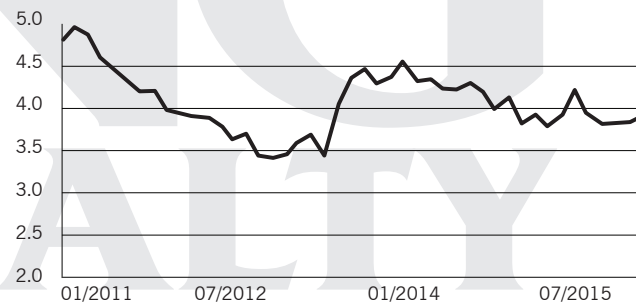


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2014	\$165,000	3.830%	\$733.07
2015	\$176,000	3.900%	\$788.63

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2011 levels.

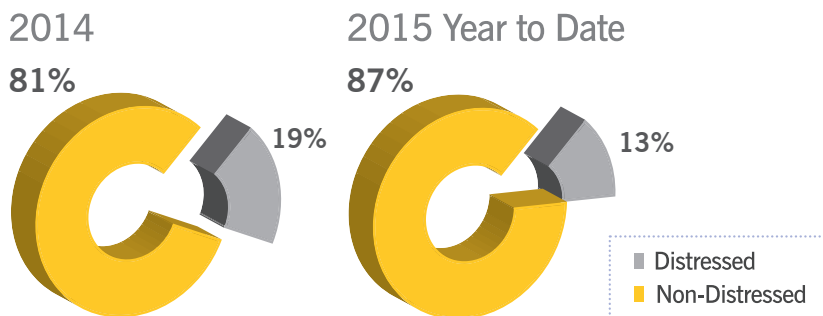


Source: Bankrate.com

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.

## 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.





## 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-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15			
\$1 - 49,999	100	43	32	30	48	42	48	2.1	2.2	Seller
\$50,000 - 74,999	173	71	56	65	41	44	50	3.5	3.6	Seller
\$75,000 - 99,999	251	83	78	84	83	86	78	3.2	3.1	Seller
\$100,000 - 124,999	277	151	137	138	118	83	105	2.6	3.0	Seller
\$125,000 - 149,999	525	235	182	173	175	110	175	3.0	3.5	Seller
\$150,000 - 174,999	445	183	179	146	155	122	153	2.9	3.2	Seller
\$175,000 - 199,999	501	151	138	150	126	93	142	3.5	4.3	Slightly Seller
\$200,000 - 224,999	269	119	106	77	105	73	91	3.0	3.1	Seller
\$225,000 - 249,999	298	102	78	77	65	47	71	4.2	5.2	Balanced
\$250,000 - 274,999	223	85	54	55	62	45	66	3.4	4.3	Slightly Seller
\$275,000 - 299,999	248	59	57	55	42	37	50	5.0	5.9	Balanced
\$300,000 - 349,999	278	76	61	55	65	50	62	4.5	5.2	Balanced
\$350,000 - 399,999	266	49	48	43	40	36	53	5.0	6.4	Balanced
\$400,000 - 499,999	286	56	51	45	40	26	45	6.4	8.2	Slightly Buyer
\$500,000 - 599,999	213	18	25	20	24	15	28	7.6	9.1	Buyer
\$600,000 - 699,999	123	22	7	13	11	9	13	9.5	12.6	Buyer
\$700,000 - 799,999	75	9	9	5	6	4	5	15.0	16.1	Buyer
\$800,000 - 899,999	73	3	5	2	6	4	2	36.5	16.6	Buyer
\$900,000 - 999,999	41	1	1	2	1	3	2	20.5	22.2	Buyer
\$1,000,000 - and over	144	8	6	6	8	4	5	28.8	26.2	Buyer
<b>TOTAL</b>	<b>4,809</b>	<b>1,524</b>	<b>1,310</b>	<b>1,241</b>	<b>1,221</b>	<b>933</b>	<b>1,244</b>	<b>3.9</b>	<b>4.4</b>	<b>Slightly Seller</b>



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

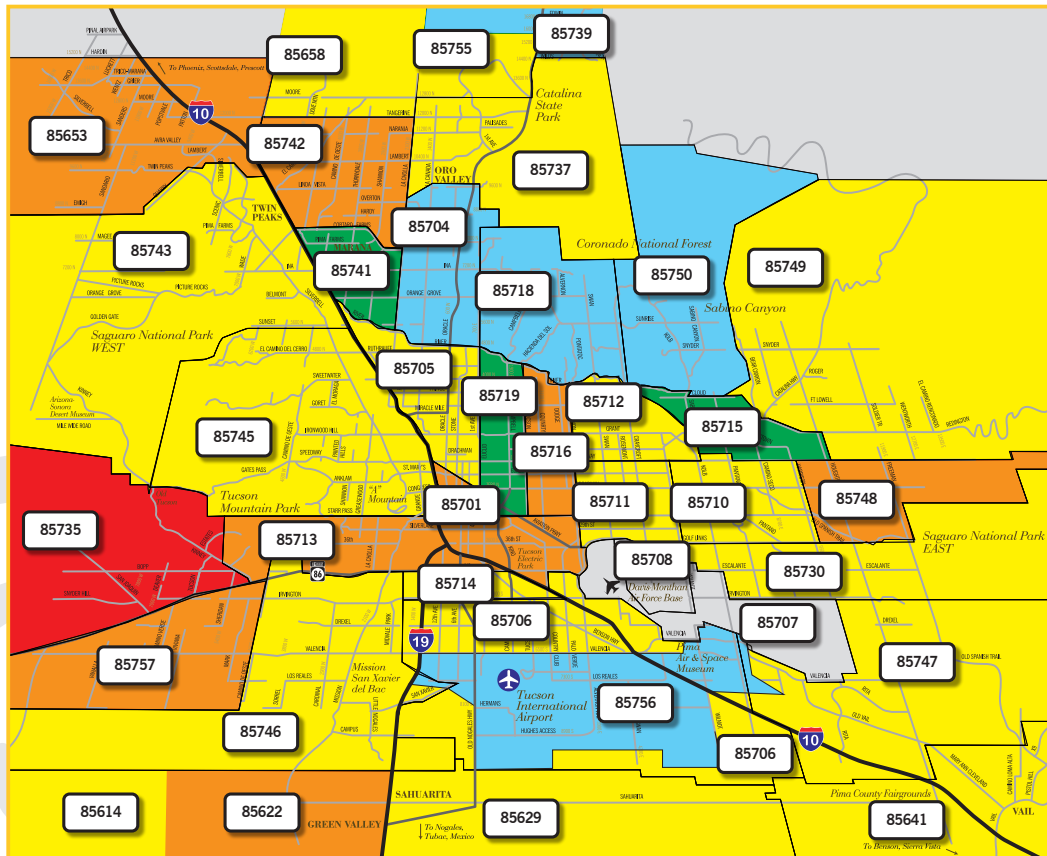
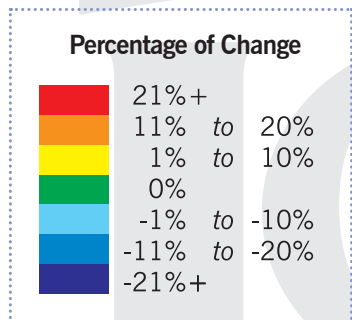
3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2015 - 12/31/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2014-DEC 2014 TO OCT 2015-DEC 2015

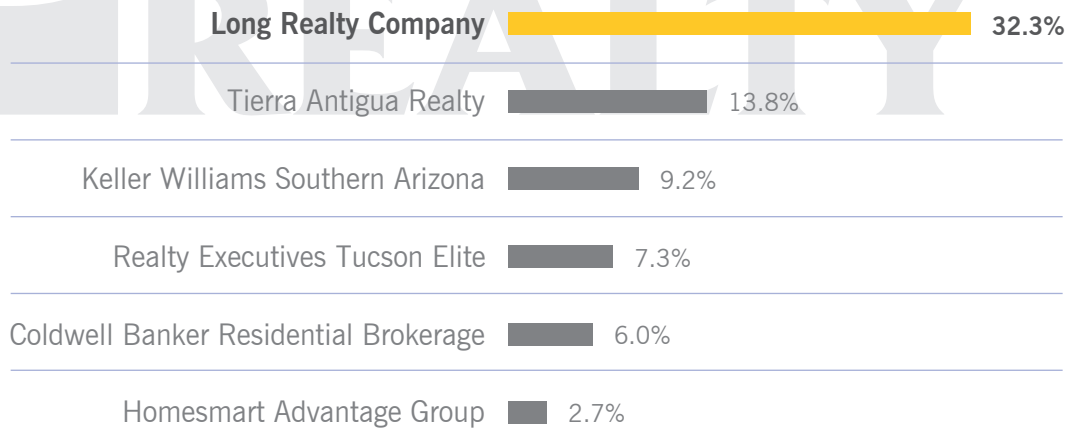
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2014-December 2014 to October 2015-December 2015 by zip code.*



## MARKET SHARE – TUCSON METRO

*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 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.