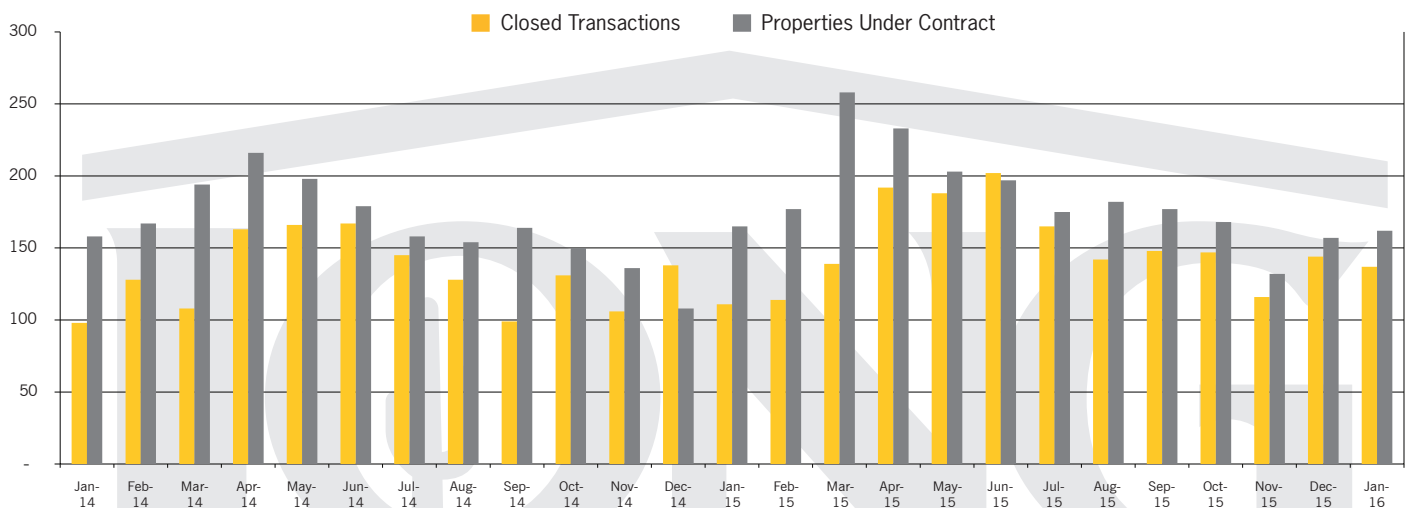




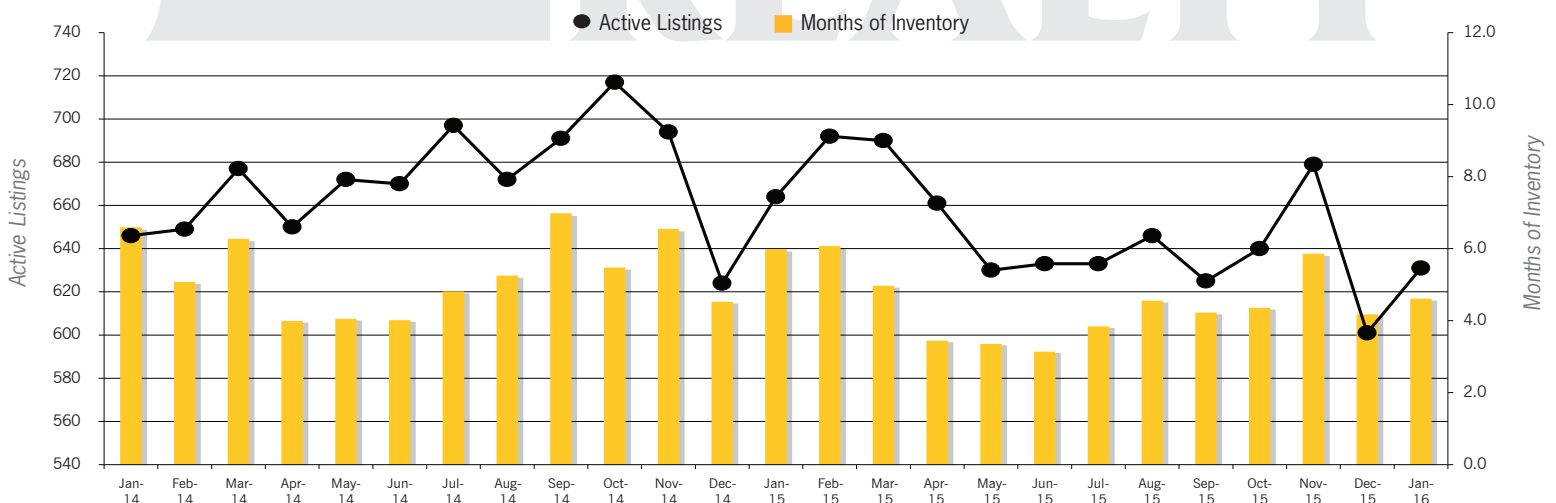
Tucson Central | February 2016

In the Tucson Central area, January 2016 active inventory was 631, a 5% decrease from January 2015. There were 137 closings in January 2016, a 23% increase from January 2015. Months of Inventory was 4.6, down from 6.0 in January 2015. Median price of sold homes was \$143,000 for the month of January 2016, up 5% from January 2015. The Tucson Central area had 162 new properties under contract in January 2016, down 2% from January 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



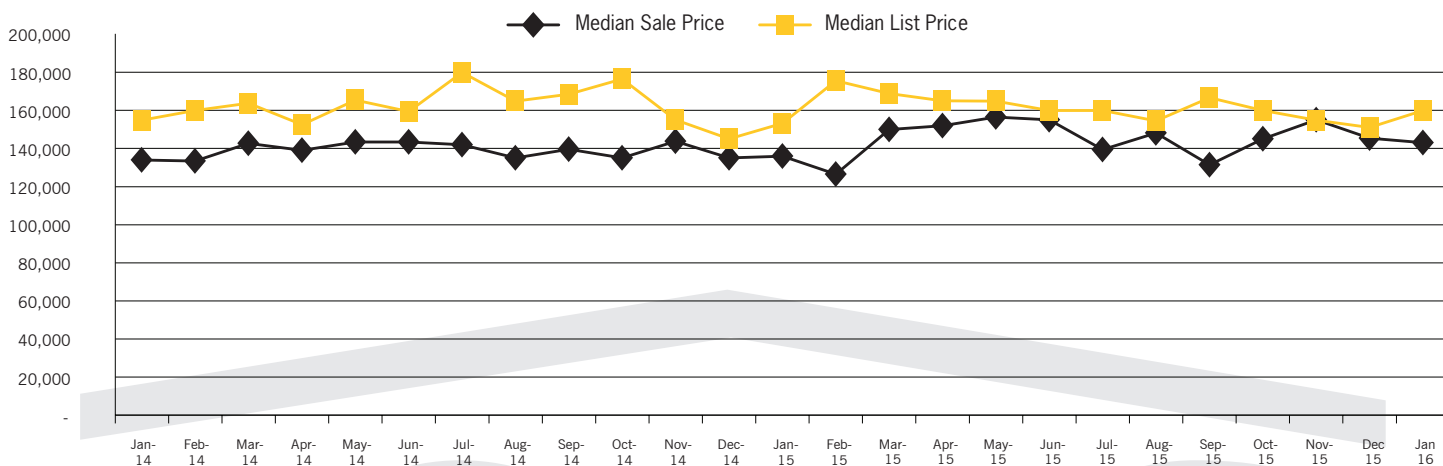
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



*Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
 All data obtained 02/03/2016 is believed to be reliable, but not guaranteed.*



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL

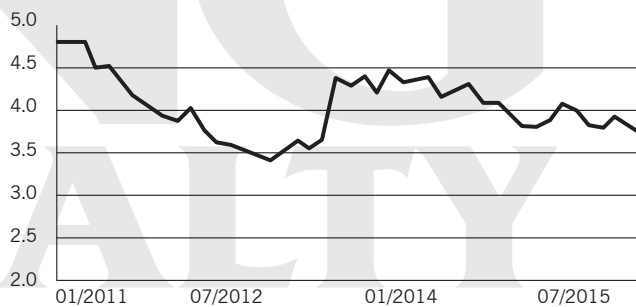


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2015	\$136,000	3.660%	\$591.77
2016	\$143,000	3.730%	\$627.60

30 YEAR FIXED MORTGAGE RATE

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

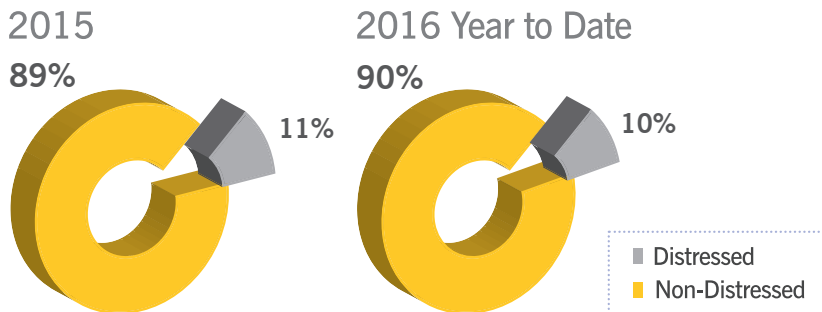


Source: Residential median sales prices. Data obtained 02/03/2016 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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
		Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16			
\$1 - 49,999	16	4	5	6	3	3	8	2.0	3.6	Seller
\$50,000 - 74,999	28	12	19	7	7	11	9	3.1	3.1	Seller
\$75,000 - 99,999	49	13	21	17	19	17	12	4.1	3.2	Seller
\$100,000 - 124,999	68	26	25	25	15	24	25	2.7	3.3	Seller
\$125,000 - 149,999	105	23	20	24	13	22	17	6.2	5.8	Balanced
\$150,000 - 174,999	71	11	7	22	16	17	19	3.7	3.9	Seller
\$175,000 - 199,999	73	18	14	12	9	12	6	12.2	8.3	Slightly Buyer
\$200,000 - 224,999	31	8	11	12	8	6	10	3.1	3.9	Seller
\$225,000 - 249,999	34	12	9	7	5	6	4	8.5	7.1	Slightly Buyer
\$250,000 - 274,999	26	7	6	6	3	3	4	6.5	8.2	Slightly Buyer
\$275,000 - 299,999	16	3	4	6	5	5	6	2.7	4.1	Slightly Seller
\$300,000 - 349,999	27	3	4	4	5	8	5	5.4	4.4	Slightly Seller
\$350,000 - 399,999	25	5	2	1	5	3	3	8.3	6.4	Balanced
\$400,000 - 499,999	29	5	3	4	1	3	7	4.1	7.3	Slightly Buyer
\$500,000 - 599,999	19	0	1	0	2	3	0	n/a	9.6	Buyer
\$600,000 - 699,999	1	2	1	2	2	3	1	1.0	2.0	Seller
\$700,000 - 799,999	3	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	1	3.0	10.0	Buyer
TOTAL	631	152	152	155	118	146	137	4.6	4.8	Slightly Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 02/03/2016.

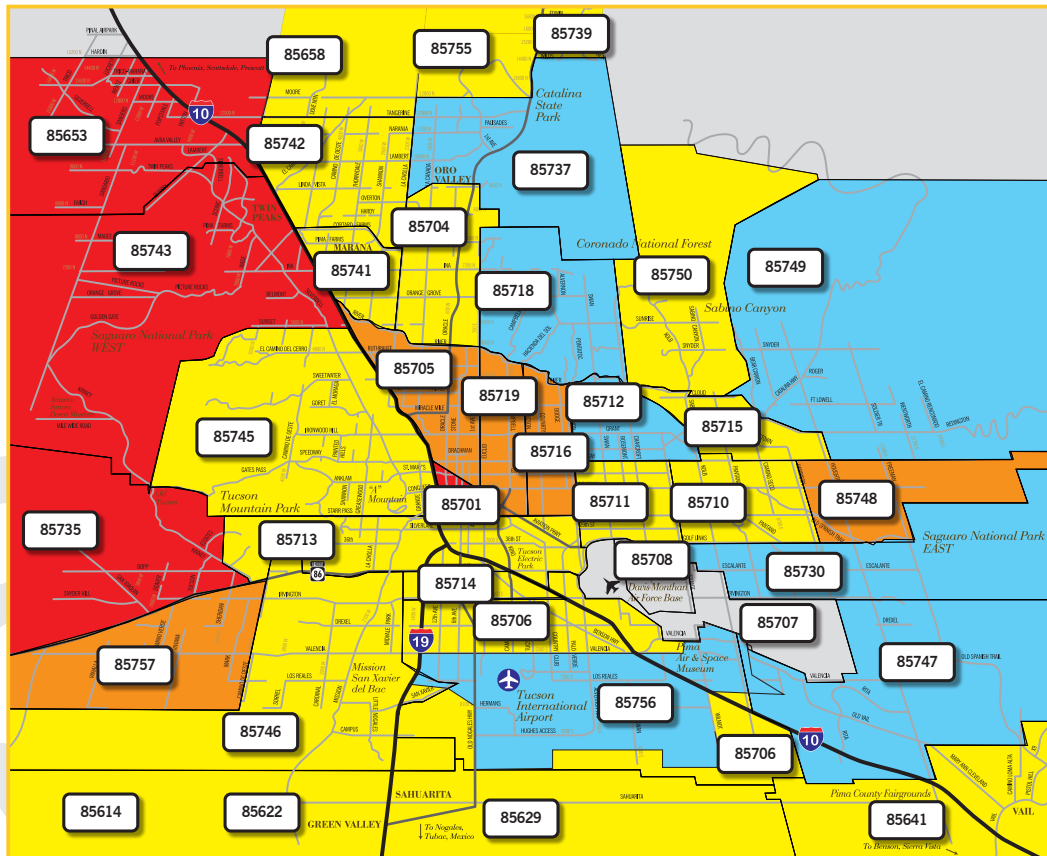
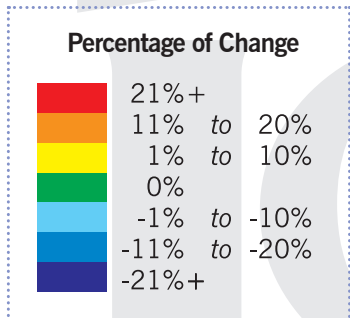
3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2015 - 01/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2014-JAN 2015 TO NOV 2015-JAN 2016

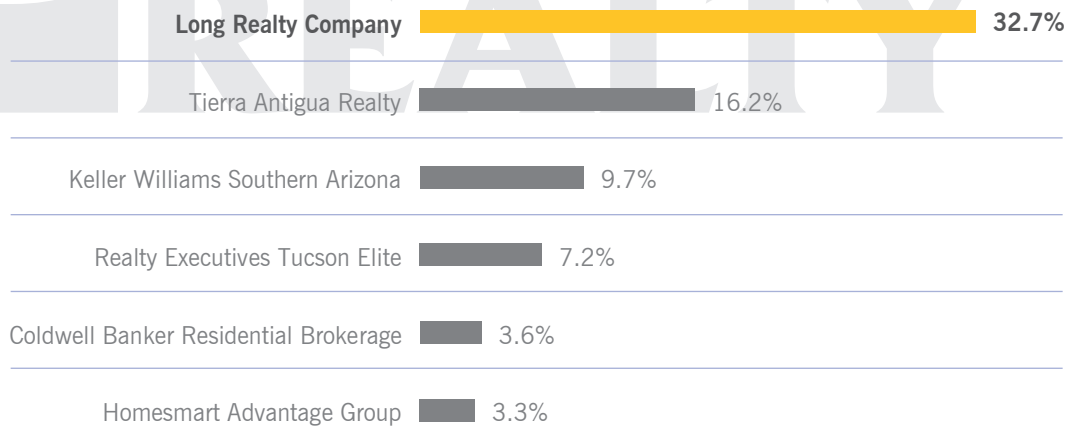
This heat map represents the percentage of change in Tucson metro median sales prices from November 2014-January 2015 to November 2015-January 2016 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 02/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2015 – 01/31/2016 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.