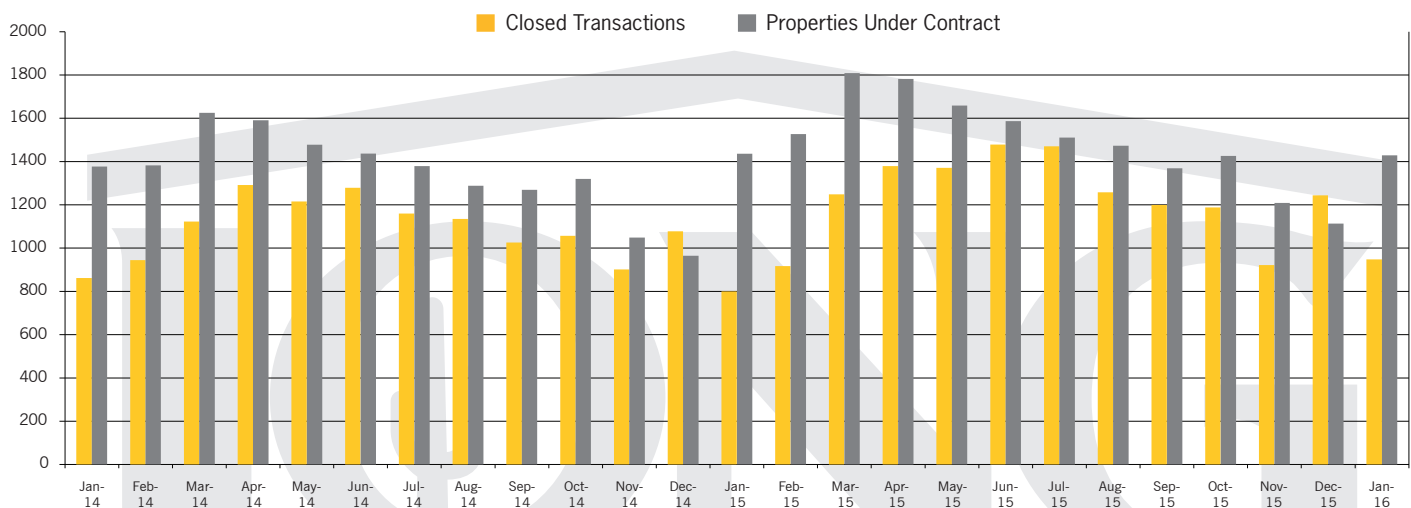




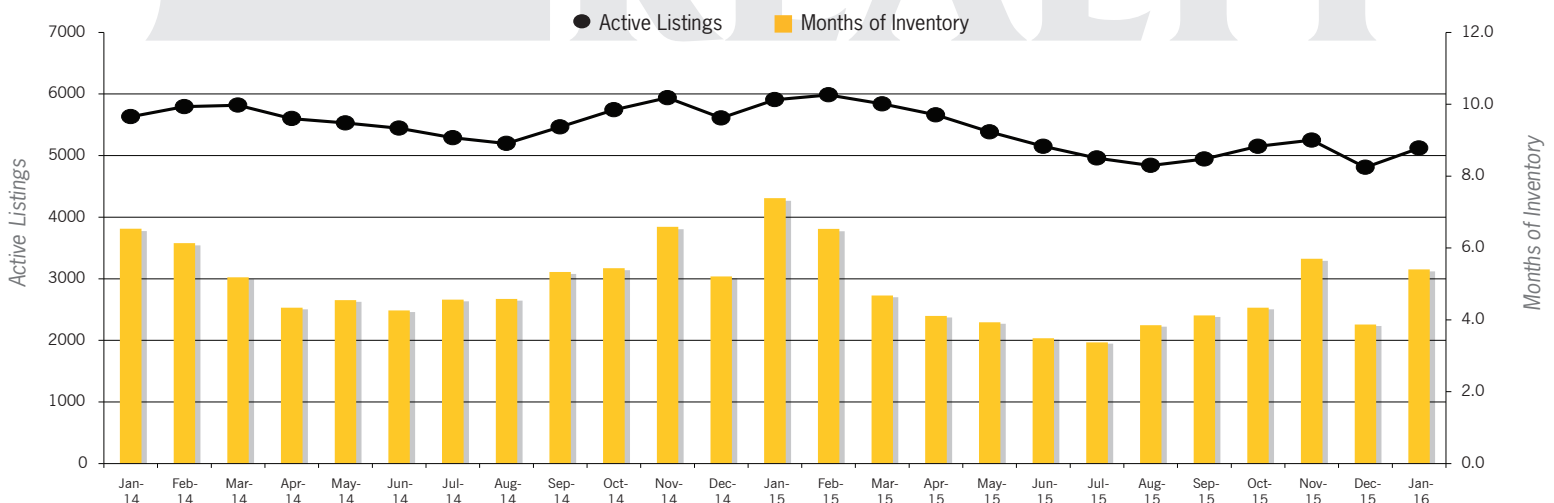
## Tucson Metro | February 2016

In the Tucson Main Market area, January 2016 active inventory was 5,121, a 13% decrease from January 2015. There were 948 closings in January 2016, a 19% increase from January 2015. Months of Inventory was 5.4, down from 7.4 in January 2015. Median price of sold homes was \$170,000 for the month of January 2016, up 5% from January 2015. The Tucson Main Market area had 1,429 new properties under contract in January 2016, virtually unchanged from January 2015.

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



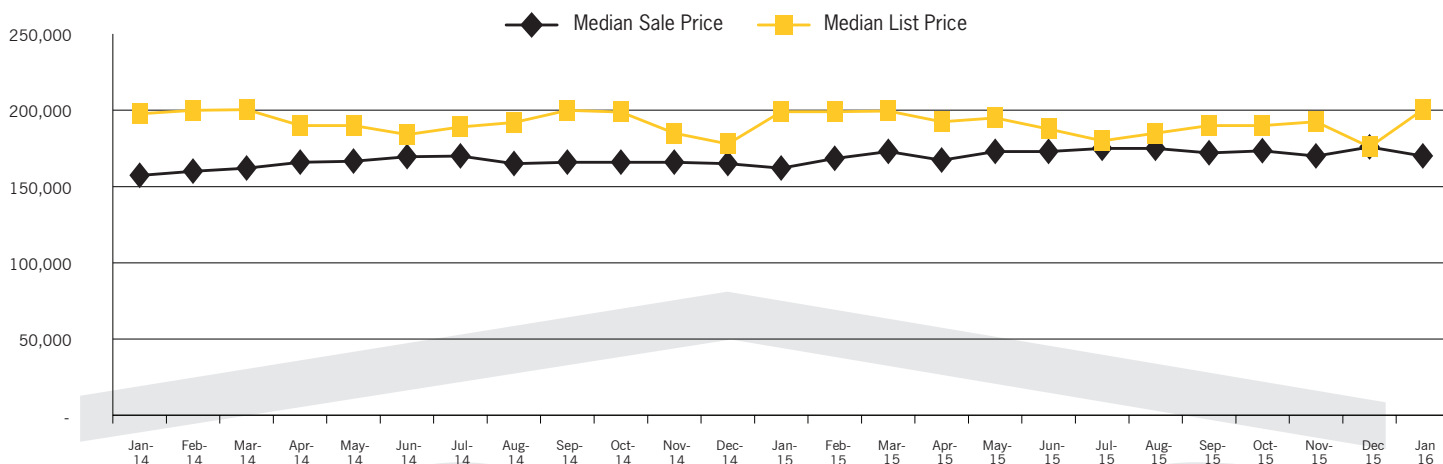
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



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



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



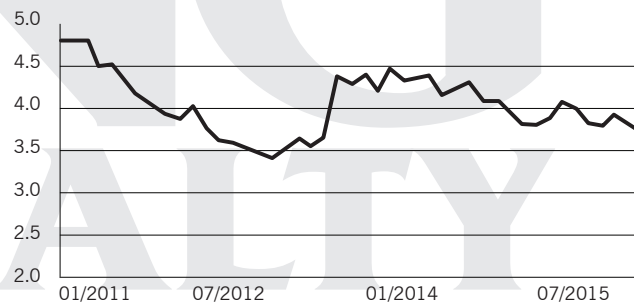
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2015	\$162,000	3.660%	\$704.90
2016	\$170,000	3.730%	\$746.10

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.

## 30 YEAR FIXED MORTGAGE RATE

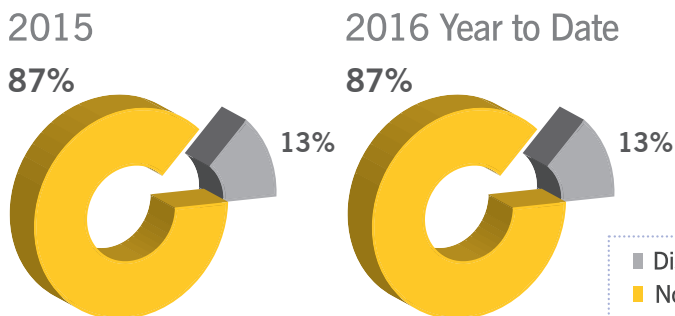
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16			
\$1 - 49,999	86	32	30	48	42	49	33	2.6	2.3	Seller
\$50,000 - 74,999	183	56	66	42	44	51	48	3.8	3.6	Seller
\$75,000 - 99,999	266	78	84	83	88	82	61	4.4	3.4	Seller
\$100,000 - 124,999	314	137	138	119	84	109	107	2.9	3.1	Seller
\$125,000 - 149,999	546	182	174	175	110	181	112	4.9	4.1	Slightly Seller
\$150,000 - 174,999	475	179	147	155	124	156	126	3.8	3.4	Seller
\$175,000 - 199,999	465	138	151	128	94	147	93	5.0	4.5	Slightly Seller
\$200,000 - 224,999	277	106	77	104	73	91	69	4.0	3.5	Seller
\$225,000 - 249,999	328	78	77	65	47	73	52	6.3	5.6	Balanced
\$250,000 - 274,999	242	54	55	62	45	68	37	6.5	4.9	Slightly Seller
\$275,000 - 299,999	249	57	55	42	37	50	29	8.6	6.6	Slightly Buyer
\$300,000 - 349,999	322	61	55	65	50	64	57	5.6	5.3	Balanced
\$350,000 - 399,999	287	48	44	40	36	56	30	9.6	6.8	Slightly Buyer
\$400,000 - 499,999	346	51	45	40	26	46	38	9.1	8.7	Buyer
\$500,000 - 599,999	228	25	20	24	15	29	25	9.1	9.6	Buyer
\$600,000 - 699,999	135	7	13	11	9	13	9	15.0	13.0	Buyer
\$700,000 - 799,999	76	9	5	6	4	5	6	12.7	15.9	Buyer
\$800,000 - 899,999	80	5	2	6	4	2	4	20.0	21.8	Buyer
\$900,000 - 999,999	50	1	2	1	3	2	3	16.7	17.0	Buyer
\$1,000,000 - and over	166	6	6	8	4	5	8	20.8	27.3	Buyer
<b>TOTAL</b>	<b>5,121</b>	<b>1,310</b>	<b>1,246</b>	<b>1,224</b>	<b>939</b>	<b>1,279</b>	<b>947</b>	<b>5.4</b>	<b>4.8</b>	<b>Slightly Seller</b>



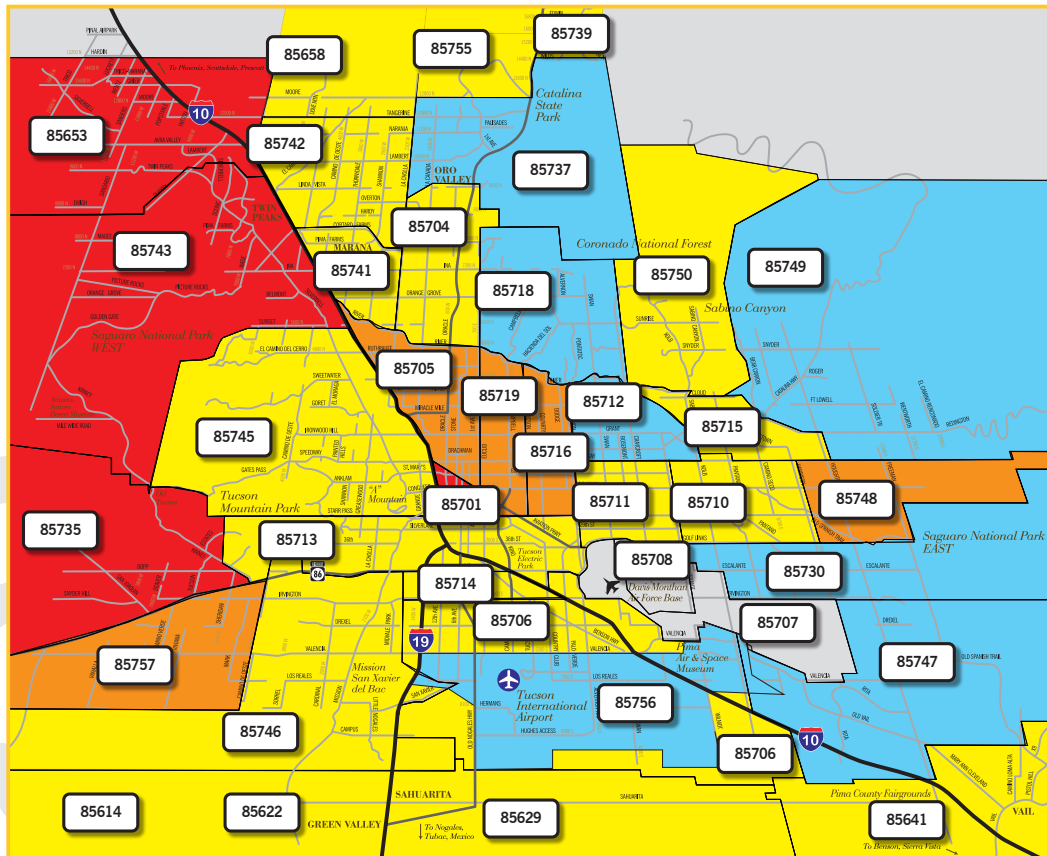
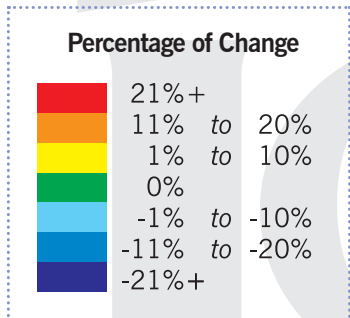


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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2014-JAN 2015 TO NOV 2015-JAN 2016

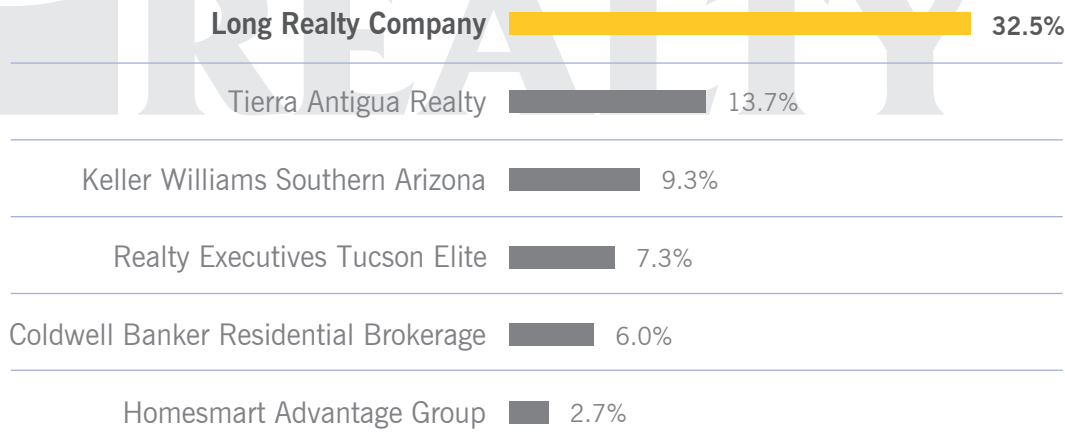
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2014-January 2015 to November 2015-January 2016 by zip code.*



## MARKET SHARE – TUCSON METRO

*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 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 02/03/2016. Information is believed to be reliable, but not guaranteed.*