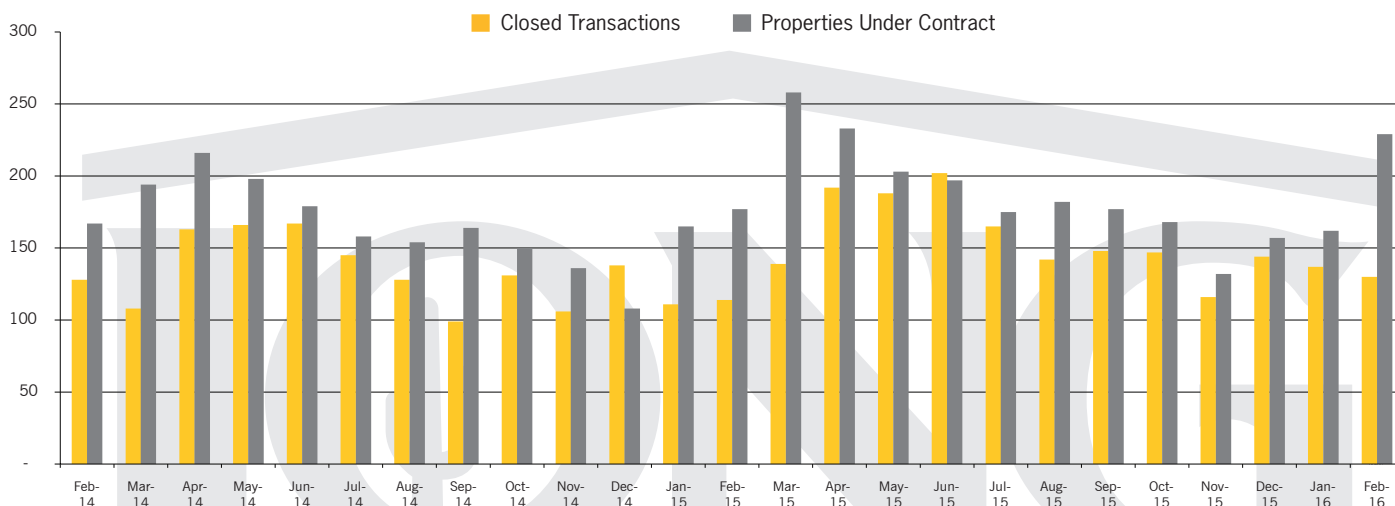




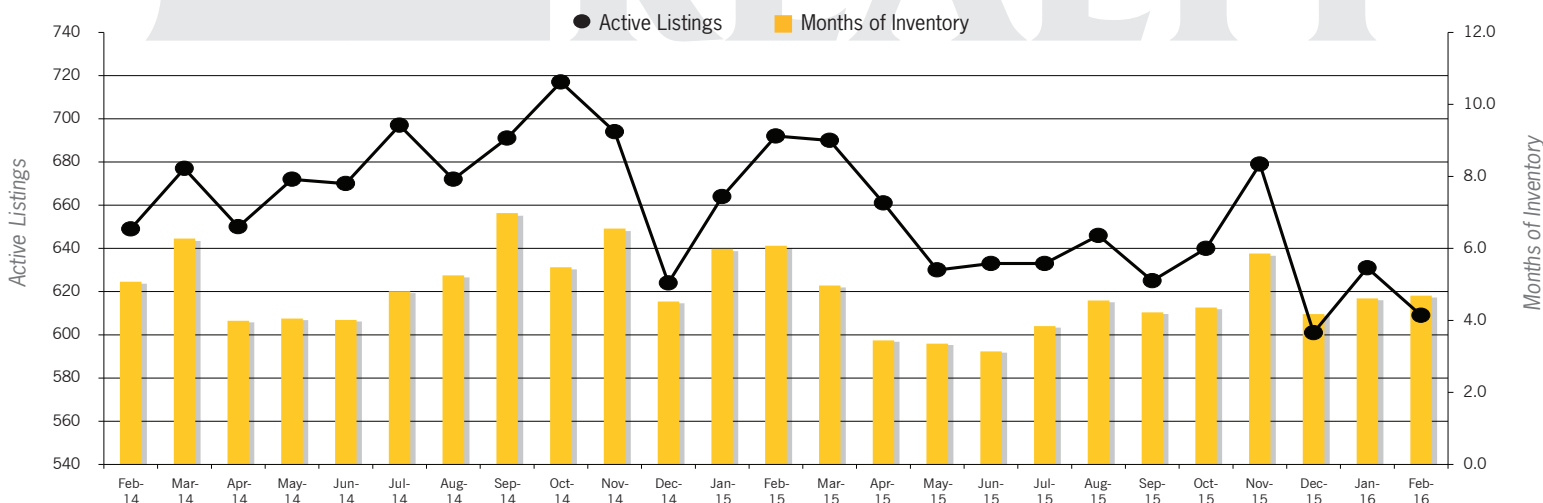
## Tucson Central | March 2016

In the Tucson Central area, February 2016 active inventory was 609, a 12% decrease from February 2015. There were 130 closings in February 2016, a 14% increase from February 2015. Year-to-date 2016 there were 276 closings, a 15% increase from year-to-date 2015. Months of Inventory was 4.7, down from 6.1 in February 2015. Median price of sold homes was \$135,400 for the month of February 2016, up 7% from February 2015. The Tucson Central area had 229 new properties under contract in February 2016, up 29% from February 2015.

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



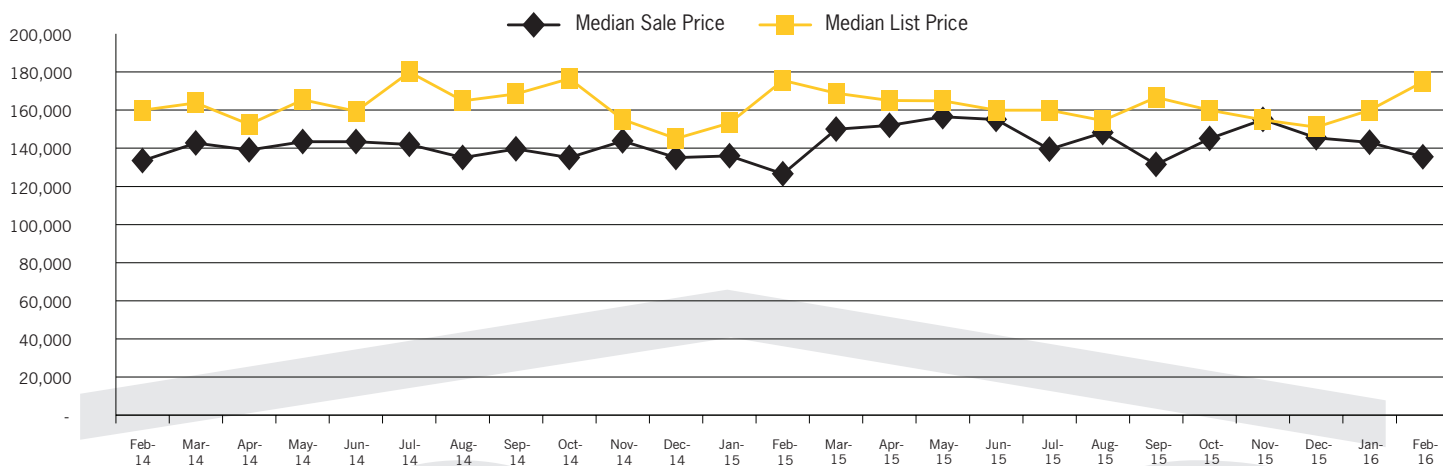
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



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



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

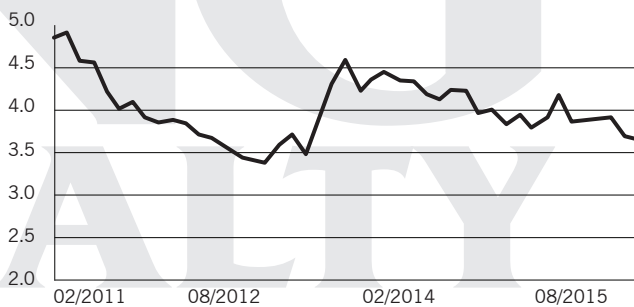


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2015	\$126,500	3.750%	\$556.55
2016	\$135,400	3.630%	\$586.98

## 30 YEAR FIXED MORTGAGE RATE

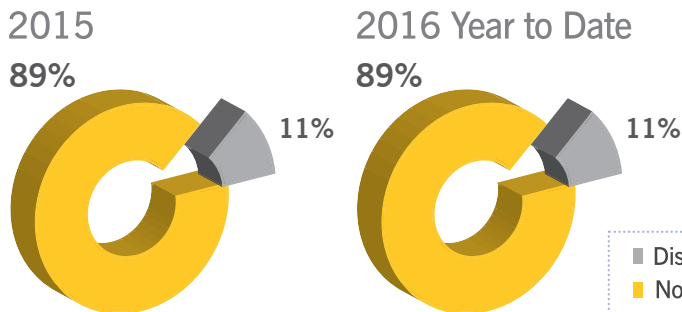
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



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.





## 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
		Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16			
\$1 - 49,999	18	5	6	3	3	8	5	3.6	3.2	Seller
\$50,000 - 74,999	25	19	7	7	11	10	8	3.1	2.8	Seller
\$75,000 - 99,999	41	21	17	19	17	13	13	3.2	3.3	Seller
\$100,000 - 124,999	67	25	25	15	24	27	24	2.8	2.6	Seller
\$125,000 - 149,999	84	20	25	13	22	19	26	3.2	4.2	Slightly Seller
\$150,000 - 174,999	70	7	22	16	17	19	17	4.1	3.8	Seller
\$175,000 - 199,999	74	14	12	9	12	7	9	8.2	8.0	Slightly Buyer
\$200,000 - 224,999	34	11	12	8	6	11	6	5.7	4.3	Slightly Seller
\$225,000 - 249,999	36	9	7	5	6	4	11	3.3	4.8	Slightly Seller
\$250,000 - 274,999	27	6	6	3	3	4	4	6.8	7.1	Slightly Buyer
\$275,000 - 299,999	25	4	6	5	5	6	2	12.5	4.7	Slightly Seller
\$300,000 - 349,999	25	4	4	5	8	5	3	8.3	4.8	Slightly Seller
\$350,000 - 399,999	32	2	1	5	3	3	1	32.0	11.4	Buyer
\$400,000 - 499,999	22	3	4	1	3	7	1	22.0	6.8	Slightly Buyer
\$500,000 - 599,999	17	1	0	2	3	0	0	n/a	16.7	Buyer
\$600,000 - 699,999	1	1	2	2	3	1	0	n/a	1.8	Seller
\$700,000 - 799,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	1	0	n/a	9.0	Buyer
<b>TOTAL</b>	<b>609</b>	<b>152</b>	<b>156</b>	<b>118</b>	<b>146</b>	<b>145</b>	<b>130</b>	<b>4.7</b>	<b>4.4</b>	<b>Slightly Seller</b>

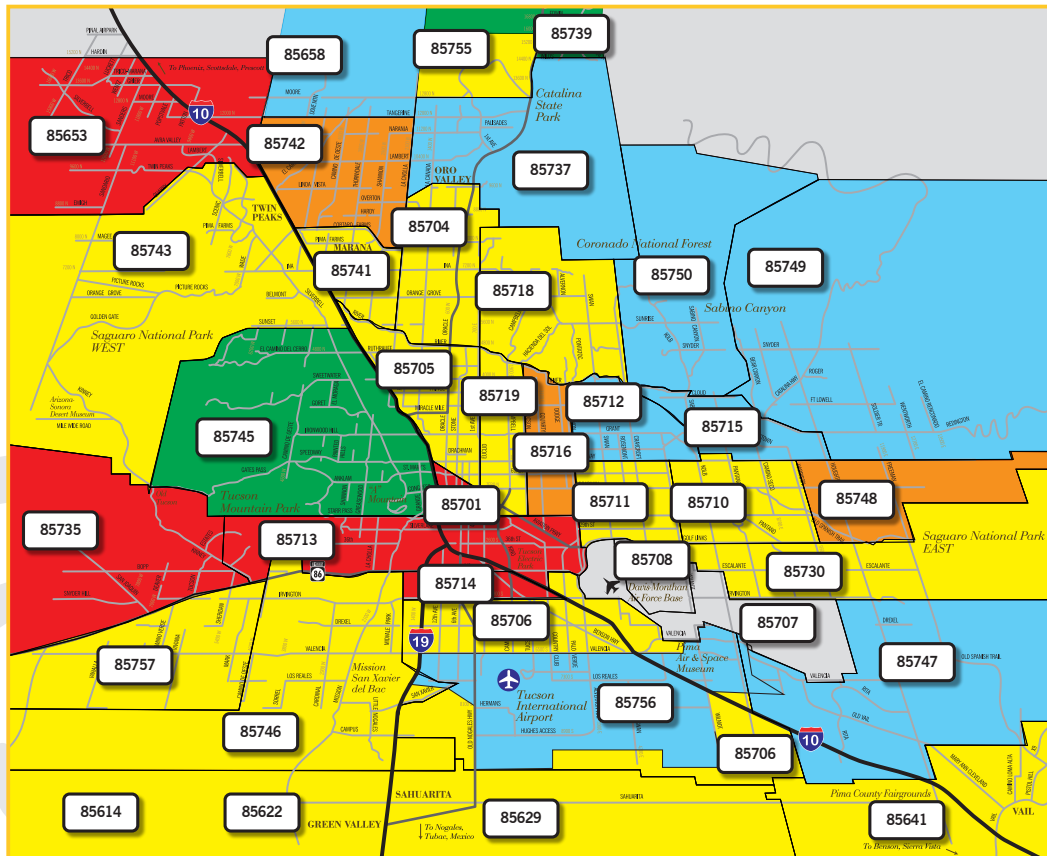
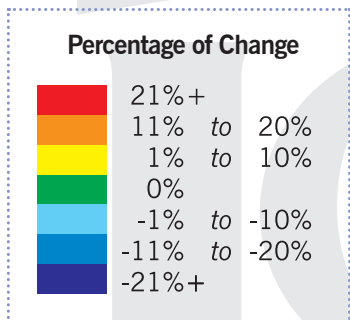




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2014-FEB 2015 TO DEC 2015-FEB 2016

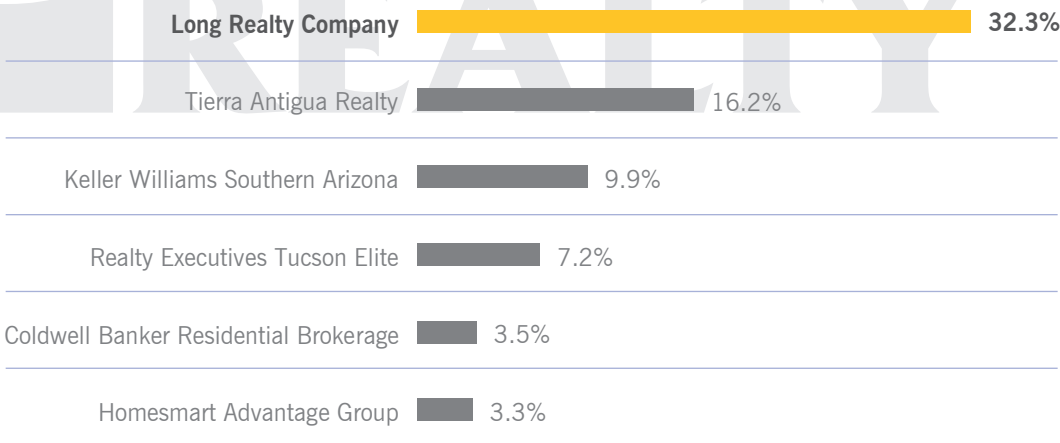
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2014-February 2015 to December 2015-February 2016 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

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

*Data Obtained 03/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 03/01/2015 – 02/29/2016 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.