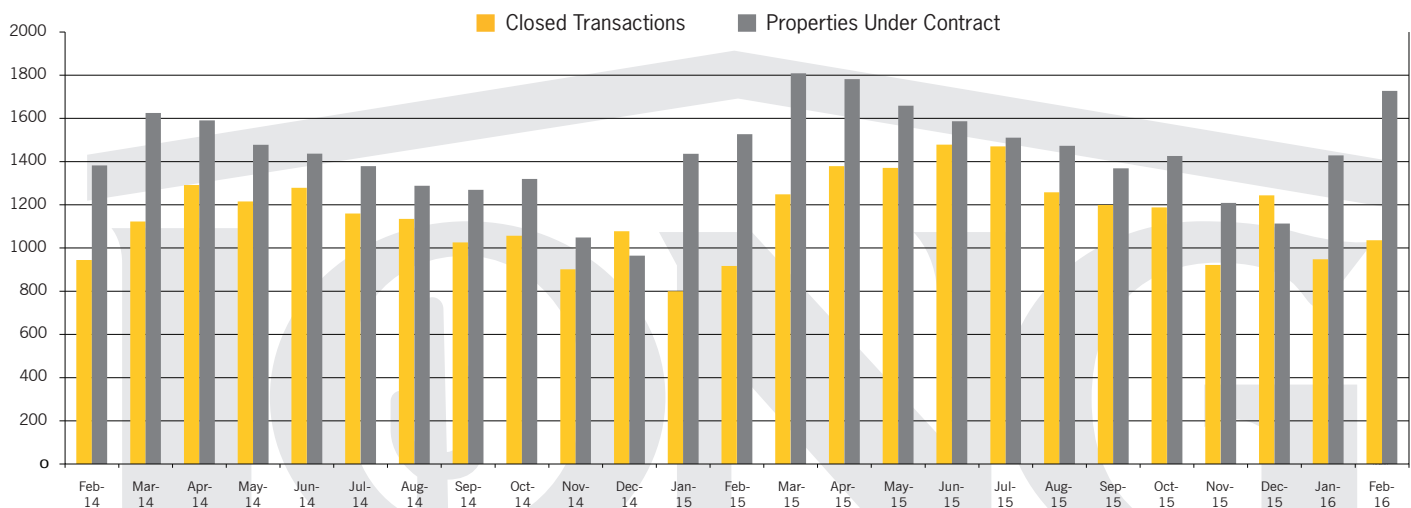




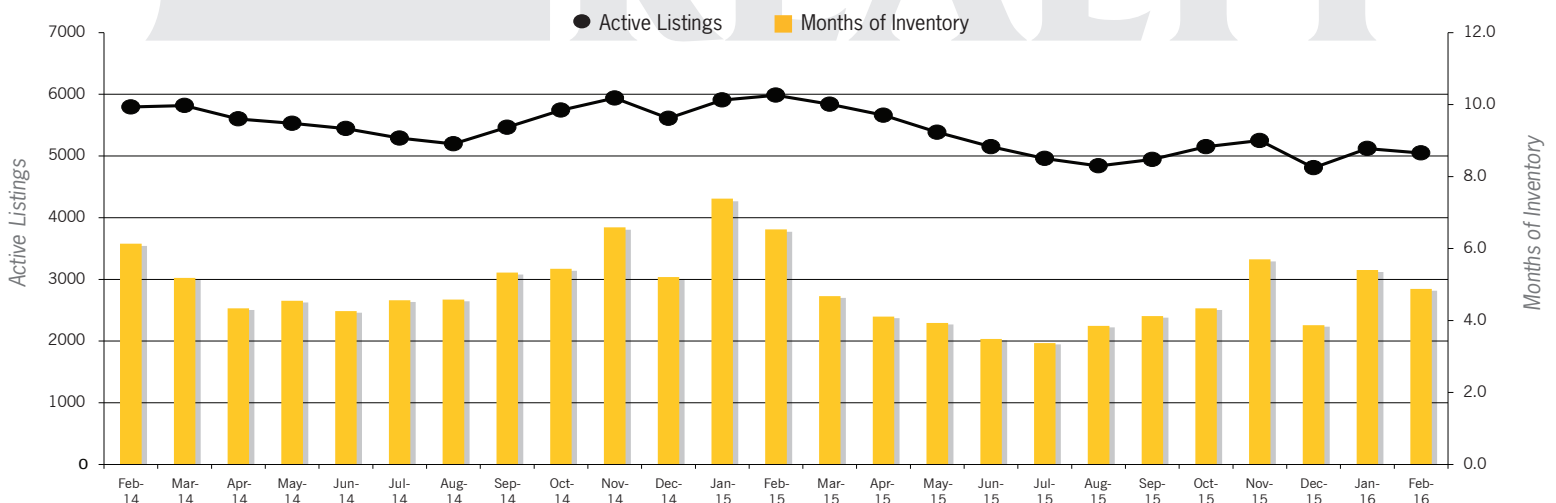
Tucson Metro | March 2016

In the Tucson Main Market area, February 2016 active inventory was 5,049, a 16% decrease from February 2015. There were 1,036 closings in February 2016, a 13% increase from February 2015. Year-to-date 2016 there were 2,054 closings, a 13% increase from year-to-date 2015. Months of Inventory was 4.9, down from 6.5 in February 2015. Median price of sold homes was \$169,000 for the month of February 2016, virtually unchanged from February 2015. The Tucson Main Market area had 1,727 new properties under contract in February 2016, up 13% from February 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



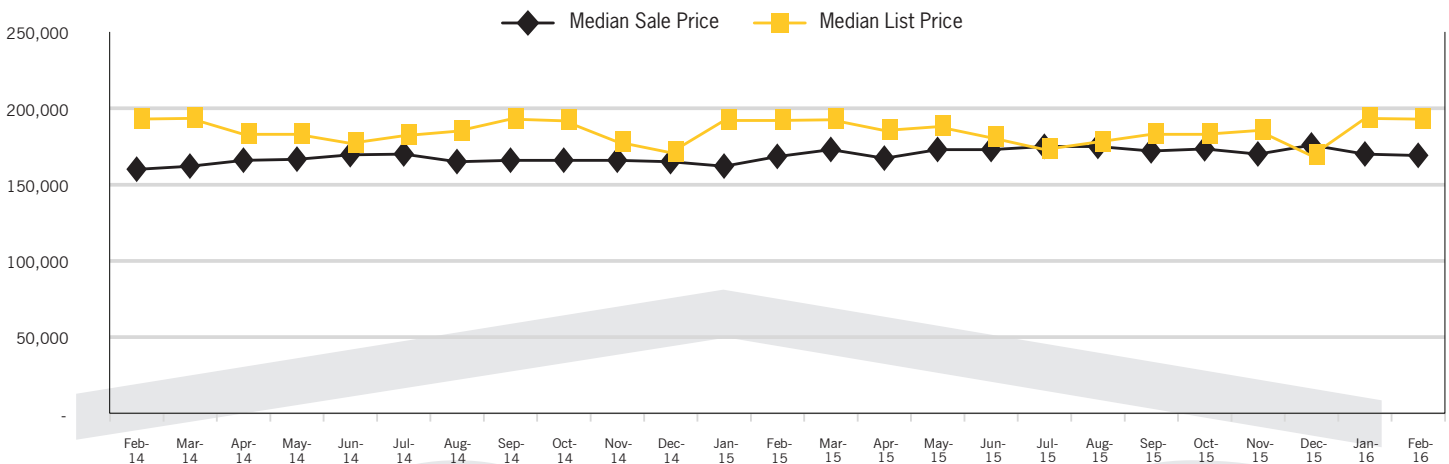
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



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



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON

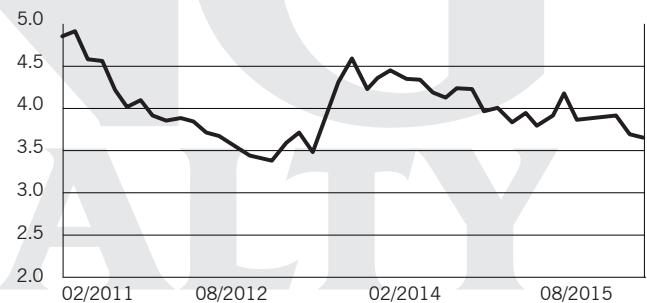


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2015	\$168,500	3.750%	\$741.33
2016	\$169,000	3.630%	\$732.64

30 YEAR FIXED MORTGAGE RATE

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

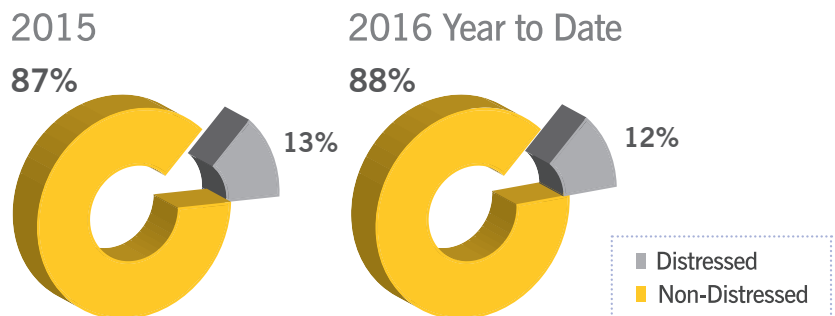


Source: Residential median sales prices. Data obtained 03/03/2016 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16			
\$1 - 49,999	98	30	48	42	49	37	38	2.6	2.3	Seller
\$50,000 - 74,999	174	66	42	44	51	53	44	4.0	3.6	Seller
\$75,000 - 99,999	250	84	83	88	83	69	60	4.2	3.6	Seller
\$100,000 - 124,999	311	138	120	85	109	115	102	3.0	2.8	Seller
\$125,000 - 149,999	462	174	177	110	181	124	151	3.1	3.4	Seller
\$150,000 - 174,999	428	147	155	124	157	130	147	2.9	3.1	Seller
\$175,000 - 199,999	449	151	128	94	147	98	112	4.0	4.0	Seller
\$200,000 - 224,999	254	77	104	73	91	70	74	3.4	3.4	Seller
\$225,000 - 249,999	333	77	65	47	74	52	71	4.7	4.9	Slightly Seller
\$250,000 - 274,999	262	55	62	45	68	39	45	5.8	4.8	Slightly Seller
\$275,000 - 299,999	261	55	42	37	50	29	28	9.3	7.1	Slightly Buyer
\$300,000 - 349,999	331	55	65	50	64	57	59	5.6	5.2	Balanced
\$350,000 - 399,999	302	44	40	36	56	32	34	8.9	7.0	Slightly Buyer
\$400,000 - 499,999	368	45	40	26	46	39	24	15.3	9.2	Buyer
\$500,000 - 599,999	229	20	24	15	29	26	21	10.9	8.8	Buyer
\$600,000 - 699,999	127	13	11	9	13	9	8	15.9	12.8	Buyer
\$700,000 - 799,999	88	5	6	4	5	6	7	12.6	13.3	Buyer
\$800,000 - 899,999	87	2	6	4	2	4	4	21.8	24.0	Buyer
\$900,000 - 999,999	50	2	1	3	2	3	2	25.0	20.1	Buyer
\$1,000,000 - and over	185	6	8	4	5	8	4	46.3	29.1	Buyer
TOTAL	5,049	1,246	1,227	940	1,282	1,000	1,035	4.9	4.5	Slightly Seller



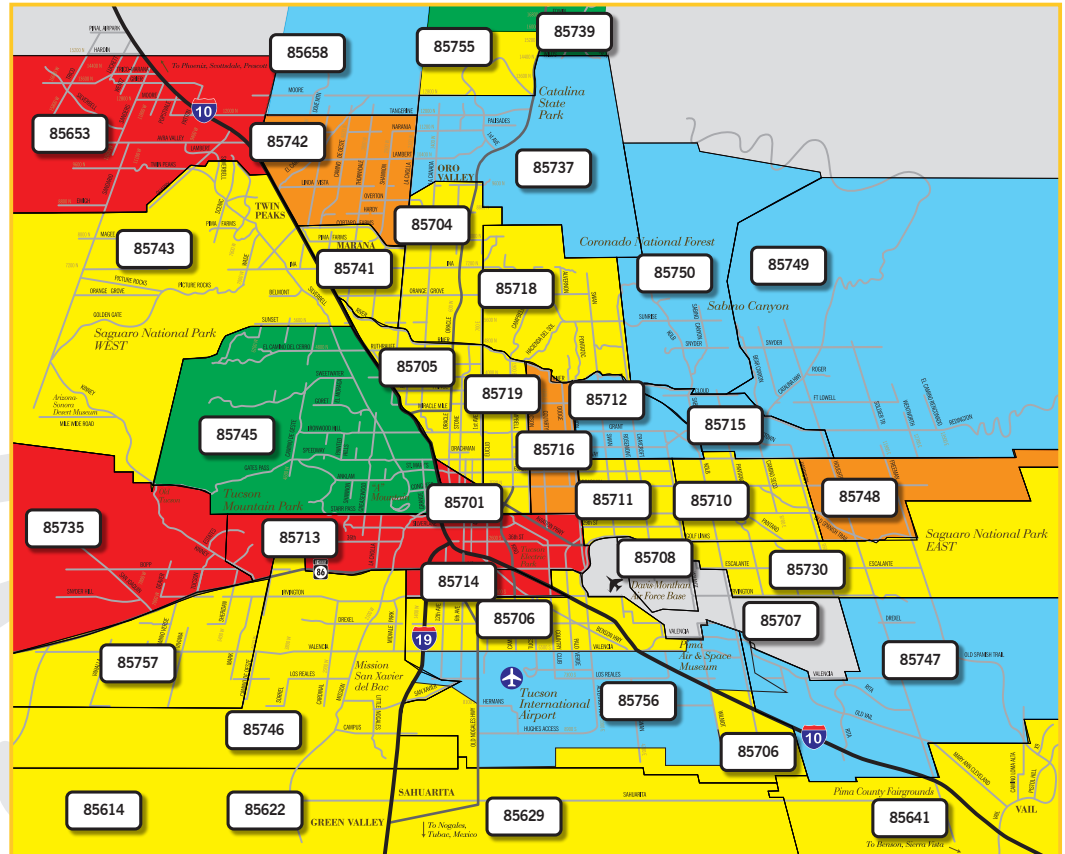
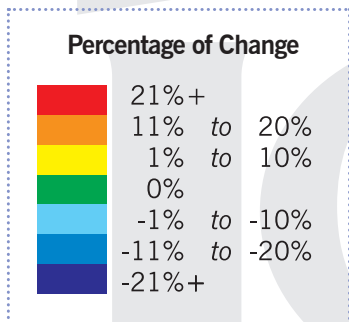


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2014-FEB 2015 TO DEC 2015-FEB 2016

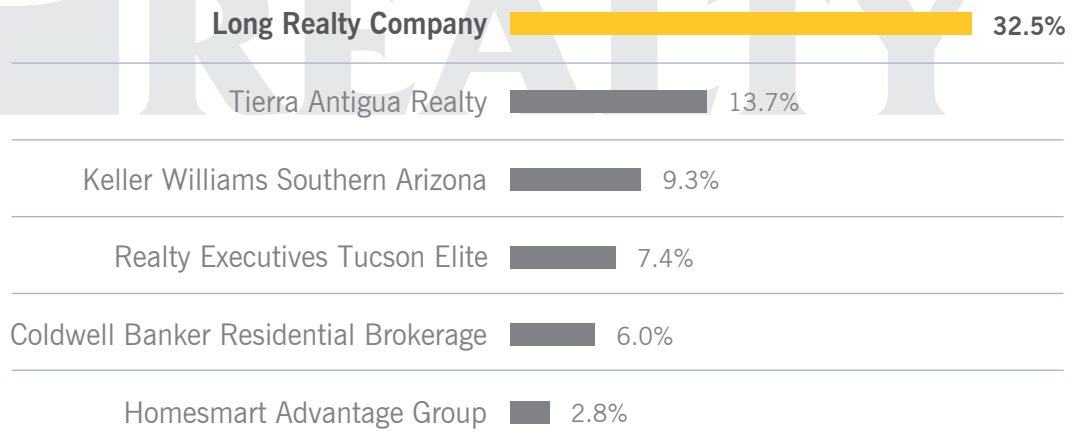
This heat map represents the percentage of change in Tucson metro median sales prices from December 2014-February 2015 to December 2015-February 2016 by zip code.



MARKET SHARE – TUCSON METRO

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