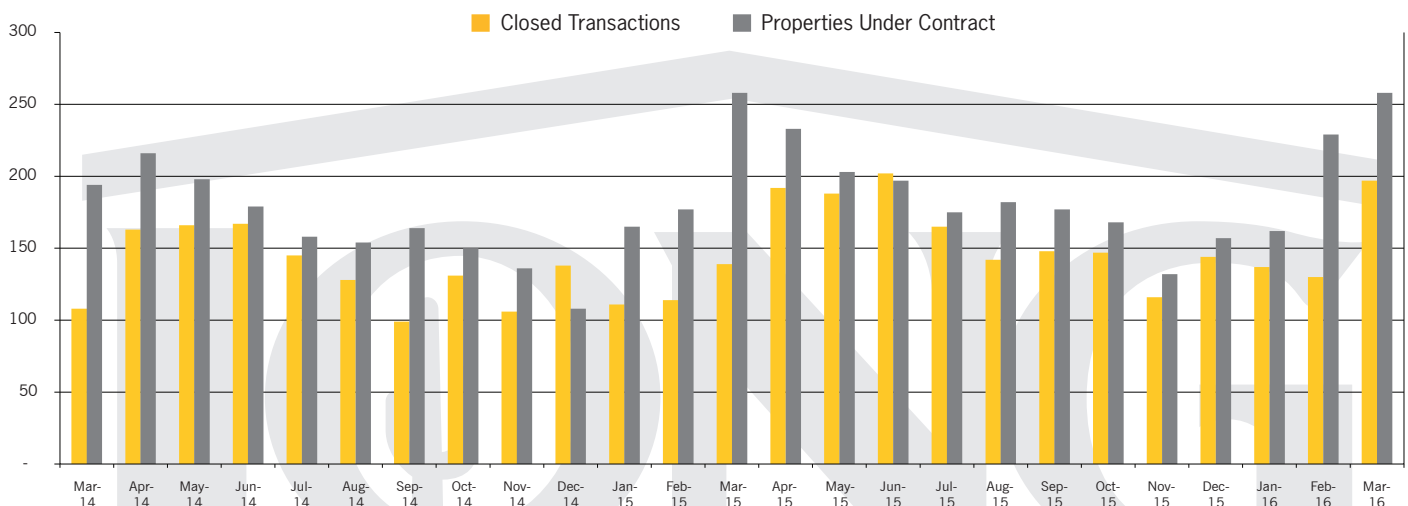




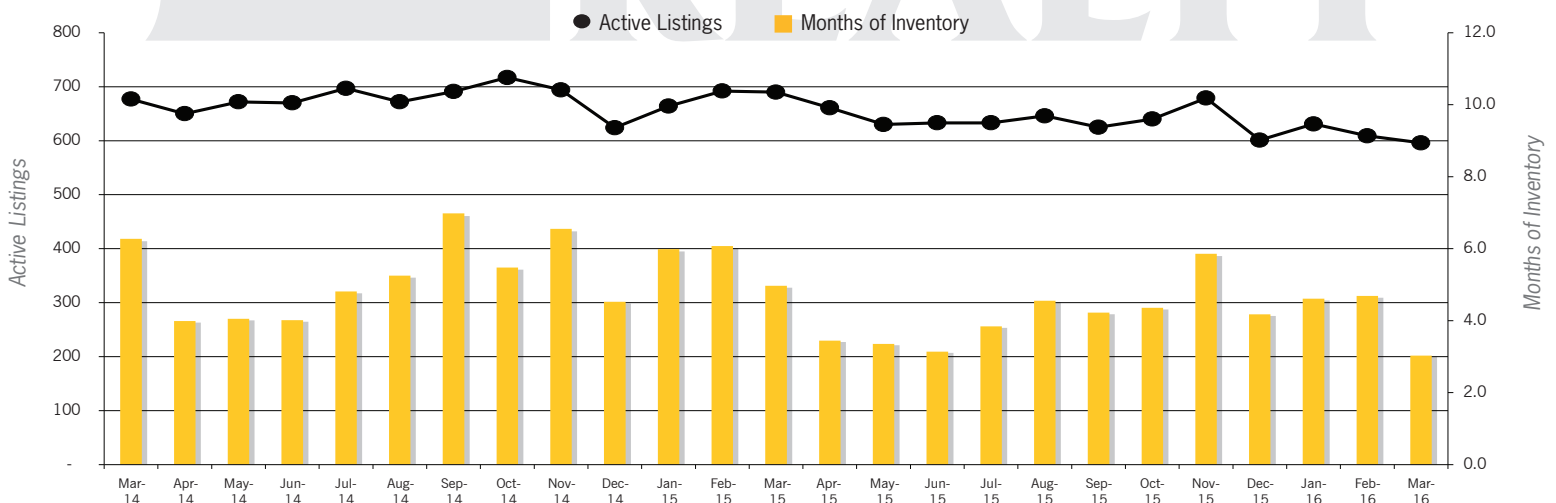
Tucson Central | April 2016

In the Tucson Central area, March 2016 active inventory was 596, a 14% decrease from March 2015. There were 197 closings in March 2016, a 42% increase from March 2015. Year-to-date 2016 there were 475 closings, a 22% increase from year-to-date 2015. Months of Inventory was 3.0, down from 5.0 in March 2015. Median price of sold homes was \$165,000 for the month of March 2016, up 10% from March 2015. The Tucson Central area had 258 new properties under contract in March 2016, virtually unchanged from March 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



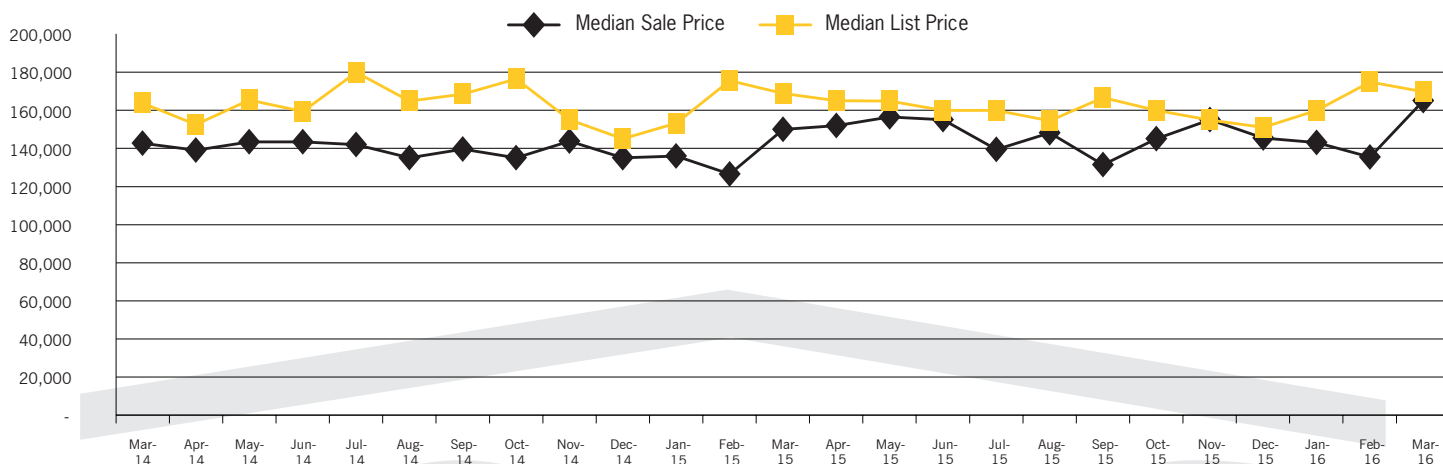
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



*Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
 All data obtained 04/05/2016 is believed to be reliable, but not guaranteed.*



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



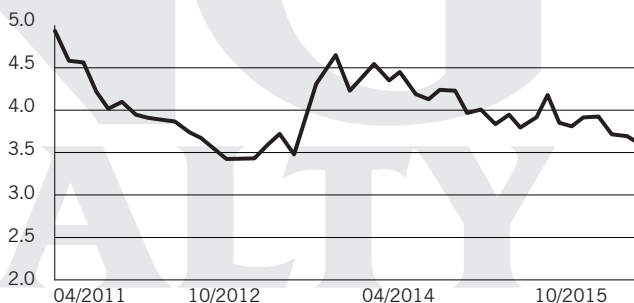
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2015	\$150,000	3.875%	\$670.09
2016	\$165,000	3.625%	\$714.86

Source: Residential median sales prices. Data obtained 04/05/2016 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

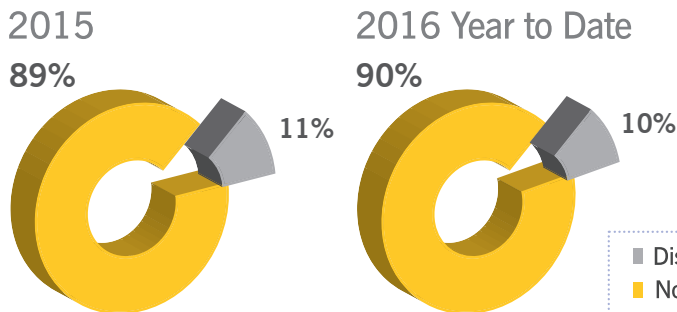
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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	
		Oct-15	Nov-15	Dec-15	Jan-16	Feb-16				Mar-16
\$1 - 49,999	18	6	3	3	8	6	5	3.6	2.7	Seller
\$50,000 - 74,999	18	7	7	11	10	8	13	1.4	2.3	Seller
\$75,000 - 99,999	44	17	19	17	13	13	13	3.4	3.4	Seller
\$100,000 - 124,999	64	25	15	24	27	24	28	2.3	2.5	Seller
\$125,000 - 149,999	80	25	12	22	19	27	26	3.1	3.7	Seller
\$150,000 - 174,999	67	22	17	17	19	17	23	2.9	3.5	Seller
\$175,000 - 199,999	58	12	9	12	7	10	20	2.9	5.5	Balanced
\$200,000 - 224,999	42	12	8	6	11	6	13	3.2	3.6	Seller
\$225,000 - 249,999	40	7	5	6	4	11	13	3.1	3.9	Seller
\$250,000 - 274,999	22	6	3	3	4	4	9	2.4	4.4	Slightly Seller
\$275,000 - 299,999	26	6	5	5	6	2	9	2.9	3.9	Seller
\$300,000 - 349,999	34	4	5	8	5	3	9	3.8	5.1	Balanced
\$350,000 - 399,999	30	1	5	3	3	1	4	7.5	10.9	Buyer
\$400,000 - 499,999	17	4	1	3	7	1	6	2.8	4.9	Slightly Seller
\$500,000 - 599,999	20	0	2	3	0	0	4	5.0	14.0	Buyer
\$600,000 - 699,999	2	2	2	3	1	0	0	n/a	4.0	Seller
\$700,000 - 799,999	4	0	0	0	0	0	1	4.0	10.0	Buyer
\$800,000 - 899,999	4	0	0	0	0	0	1	4.0	13.0	Buyer
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	0	0	0	1	0	0	n/a	11.0	Buyer
TOTAL	596	156	118	146	145	133	197	3.0	3.9	Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2016 - 03/31/2016. Information is believed to be reliable, but not guaranteed.

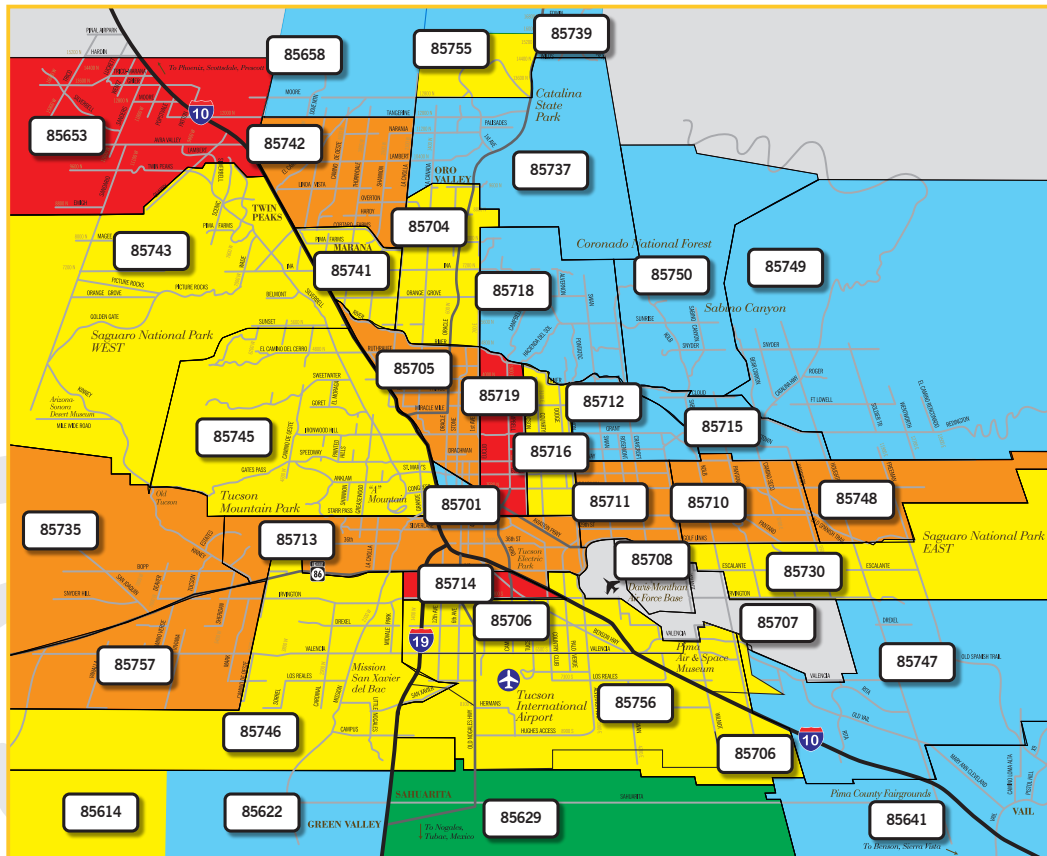
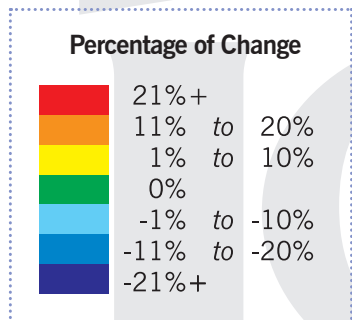


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2015-MAR 2015 TO JAN 2016-MAR 2016

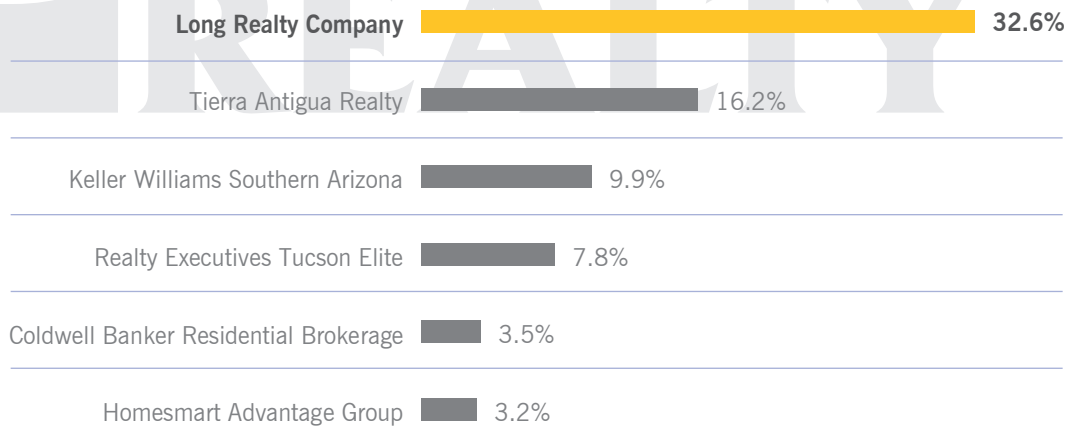
This heat map represents the percentage of change in Tucson metro median sales prices from January 2015-March 2015 to January 2016-March 2016 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2015 – 03/31/2016 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.