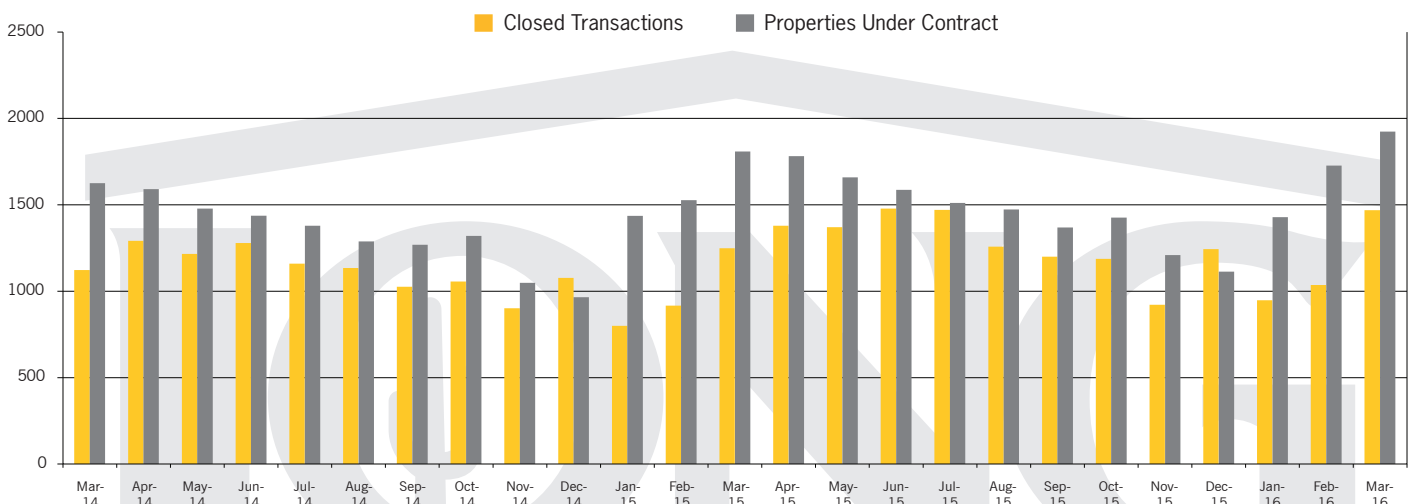




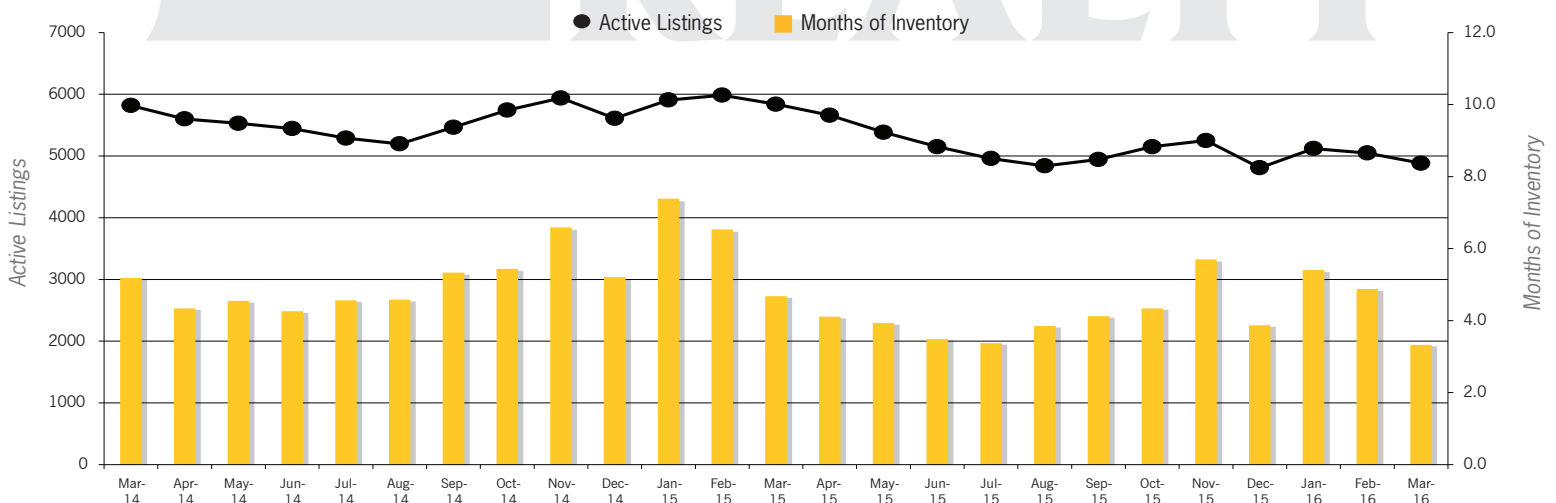
## Tucson Metro | April 2016

In the Tucson Main Market area, March 2016 active inventory was 4,883, a 16% decrease from March 2015. There were 1,469 closings in March 2016, a 18% increase from March 2015. Year-to-date 2016 there were 3,562 closings, a 14% increase from year-to-date 2015. Months of Inventory was 3.3, down from 4.7 in March 2015. Median price of sold homes was \$177,625 for the month of March 2016, up 3% from March 2015. The Tucson Main Market area had 1,924 new properties under contract in March 2016, up 6% from March 2015.

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



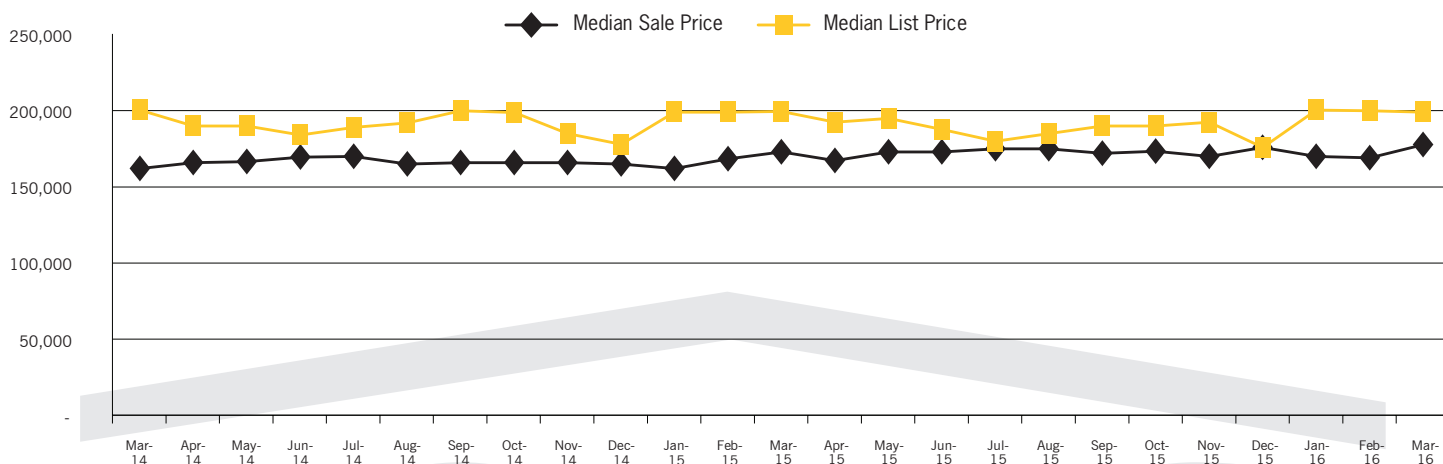
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



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



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



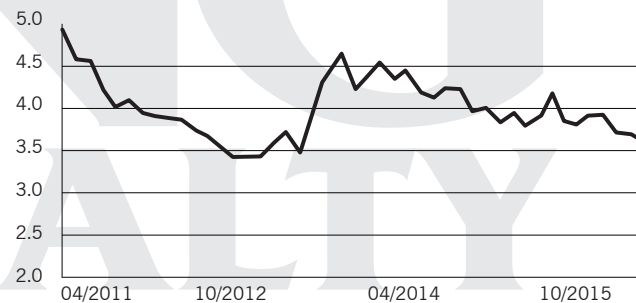
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2015	\$173,000	3.875%	\$772.83
2016	\$177,625	3.625%	\$769.56

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

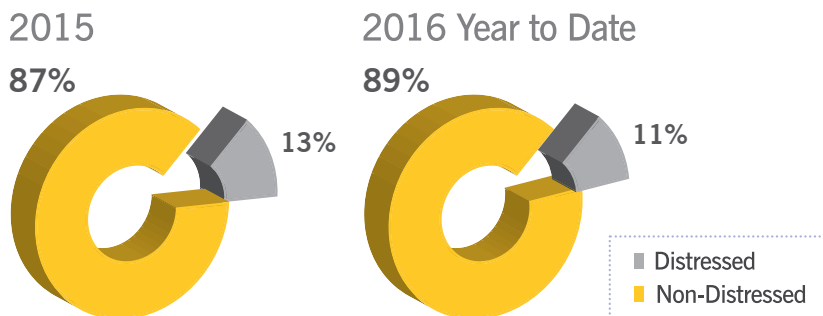
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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	
		Oct-15	Nov-15	Dec-15	Jan-16	Feb-16				Mar-16
\$1 - 49,999	93	48	42	49	37	42	31	3.0	2.5	Seller
\$50,000 - 74,999	162	42	44	52	53	45	67	2.4	3.1	Seller
\$75,000 - 99,999	247	83	88	83	69	61	67	3.7	3.9	Seller
\$100,000 - 124,999	274	120	85	110	115	106	139	2.0	2.5	Seller
\$125,000 - 149,999	425	177	110	181	127	162	201	2.1	2.9	Seller
\$150,000 - 174,999	386	155	125	157	132	153	200	1.9	2.7	Seller
\$175,000 - 199,999	439	128	94	149	100	120	175	2.5	3.4	Seller
\$200,000 - 224,999	270	104	73	91	71	75	117	2.3	3.0	Seller
\$225,000 - 249,999	319	65	47	75	52	74	118	2.7	4.0	Slightly Seller
\$250,000 - 274,999	253	62	45	68	39	51	74	3.4	4.6	Slightly Seller
\$275,000 - 299,999	249	42	37	50	29	28	45	5.5	7.4	Slightly Buyer
\$300,000 - 349,999	353	65	50	64	57	59	71	5.0	5.4	Balanced
\$350,000 - 399,999	272	40	36	56	32	34	52	5.2	7.3	Slightly Buyer
\$400,000 - 499,999	363	40	26	46	40	24	43	8.4	10.1	Buyer
\$500,000 - 599,999	241	24	15	29	26	21	32	7.5	8.8	Buyer
\$600,000 - 699,999	138	11	9	13	9	9	13	10.6	12.9	Buyer
\$700,000 - 799,999	84	6	4	5	6	7	10	8.4	10.8	Buyer
\$800,000 - 899,999	78	6	4	2	4	4	6	13.0	17.5	Buyer
\$900,000 - 999,999	55	1	3	2	3	2	3	18.3	19.4	Buyer
\$1,000,000 - and over	182	8	4	5	8	4	5	36.4	31.4	Buyer
<b>TOTAL</b>	<b>4,883</b>	<b>1,227</b>	<b>941</b>	<b>1,287</b>	<b>1,009</b>	<b>1,081</b>	<b>1,469</b>	<b>3.3</b>	<b>4.2</b>	<b>Slightly Seller</b>

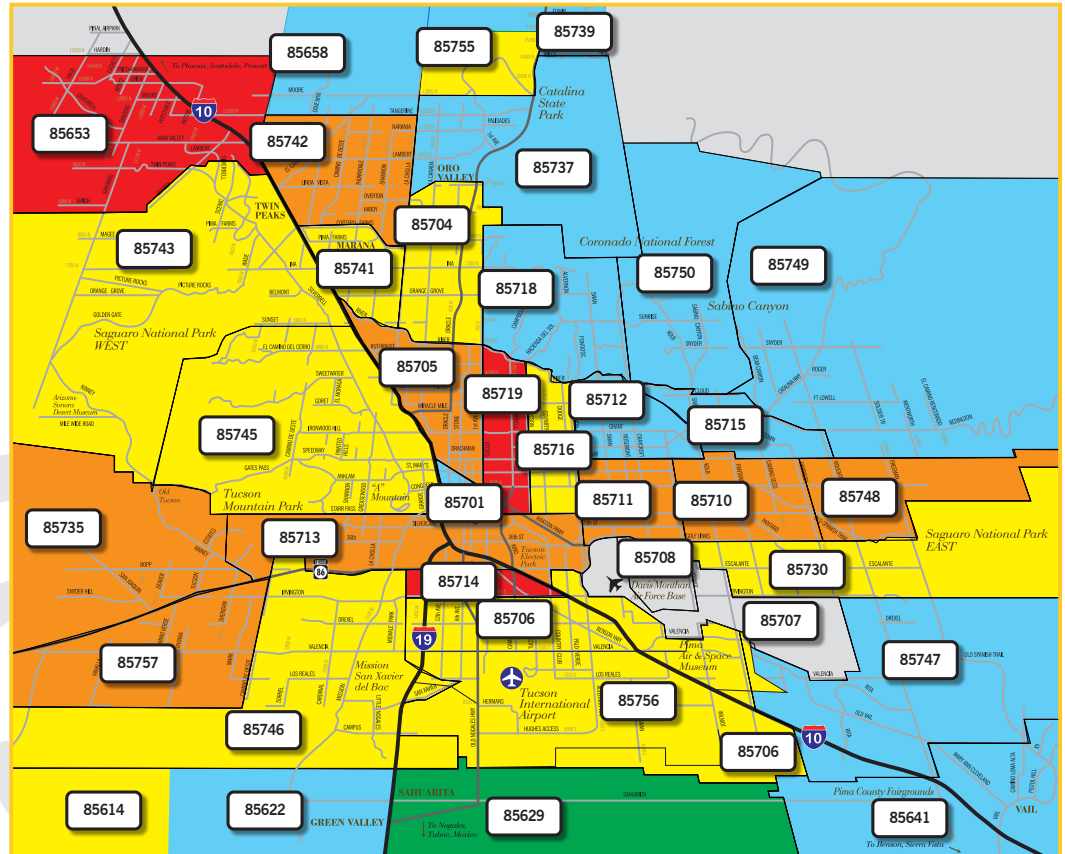
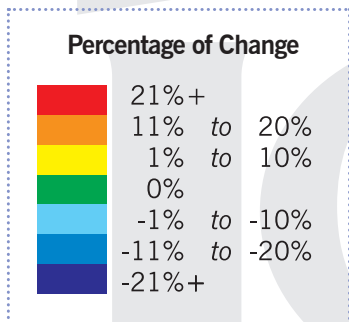




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2015-MAR 2015 TO JAN 2016-MAR 2016

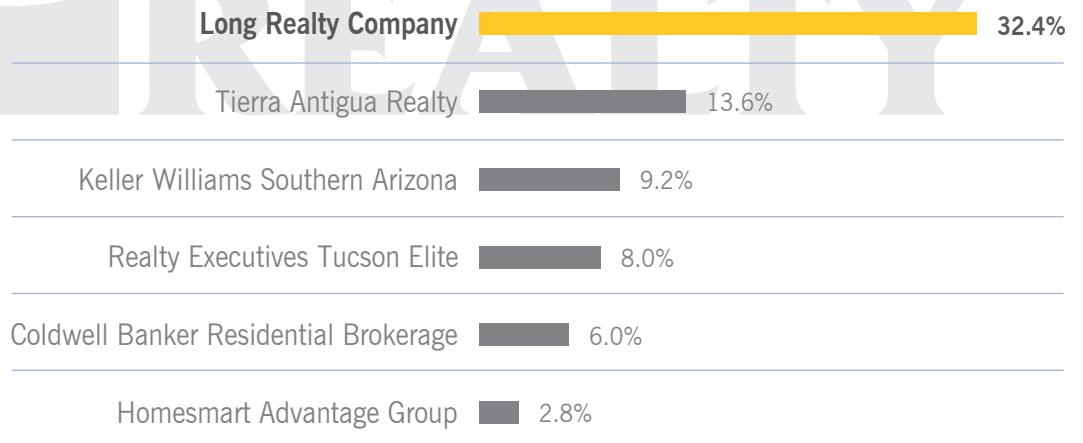
*This heat map represents the percentage of change in Tucson metro median sales prices from January 2015-March 2015 to January 2016-March 2016 by zip code.*



## MARKET SHARE – TUCSON METRO

*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 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 04/05/2016. Information is believed to be reliable, but not guaranteed.*