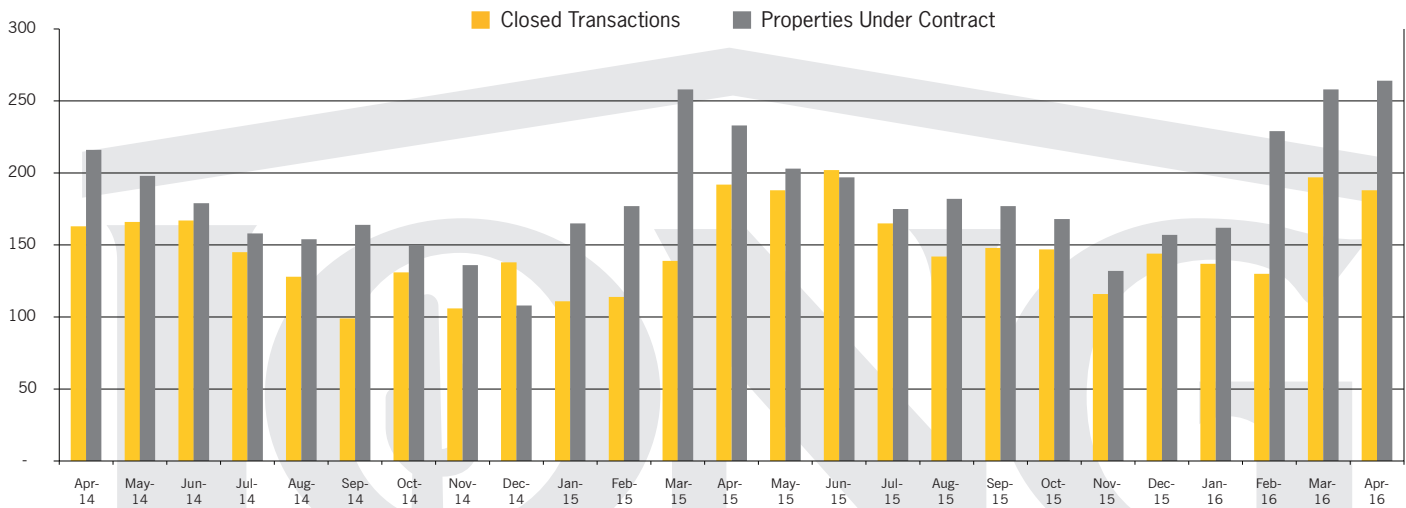




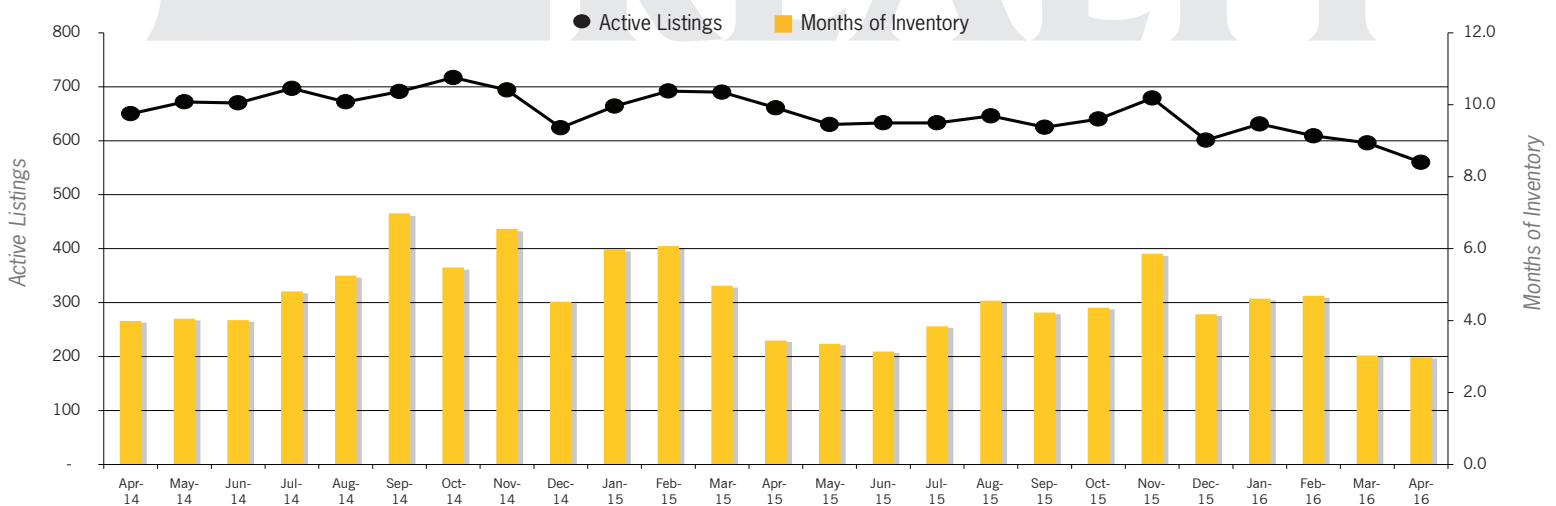
Tucson Central | May 2016

In the Tucson Central area, April 2016 active inventory was 560, a 15% decrease from April 2015. There were 188 closings in April 2016, a 2% decrease from April 2015. Year-to-date 2016 there were 668 closings, a 14% increase from year-to-date 2015. Months of Inventory was 3.0, down from 3.4 in April 2015. Median price of sold homes was \$154,450 for the month of April 2016, up 2% from April 2015. The Tucson Central area had 264 new properties under contract in April 2016, up 13% from April 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



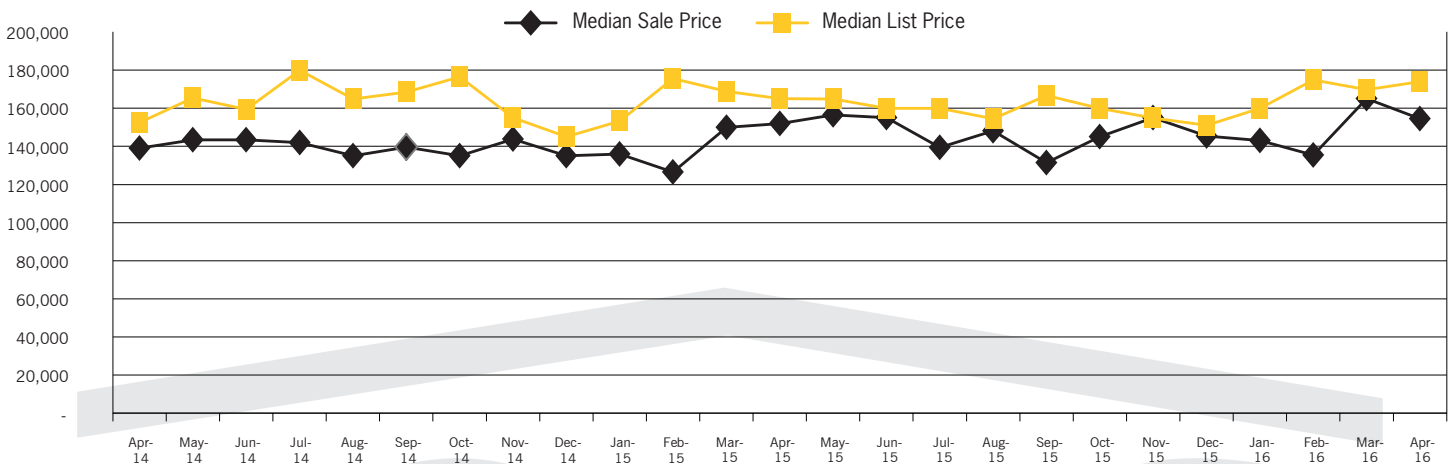
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



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



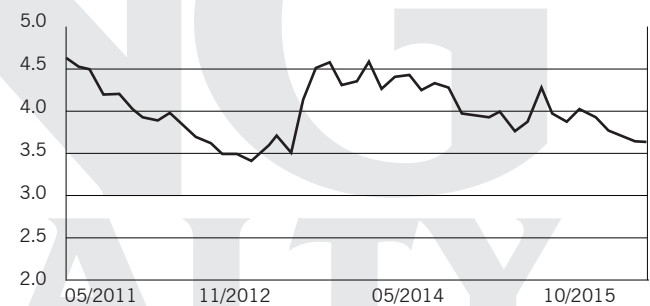
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



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	\$152,000	3.875%	\$679.02
2016	\$154,450	3.625%	\$669.15

30 YEAR FIXED MORTGAGE RATE

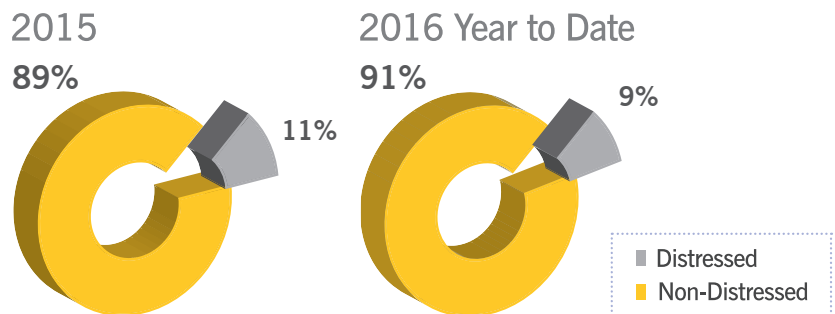


Source: Residential median sales prices. Data obtained 05/04/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16			
\$1 - 49,999	17	3	3	8	6	5	2	8.5	4.1	Slightly Seller
\$50,000 - 74,999	13	7	11	10	8	13	13	1.0	1.6	Seller
\$75,000 - 99,999	46	19	17	13	13	13	17	2.7	3.0	Seller
\$100,000 - 124,999	47	15	24	27	24	28	27	1.7	2.3	Seller
\$125,000 - 149,999	78	12	22	19	27	28	25	3.1	3.0	Seller
\$150,000 - 174,999	63	17	17	19	17	23	25	2.5	3.1	Seller
\$175,000 - 199,999	58	9	12	7	10	21	31	1.9	3.1	Seller
\$200,000 - 224,999	40	8	6	11	6	14	8	5.0	4.1	Slightly Seller
\$225,000 - 249,999	37	5	6	4	11	13	10	3.7	3.3	Seller
\$250,000 - 274,999	22	3	3	4	4	9	7	3.1	3.6	Seller
\$275,000 - 299,999	28	5	5	6	2	9	3	9.3	5.6	Balanced
\$300,000 - 349,999	30	5	8	5	3	9	8	3.8	4.5	Slightly Seller
\$350,000 - 399,999	30	5	3	3	1	4	1	30.0	15.3	Buyer
\$400,000 - 499,999	19	1	3	7	1	6	6	3.2	4.5	Slightly Seller
\$500,000 - 599,999	15	2	3	0	0	4	3	5.0	7.4	Slightly Buyer
\$600,000 - 699,999	1	2	3	1	0	0	1	1.0	4.0	Seller
\$700,000 - 799,999	5	0	0	0	0	1	0	n/a	12.0	Buyer
\$800,000 - 899,999	5	0	0	0	0	1	0	n/a	13.0	Buyer
\$900,000 - 999,999	2	0	0	0	0	0	1	2.0	4.0	Seller
\$1,000,000 - and over	4	0	0	1	0	0	0	n/a	n/a	n/a
TOTAL	560	118	146	145	133	201	188	3.0	3.4	Seller



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

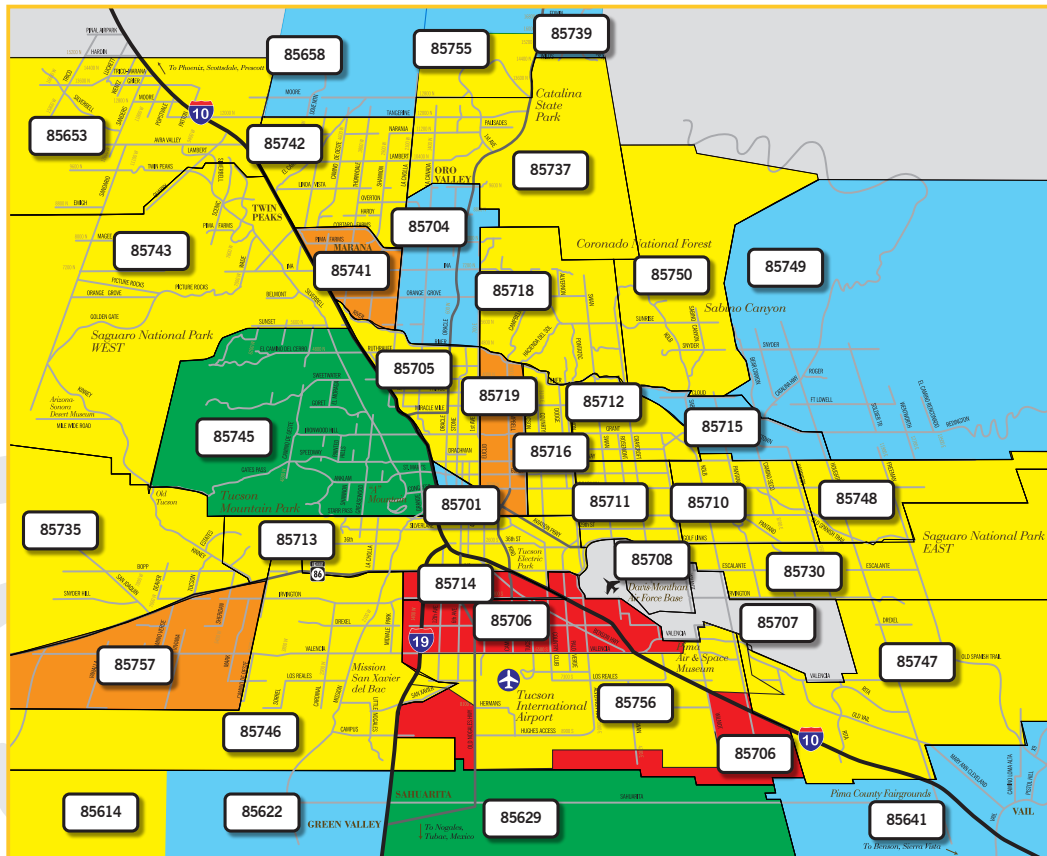
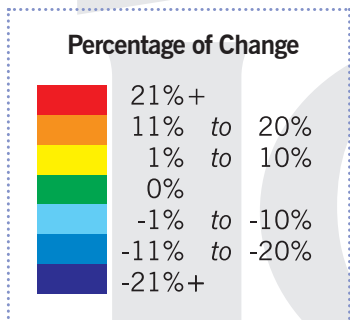
3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2016 - 04/30/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2015-APR 2015 TO FEB 2016-APR 2016

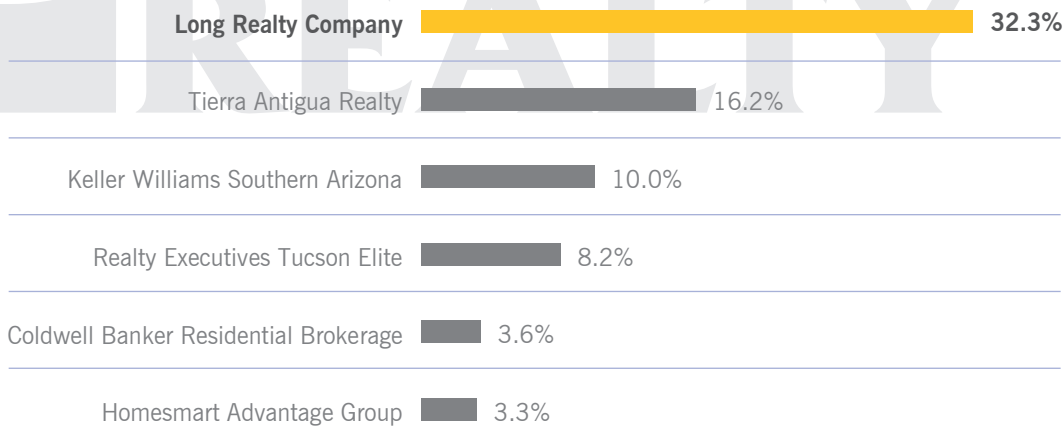
This heat map represents the percentage of change in Tucson metro median sales prices from February 2015-April 2015 to February 2016-April 2016 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 05/04/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2015 – 04/30/2016 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 MLSSAZ. 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.