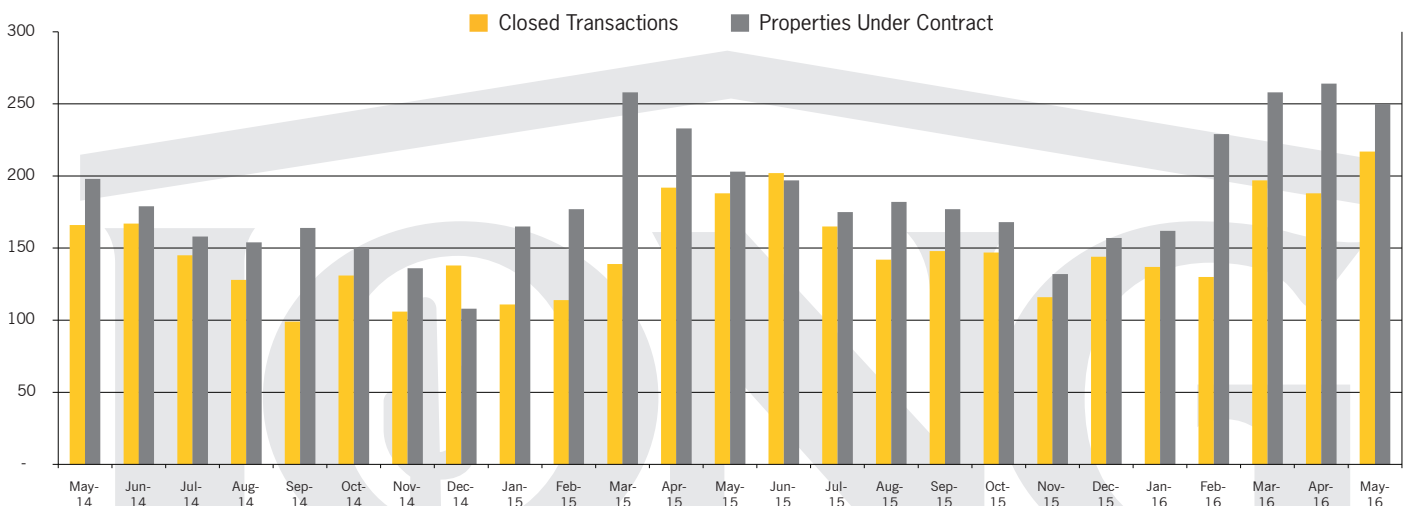




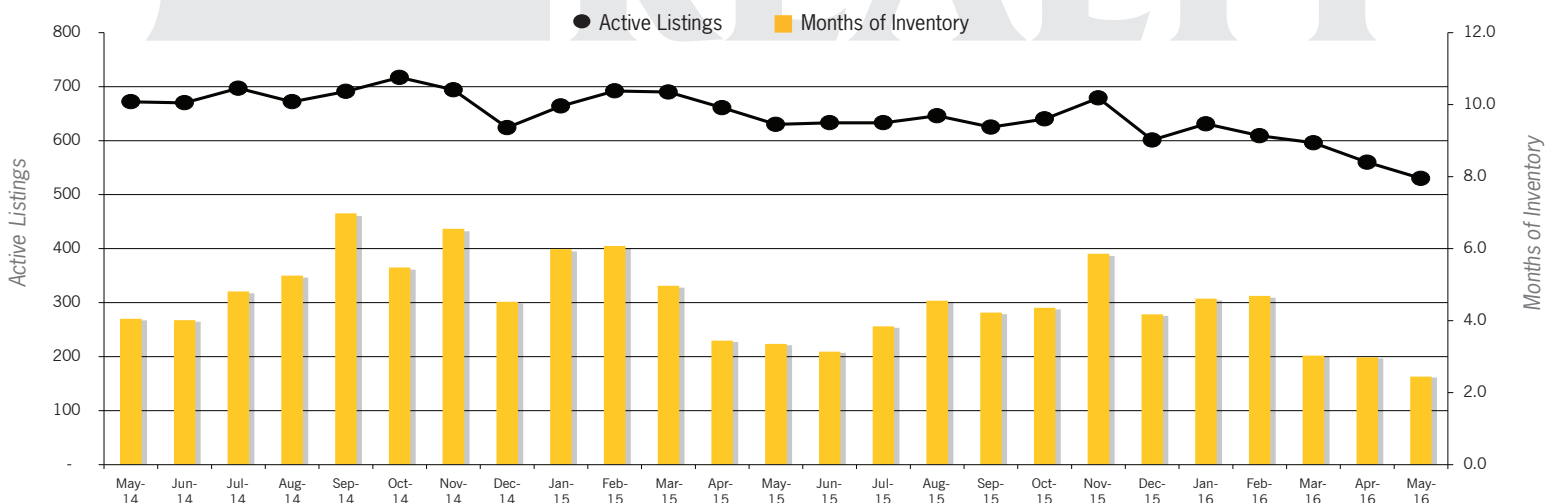
## Tucson Central | June 2016

In the Tucson Central area, May 2016 active inventory was 530, a 16% decrease from May 2015. There were 217 closings in May 2016, a 15% increase from May 2015. Year-to-date 2016 there were 894 closings, a 14% increase from year-to-date 2015. Months of Inventory was 2.4, down from 3.4 in May 2015. Median price of sold homes was \$160,000 for the month of May 2016, up 2% from May 2015. The Tucson Central area had 250 new properties under contract in May 2016, up 23% from May 2015.

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



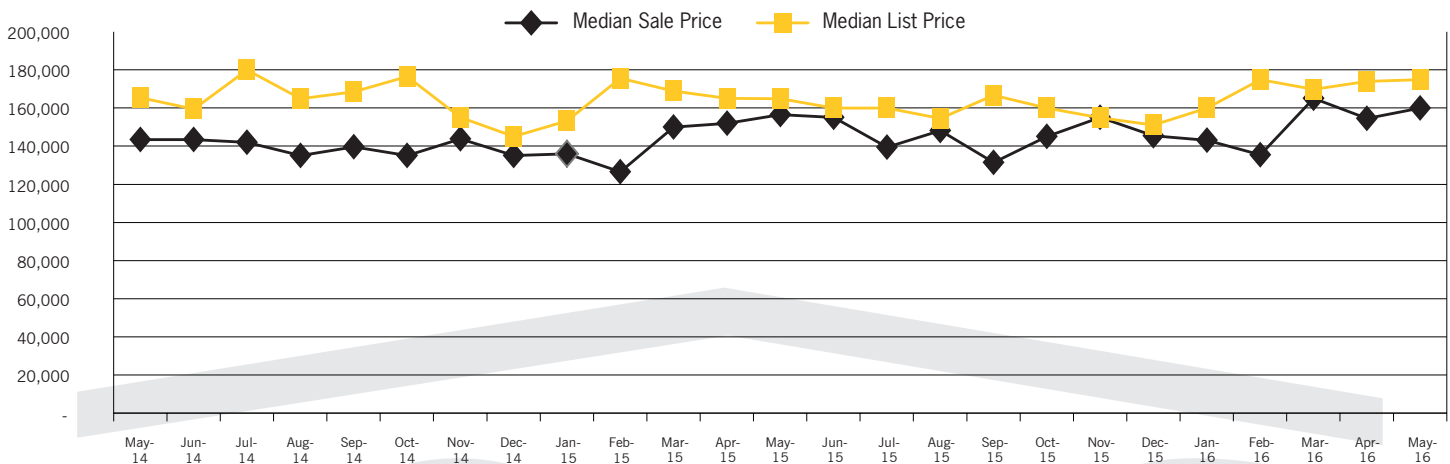
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 06/03/2016 is believed to be reliable, but not guaranteed.*



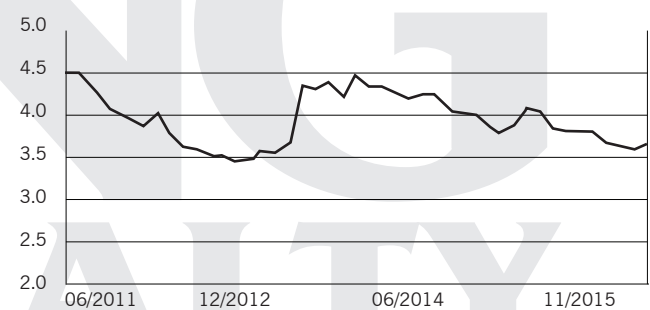
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



## 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	\$156,500	3.800%	\$692.76
2016	\$160,000	3.600%	\$691.06

## 30 YEAR FIXED MORTGAGE RATE

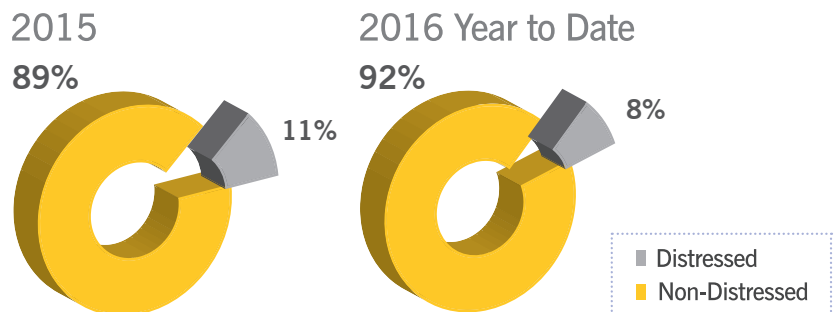


Source: Residential median sales prices. Data obtained 06/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16			
\$1 - 49,999	17	3	8	6	5	2	2	8.5	5.8	Balanced
\$50,000 - 74,999	14	11	10	8	13	13	11	1.3	1.2	Seller
\$75,000 - 99,999	41	17	13	13	13	18	15	2.7	2.8	Seller
\$100,000 - 124,999	43	24	27	24	28	30	33	1.3	1.7	Seller
\$125,000 - 149,999	68	22	19	27	28	27	29	2.3	2.7	Seller
\$150,000 - 174,999	65	17	19	18	23	26	39	1.7	2.2	Seller
\$175,000 - 199,999	62	12	7	10	21	31	22	2.8	2.4	Seller
\$200,000 - 224,999	31	6	11	6	14	8	14	2.2	3.1	Seller
\$225,000 - 249,999	33	6	4	11	13	10	11	3.0	3.2	Seller
\$250,000 - 274,999	19	3	4	4	9	7	11	1.7	2.3	Seller
\$275,000 - 299,999	22	5	6	2	9	4	9	2.4	3.5	Seller
\$300,000 - 349,999	31	8	5	3	9	8	8	3.9	3.8	Seller
\$350,000 - 399,999	30	3	3	1	4	2	5	6.0	8.2	Slightly Buyer
\$400,000 - 499,999	18	3	7	1	6	6	4	4.5	3.4	Seller
\$500,000 - 599,999	19	3	0	0	4	3	3	6.3	5.4	Balanced
\$600,000 - 699,999	2	3	1	0	0	1	0	n/a	5.0	Balanced
\$700,000 - 799,999	4	0	0	0	1	0	1	4.0	6.5	Balanced
\$800,000 - 899,999	4	0	0	0	1	0	0	n/a	13.0	Buyer
\$900,000 - 999,999	2	0	0	0	0	1	0	n/a	5.0	Balanced
\$1,000,000 - and over	5	0	1	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>530</b>	<b>146</b>	<b>145</b>	<b>134</b>	<b>201</b>	<b>197</b>	<b>217</b>	<b>2.4</b>	<b>2.7</b>	<b>Seller</b>



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/03/2016.

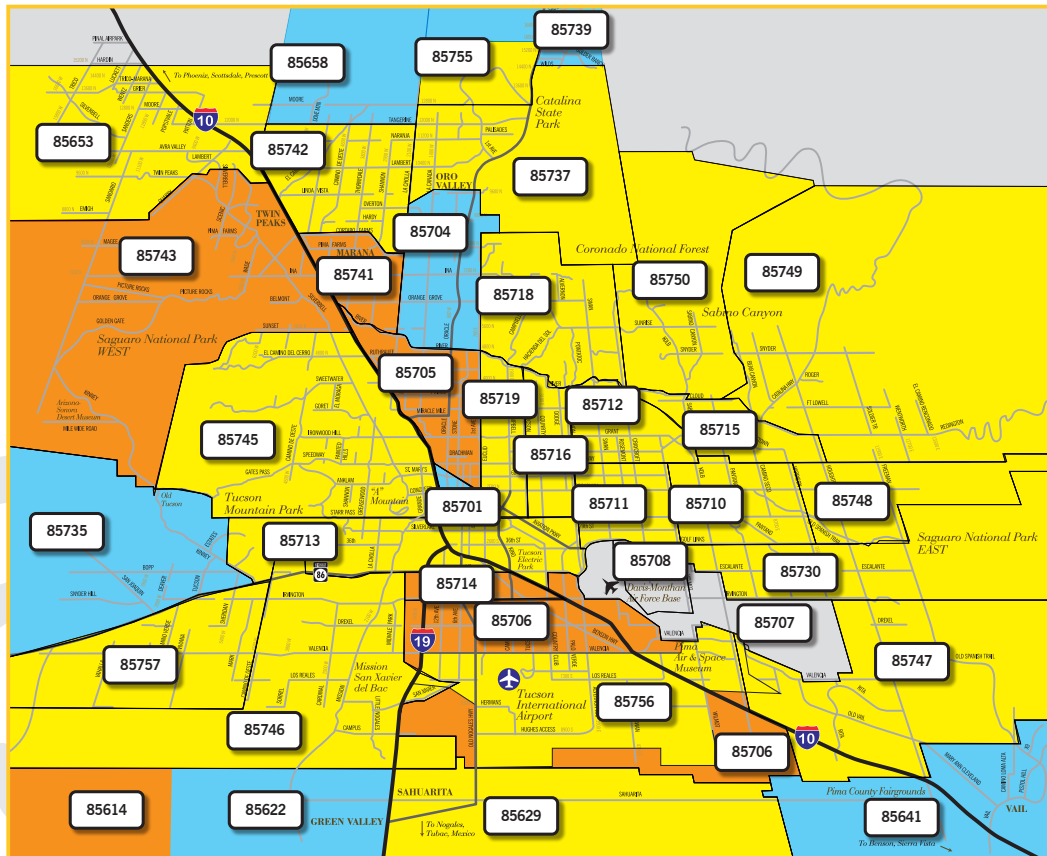
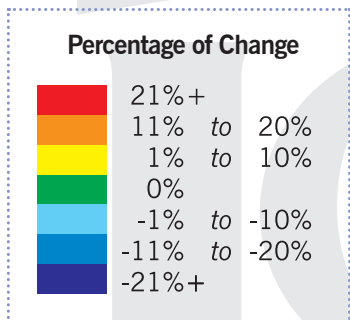
3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2016 - 05/31/2016. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2015-MAY 2015 TO MAR 2016-MAY 2016

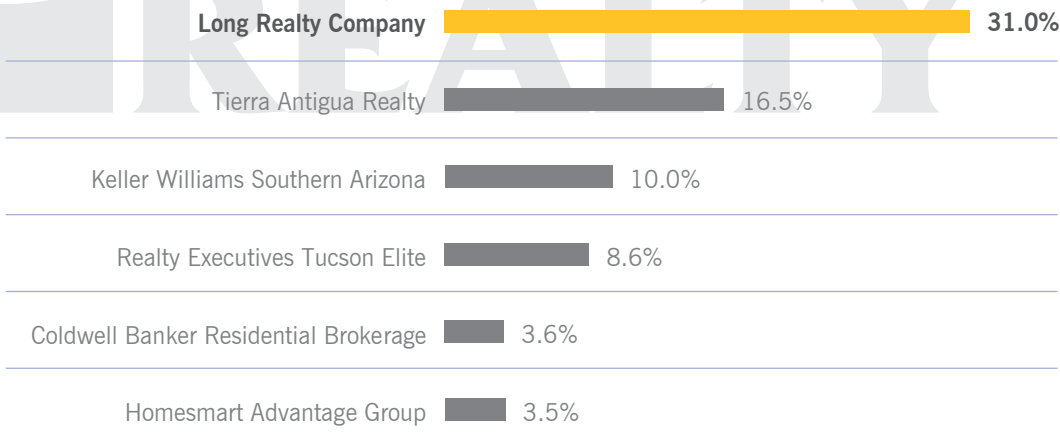
*This heat map represents the percentage of change in Tucson metro median sales prices from March 2015-May 2015 to March 2016-May 2016 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

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

*Data Obtained 06/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2015 – 05/31/2016 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 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.