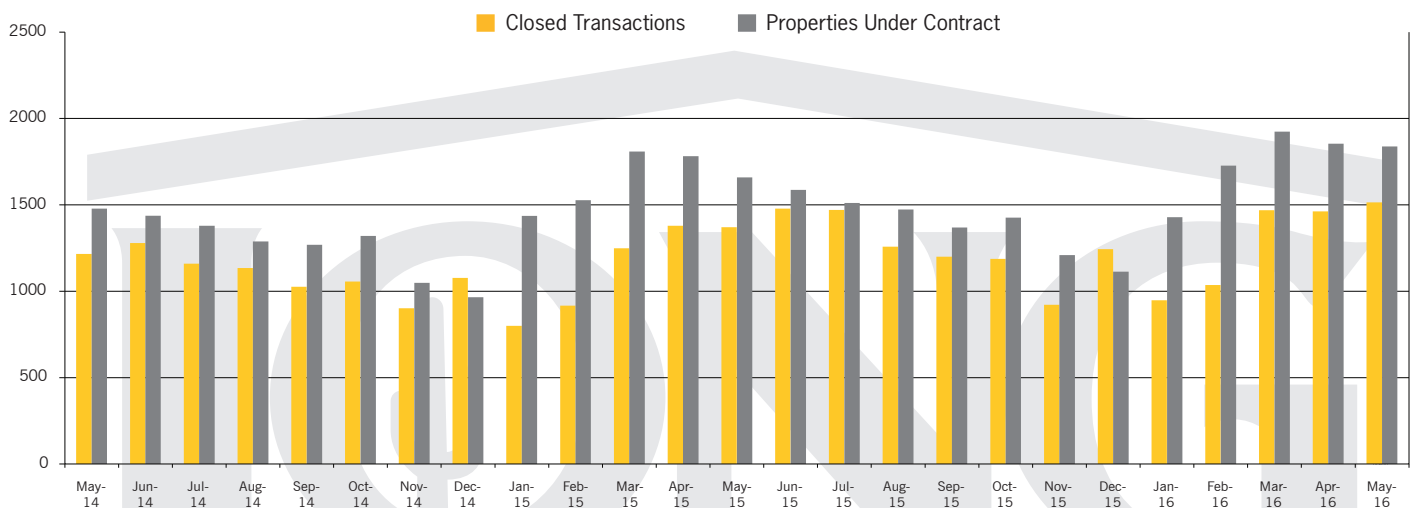




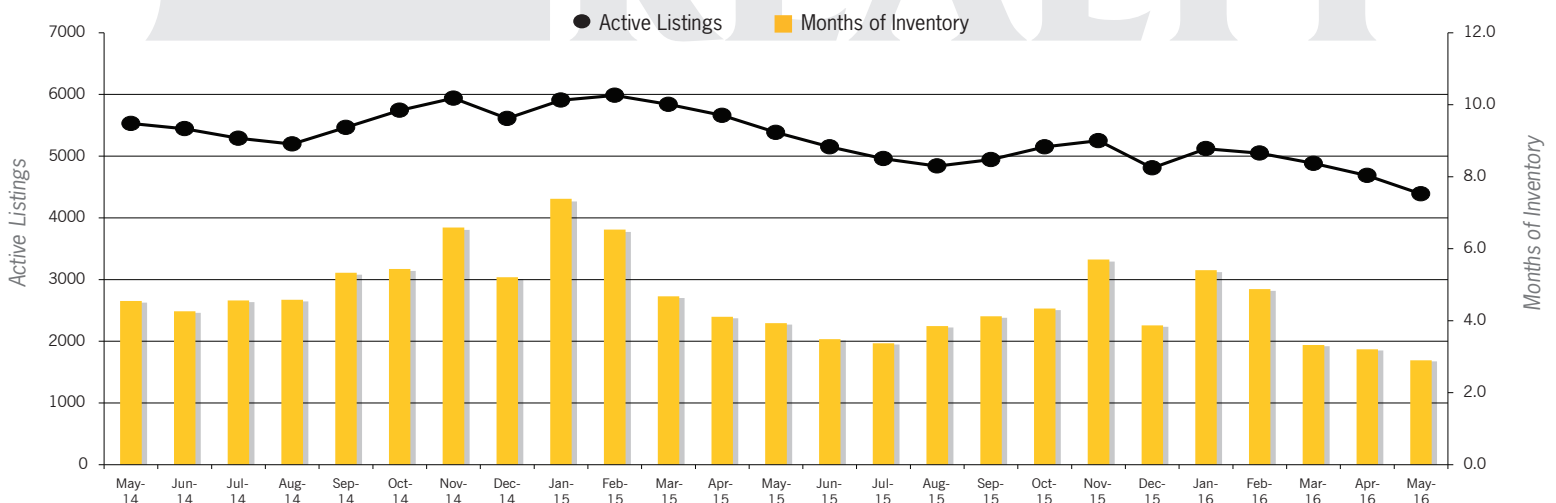
## Tucson Metro | June 2016

In the Tucson Main Market area, May 2016 active inventory was 4,388, an 18% decrease from May 2015. There were 1,515 closings in May 2016, an 11% increase from May 2015. Year-to-date 2016 there were 6,700 closings, an 11% increase from year-to-date 2015. Months of Inventory was 2.9, down from 3.9 in May 2015. Median price of sold homes was \$179,000 for the month of May 2016, up 4% from May 2015. The Tucson Main Market area had 1,838 new properties under contract in May 2016, up 11% from May 2015.

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



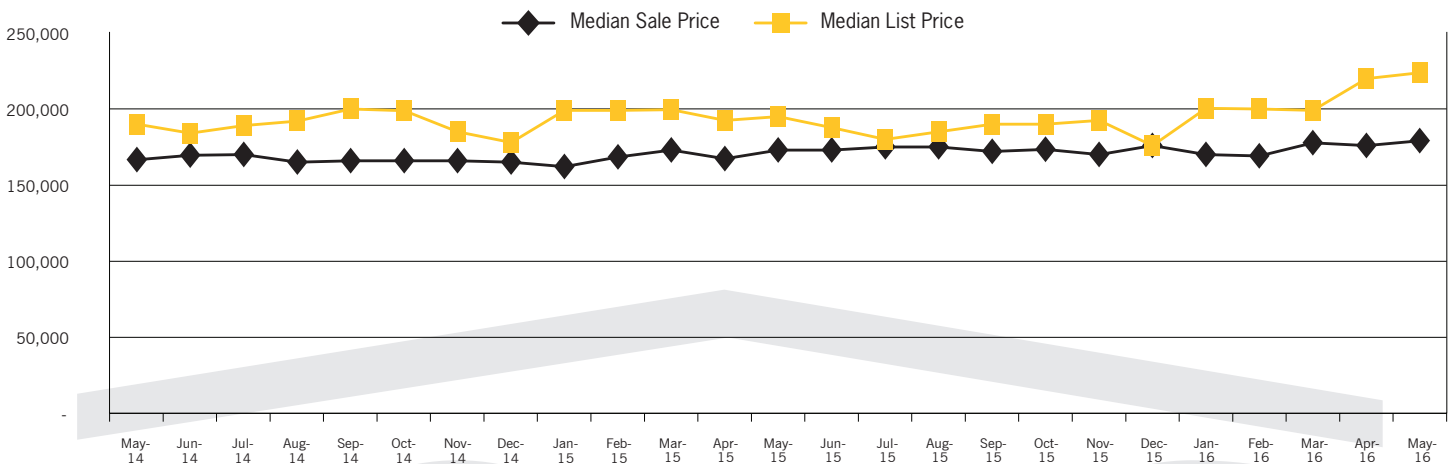
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



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



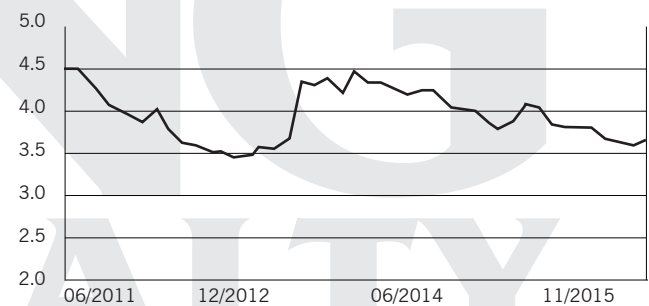
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



## 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	3.800%	\$765.80
2016	\$179,000	3.600%	\$773.12

## 30 YEAR FIXED MORTGAGE RATE

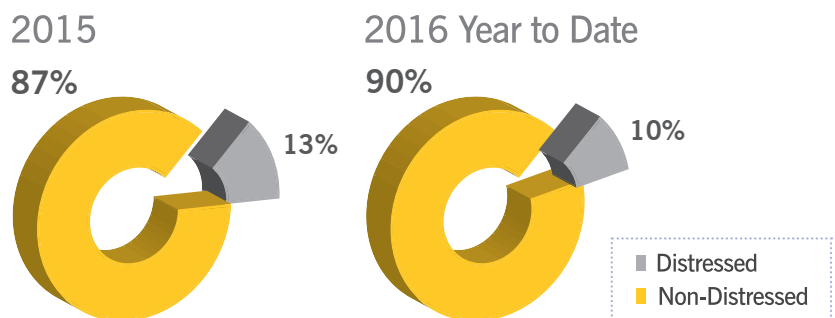


Source: Residential median sales prices. Data obtained 06/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16			
\$1 - 49,999	84	49	37	42	33	41	35	2.4	2.4	Seller
\$50,000 - 74,999	147	52	53	45	70	52	44	3.3	2.8	Seller
\$75,000 - 99,999	228	83	69	61	71	87	86	2.7	3.0	Seller
\$100,000 - 124,999	222	110	116	107	147	146	139	1.6	1.7	Seller
\$125,000 - 149,999	344	181	127	165	216	206	193	1.8	1.9	Seller
\$150,000 - 174,999	341	157	133	155	209	217	218	1.6	1.7	Seller
\$175,000 - 199,999	386	149	100	120	180	172	181	2.1	2.3	Seller
\$200,000 - 224,999	243	91	71	76	120	94	106	2.3	2.4	Seller
\$225,000 - 249,999	275	75	52	74	120	91	103	2.7	2.9	Seller
\$250,000 - 274,999	222	68	39	51	74	81	91	2.4	2.9	Seller
\$275,000 - 299,999	221	50	29	28	46	58	65	3.4	4.3	Slightly Seller
\$300,000 - 349,999	319	64	57	60	75	90	88	3.6	3.9	Seller
\$350,000 - 399,999	291	56	32	34	52	56	57	5.1	5.2	Balanced
\$400,000 - 499,999	310	46	40	24	43	66	53	5.8	6.2	Balanced
\$500,000 - 599,999	224	29	26	21	32	26	25	9.0	8.6	Buyer
\$600,000 - 699,999	129	13	9	9	13	17	12	10.8	9.5	Buyer
\$700,000 - 799,999	103	5	6	7	10	5	8	12.9	12.2	Buyer
\$800,000 - 899,999	73	2	4	4	6	2	6	12.2	16.4	Buyer
\$900,000 - 999,999	58	2	3	2	3	8	0	n/a	15.5	Buyer
\$1,000,000 - and over	168	5	8	4	7	11	5	33.6	23.1	Buyer
<b>TOTAL</b>	<b>4,388</b>	<b>1,287</b>	<b>1,011</b>	<b>1,089</b>	<b>1,527</b>	<b>1,526</b>	<b>1,515</b>	<b>2.9</b>	<b>3.1</b>	<b>Seller</b>

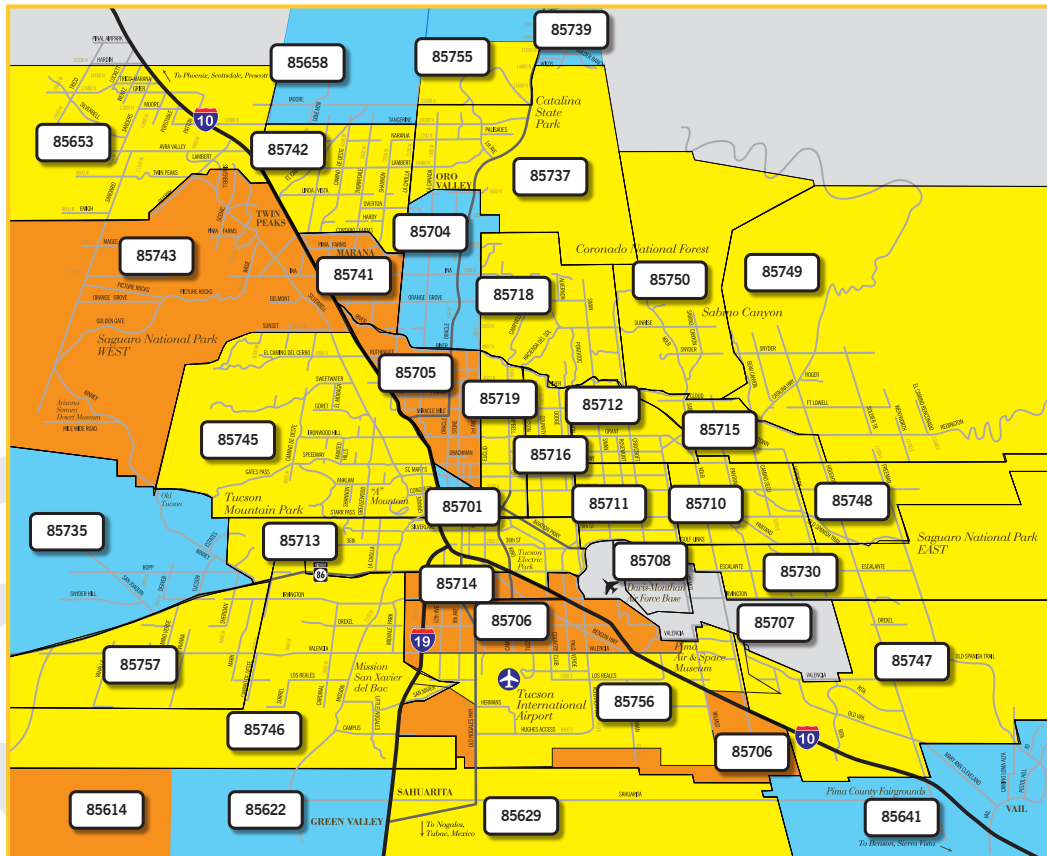
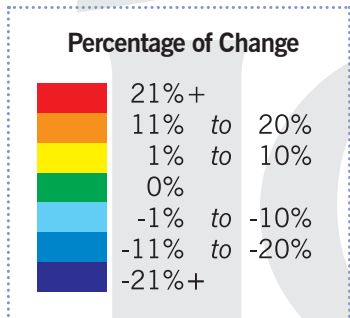




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2015-MAY 2015 TO  
 MAR 2016-MAY 2016

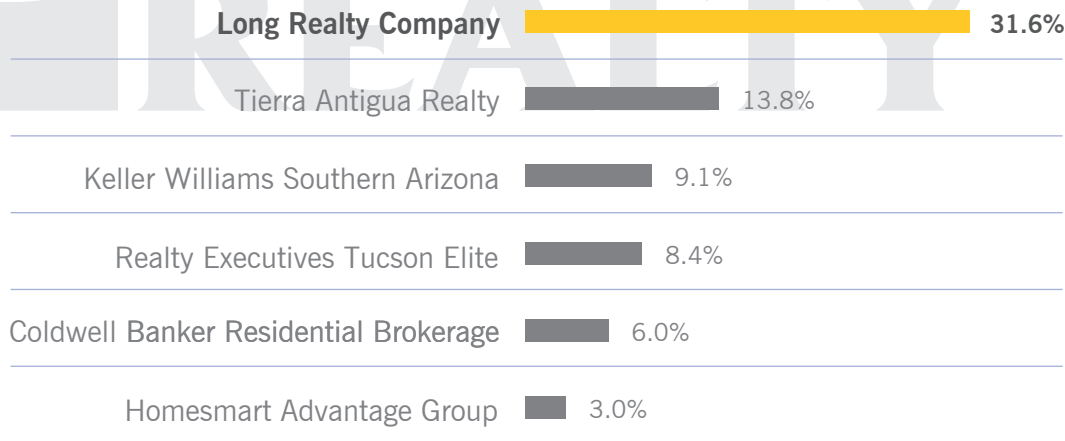
*This heat map represents the percentage of change in Tucson metro median sales prices from March 2015-May 2015 to March 2016-May 2016 by zip code.*



## MARKET SHARE – TUCSON METRO

*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 Metro Housing Report is comprised of data for residential properties in MLSSAZ 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 MLSSAZ and GVARMLS on 06/03/2016. Information is believed to be reliable, but not guaranteed.*