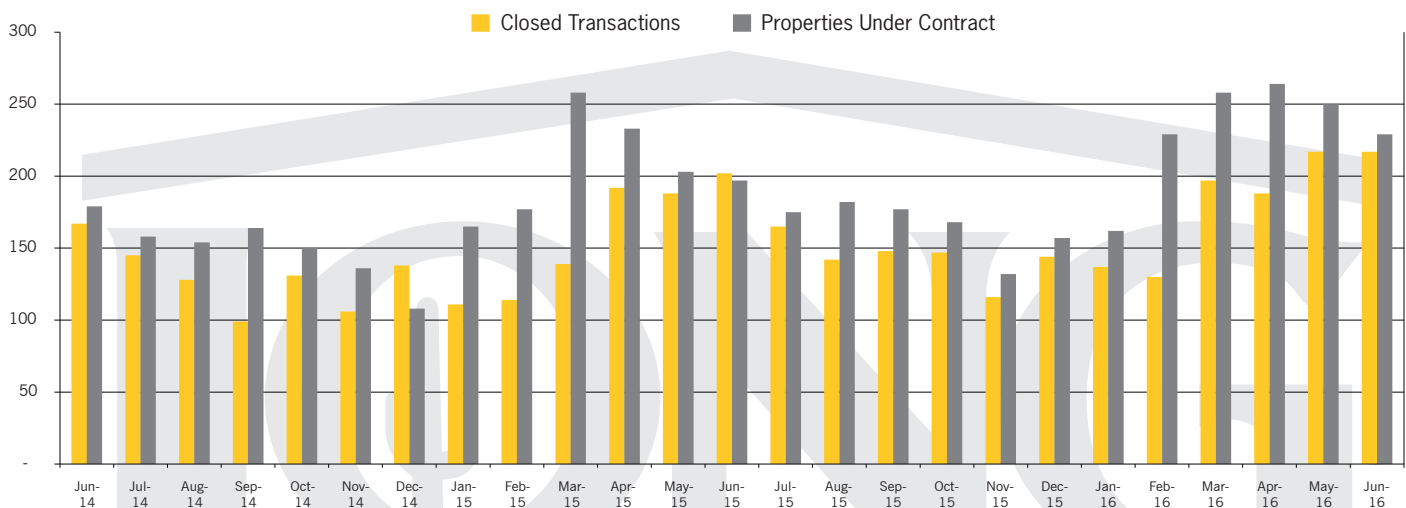




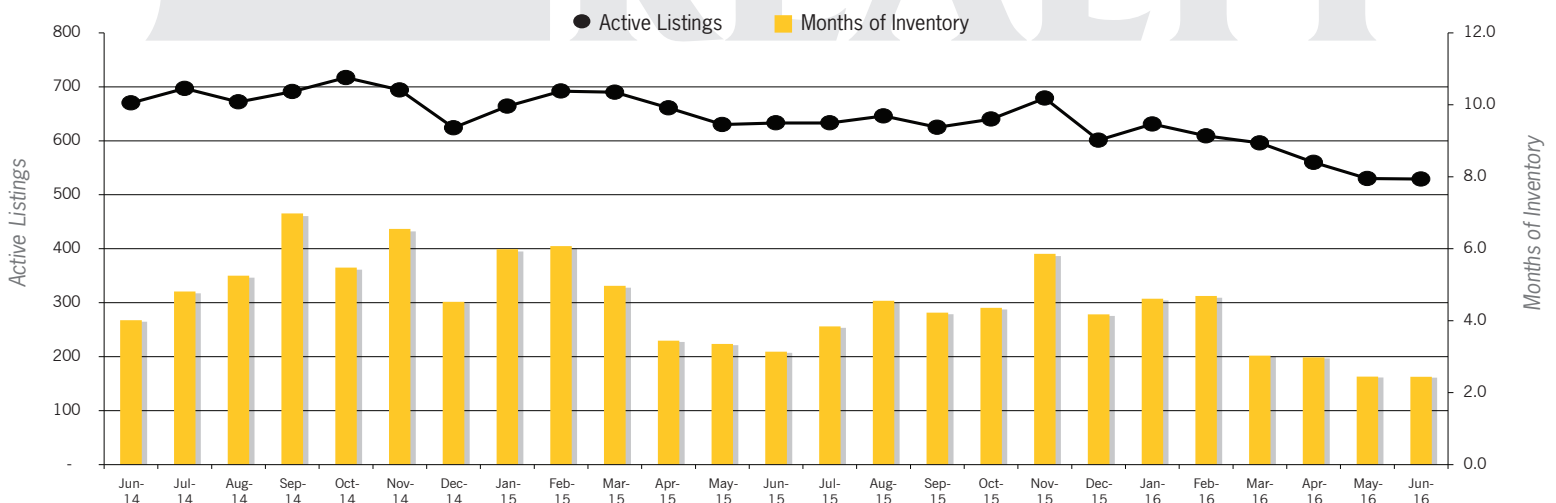
## Tucson Central | July 2016

In the Tucson Central area, June 2016 active inventory was 529, a 16% decrease from June 2015. There were 217 closings in June 2016, a 7% increase from June 2015. Year-to-date 2016 there were 1,122 closings, a 12% increase from year-to-date 2015. Months of Inventory was 2.4, down from 3.1 in June 2015. Median price of sold homes was \$160,000 for the month of June 2016, up 3% from June 2015. The Tucson Central area had 229 new properties under contract in June 2016, up 16% from June 2015.

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



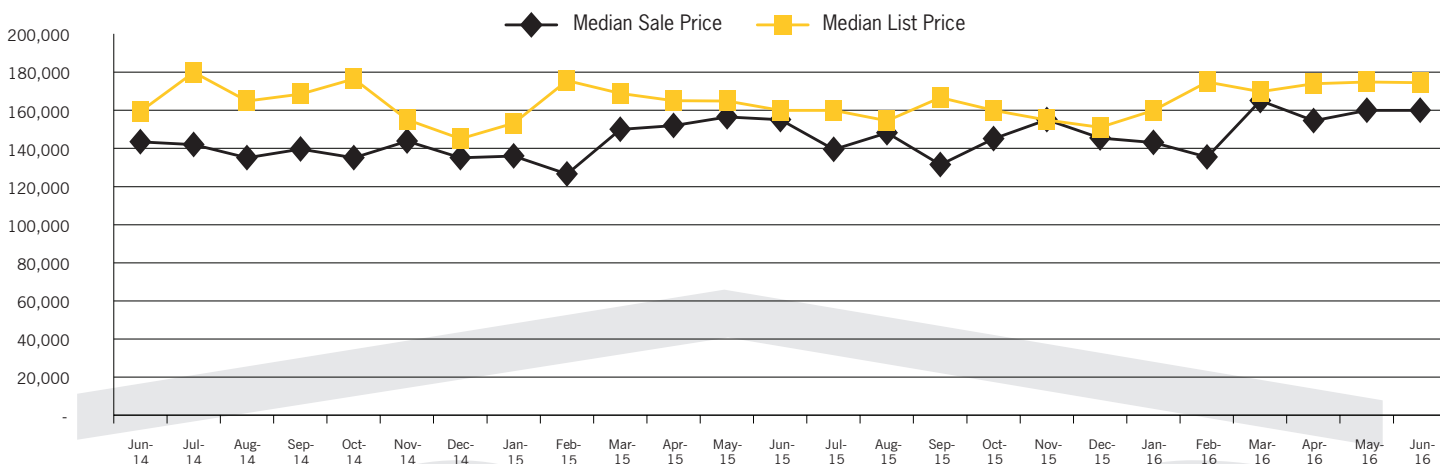
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 07/06/2016 is believed to be reliable, but not guaranteed.*



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

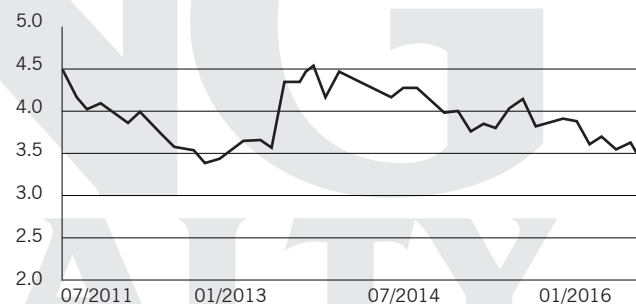


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2015	\$155,000	4.000%	\$702.99
2016	\$160,000	3.500%	\$682.55

Source: Residential median sales prices. Data obtained 07/06/2016 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.

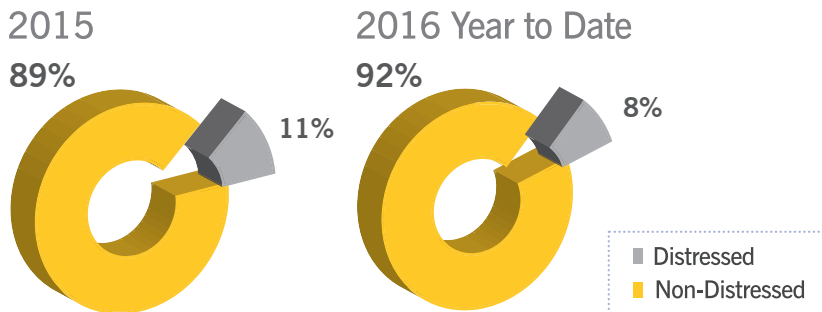
## 30 YEAR FIXED MORTGAGE RATE



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
		Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16			
\$1 - 49,999	16	8	6	5	2	2	4	4.0	6.3	Balanced
\$50,000 - 74,999	11	10	8	13	13	11	11	1.0	1.1	Seller
\$75,000 - 99,999	32	13	13	13	19	15	20	1.6	2.2	Seller
\$100,000 - 124,999	34	27	24	28	31	36	27	1.3	1.3	Seller
\$125,000 - 149,999	75	19	27	28	27	32	35	2.1	2.4	Seller
\$150,000 - 174,999	86	19	18	24	26	39	32	2.7	2.2	Seller
\$175,000 - 199,999	48	7	10	21	31	22	19	2.5	2.3	Seller
\$200,000 - 224,999	35	11	6	14	8	14	13	2.7	3.0	Seller
\$225,000 - 249,999	31	4	11	13	10	12	13	2.4	2.9	Seller
\$250,000 - 274,999	26	4	4	9	7	11	12	2.2	2.2	Seller
\$275,000 - 299,999	25	6	2	9	4	9	11	2.3	3.1	Seller
\$300,000 - 349,999	32	5	3	9	8	8	7	4.6	4.0	Slightly Seller
\$350,000 - 399,999	23	3	1	4	2	5	3	7.7	8.3	Slightly Buyer
\$400,000 - 499,999	20	7	1	6	6	5	3	6.7	4.1	Slightly Seller
\$500,000 - 599,999	17	0	0	4	3	3	3	5.7	5.7	Balanced
\$600,000 - 699,999	3	1	0	0	1	0	0	n/a	6.0	Balanced
\$700,000 - 799,999	3	0	0	1	0	1	2	1.5	4.0	Seller
\$800,000 - 899,999	6	0	0	1	0	0	1	6.0	15.0	Buyer
\$900,000 - 999,999	2	0	0	0	1	0	0	n/a	6.0	Balanced
\$1,000,000 - and over	4	1	0	0	0	0	1	4.0	13.0	Buyer
<b>TOTAL</b>	<b>529</b>	<b>145</b>	<b>134</b>	<b>202</b>	<b>199</b>	<b>225</b>	<b>217</b>	<b>2.4</b>	<b>2.5</b>	<b>Seller</b>

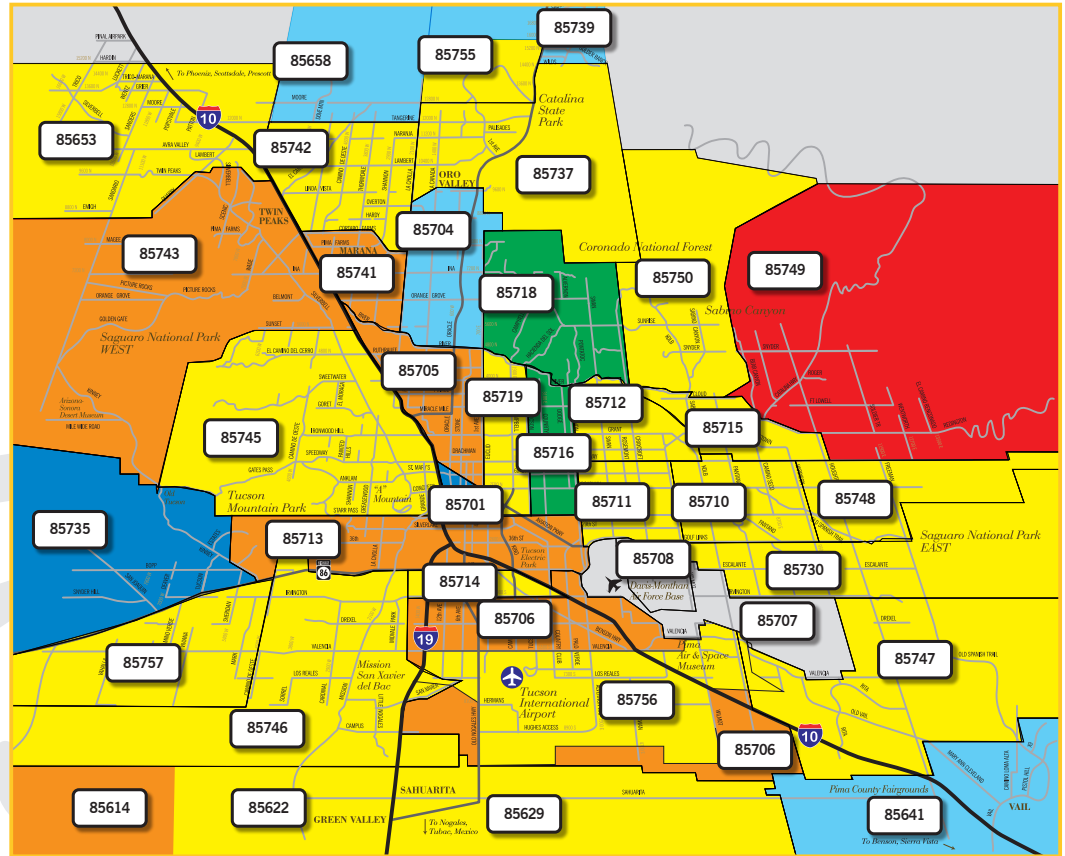




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2015-JUN 2015 TO  
 APR 2016-JUN 2016

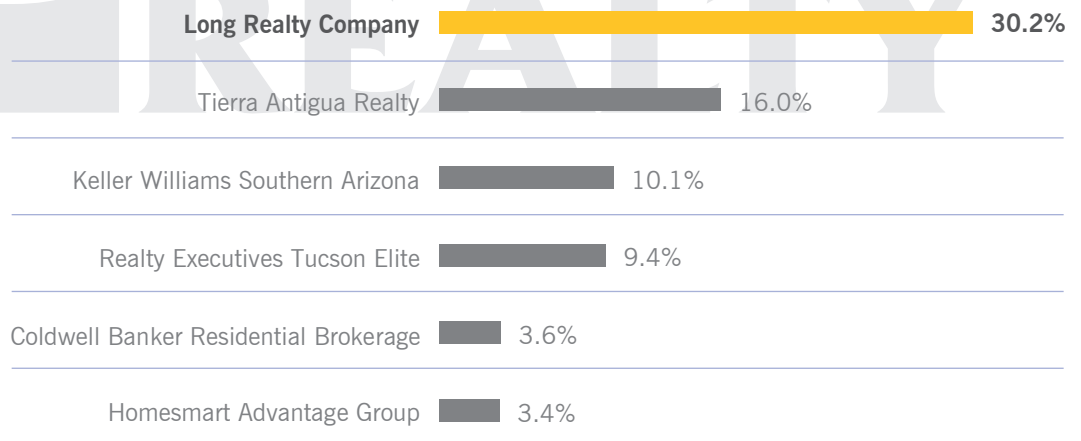
*This heat map represents the percentage of change in Tucson metro median sales prices from April 2015-June 2015 to April 2016-June 2016 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

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

*Data Obtained 07/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2015 – 06/30/2016 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.