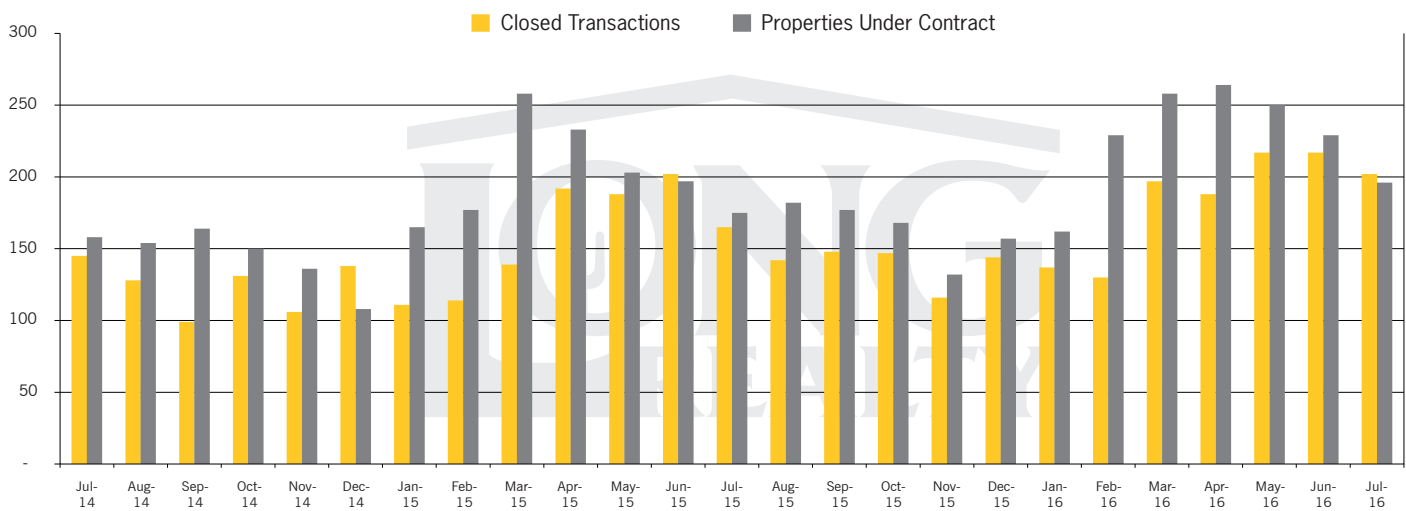




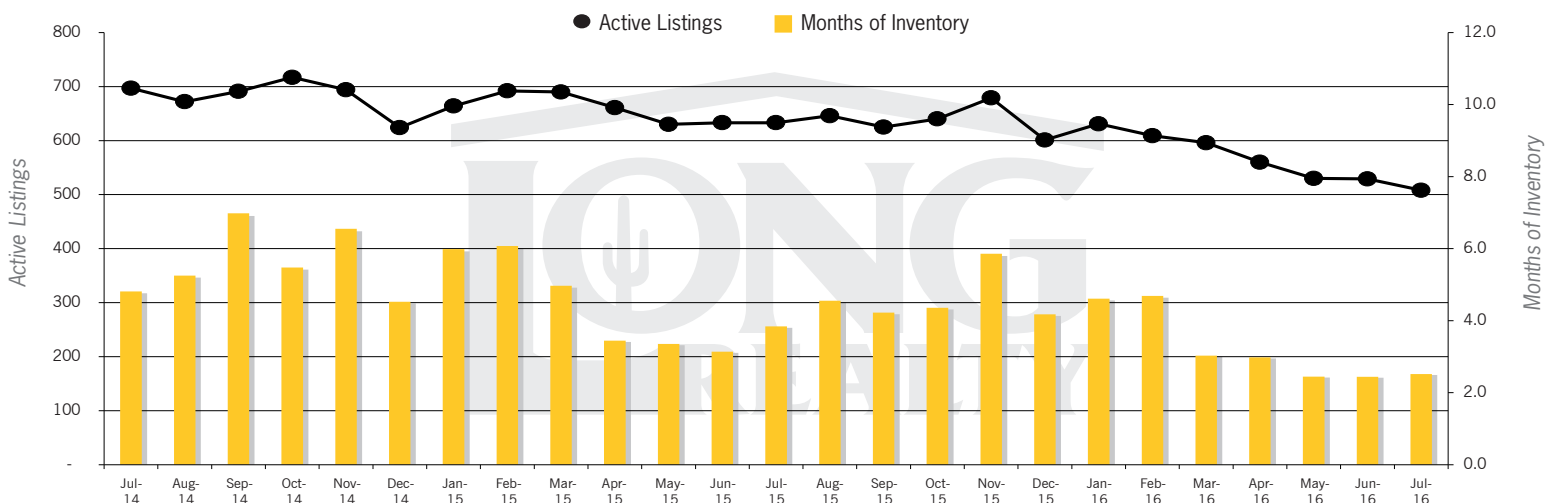
Tucson Central | August 2016

In the Tucson Central area, July 2016 active inventory was 508, a 20% decrease from July 2015. There were 202 closings in July 2016, a 22% increase from July 2015. Year-to-date 2016 there were 1,334 closings, a 14% increase from year-to-date 2015. Months of Inventory was 2.5, down from 3.8 in July 2015. Median price of sold homes was \$150,000 for the month of July 2016, up 8% from July 2015. The Tucson Central area had 196 new properties under contract in July 2016, up 12% from July 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON CENTRAL



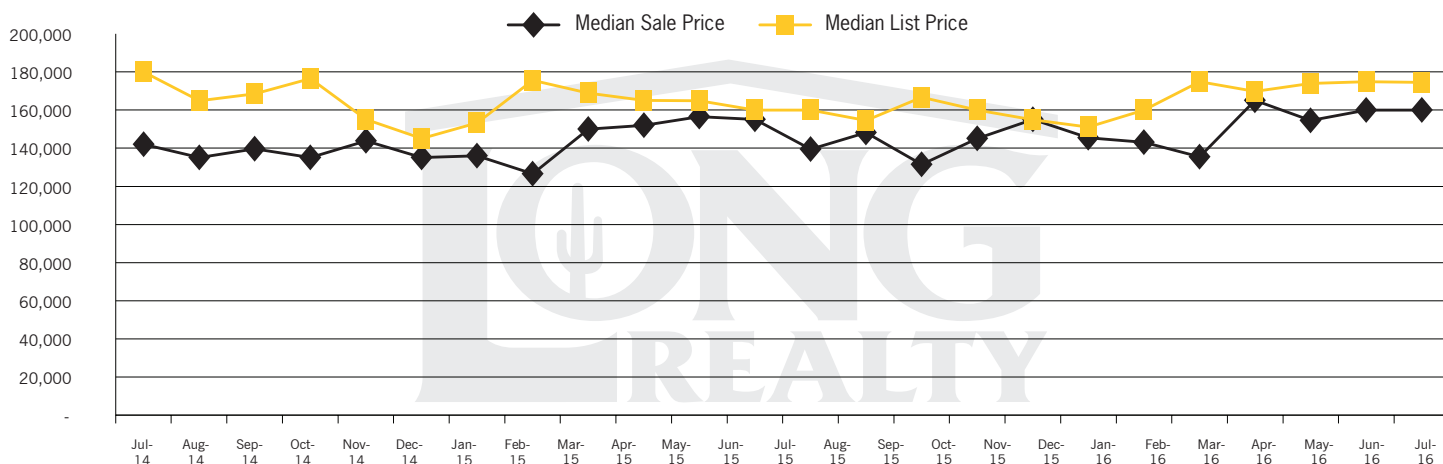
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 08/03/2016 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL

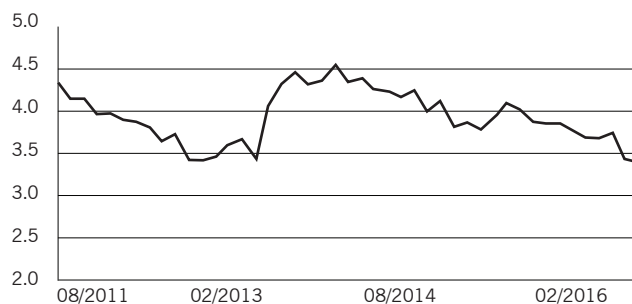


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2015	\$155,000	4.000%	\$702.99
2016	\$160,000	3.375%	\$671.99

Source: Residential median sales prices. Data obtained 08/03/2016 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.

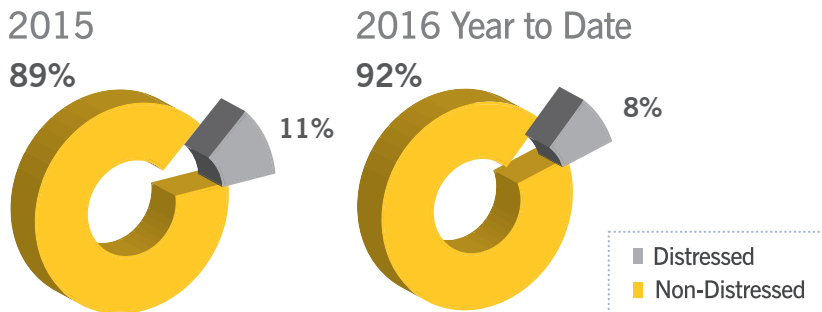
30 YEAR FIXED MORTGAGE RATE



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
		Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16			
\$1 - 49,999	14	6	5	2	2	4	2	7.0	5.9	Balanced
\$50,000 - 74,999	11	8	13	13	11	11	12	0.9	1.1	Seller
\$75,000 - 99,999	36	13	13	19	15	20	21	1.7	1.9	Seller
\$100,000 - 124,999	42	24	28	31	38	27	24	1.8	1.3	Seller
\$125,000 - 149,999	68	27	28	27	33	40	38	1.8	1.9	Seller
\$150,000 - 174,999	83	18	24	26	39	33	22	3.8	2.5	Seller
\$175,000 - 199,999	39	10	21	31	22	20	18	2.2	2.5	Seller
\$200,000 - 224,999	29	6	14	8	14	13	14	2.1	2.3	Seller
\$225,000 - 249,999	31	11	13	10	12	13	10	3.1	2.7	Seller
\$250,000 - 274,999	25	4	9	7	11	12	7	3.6	2.3	Seller
\$275,000 - 299,999	25	2	9	4	9	11	10	2.5	2.4	Seller
\$300,000 - 349,999	28	3	9	8	8	7	10	2.8	3.6	Seller
\$350,000 - 399,999	26	1	4	2	5	3	3	8.7	7.2	Slightly Buyer
\$400,000 - 499,999	18	1	6	6	5	3	6	3.0	4.0	Seller
\$500,000 - 599,999	14	0	4	3	3	3	3	4.7	5.6	Balanced
\$600,000 - 699,999	4	0	0	1	0	0	1	4.0	9.0	Buyer
\$700,000 - 799,999	1	0	1	0	1	2	1	1.0	2.0	Seller
\$800,000 - 899,999	6	0	1	0	0	1	0	n/a	16.0	Buyer
\$900,000 - 999,999	3	0	0	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	5	0	0	0	0	1	0	n/a	14.0	Buyer
TOTAL	508	134	202	199	228	224	202	2.5	2.4	Seller

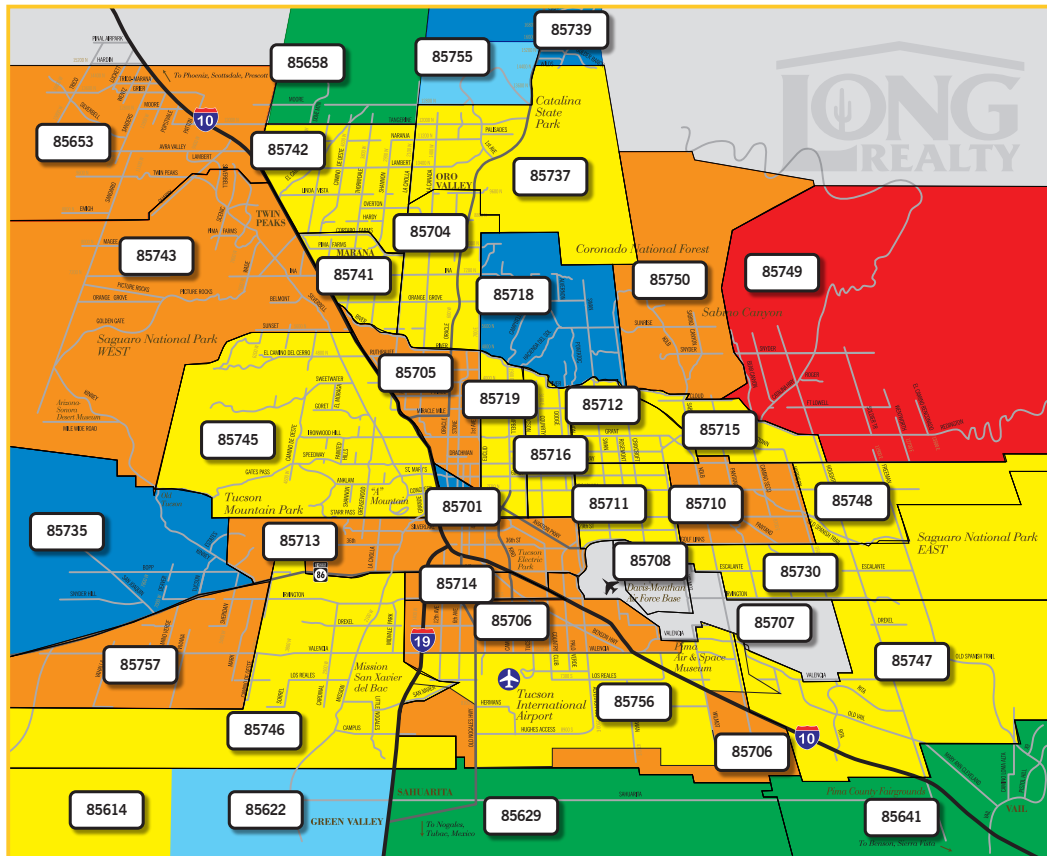
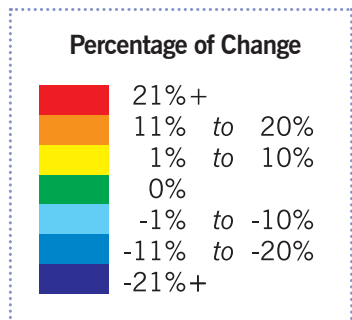




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO MAY 2016-JUL 2016

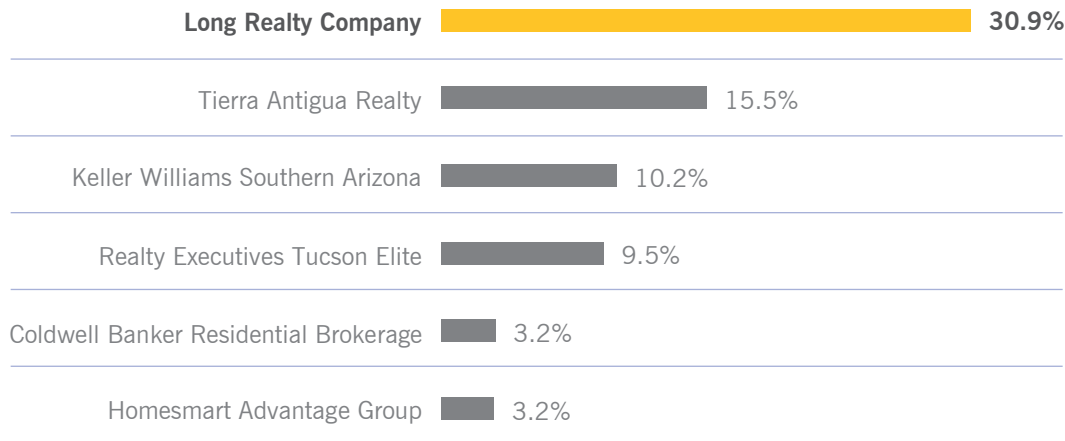
This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.



MARKET SHARE – TUCSON CENTRAL

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2015 – 07/31/2016 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.