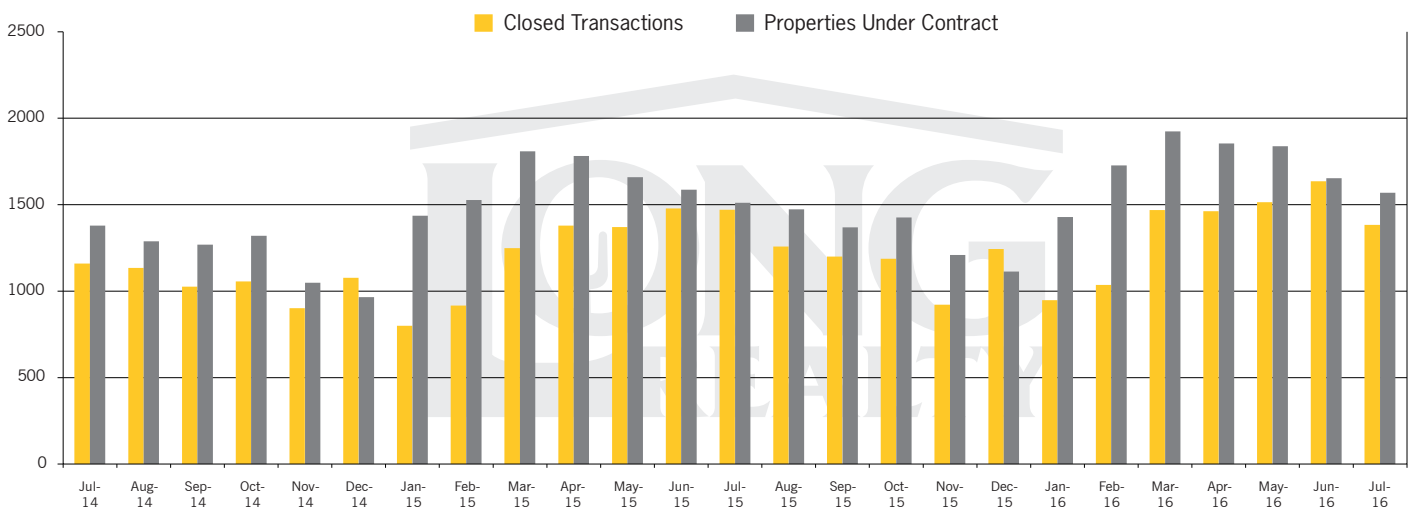




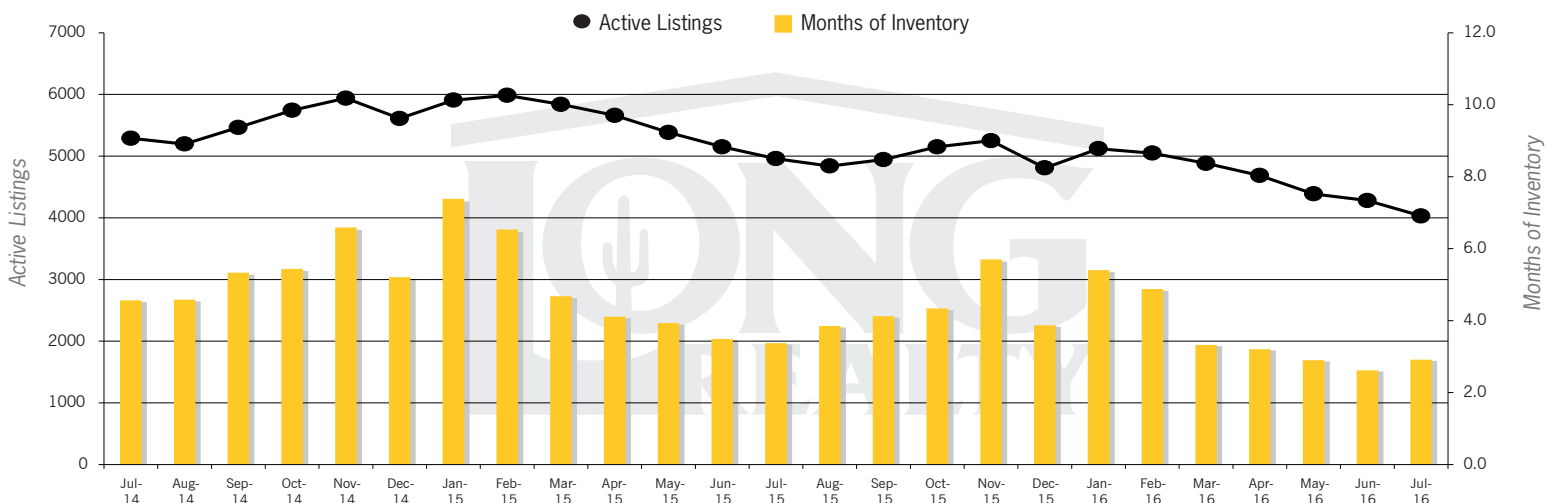
## Tucson Metro | August 2016

In the Tucson Main Market area, July 2016 active inventory was 4,030, a 19% decrease from July 2015. There were 1,384 closings in July 2016, a 6% decrease from July 2015. Year-to-date 2016 there were 9,855 closings, a 9% increase from year-to-date 2015. Months of Inventory was 2.9, down from 3.4 in July 2015. Median price of sold homes was \$181,000 for the month of July 2016, up 3% from July 2015. The Tucson Main Market area had 1,569 new properties under contract in July 2016, up 4% from July 2015.

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



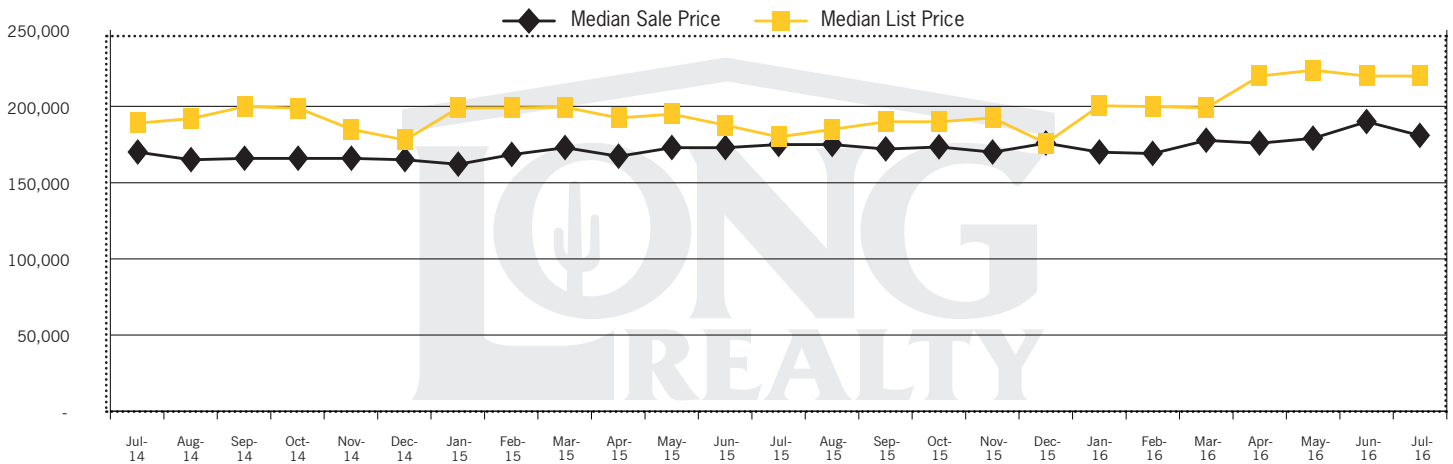
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 08/03/2016 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	\$175,000	4.000%	\$793.70
2016	\$181,000	3.375%	\$760.18

## 30 YEAR FIXED MORTGAGE RATE

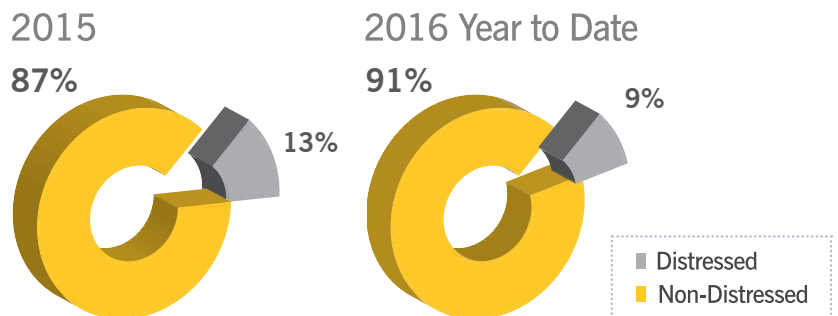


Source: Residential median sales prices. Data obtained 08/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16			
\$1 - 49,999	92	42	33	41	35	31	30	3.1	2.7	Seller
\$50,000 - 74,999	135	45	70	52	46	42	57	2.4	3.0	Seller
\$75,000 - 99,999	201	61	72	88	91	94	74	2.7	2.5	Seller
\$100,000 - 124,999	190	107	148	149	152	133	105	1.8	1.6	Seller
\$125,000 - 149,999	309	165	216	208	207	211	193	1.6	1.7	Seller
\$150,000 - 174,999	359	155	211	219	235	225	188	1.9	1.6	Seller
\$175,000 - 199,999	348	120	180	173	190	187	164	2.1	2.1	Seller
\$200,000 - 224,999	233	76	120	95	108	142	102	2.3	2.1	Seller
\$225,000 - 249,999	271	74	120	91	109	129	91	3.0	2.5	Seller
\$250,000 - 274,999	211	51	74	81	94	100	71	3.0	2.5	Seller
\$275,000 - 299,999	214	28	46	59	68	76	55	3.9	3.2	Seller
\$300,000 - 349,999	284	60	76	90	90	117	80	3.6	3.2	Seller
\$350,000 - 399,999	239	34	52	57	58	58	50	4.8	4.8	Slightly Seller
\$400,000 - 499,999	274	24	43	66	55	67	66	4.2	4.6	Slightly Seller
\$500,000 - 599,999	198	21	32	26	26	40	24	8.3	7.0	Slightly Buyer
\$600,000 - 699,999	127	9	13	17	11	18	14	9.1	9.2	Buyer
\$700,000 - 799,999	88	7	10	5	8	10	8	11.0	10.9	Buyer
\$800,000 - 899,999	62	4	6	2	6	9	1	62.0	12.4	Buyer
\$900,000 - 999,999	54	2	3	8	0	2	5	10.8	23.3	Buyer
\$1,000,000 - and over	141	4	7	11	5	14	6	23.5	18.5	Buyer
<b>TOTAL</b>	<b>4,030</b>	<b>1,089</b>	<b>1,532</b>	<b>1,538</b>	<b>1,594</b>	<b>1,705</b>	<b>1,384</b>	<b>2.9</b>	<b>2.7</b>	<b>Seller</b>



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/03/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2016 - 07/31/2016. Information is believed to be reliable, but not guaranteed.

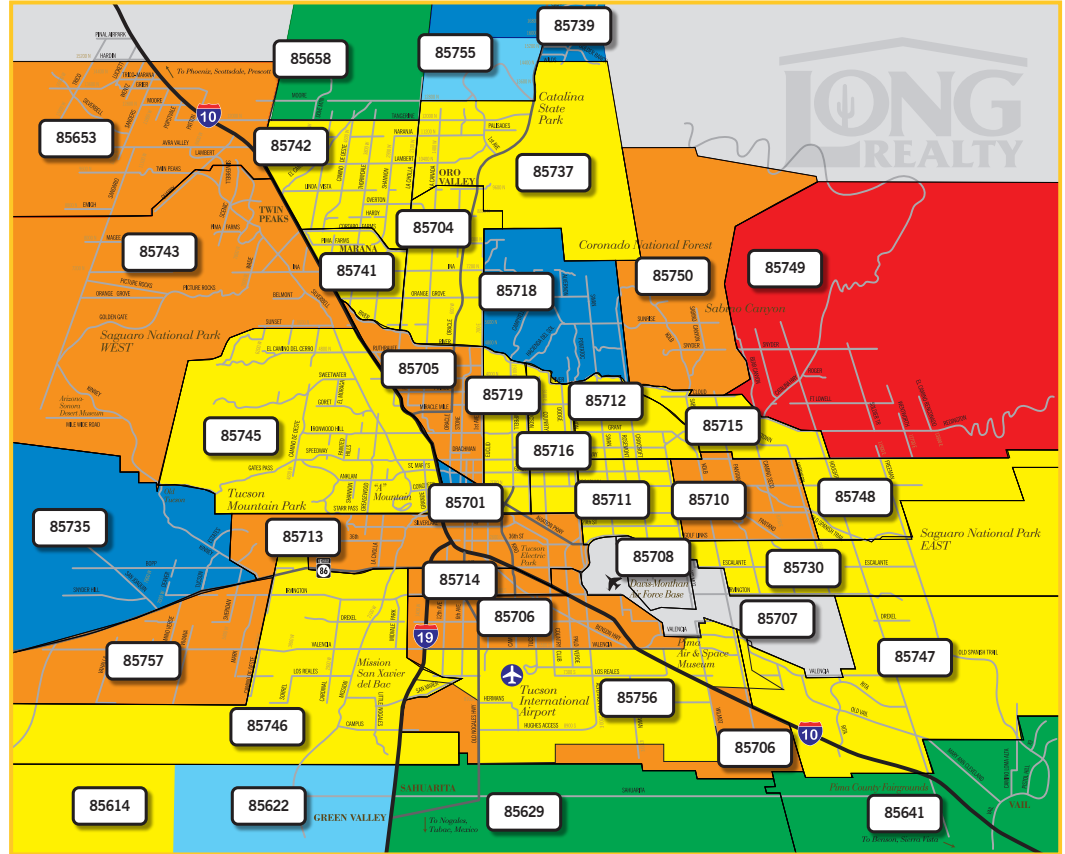


Tucson Metro | August 2016

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO  
 MAY 2016-JUL 2016

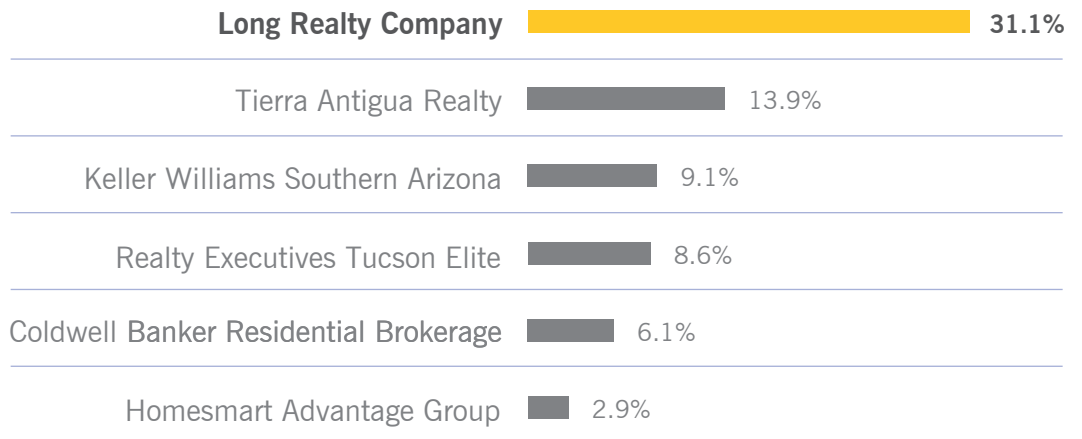
*This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.*



## MARKET SHARE – TUCSON METRO

*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 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.