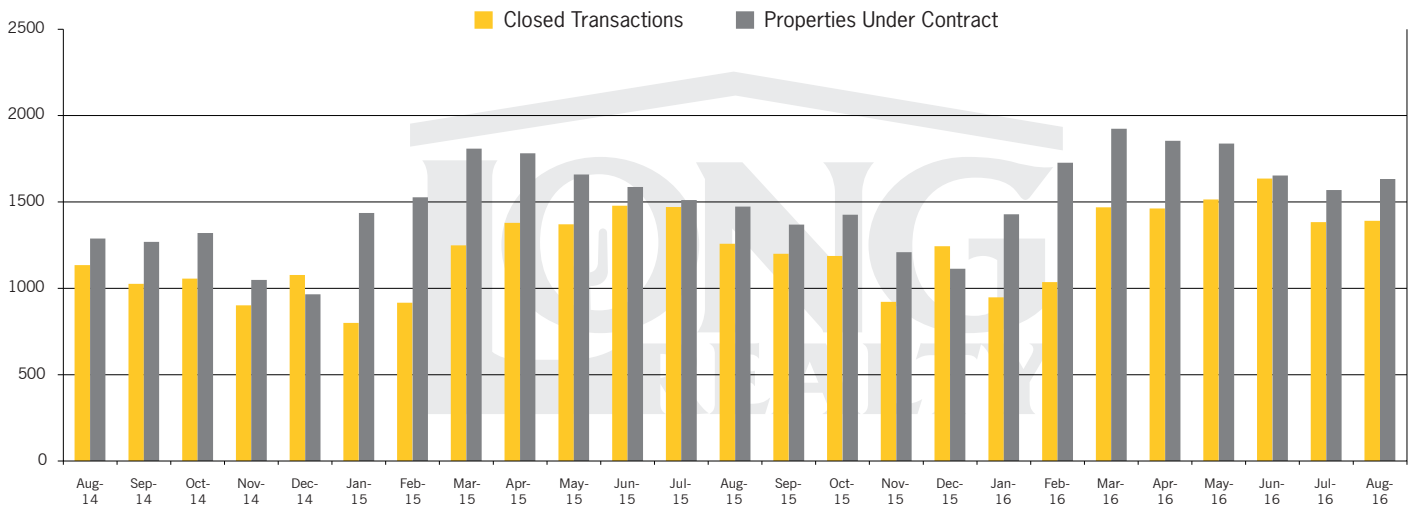




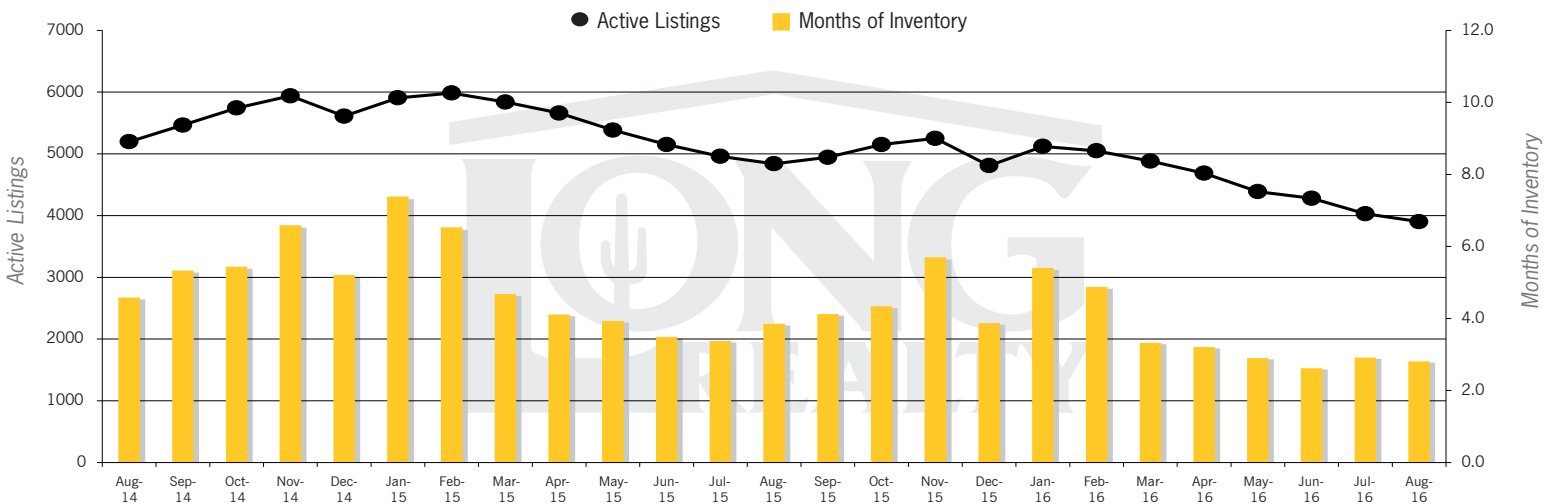
Tucson Metro | September 2016

In the Tucson Main Market area, August 2016 active inventory was 3,902, a 19% decrease from August 2015. There were 1,391 closings in August 2016, an 11% increase from August 2015. Year-to-date 2016 there were 11,379 closings, a 9% increase from year-to-date 2015. Months of Inventory was 2.8, down from 3.8 in August 2015. Median price of sold homes was \$185,000 for the month of August 2016, up 6% from August 2015. The Tucson Main Market area had 1,633 new properties under contract in August 2016, up 11% from August 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



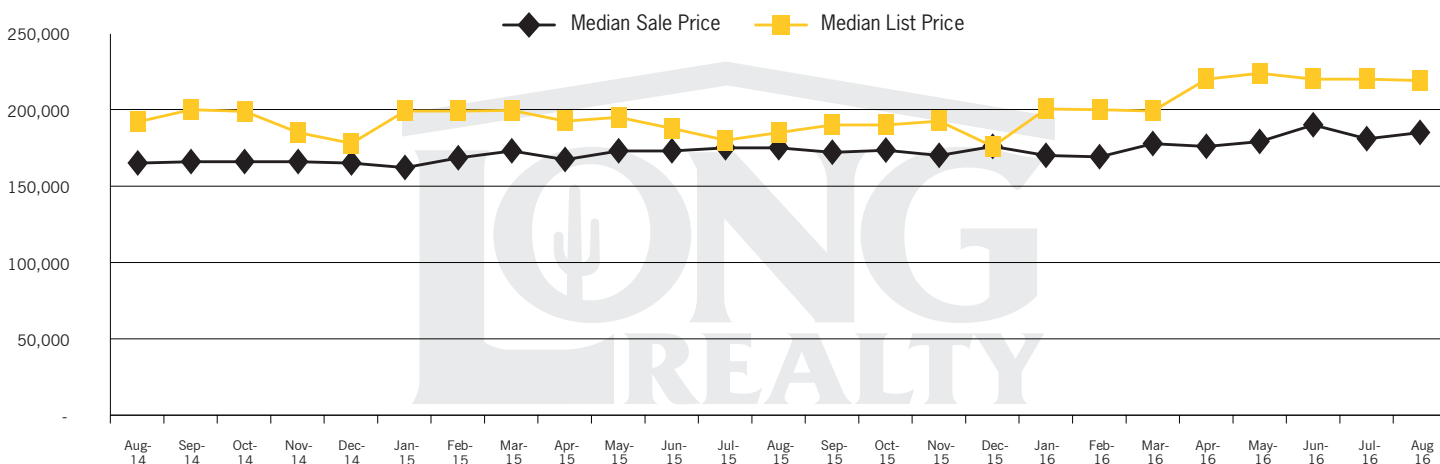
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 09/06/2016 is believed to be reliable, but not guaranteed.



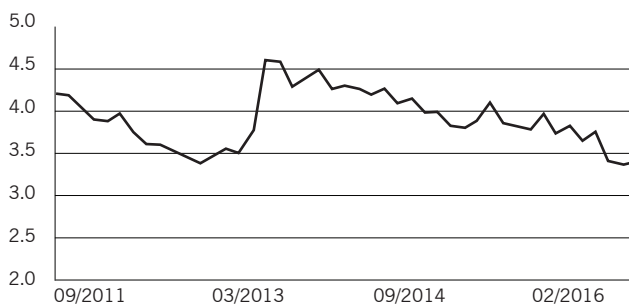
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



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	\$174,900	3.875%	\$781.32
2016	\$185,000	3.375%	\$776.98

30 YEAR FIXED MORTGAGE RATE

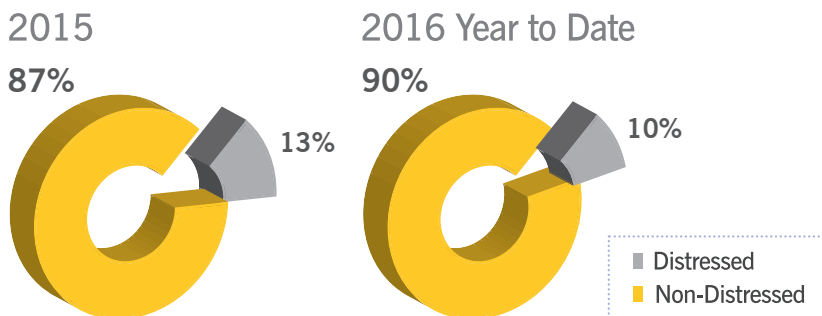


Source: Residential median sales prices. Data obtained 09/06/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16			
\$1 - 49,999	94	33	41	35	32	30	22	4.3	3.3	Seller
\$50,000 - 74,999	137	70	52	46	43	59	59	2.3	2.6	Seller
\$75,000 - 99,999	188	72	88	91	94	78	64	2.9	2.6	Seller
\$100,000 - 124,999	204	148	149	153	136	113	124	1.6	1.6	Seller
\$125,000 - 149,999	290	216	208	207	211	207	193	1.5	1.6	Seller
\$150,000 - 174,999	321	211	219	236	226	196	164	2.0	1.8	Seller
\$175,000 - 199,999	344	180	174	189	188	171	168	2.0	2.0	Seller
\$200,000 - 224,999	224	120	95	108	142	107	118	1.9	1.9	Seller
\$225,000 - 249,999	277	120	91	109	131	94	111	2.5	2.4	Seller
\$250,000 - 274,999	206	74	81	94	101	73	80	2.6	2.5	Seller
\$275,000 - 299,999	220	46	59	68	77	57	47	4.7	3.6	Seller
\$300,000 - 349,999	268	76	90	90	117	82	72	3.7	3.2	Seller
\$350,000 - 399,999	222	52	57	58	58	53	61	3.6	4.3	Slightly Seller
\$400,000 - 499,999	284	43	66	55	67	69	47	6.0	4.6	Slightly Seller
\$500,000 - 599,999	187	32	26	26	40	24	21	8.9	7.0	Slightly Buyer
\$600,000 - 699,999	121	13	17	11	18	14	13	9.3	8.6	Buyer
\$700,000 - 799,999	68	10	5	8	10	9	11	6.2	8.3	Slightly Buyer
\$800,000 - 899,999	53	6	2	6	9	1	3	17.7	13.8	Buyer
\$900,000 - 999,999	51	3	8	0	2	5	4	12.8	14.2	Buyer
\$1,000,000 - and over	143	7	11	5	14	6	9	15.9	15.1	Buyer
TOTAL	3,902	1,532	1,539	1,595	1,716	1,448	1,391	2.8	2.7	Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/06/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2016 - 08/31/2016. Information is believed to be reliable, but not guaranteed.

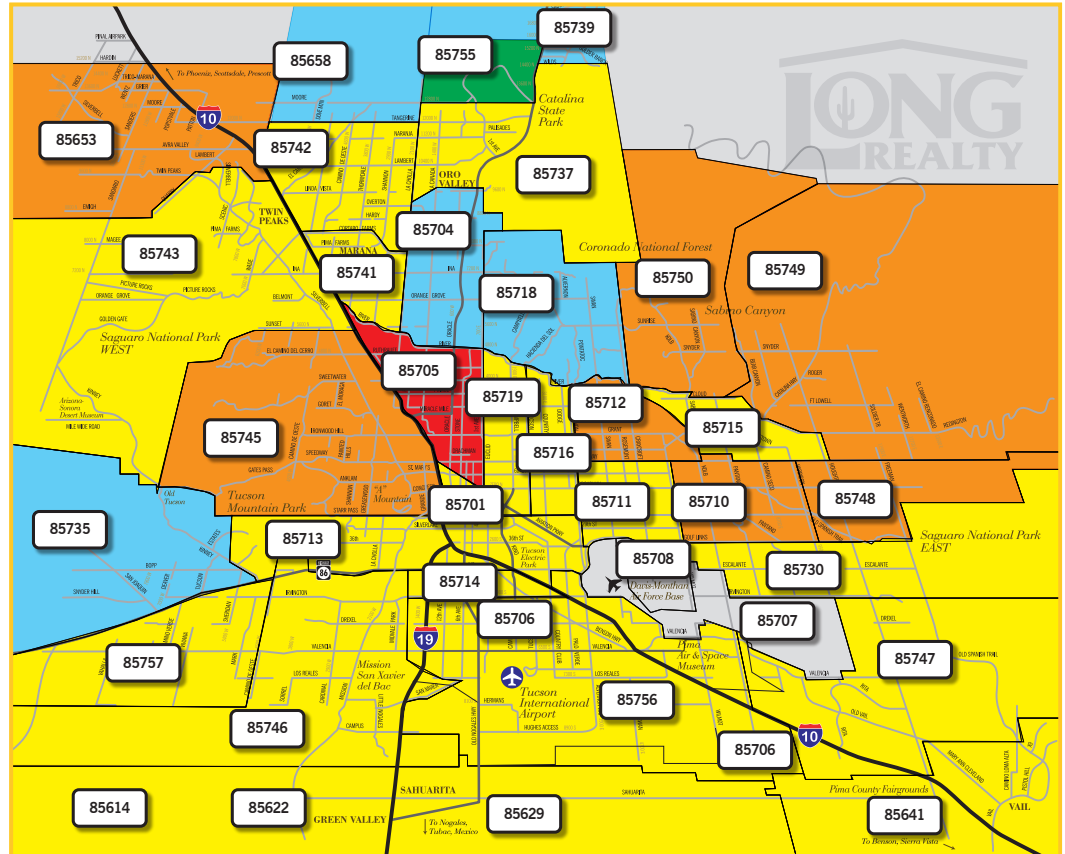


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2015-AUG 2015 TO JUN 2016-AUG 2016

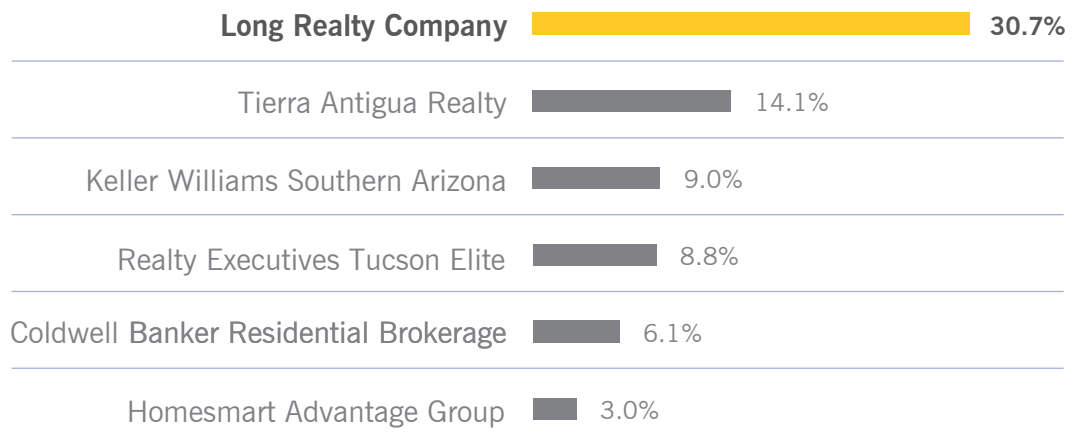
This heat map represents the percentage of change in Tucson metro median sales prices from June 2015-August 2015 to June 2016-August 2016 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2015 – 08/31/2016 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 09/06/2016. Information is believed to be reliable, but not guaranteed.