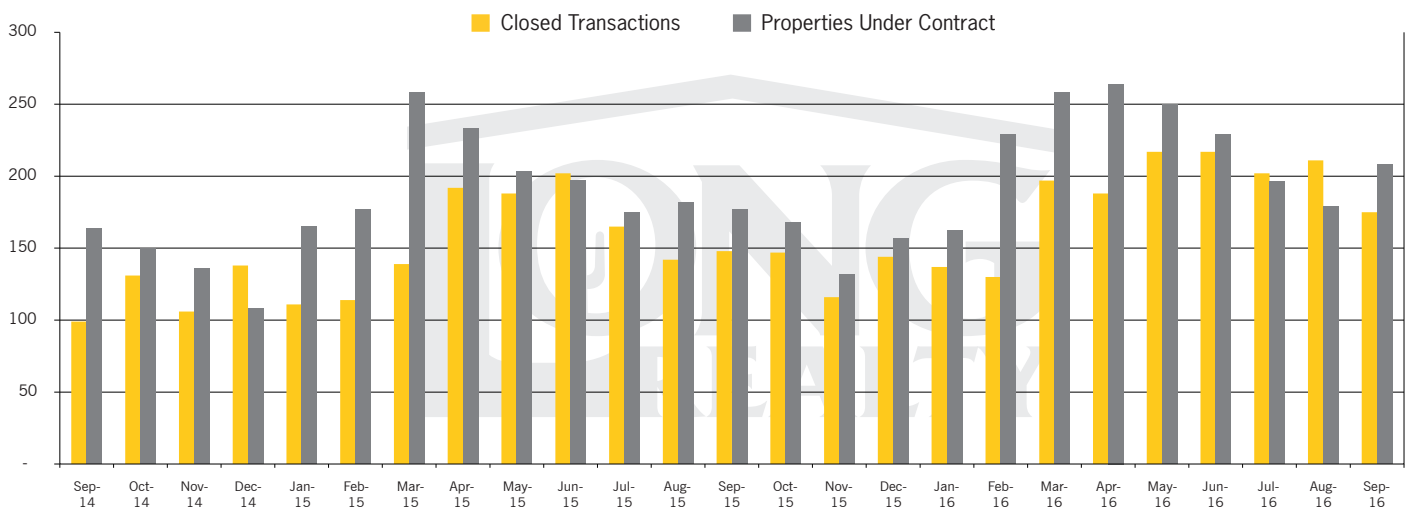




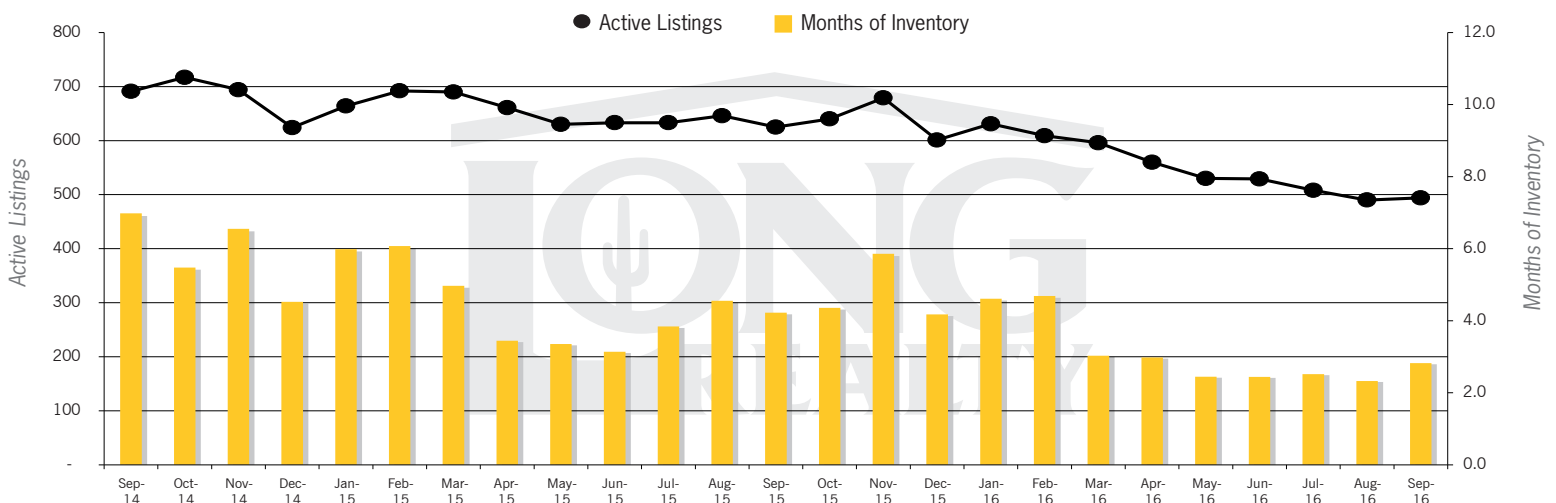
## Tucson Central | October 2016

In the Tucson Central area, September 2016 active inventory was 494, a 21% decrease from September 2015. There were 175 closings in September 2016, an 18% increase from September 2015. Year-to-date 2016 there were 1,716 closings, a 16% increase from year-to-date 2015. Months of Inventory was 2.8, down from 4.2 in September 2015. Median price of sold homes was \$152,000 for the month of September 2016, up 16% from September 2015. The Tucson Central area had 208 new properties under contract in September 2016, up 18% from September 2015.

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



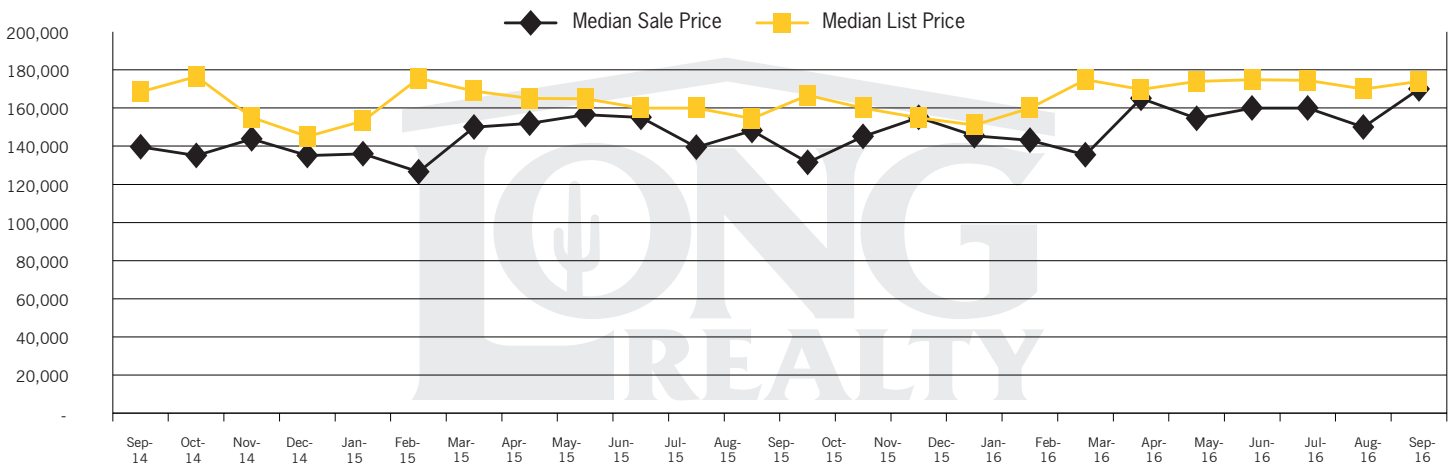
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 10/05/2016 is believed to be reliable, but not guaranteed.



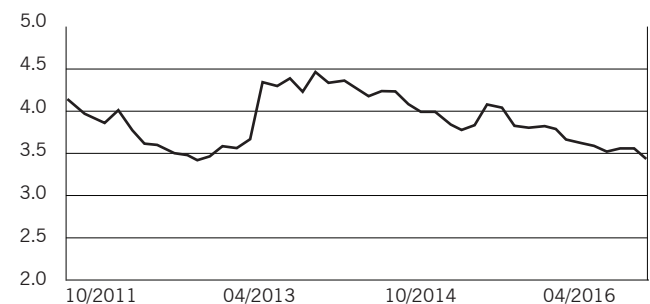
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



## 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	\$148,250	3.875%	\$662.27
2016	\$169,900	3.375%	\$713.57

## 30 YEAR FIXED MORTGAGE RATE

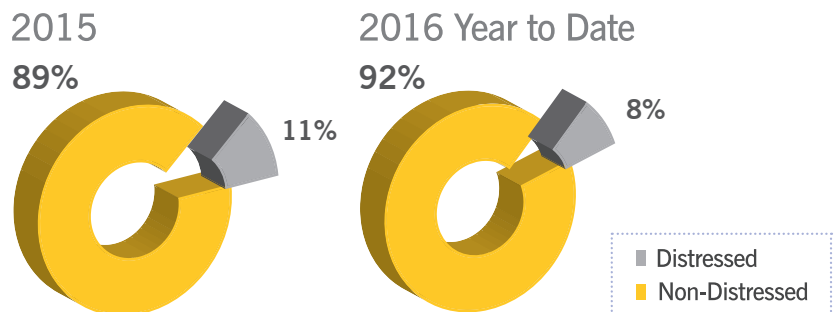


Source: Residential median sales prices. Data obtained 10/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16			
\$1 - 49,999	11	2	2	5	2	3	6	1.8	3.4	Seller
\$50,000 - 74,999	10	13	11	11	12	9	14	0.7	1.1	Seller
\$75,000 - 99,999	28	19	15	20	21	11	15	1.9	2.1	Seller
\$100,000 - 124,999	44	31	38	27	26	22	21	2.1	1.9	Seller
\$125,000 - 149,999	53	27	33	40	39	34	29	1.8	1.7	Seller
\$150,000 - 174,999	62	26	40	33	22	31	25	2.5	2.6	Seller
\$175,000 - 199,999	48	31	21	21	19	28	16	3.0	2.2	Seller
\$200,000 - 224,999	28	8	14	13	16	11	9	3.1	2.4	Seller
\$225,000 - 249,999	45	10	12	13	11	14	10	4.5	3.2	Seller
\$250,000 - 274,999	27	7	11	12	8	15	9	3.0	2.3	Seller
\$275,000 - 299,999	27	4	9	12	11	4	7	3.9	3.7	Seller
\$300,000 - 349,999	25	8	8	7	11	4	3	8.3	4.2	Slightly Seller
\$350,000 - 399,999	23	2	5	3	3	2	4	5.8	8.2	Slightly Buyer
\$400,000 - 499,999	27	6	5	3	6	3	2	13.5	6.0	Balanced
\$500,000 - 599,999	8	3	3	3	3	2	3	2.7	4.1	Slightly Seller
\$600,000 - 699,999	5	1	0	0	1	1	2	2.5	3.0	Seller
\$700,000 - 799,999	7	0	1	2	1	0	0	n/a	12.0	Buyer
\$800,000 - 899,999	7	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	6	0	0	1	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>494</b>	<b>199</b>	<b>228</b>	<b>227</b>	<b>212</b>	<b>194</b>	<b>175</b>	<b>2.8</b>	<b>2.6</b>	<b>Seller</b>

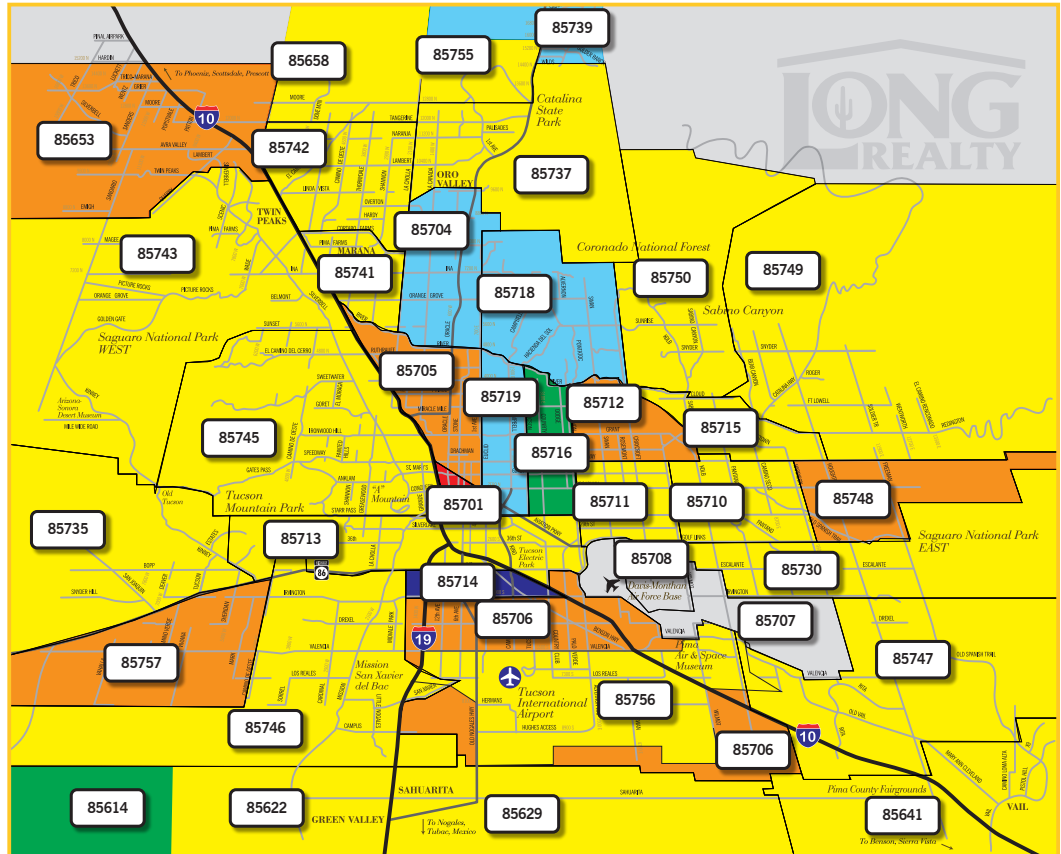
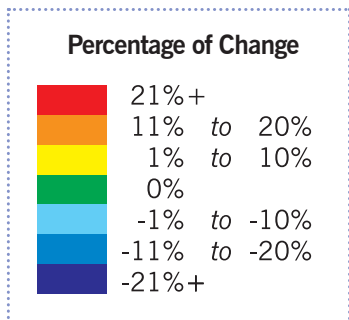




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2015-SEP 2015 TO JUL 2016-SEP 2016

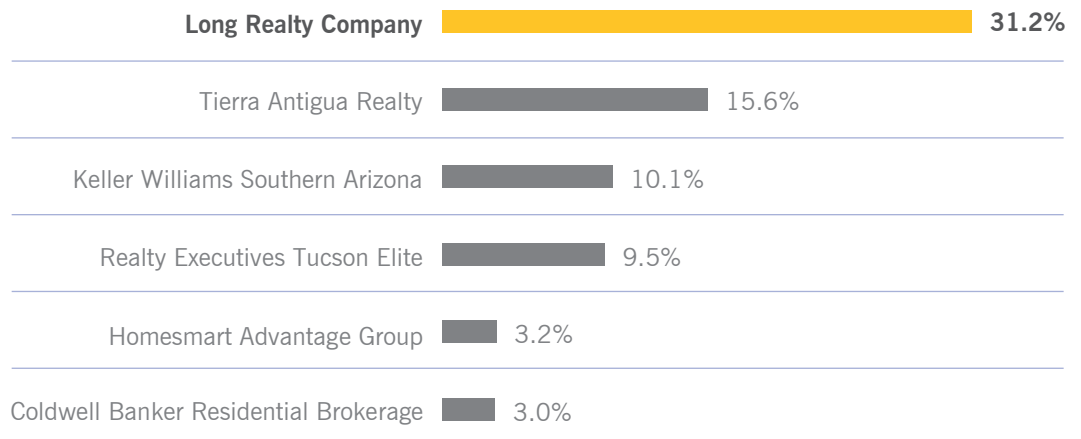
*This heat map represents the percentage of change in Tucson metro median sales prices from July 2015-September 2015 to July 2016-September 2016 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

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

*Data Obtained 10/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2015 – 09/30/2016 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.

*These statistics are based on information obtained from the MLSSAZ and GVARMLS on 10/05/2016. Information is believed to be reliable, but not guaranteed.*