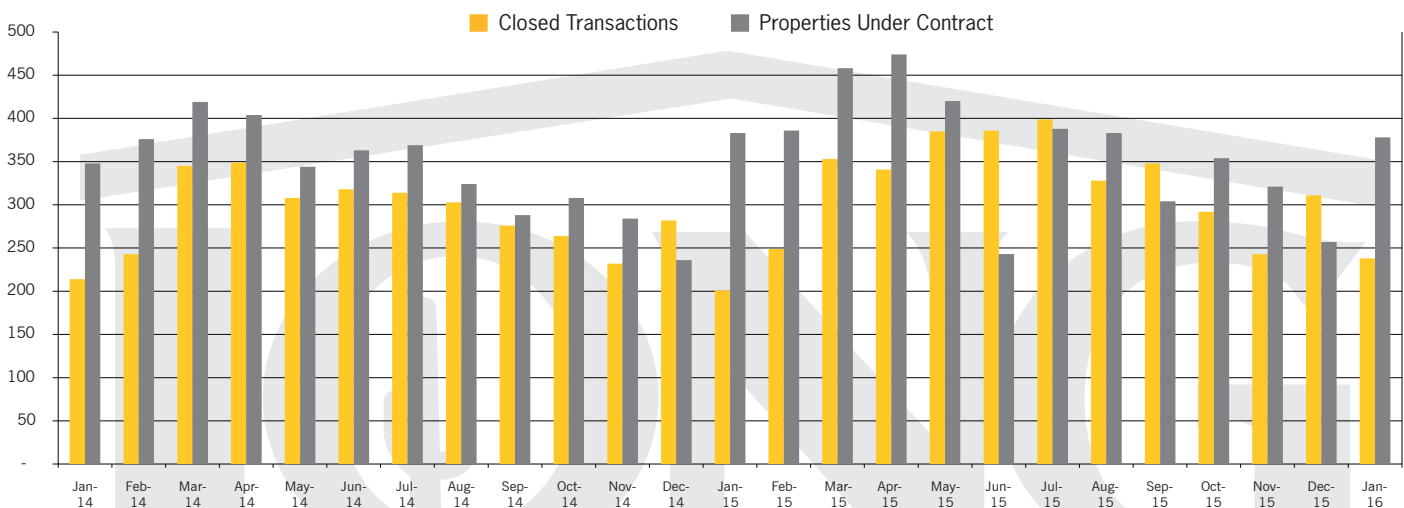




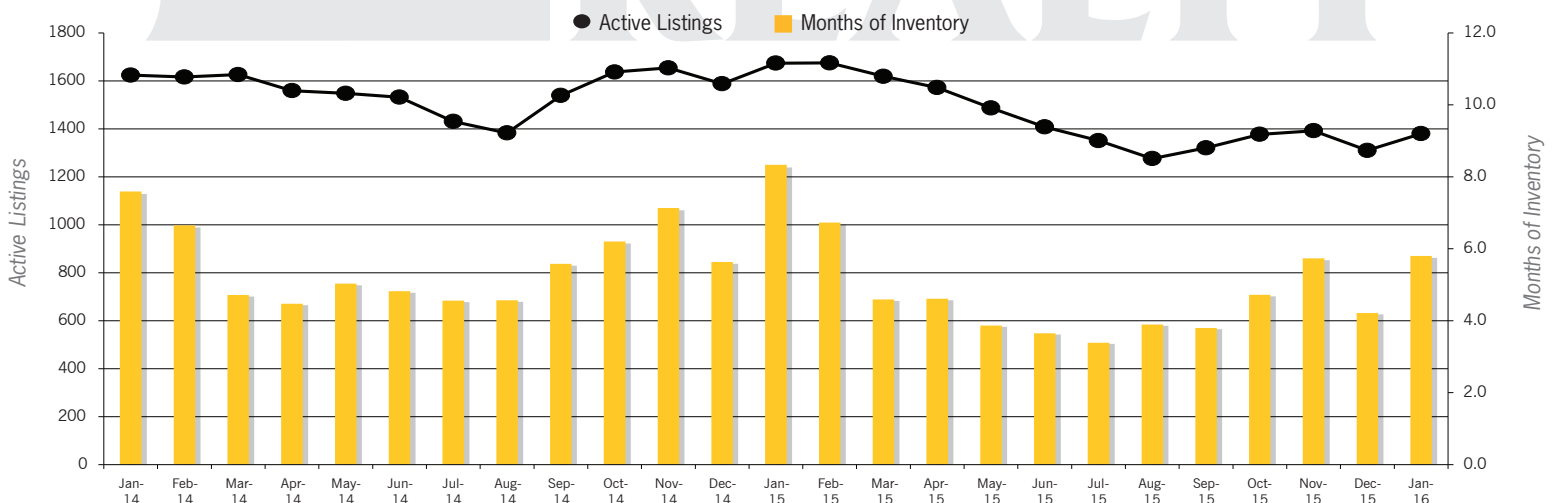
## Tucson Northwest | February 2016

In the Tucson Northwest area, January 2016 active inventory was 1,380, an 18% decrease from January 2015. There were 238 closings in January 2016, an 18% increase from January 2015. Months of Inventory was 5.8, down from 8.3 in January 2015. Median price of sold homes was \$222,500 for the month of January 2016, up 8% from January 2015. The Tucson Northwest area had 378 new properties under contract in January 2016, down 1% from January 2015.

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



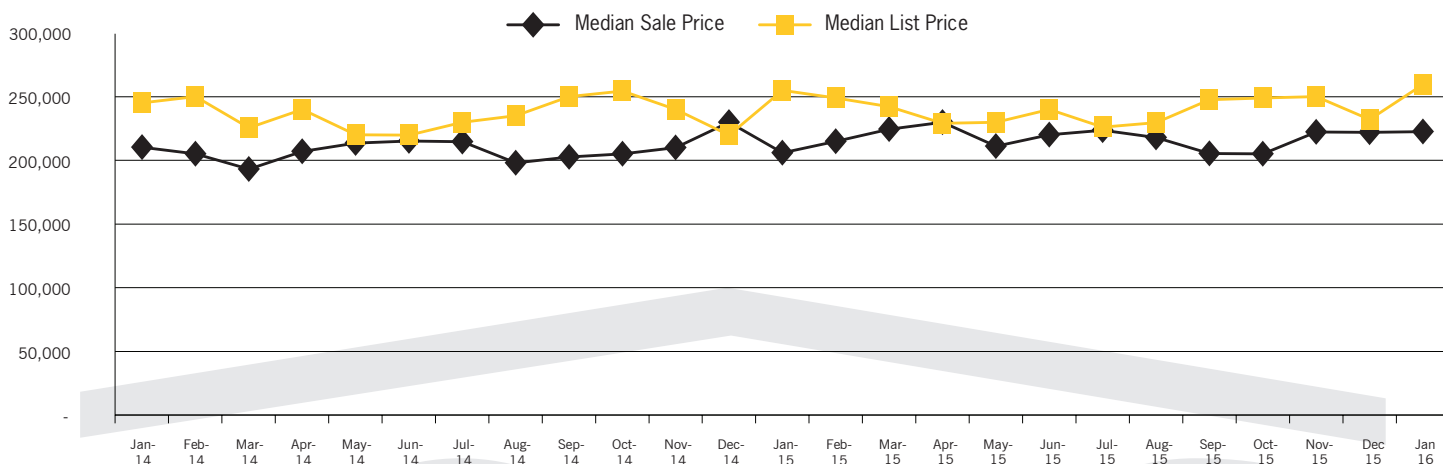
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
 All data obtained 02/03/2016 is believed to be reliable, but not guaranteed.



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



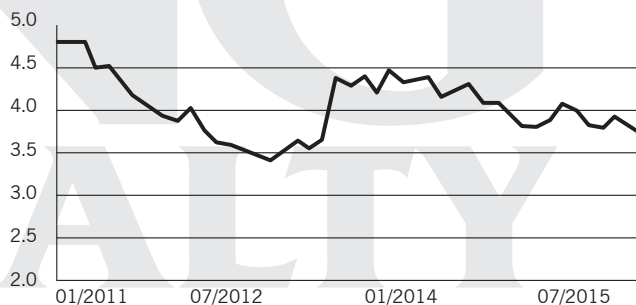
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2015	\$206,000	3.660%	\$896.35
2016	\$222,500	3.730%	\$976.51

Source: Residential median sales prices. Data obtained 02/03/2016 from TARMLS 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

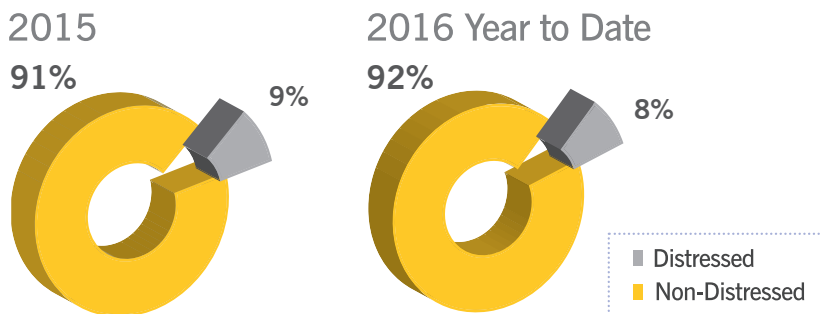
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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 NORTHWEST

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16			
\$1 - 49,999	7	4	3	6	1	6	4	1.8	1.5	Seller
\$50,000 - 74,999	9	4	1	4	3	2	4	2.3	3.3	Seller
\$75,000 - 99,999	21	7	7	8	8	3	5	4.2	4.2	Slightly Seller
\$100,000 - 124,999	19	5	20	11	6	7	7	2.7	2.9	Seller
\$125,000 - 149,999	50	19	29	24	26	25	14	3.6	2.6	Seller
\$150,000 - 174,999	99	50	55	38	29	41	27	3.7	2.9	Seller
\$175,000 - 199,999	130	55	56	44	36	50	32	4.1	3.5	Seller
\$200,000 - 224,999	108	41	35	36	23	30	26	4.2	4.0	Slightly Seller
\$225,000 - 249,999	124	36	33	16	24	30	24	5.2	4.8	Slightly Seller
\$250,000 - 274,999	106	21	25	23	20	32	20	5.3	4.4	Slightly Seller
\$275,000 - 299,999	102	28	23	16	14	21	10	10.2	7.2	Slightly Buyer
\$300,000 - 349,999	132	27	27	29	22	25	26	5.1	5.0	Slightly Seller
\$350,000 - 399,999	122	12	15	13	15	22	12	10.2	6.9	Slightly Buyer
\$400,000 - 499,999	125	15	13	12	14	13	8	15.6	9.2	Buyer
\$500,000 - 599,999	73	7	6	5	5	9	11	6.6	9.2	Buyer
\$600,000 - 699,999	51	3	2	5	2	4	2	25.5	17.1	Buyer
\$700,000 - 799,999	24	1	3	0	1	0	1	24.0	38.5	Buyer
\$800,000 - 899,999	18	2	0	5	0	0	1	18.0	56.0	Buyer
\$900,000 - 999,999	12	0	0	1	1	0	0	n/a	41.0	Buyer
\$1,000,000 - and over	48	2	3	2	1	2	4	12.0	20.9	Buyer
<b>TOTAL</b>	<b>1,380</b>	<b>339</b>	<b>356</b>	<b>298</b>	<b>251</b>	<b>322</b>	<b>238</b>	<b>5.8</b>	<b>5.0</b>	<b>Balanced</b>



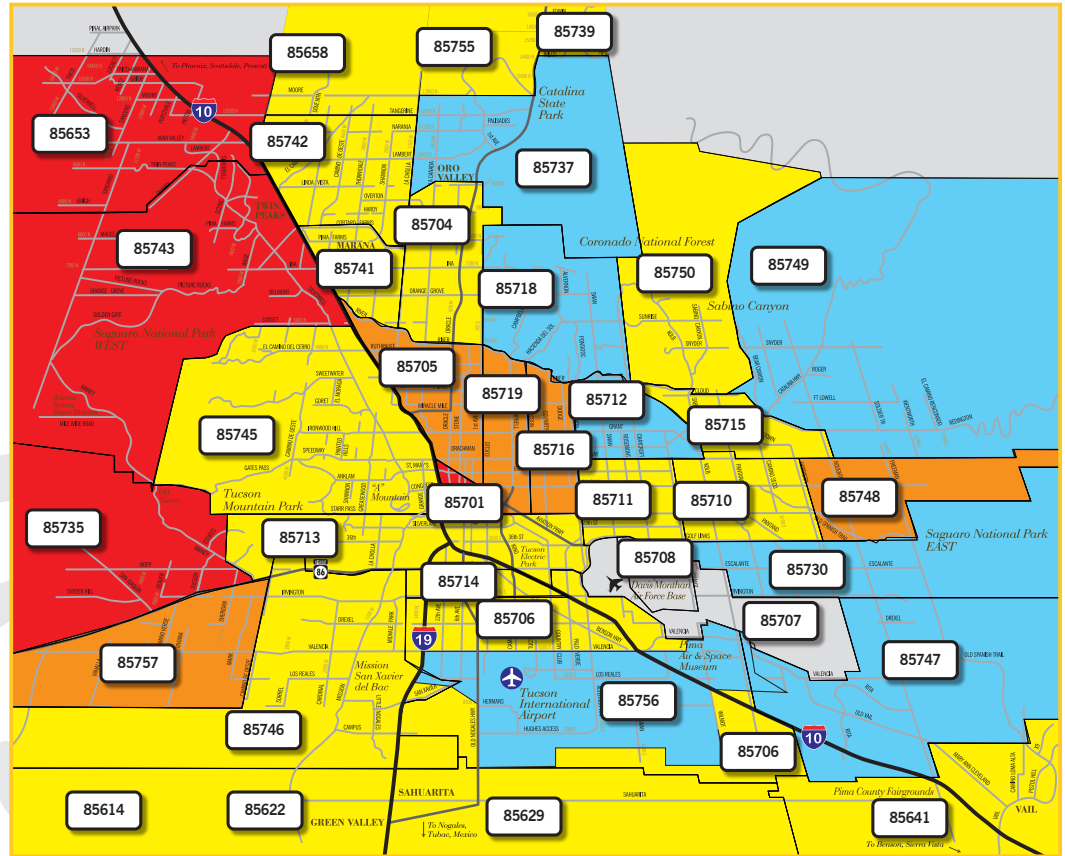


## Tucson Northwest | February 2016

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2014-JAN 2015 TO NOV 2015-JAN 2016

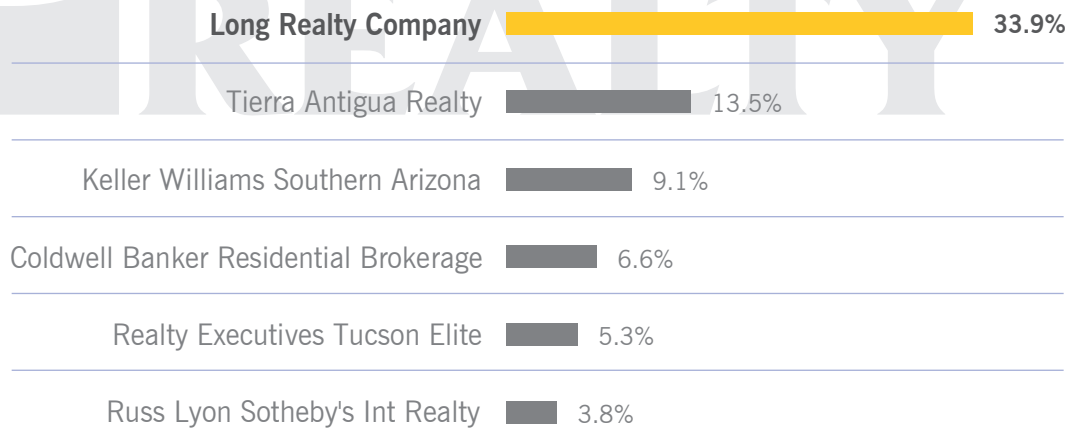
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2014-January 2015 to November 2015-January 2016 by zip code.*



### MARKET SHARE – TUCSON NORTHWEST

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

*Data Obtained 02/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2015 – 01/31/2016 rounded to the nearest tenth of one percent and deemed to be correct.*



The Tucson Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by TARMLS including the Towns of Casas Adobes, Marana, Oro Valley and Catalina. 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 TARMLS and GVARMLS on 02/03/2016. Information is believed to be reliable, but not guaranteed.*