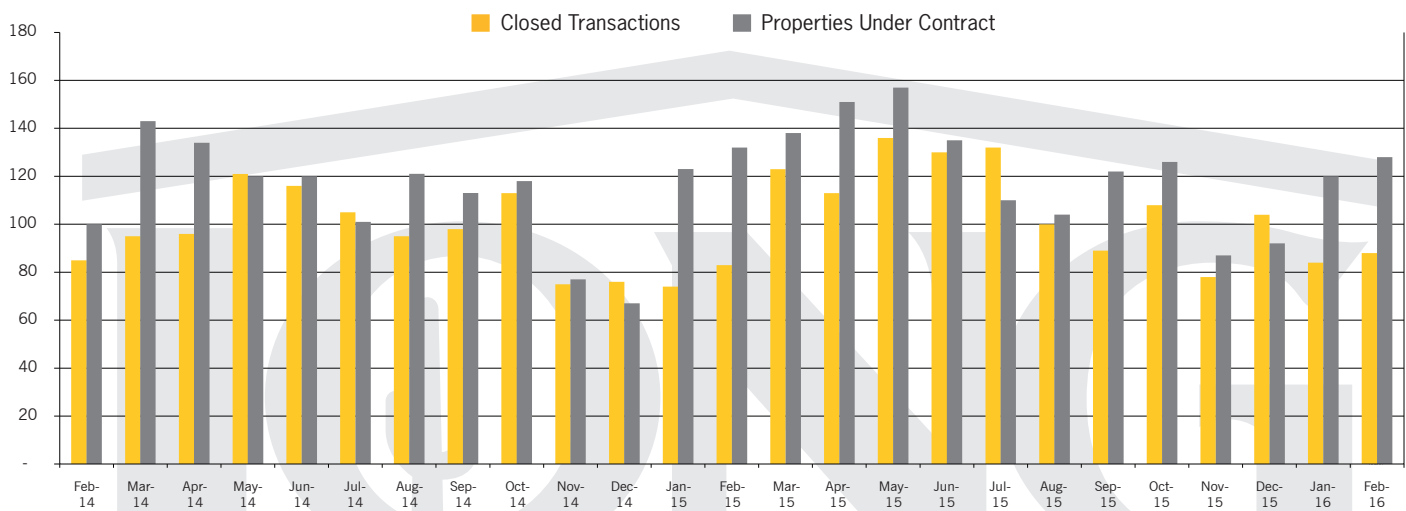




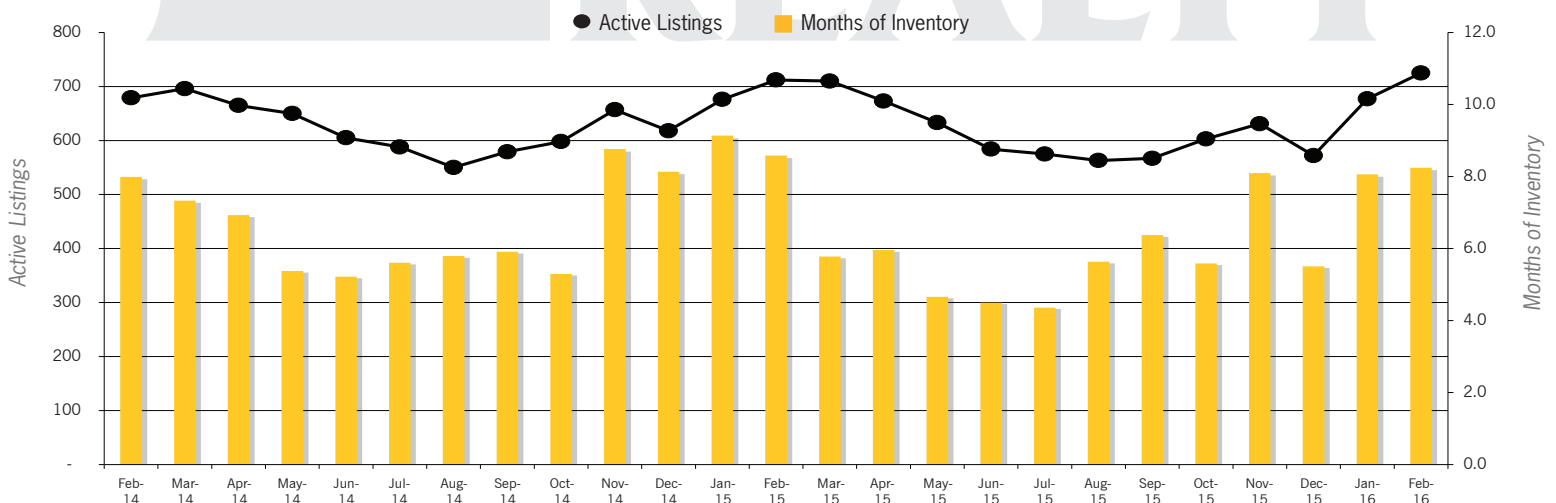
Tucson North | March 2016

In the Tucson North area, February 2016 active inventory was 725, a 2% increase from February 2015. There were 88 closings in February 2016, a 6% increase from February 2015. Year-to-date 2016 there were 172 closings, a 5% increase from year-to-date 2015. Months of Inventory was 8.2, down from 8.6 in February 2015. Median price of sold homes was \$309,500 for the month of February 2016, virtually unchanged from February 2015. The Tucson North area had 128 new properties under contract in February 2016, down 3% from February 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



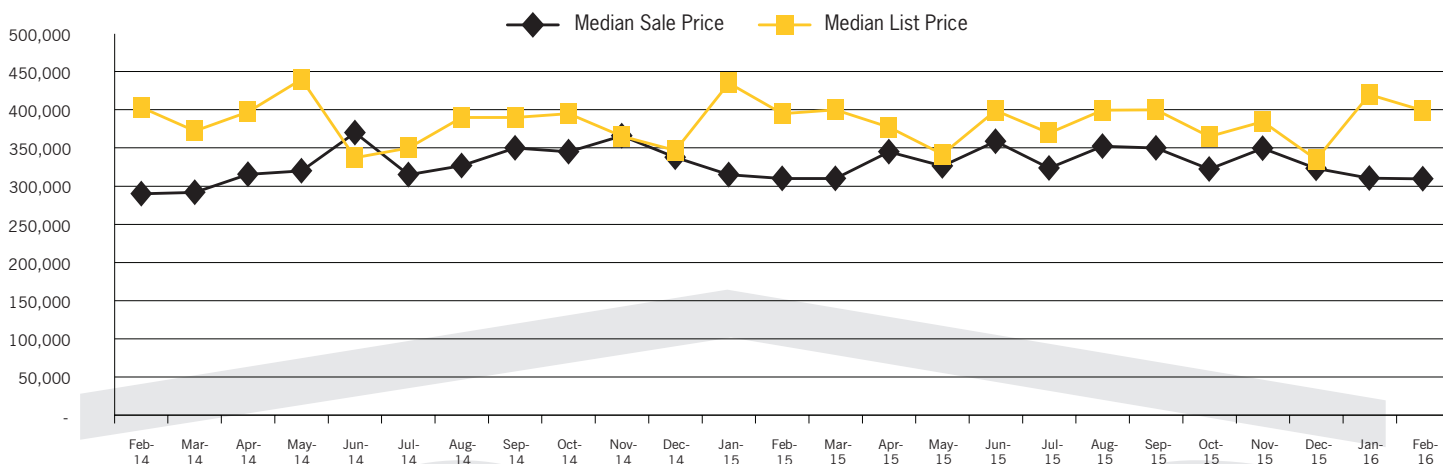
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



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



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



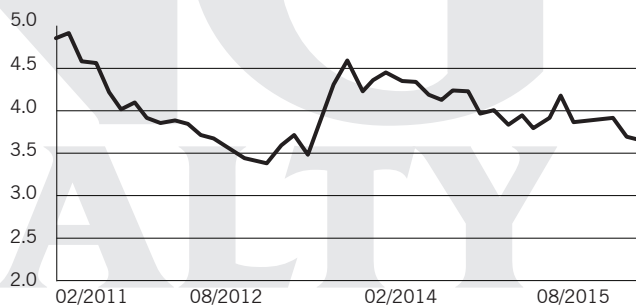
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2015	\$310,000	3.750%	\$1,363.88
2016	\$309,500	3.630%	\$1,341.73

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

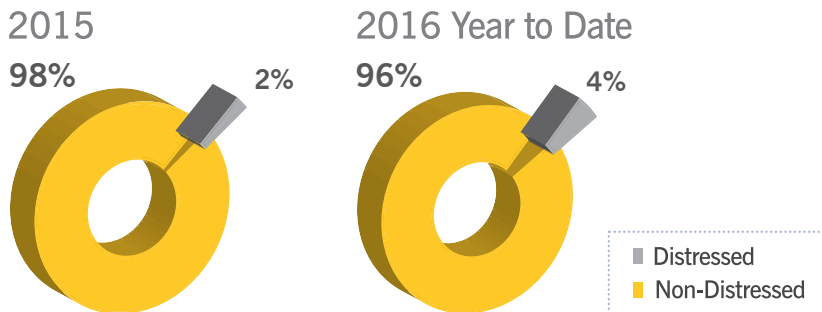
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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 NORTH

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	0	0	3	1	1	2.0	1.0	Seller
\$75,000 - 99,999	11	4	4	4	2	3	1	11.0	4.2	Slightly Seller
\$100,000 - 124,999	17	4	5	5	3	5	3	5.7	5.1	Balanced
\$125,000 - 149,999	41	5	5	5	10	0	7	5.9	7.2	Slightly Buyer
\$150,000 - 174,999	32	3	5	2	7	6	6	5.3	4.7	Slightly Seller
\$175,000 - 199,999	17	7	9	4	6	4	4	4.3	3.7	Seller
\$200,000 - 224,999	10	0	4	2	6	9	3	3.3	1.4	Seller
\$225,000 - 249,999	28	3	7	5	4	4	4	7.0	6.1	Balanced
\$250,000 - 274,999	31	5	7	4	5	3	7	4.4	5.1	Balanced
\$275,000 - 299,999	34	6	5	5	2	6	4	8.5	7.9	Slightly Buyer
\$300,000 - 349,999	42	8	13	8	11	3	14	3.0	4.3	Slightly Seller
\$350,000 - 399,999	59	10	9	11	11	7	9	6.6	6.3	Balanced
\$400,000 - 499,999	113	18	12	6	12	14	6	18.8	9.0	Buyer
\$500,000 - 599,999	62	7	12	6	10	5	7	8.9	8.0	Slightly Buyer
\$600,000 - 699,999	35	7	4	3	4	4	5	7.0	9.1	Buyer
\$700,000 - 799,999	34	2	4	2	4	3	3	11.3	7.8	Slightly Buyer
\$800,000 - 899,999	32	0	1	2	2	2	1	32.0	16.4	Buyer
\$900,000 - 999,999	24	1	0	2	2	2	1	24.0	12.6	Buyer
\$1,000,000 - and over	101	1	4	2	2	3	2	50.5	37.0	Buyer
TOTAL	725	91	110	78	106	84	88	8.2	7.1	Slightly Buyer

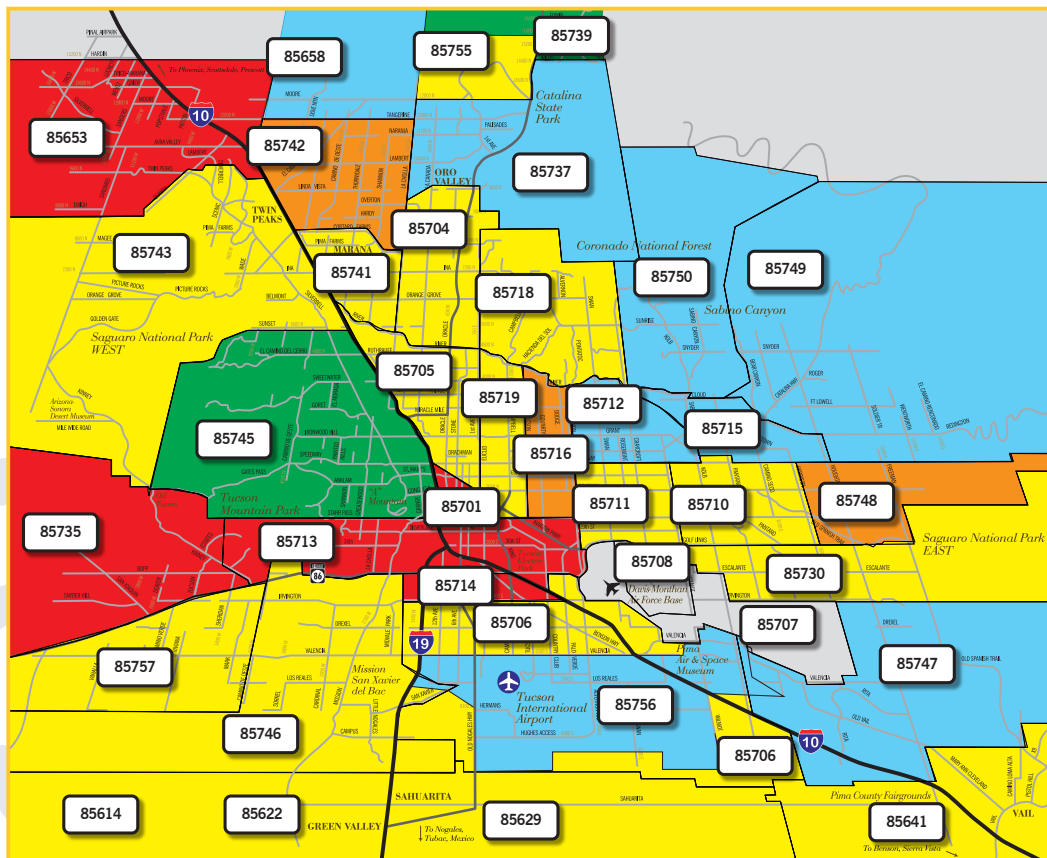
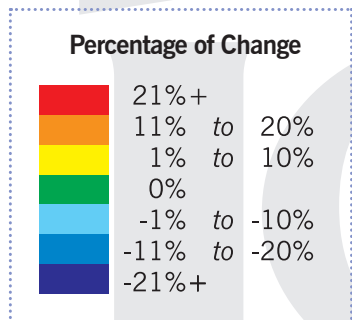




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2014-FEB 2015 TO DEC 2015-FEB 2016

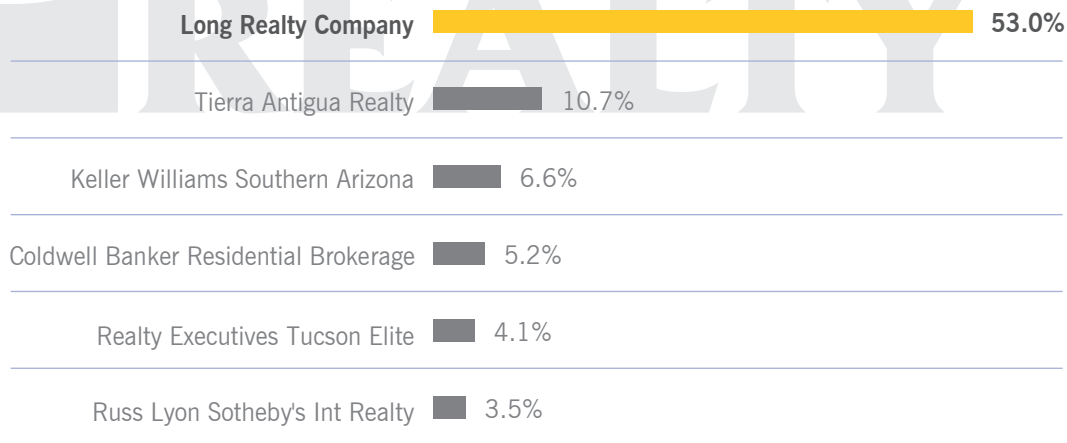
This heat map represents the percentage of change in Tucson metro median sales prices from December 2014-February 2015 to December 2015-February 2016 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 03/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 03/01/2015 – 02/29/2016 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson North Housing Report is comprised of data for residential properties in the North area of Tucson as defined by TARMLS including the Catalina Foothills 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.