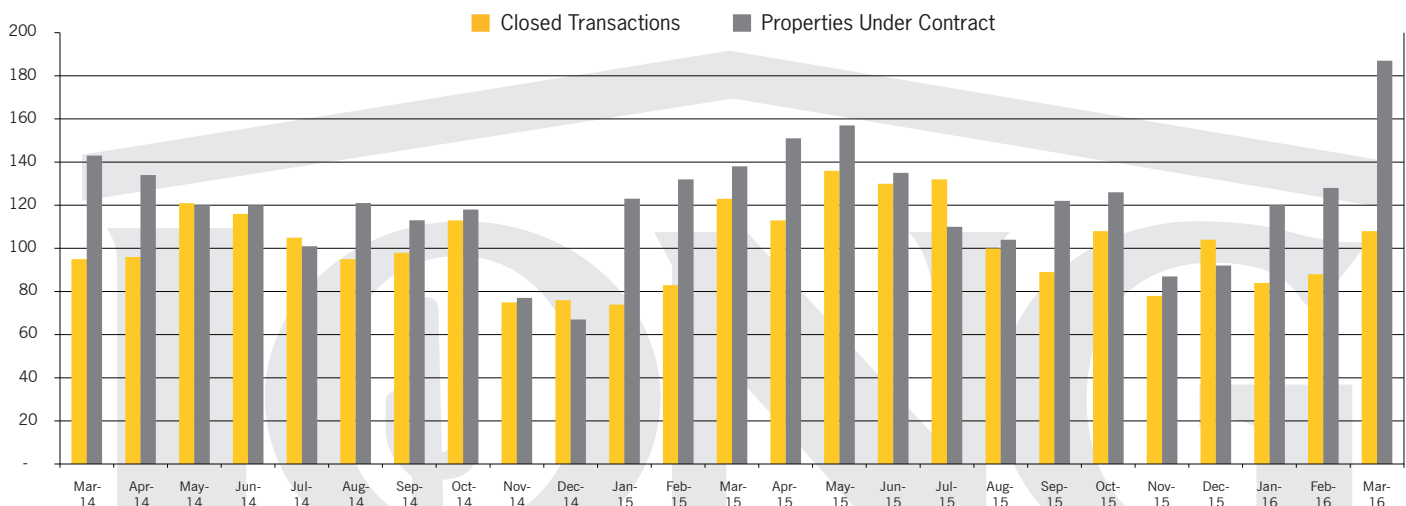




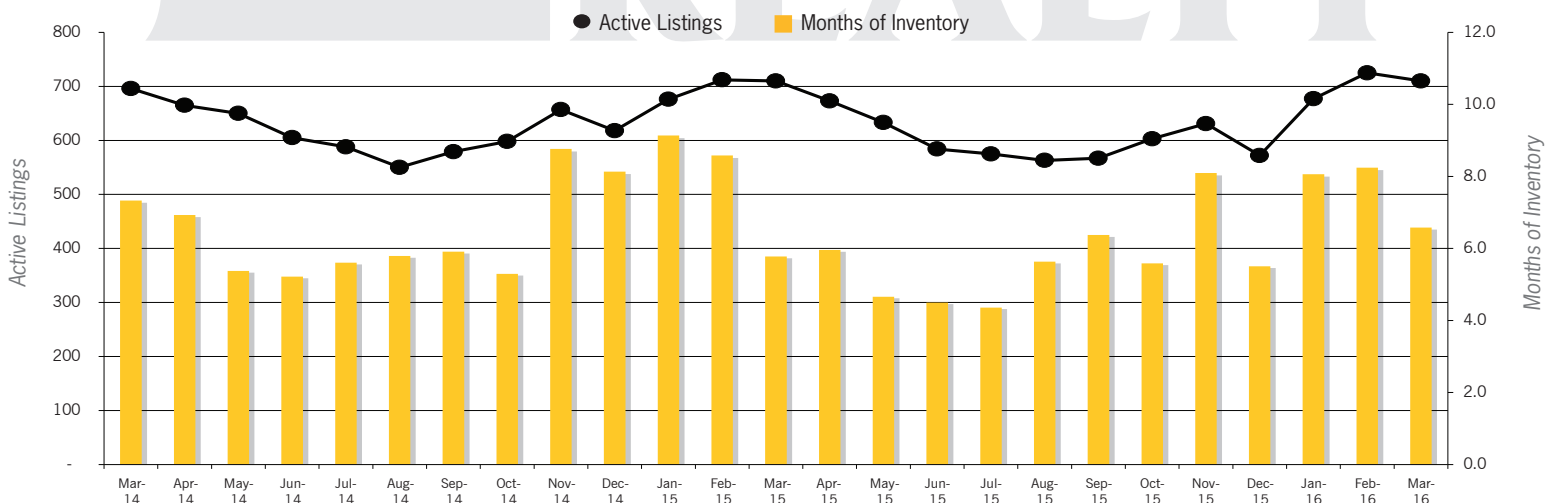
Tucson North | April 2016

In the Tucson North area, March 2016 active inventory was 710, virtually unchanged from March 2015. There were 108 closings in March 2016, a 12% decrease from March 2015. Year-to-date 2016 there were 281 closings, a 3% decrease from year-to-date 2015. Months of Inventory was 6.6, up from 5.8 in March 2015. Median price of sold homes was \$317,500 for the month of March 2016, up 2% from March 2015. The Tucson North area had 187 new properties under contract in March 2016, up 36% from March 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



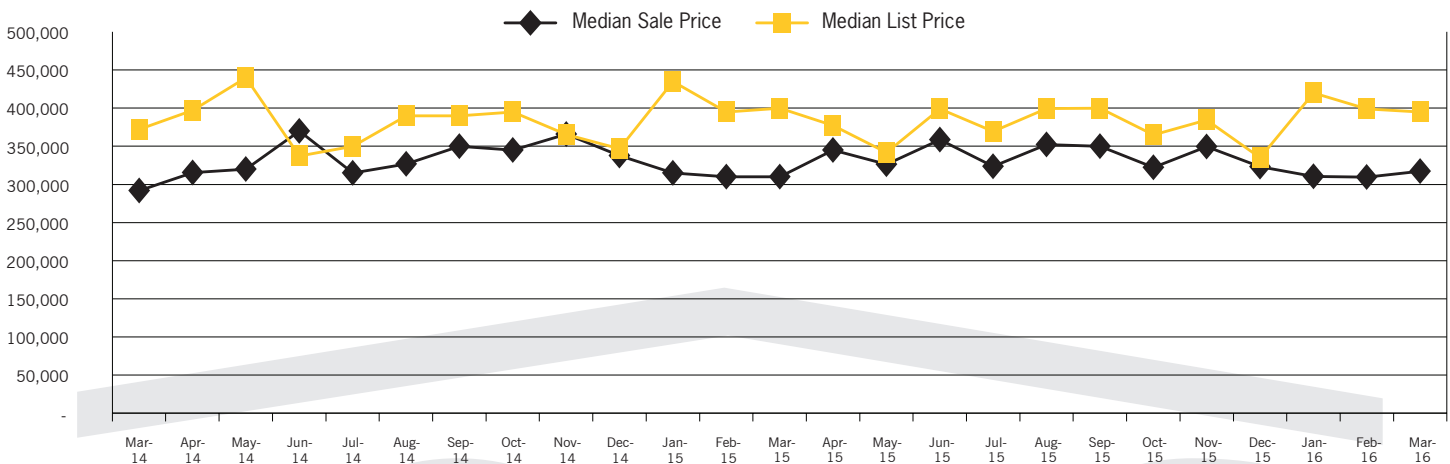
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



*Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
 All data obtained 04/05/2016 is believed to be reliable, but not guaranteed.*



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

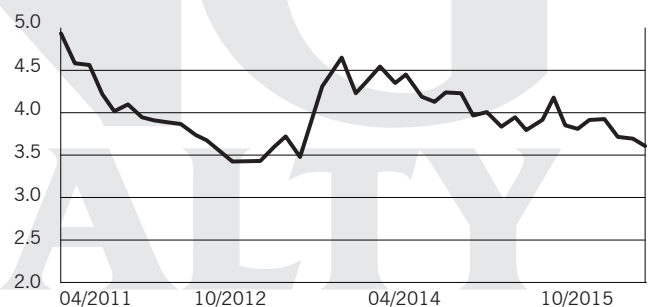


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2015	\$310,000	3.875%	\$1,384.85
2016	\$317,500	3.625%	\$1,375.56

30 YEAR FIXED MORTGAGE RATE

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

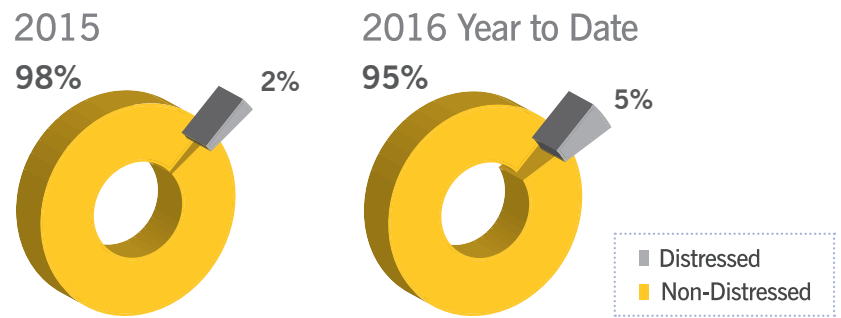


Source: Residential median sales prices. Data obtained 04/05/2016 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.



Distressed sales and market performance data is based on information obtained from the TARMLS on 04/05/2016. Information is believed to be reliable, but not guaranteed.



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
		Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	4	0	0	3	1	1	0	n/a	4.0	Seller
\$75,000 - 99,999	10	4	4	2	3	1	5	2.0	3.2	Seller
\$100,000 - 124,999	22	5	5	3	5	3	4	5.5	5.0	Balanced
\$125,000 - 149,999	31	5	5	10	0	7	5	6.2	9.6	Buyer
\$150,000 - 174,999	31	5	2	7	6	6	11	2.8	4.2	Slightly Seller
\$175,000 - 199,999	20	9	4	6	4	4	9	2.2	3.1	Seller
\$200,000 - 224,999	13	4	2	6	9	3	4	3.3	2.0	Seller
\$225,000 - 249,999	22	7	5	4	4	4	6	3.7	5.4	Balanced
\$250,000 - 274,999	21	7	4	5	3	7	7	3.0	4.6	Slightly Seller
\$275,000 - 299,999	31	5	5	2	6	4	2	15.5	8.1	Slightly Buyer
\$300,000 - 349,999	50	13	8	11	3	14	7	7.1	5.5	Balanced
\$350,000 - 399,999	46	9	11	11	7	9	14	3.3	5.4	Balanced
\$400,000 - 499,999	109	12	6	12	14	6	12	9.1	9.9	Buyer
\$500,000 - 599,999	70	12	6	10	5	7	8	8.8	9.7	Buyer
\$600,000 - 699,999	44	4	3	4	4	6	5	8.8	8.0	Slightly Buyer
\$700,000 - 799,999	29	4	2	4	3	3	3	9.7	9.7	Buyer
\$800,000 - 899,999	30	1	2	2	2	1	2	15.0	18.0	Buyer
\$900,000 - 999,999	33	0	2	2	2	1	1	33.0	20.5	Buyer
\$1,000,000 - and over	94	4	2	2	3	2	3	31.3	35.3	Buyer
TOTAL	710	110	78	106	84	89	108	6.6	7.5	Slightly Buyer

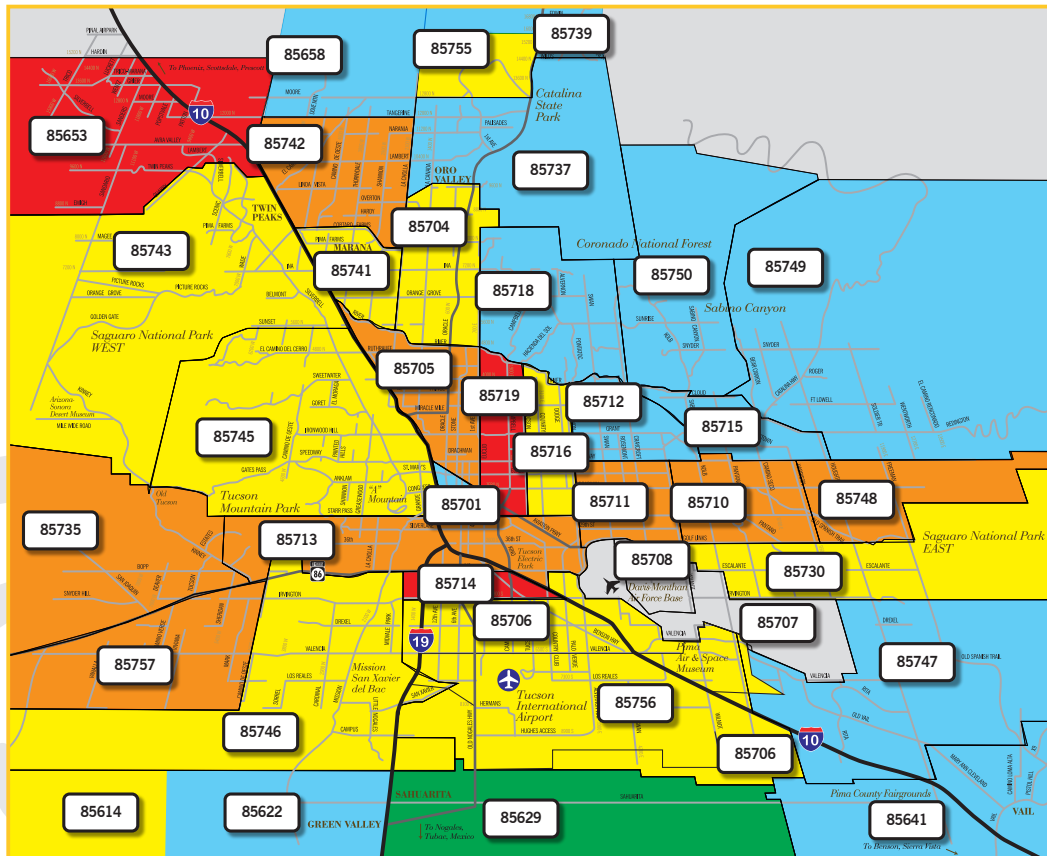
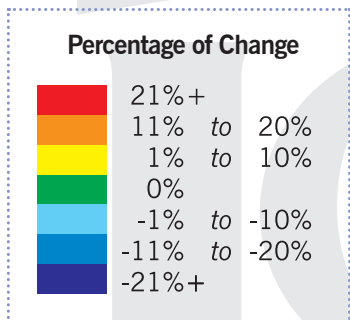
				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2015-MAR 2015 TO JAN 2016-MAR 2016

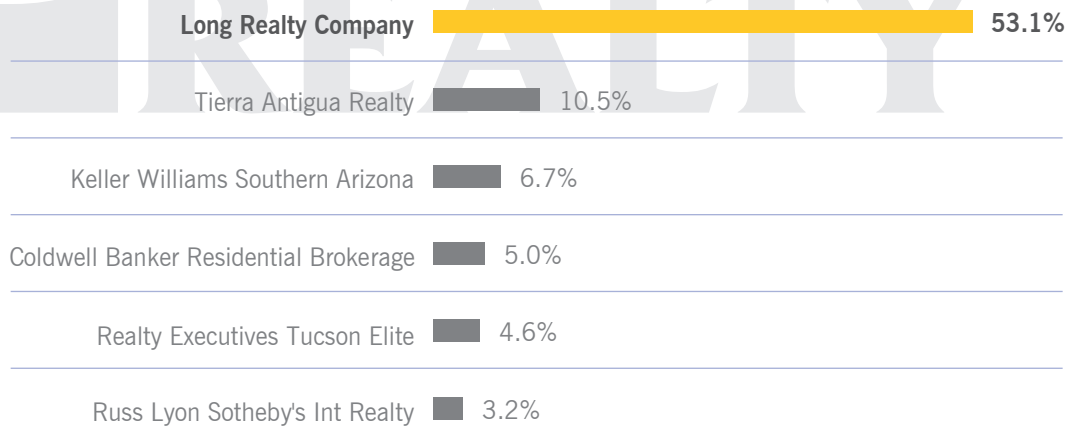
This heat map represents the percentage of change in Tucson metro median sales prices from January 2015-March 2015 to January 2016-March 2016 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2015 – 03/31/2016 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.