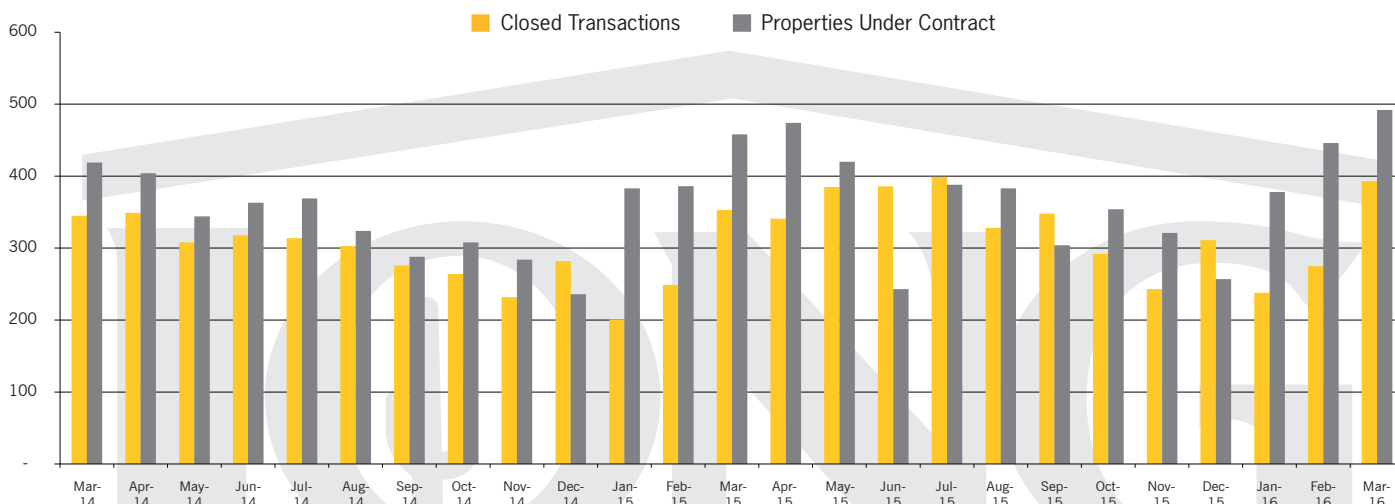




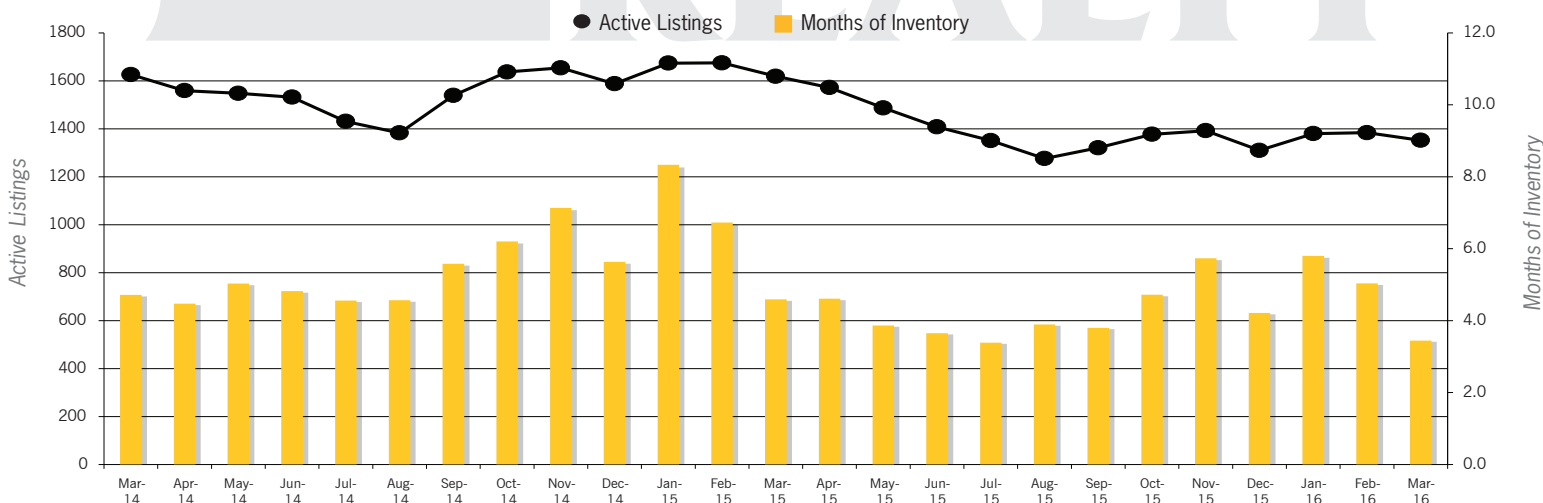
Tucson Northwest | April 2016

In the Tucson Northwest area, March 2016 active inventory was 1,352, a 16% decrease from March 2015. There were 393 closings in March 2016, a 11% increase from March 2015. Year-to-date 2016 there were 926 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 3.4, down from 4.6 in March 2015. Median price of sold homes was \$220,000 for the month of March 2016, down 2% from March 2015. The Tucson Northwest area had 492 new properties under contract in March 2016, up 7% from March 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



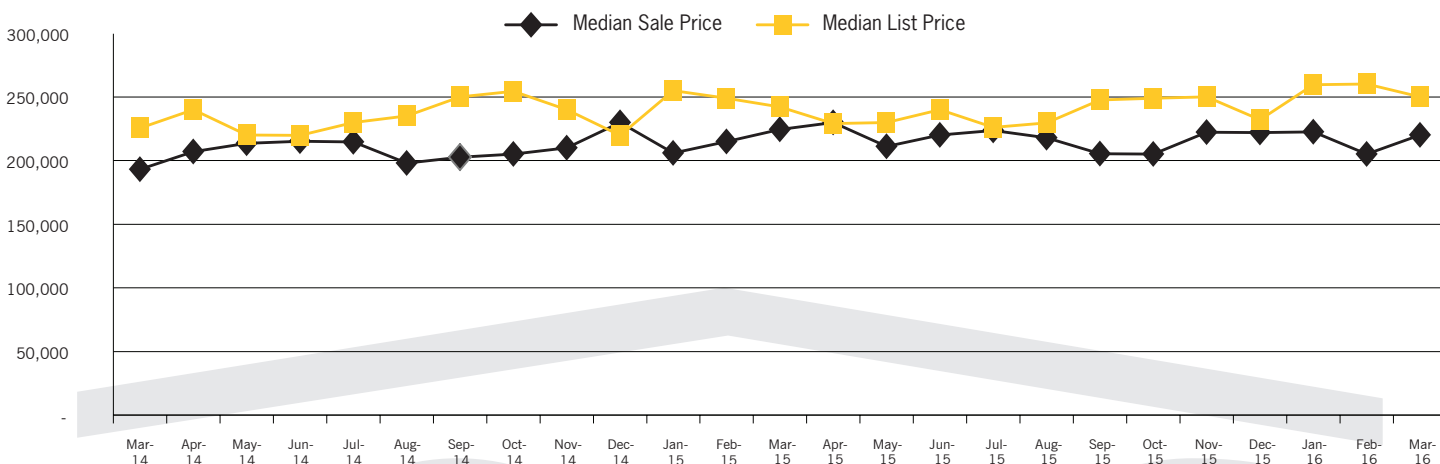
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



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



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



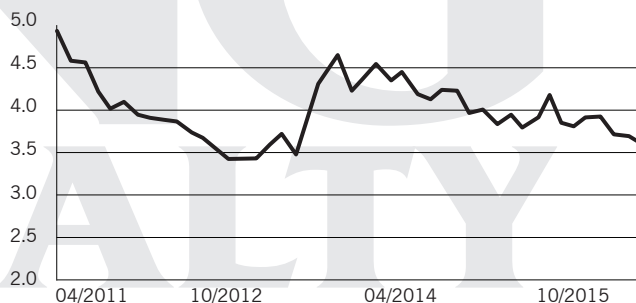
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2015	\$224,500	3.875%	\$1,002.90
2016	\$220,000	3.625%	\$953.15

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.

30 YEAR FIXED MORTGAGE RATE

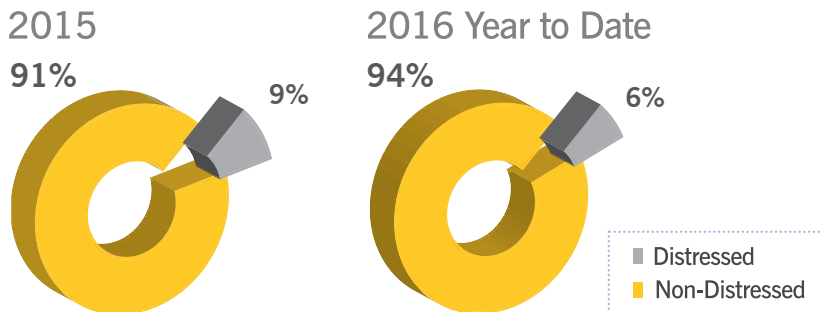
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



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
		Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16			
\$1 - 49,999	5	6	1	6	5	2	2	2.5	1.9	Seller
\$50,000 - 74,999	9	4	3	2	4	2	4	2.3	2.9	Seller
\$75,000 - 99,999	15	8	8	3	6	7	5	3.0	3.1	Seller
\$100,000 - 124,999	16	11	6	7	8	9	15	1.1	1.6	Seller
\$125,000 - 149,999	41	24	26	25	16	22	34	1.2	2.0	Seller
\$150,000 - 174,999	65	38	29	41	29	44	45	1.4	2.1	Seller
\$175,000 - 199,999	132	44	36	51	34	47	56	2.4	2.7	Seller
\$200,000 - 224,999	95	36	23	30	26	34	42	2.3	3.0	Seller
\$225,000 - 249,999	132	16	24	31	24	24	45	2.9	4.3	Slightly Seller
\$250,000 - 274,999	112	23	20	32	20	20	29	3.9	4.7	Slightly Seller
\$275,000 - 299,999	106	16	14	21	10	11	20	5.3	7.8	Slightly Buyer
\$300,000 - 349,999	145	29	22	25	26	25	33	4.4	4.9	Slightly Seller
\$350,000 - 399,999	114	13	15	22	14	13	21	5.4	7.6	Slightly Buyer
\$400,000 - 499,999	128	12	14	13	9	7	11	11.6	14.2	Buyer
\$500,000 - 599,999	78	5	5	9	11	6	15	5.2	7.1	Slightly Buyer
\$600,000 - 699,999	51	5	2	4	2	2	6	8.5	15.0	Buyer
\$700,000 - 799,999	26	0	1	0	1	3	4	6.5	9.1	Buyer
\$800,000 - 899,999	17	5	0	0	1	2	2	8.5	11.0	Buyer
\$900,000 - 999,999	12	1	1	0	0	1	2	6.0	12.7	Buyer
\$1,000,000 - and over	53	2	1	2	4	2	2	26.5	18.8	Buyer
TOTAL	1,352	298	251	324	250	283	393	3.4	4.4	Slightly Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/05/2016.

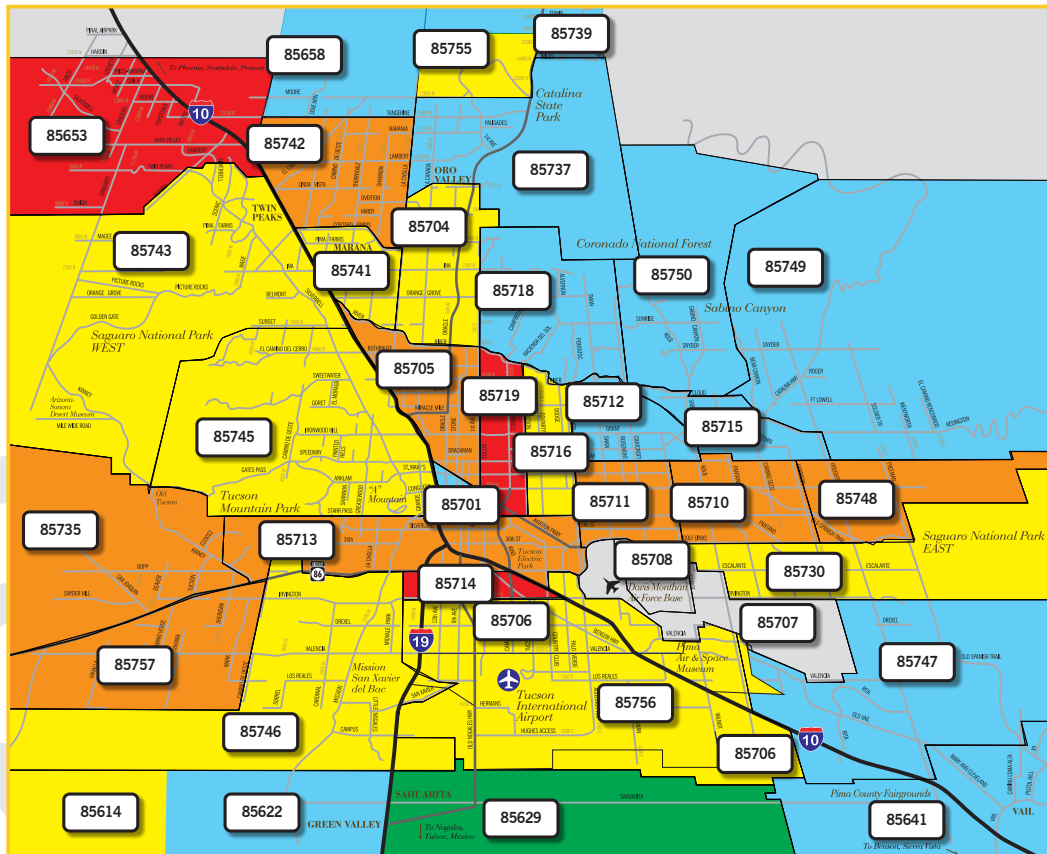
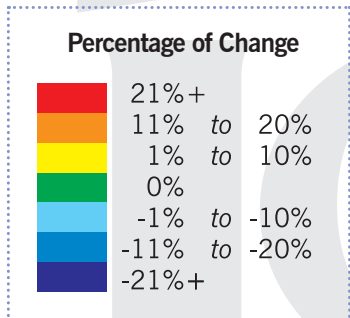
3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2016 - 03/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2015-MAR 2015 TO JAN 2016-MAR 2016

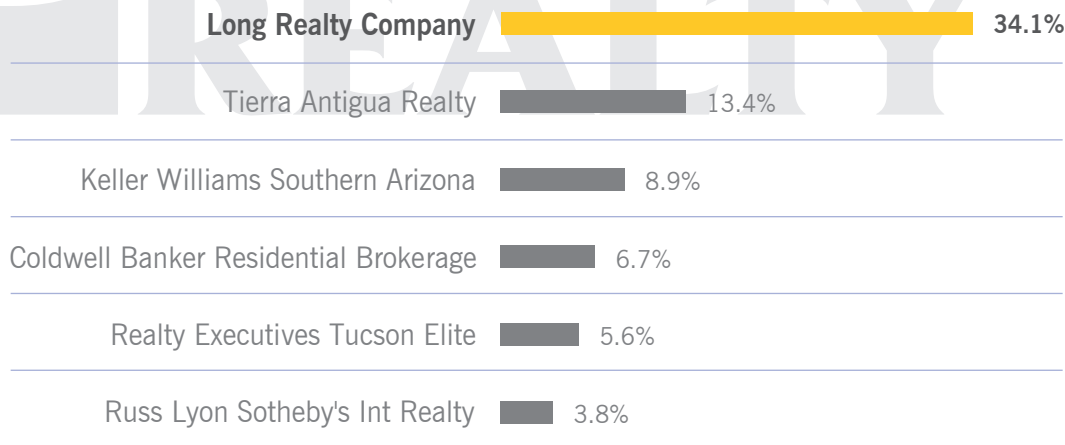
This heat map represents the percentage of change in Tucson metro median sales prices from January 2015-March 2015 to January 2016-March 2016 by zip code.



MARKET SHARE – TUCSON NORTHWEST

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 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 04/05/2016. Information is believed to be reliable, but not guaranteed.