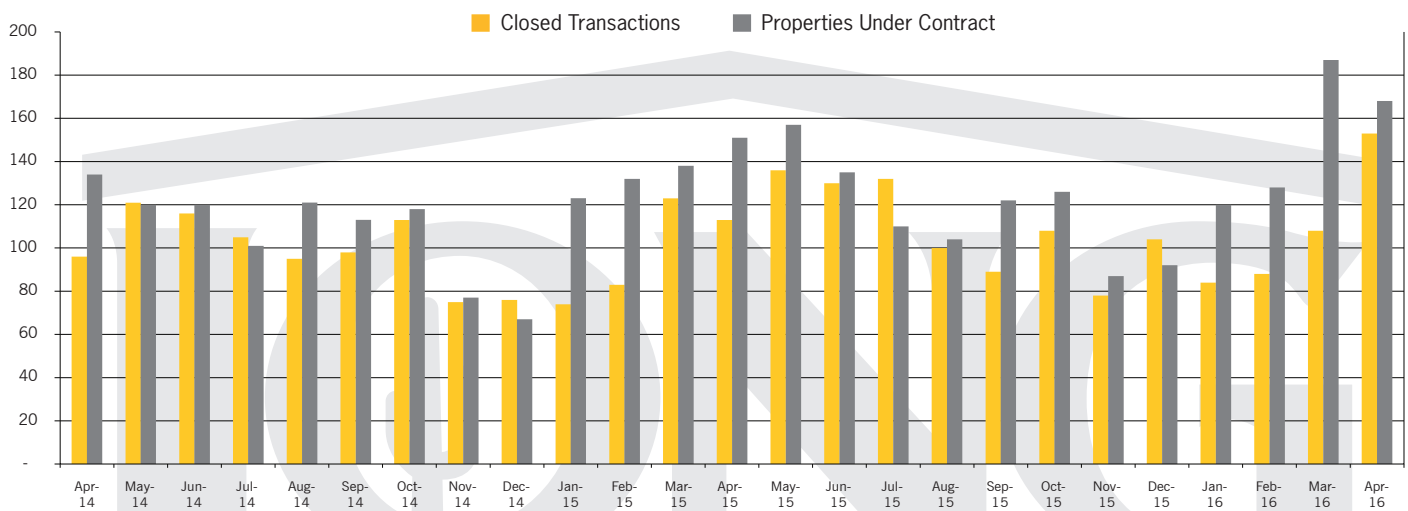




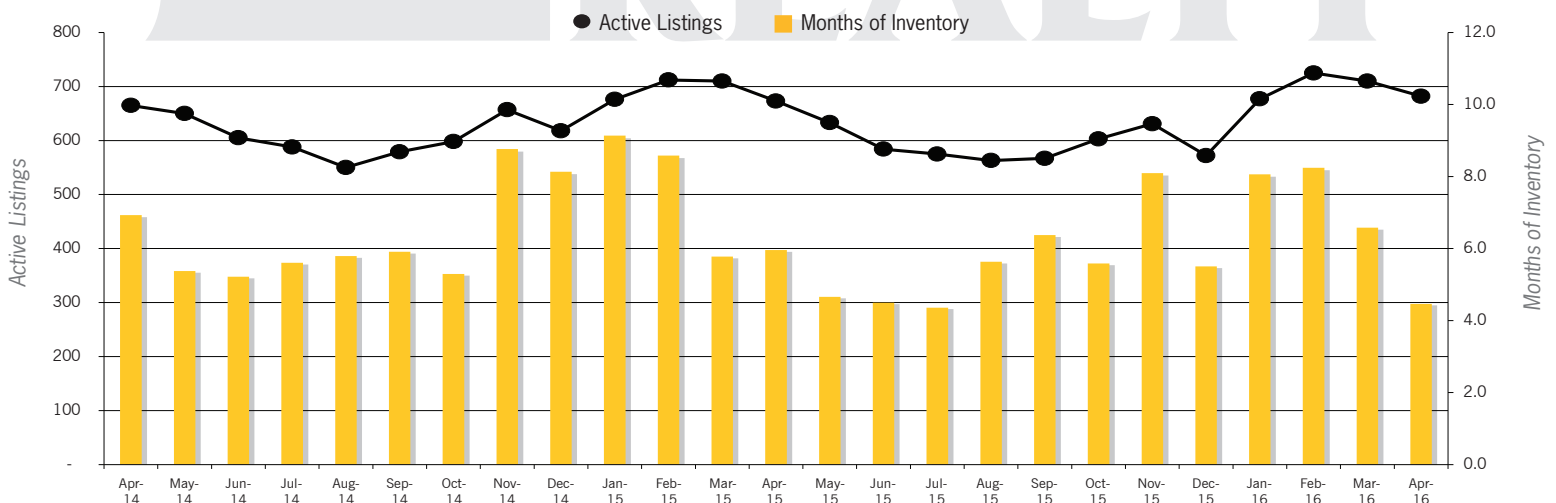
Tucson North | May 2016

In the Tucson North area, April 2016 active inventory was 682, a 1% increase from April 2015. There were 153 closings in April 2016, a 35% increase from April 2015. Year-to-date 2016 there were 435 closings, a 7% increase from year-to-date 2015. Months of Inventory was 4.5, down from 6.0 in April 2015. Median price of sold homes was \$330,000 for the month of April 2016, down 4% from April 2015. The Tucson North area had 168 new properties under contract in April 2016, up 11% from April 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



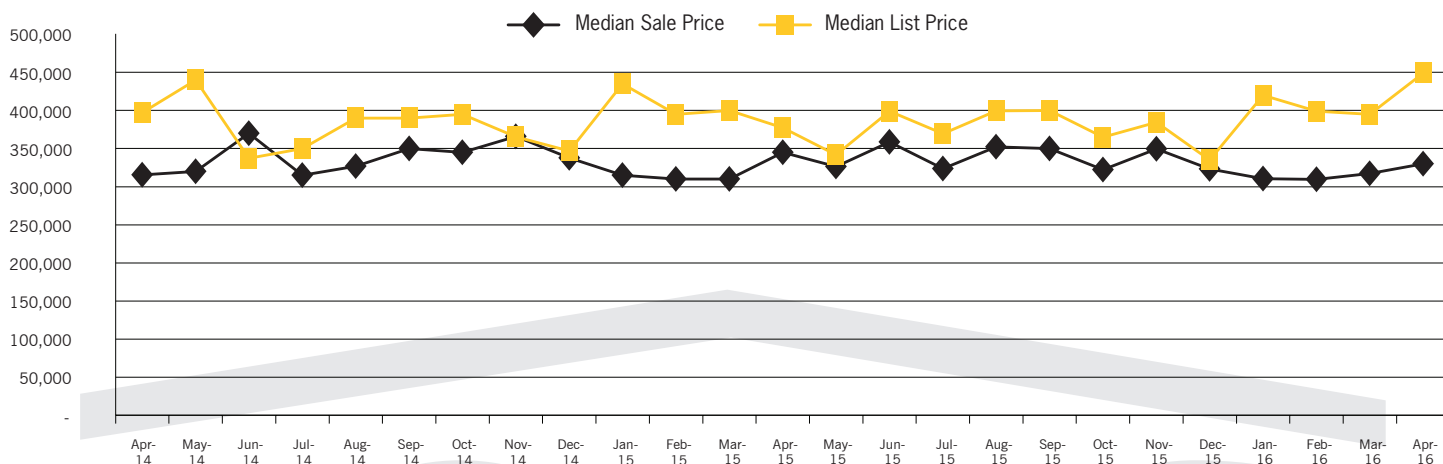
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



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



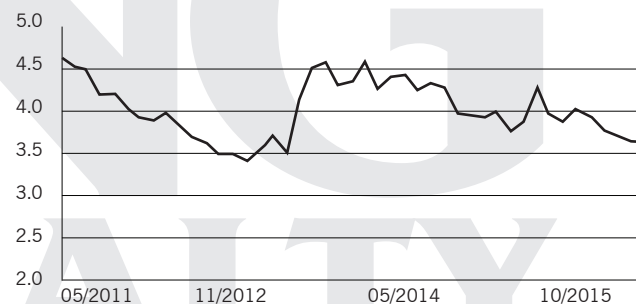
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$345,000	3.875%	\$1,541.20
2016	\$330,000	3.625%	\$1,429.72

30 YEAR FIXED MORTGAGE RATE

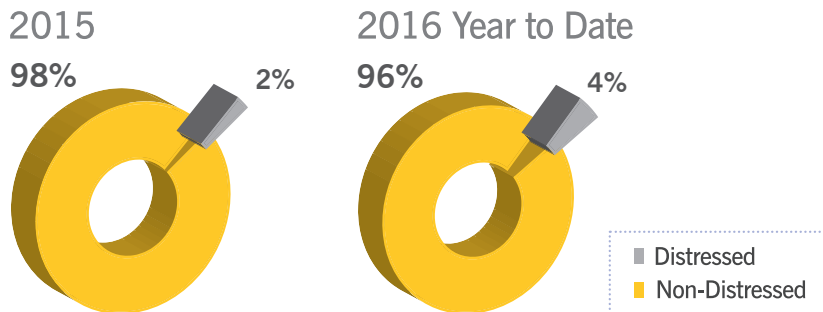


Source: Residential median sales prices. Data obtained 05/04/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	6	0	3	1	1	0	0	n/a	12.0	Buyer
\$75,000 - 99,999	10	4	2	3	1	5	3	3.3	3.4	Seller
\$100,000 - 124,999	23	5	3	5	3	4	9	2.6	3.9	Seller
\$125,000 - 149,999	34	5	10	0	7	5	9	3.8	5.0	Balanced
\$150,000 - 174,999	22	2	7	6	6	11	14	1.6	2.7	Seller
\$175,000 - 199,999	16	4	6	4	4	10	6	2.7	2.7	Seller
\$200,000 - 224,999	12	2	6	9	3	4	6	2.0	2.7	Seller
\$225,000 - 249,999	24	5	4	4	4	6	8	3.0	4.1	Slightly Seller
\$250,000 - 274,999	17	4	5	3	7	7	8	2.1	3.1	Seller
\$275,000 - 299,999	28	5	2	6	4	2	6	4.7	7.8	Slightly Buyer
\$300,000 - 349,999	45	8	11	3	14	7	18	2.5	3.5	Seller
\$350,000 - 399,999	48	11	11	7	9	14	15	3.2	4.0	Slightly Seller
\$400,000 - 499,999	95	6	12	14	6	12	14	6.8	9.9	Buyer
\$500,000 - 599,999	63	6	10	5	7	8	13	4.8	7.0	Slightly Buyer
\$600,000 - 699,999	51	3	4	4	6	5	8	6.4	6.8	Slightly Buyer
\$700,000 - 799,999	33	2	4	3	3	3	4	8.3	9.6	Buyer
\$800,000 - 899,999	27	2	2	2	1	2	1	27.0	22.3	Buyer
\$900,000 - 999,999	35	2	2	2	1	1	4	8.8	15.3	Buyer
\$1,000,000 - and over	93	2	2	3	2	3	7	13.3	24.0	Buyer
TOTAL	682	78	106	84	89	109	153	4.5	6.0	Balanced



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

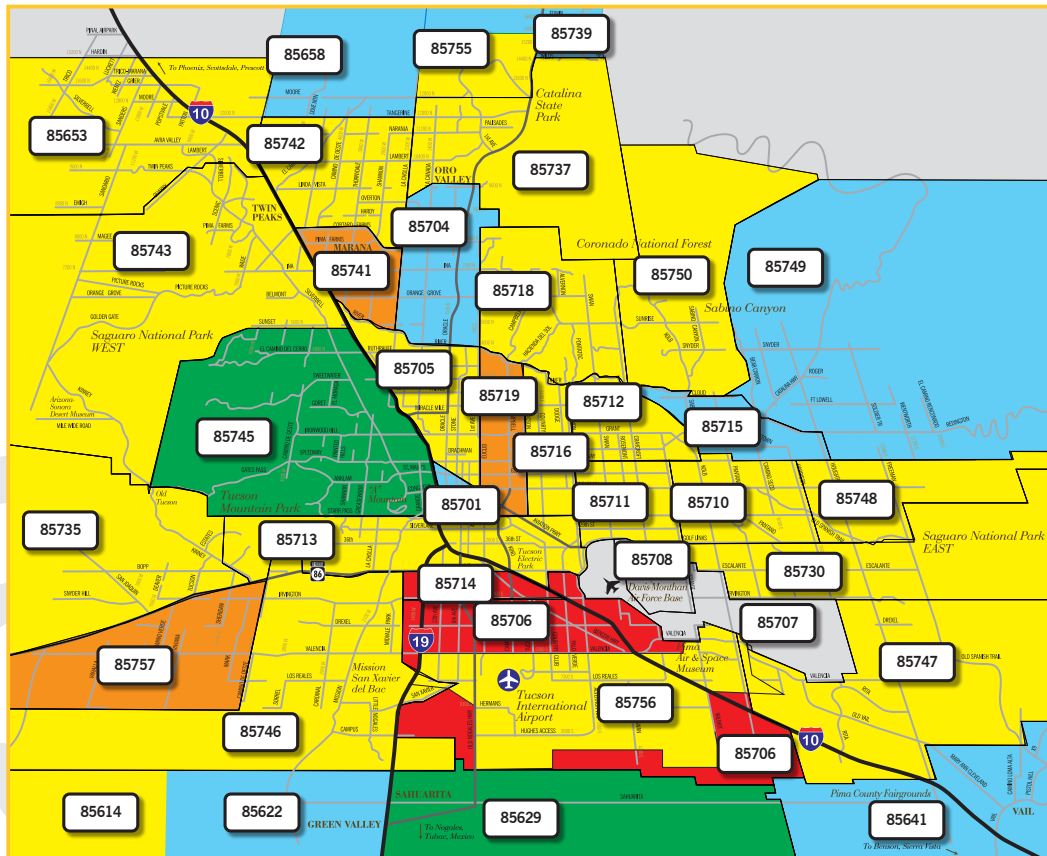
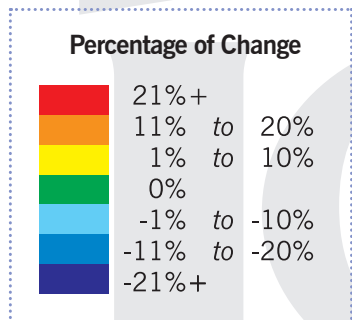
3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2016 - 04/30/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2015-APR 2015 TO FEB 2016-APR 2016

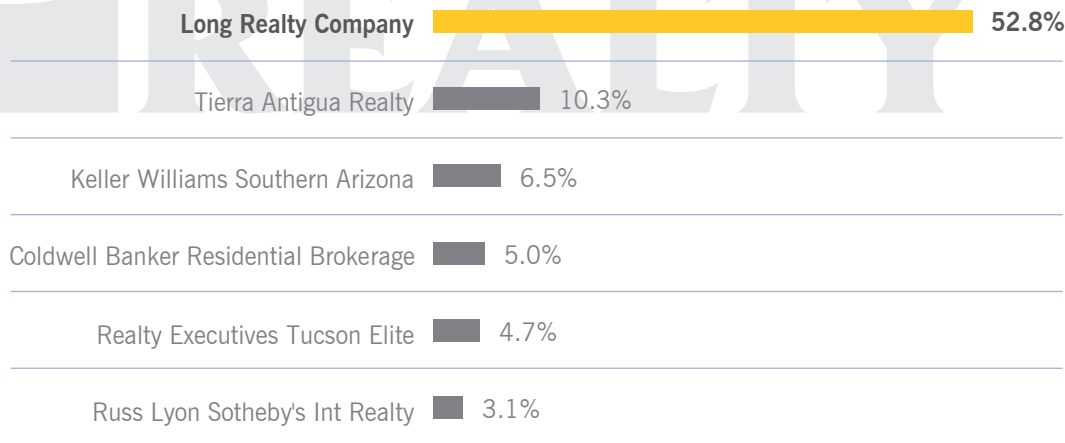
This heat map represents the percentage of change in Tucson metro median sales prices from February 2015-April 2015 to February 2016-April 2016 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 05/04/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2015 – 04/30/2016 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 MLSSAZ 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.