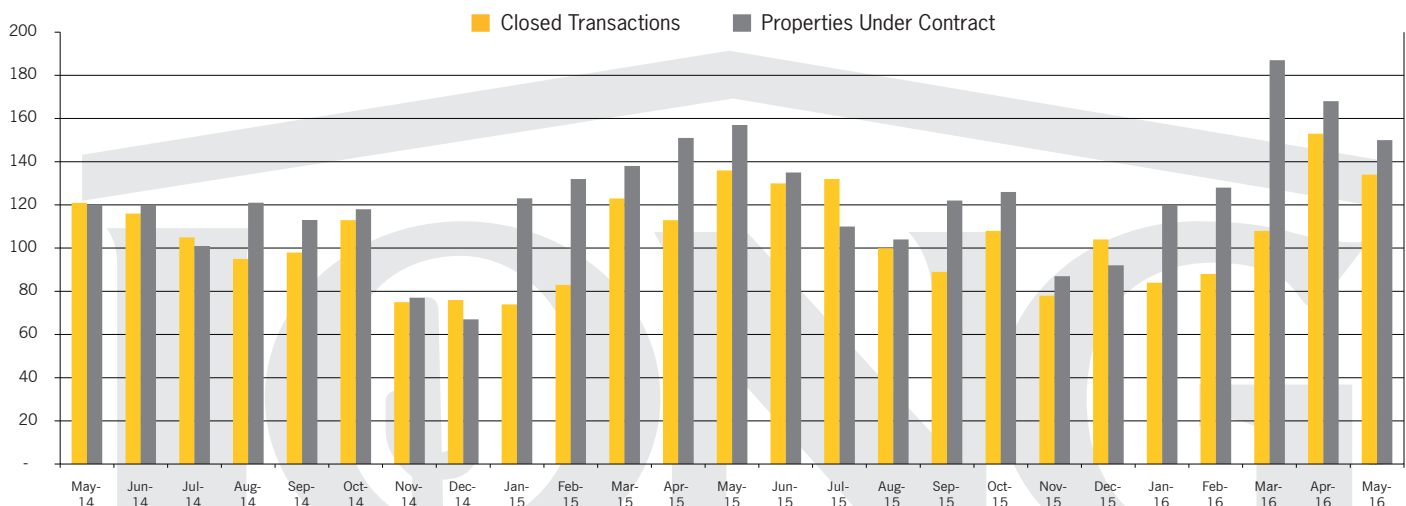




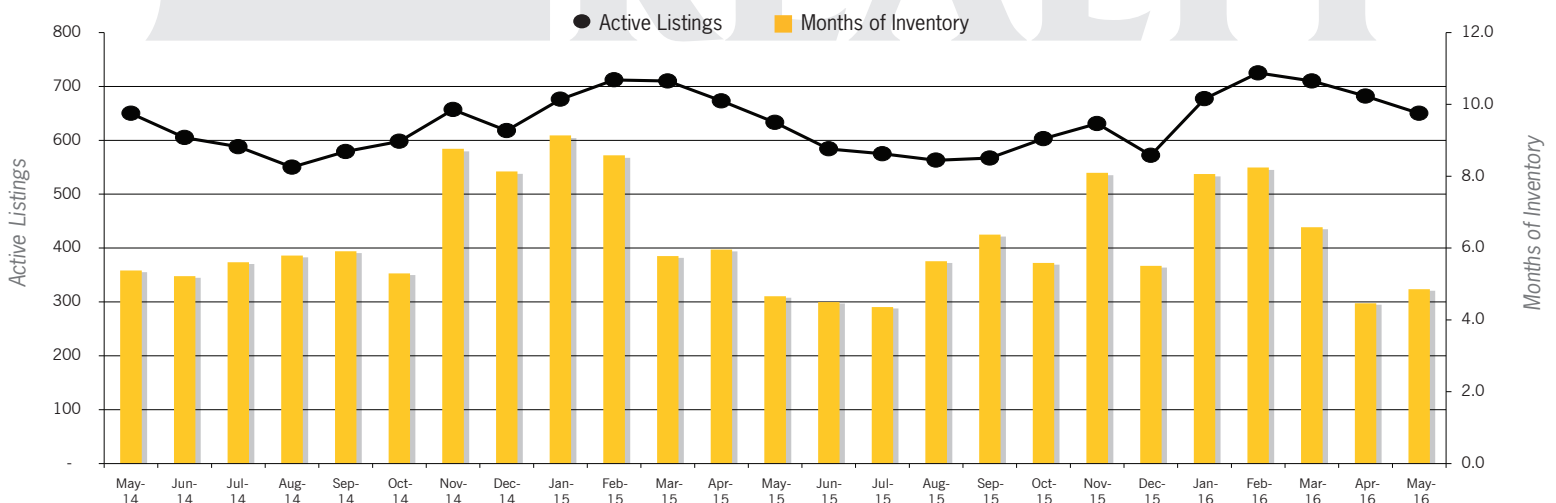
Tucson North | June 2016

In the Tucson North area, May 2016 active inventory was 650, a 3% increase from May 2015. There were 134 closings in May 2016, a 1% decrease from May 2015. Year-to-date 2016 there were 574 closings, a 5% increase from year-to-date 2015. Months of Inventory was 4.9, up from 4.7 in May 2015. Median price of sold homes was \$317,500 for the month of May 2016, down 3% from May 2015. The Tucson North area had 150 new properties under contract in May 2016, down 4% from May 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



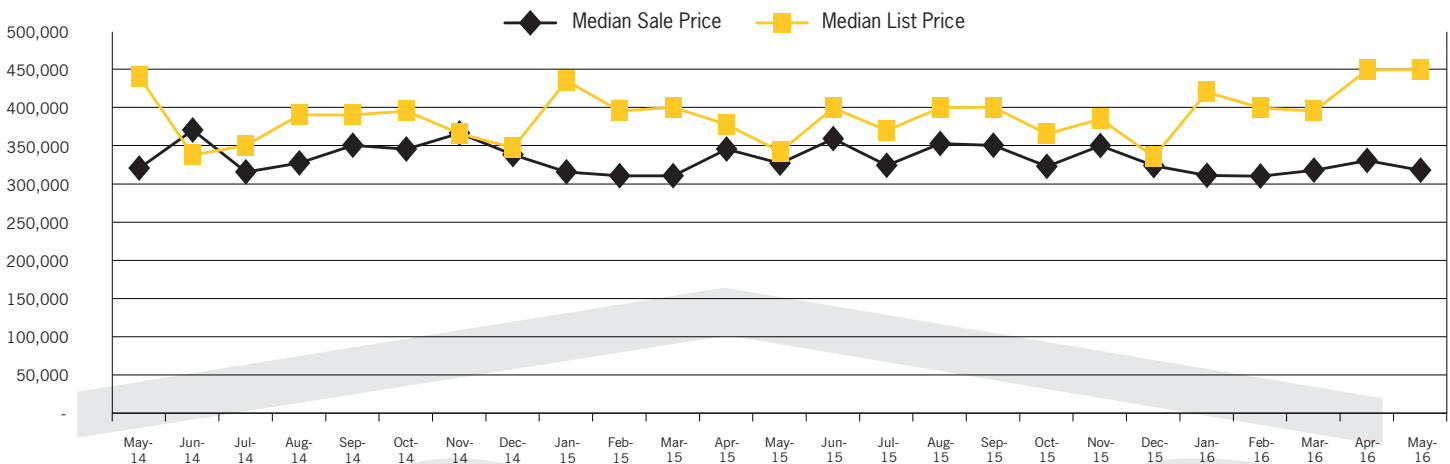
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/03/2016 is believed to be reliable, but not guaranteed.



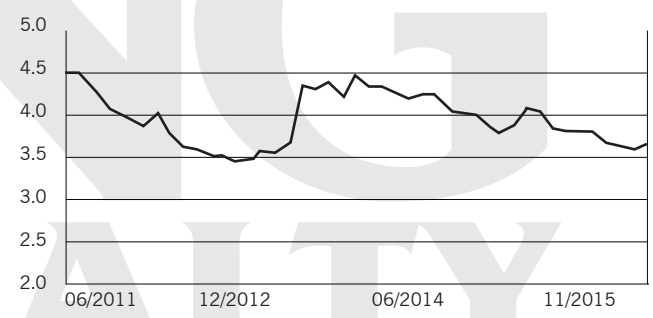
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$326,500	3.800%	\$1,445.28
2016	\$317,500	3.600%	\$1,371.32

30 YEAR FIXED MORTGAGE RATE

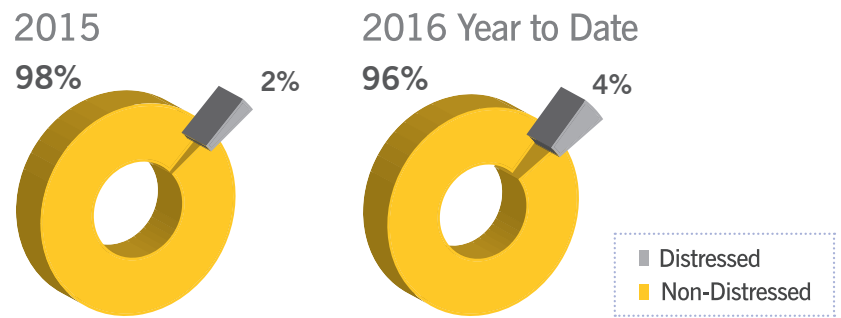


Source: Residential median sales prices. Data obtained 06/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 06/03/2016. 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
		Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	4	3	1	1	0	0	1	4.0	14.0	Buyer
\$75,000 - 99,999	14	2	3	1	5	3	4	3.5	2.8	Seller
\$100,000 - 124,999	20	3	5	3	4	9	6	3.3	3.4	Seller
\$125,000 - 149,999	25	10	0	7	5	10	6	4.2	4.3	Slightly Seller
\$150,000 - 174,999	21	7	6	6	11	15	9	2.3	2.1	Seller
\$175,000 - 199,999	18	6	4	4	10	6	5	3.6	2.6	Seller
\$200,000 - 224,999	10	6	9	3	4	6	4	2.5	2.5	Seller
\$225,000 - 249,999	19	4	4	4	6	8	6	3.2	3.3	Seller
\$250,000 - 274,999	19	5	3	7	7	9	12	1.6	2.0	Seller
\$275,000 - 299,999	20	2	6	4	2	7	7	2.9	4.9	Slightly Seller
\$300,000 - 349,999	49	11	3	14	7	19	17	2.9	3.3	Seller
\$350,000 - 399,999	53	11	7	9	14	15	12	4.4	3.6	Seller
\$400,000 - 499,999	87	12	14	6	12	14	21	4.1	6.2	Balanced
\$500,000 - 599,999	60	10	5	7	8	13	7	8.6	6.9	Slightly Buyer
\$600,000 - 699,999	44	4	4	6	5	8	3	14.7	8.7	Buyer
\$700,000 - 799,999	36	4	3	3	3	4	6	6.0	7.5	Slightly Buyer
\$800,000 - 899,999	28	2	2	1	2	1	4	7.0	12.1	Buyer
\$900,000 - 999,999	32	2	2	1	1	4	0	n/a	20.0	Buyer
\$1,000,000 - and over	91	2	3	2	3	7	4	22.8	19.9	Buyer
TOTAL	650	106	84	89	109	158	134	4.9	5.1	Balanced



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/03/2016.

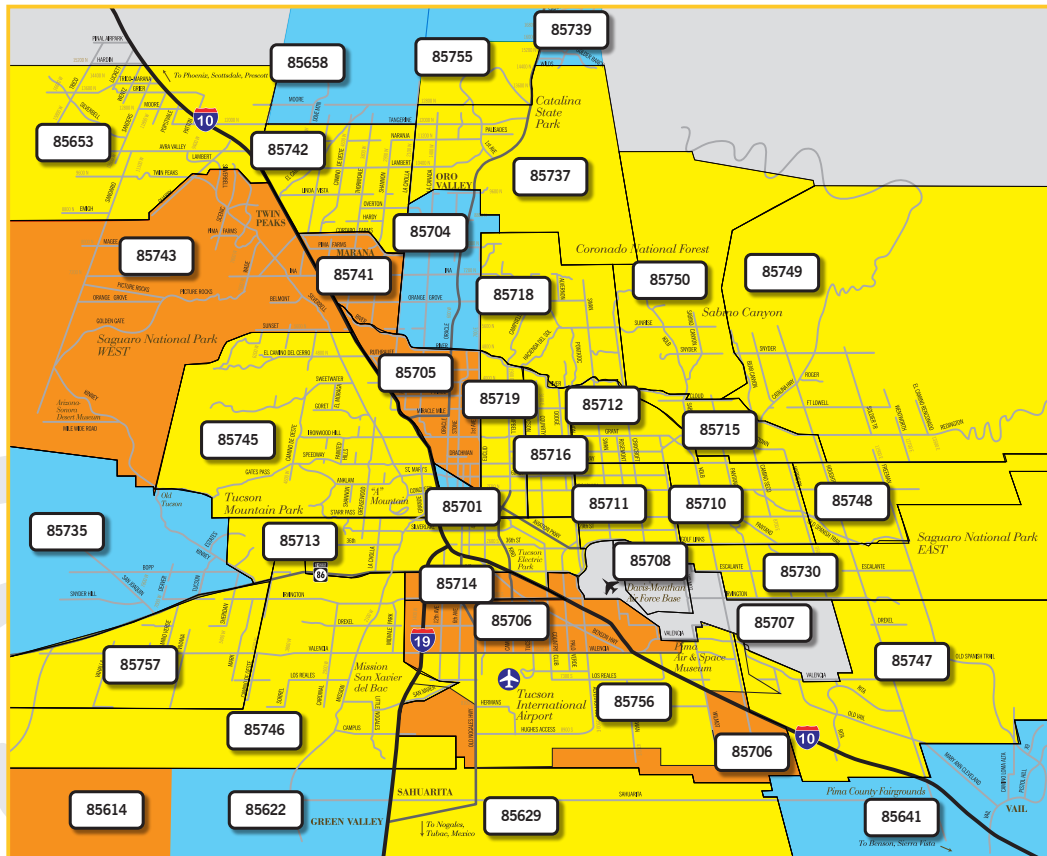
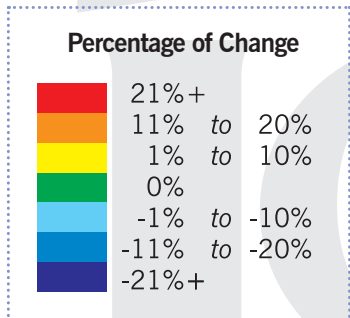
3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2016 - 05/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2015-MAY 2015 TO MAR 2016-MAY 2016

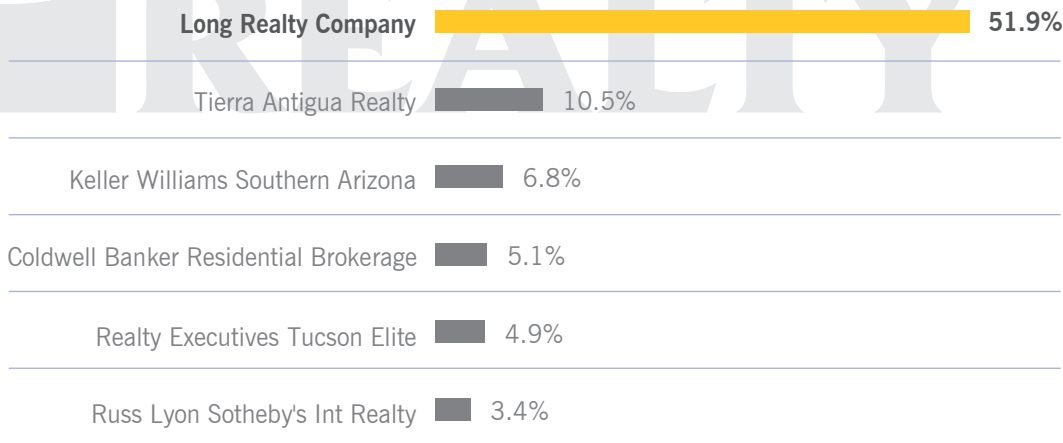
This heat map represents the percentage of change in Tucson metro median sales prices from March 2015-May 2015 to March 2016-May 2016 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 06/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2015 – 05/31/2016 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 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.

These statistics are based on information obtained from the MLSSAZ and GVARMLS on 06/03/2016. Information is believed to be reliable, but not guaranteed.