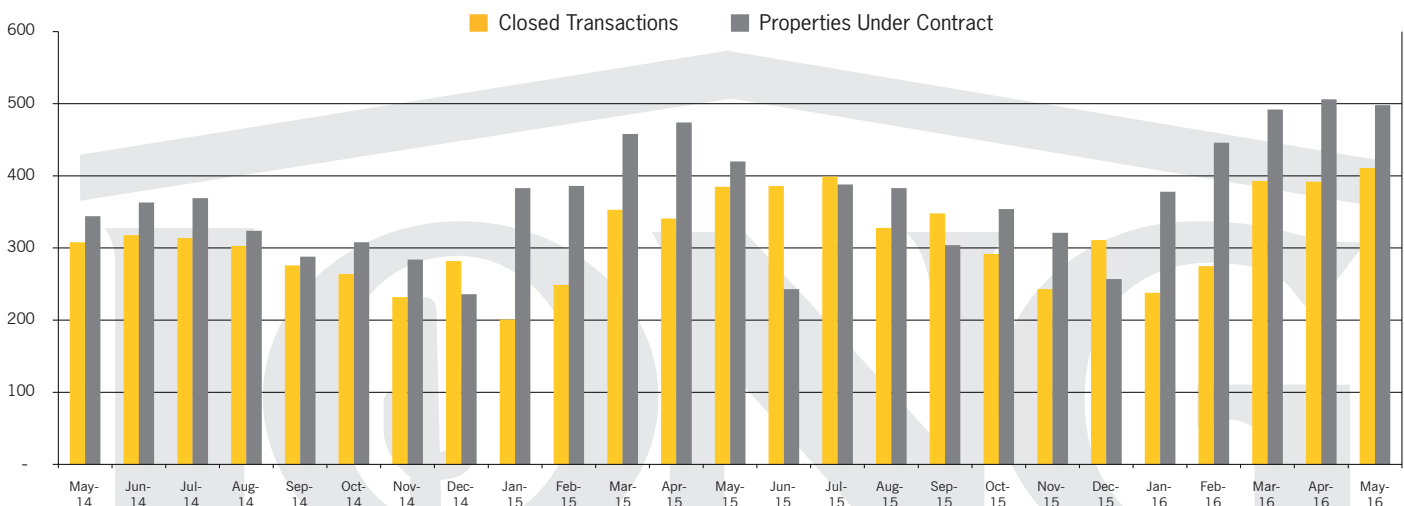




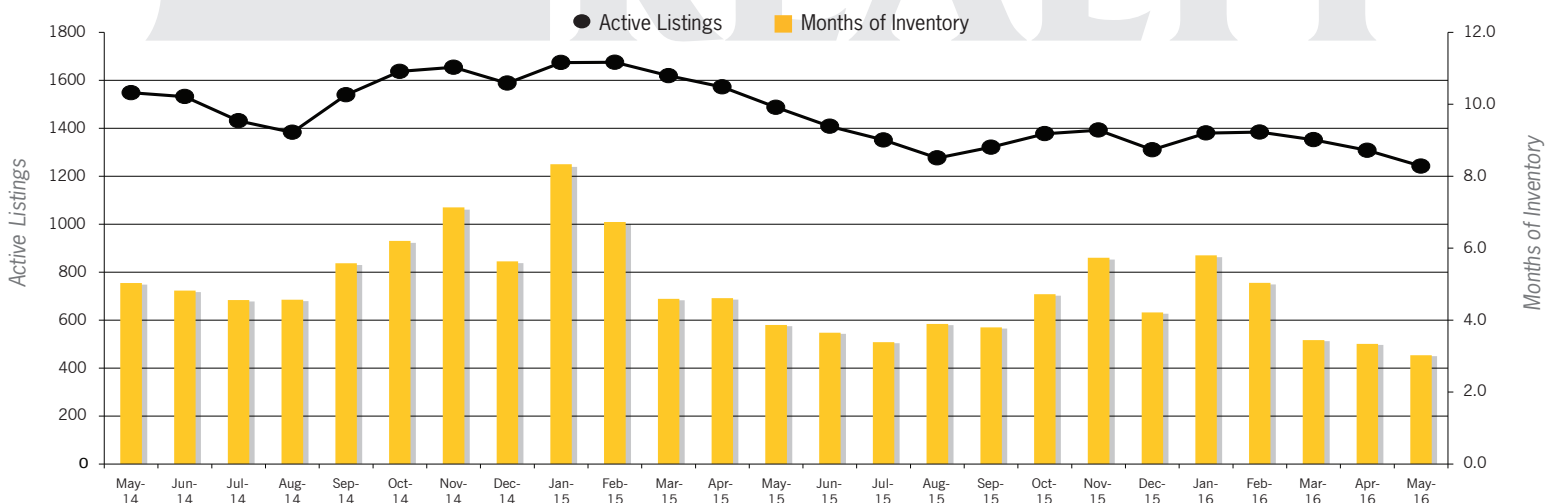
Tucson Northwest | June 2016

In the Tucson Northwest area, May 2016 active inventory was 1,242, a 16% decrease from May 2015. There were 411 closings in May 2016, a 7% increase from May 2015. Year-to-date 2016 there were 1,758 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 3.0, down from 3.9 in May 2015. Median price of sold homes was \$225,000 for the month of May 2016, up 7% from May 2015. The Tucson Northwest area had 498 new properties under contract in May 2016, up 19% from May 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

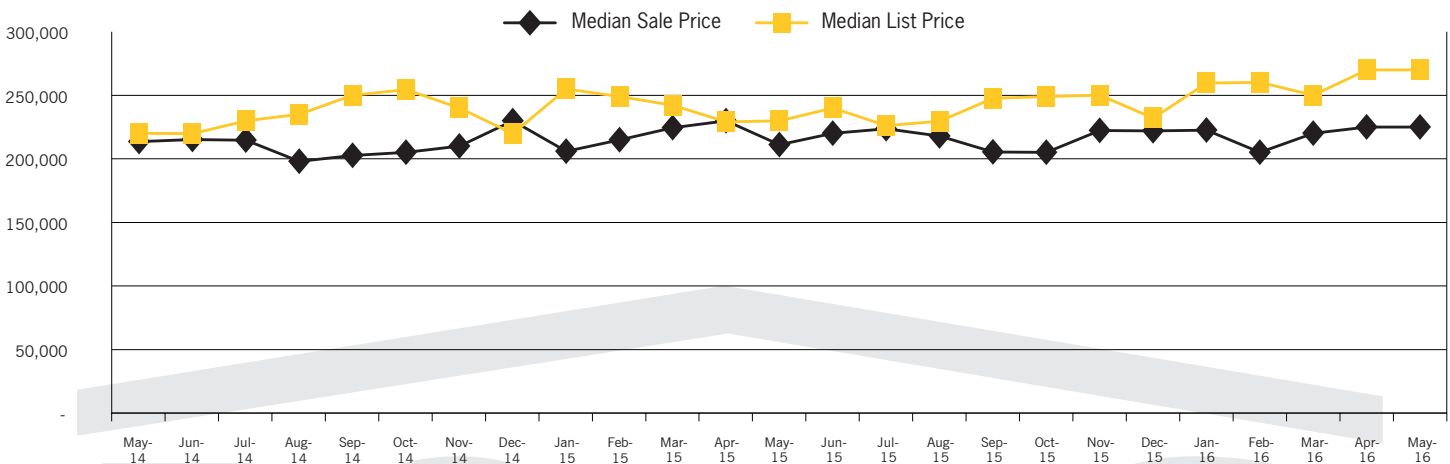


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 06/03/2016 is believed to be reliable, but not guaranteed.



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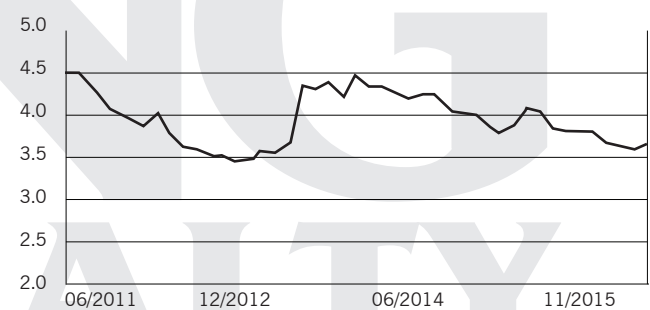
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$211,000	3.800%	\$934.01
2016	\$225,000	3.600%	\$971.80

30 YEAR FIXED MORTGAGE RATE

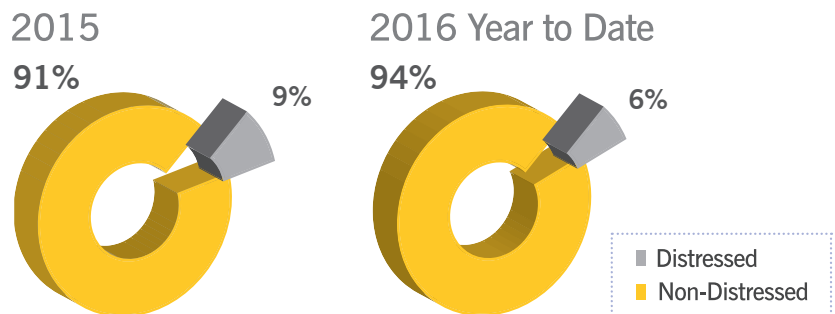


Source: Residential median sales prices. Data obtained 06/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16			
\$1 - 49,999	3	6	5	2	2	2	8	0.4	1.0	Seller
\$50,000 - 74,999	13	2	4	2	4	2	0	n/a	5.5	Balanced
\$75,000 - 99,999	21	3	6	7	5	2	5	4.2	4.4	Slightly Seller
\$100,000 - 124,999	13	7	8	9	15	9	8	1.6	1.4	Seller
\$125,000 - 149,999	33	25	16	22	35	31	28	1.2	1.2	Seller
\$150,000 - 174,999	65	41	29	44	49	70	50	1.3	1.1	Seller
\$175,000 - 199,999	94	51	34	47	57	58	67	1.4	1.8	Seller
\$200,000 - 224,999	97	30	26	34	44	32	37	2.6	2.5	Seller
\$225,000 - 249,999	117	31	24	24	45	36	46	2.5	3.0	Seller
\$250,000 - 274,999	100	32	20	20	29	36	45	2.2	2.9	Seller
\$275,000 - 299,999	97	21	10	11	21	27	32	3.0	3.9	Seller
\$300,000 - 349,999	130	25	26	25	34	34	37	3.5	3.9	Seller
\$350,000 - 399,999	121	22	14	13	21	26	23	5.3	5.1	Balanced
\$400,000 - 499,999	106	13	9	7	11	27	12	8.8	6.9	Slightly Buyer
\$500,000 - 599,999	78	9	11	6	15	5	8	9.8	8.8	Buyer
\$600,000 - 699,999	46	4	2	2	6	5	3	15.3	10.1	Buyer
\$700,000 - 799,999	31	0	1	3	4	0	0	n/a	21.0	Buyer
\$800,000 - 899,999	15	0	1	2	2	0	2	7.5	13.0	Buyer
\$900,000 - 999,999	15	0	0	1	2	3	0	n/a	7.8	Slightly Buyer
\$1,000,000 - and over	47	2	4	2	3	4	0	n/a	22.0	Buyer
TOTAL	1,242	324	250	283	404	409	411	3.0	3.2	Seller



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.

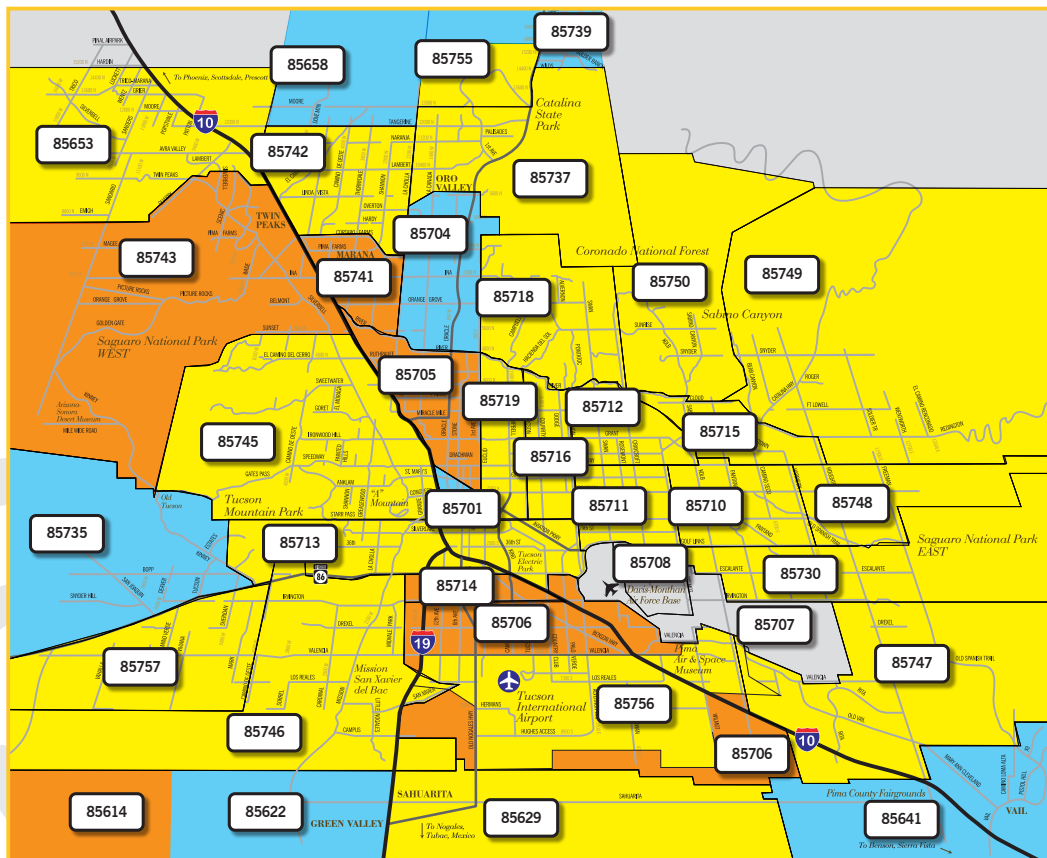
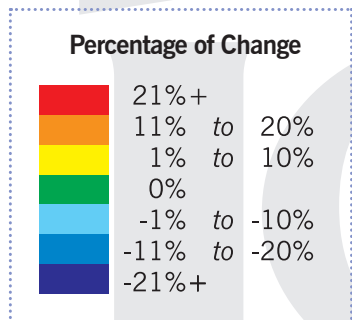


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2015-MAY 2015 TO MAR 2016-MAY 2016

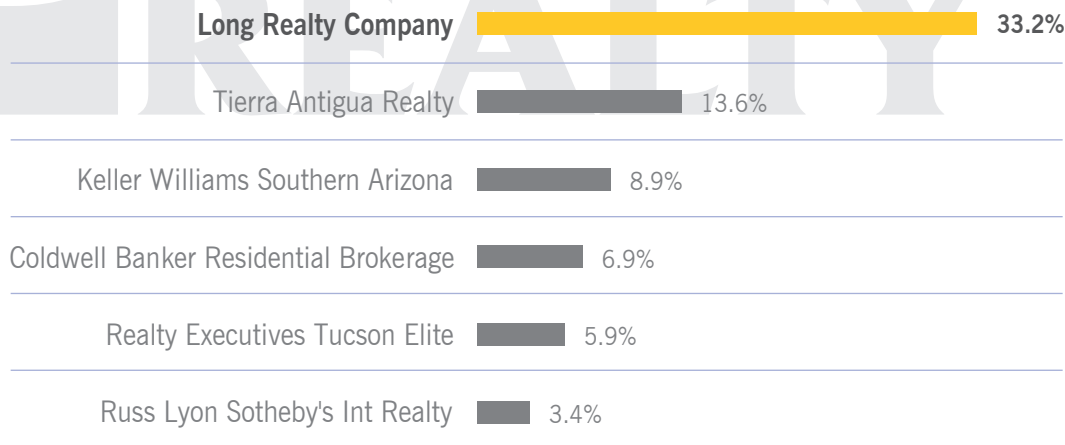
This heat map represents the percentage of change in Tucson metro median sales prices from March 2015-May 2015 to March 2016-May 2016 by zip code.



MARKET SHARE – TUCSON NORTHWEST

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 Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by MLSSAZ 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 MLSSAZ and GVARMLS on 06/03/2016. Information is believed to be reliable, but not guaranteed.