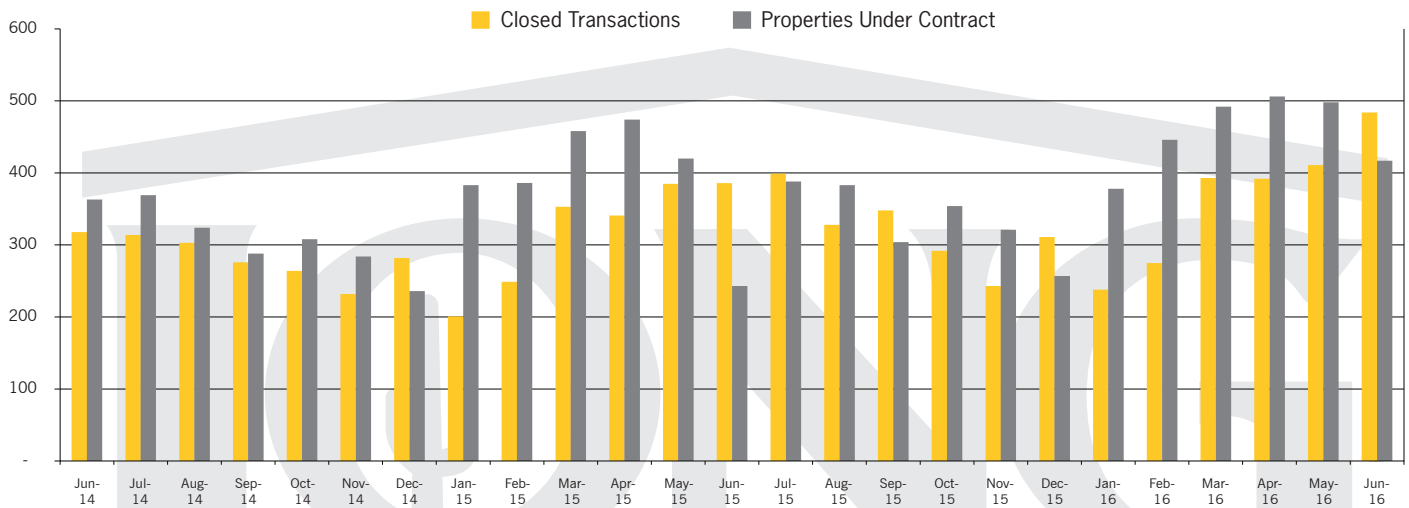




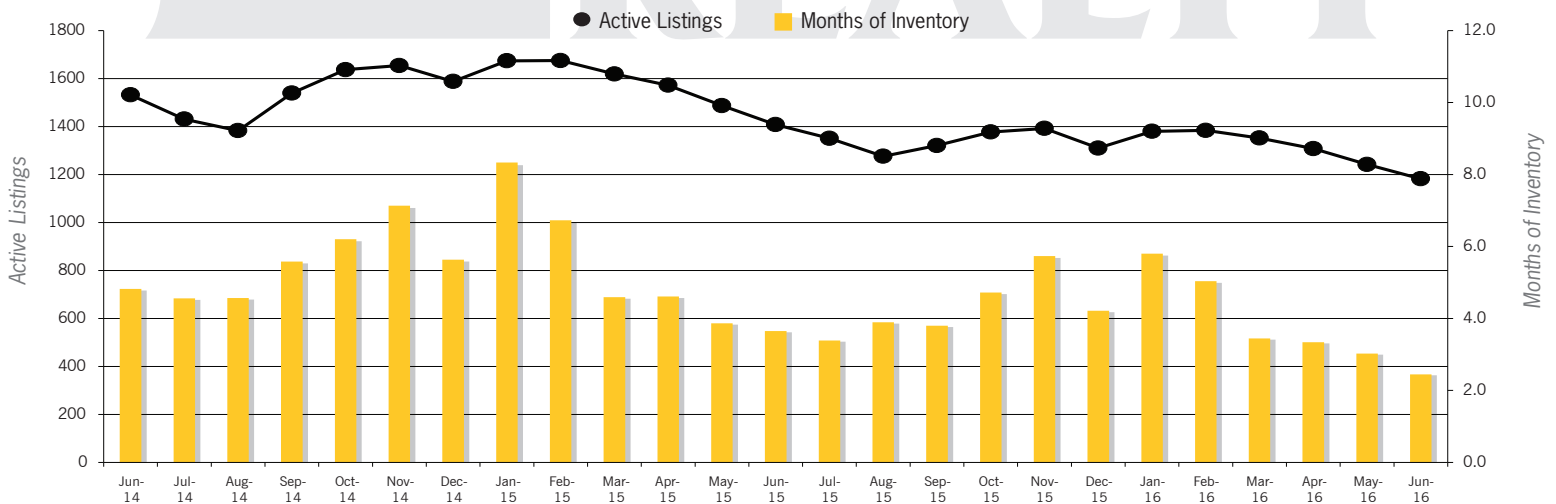
Tucson Northwest | July 2016

In the Tucson Northwest area, June 2016 active inventory was 1,182, a 16% decrease from June 2015. There were 484 closings in June 2016, a 25% increase from June 2015. Year-to-date 2016 there were 2,257 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 2.4, down from 3.6 in June 2015. Median price of sold homes was \$227,500 for the month of June 2016, up 3% from June 2015. The Tucson Northwest area had 417 new properties under contract in June 2016, up 72% from June 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



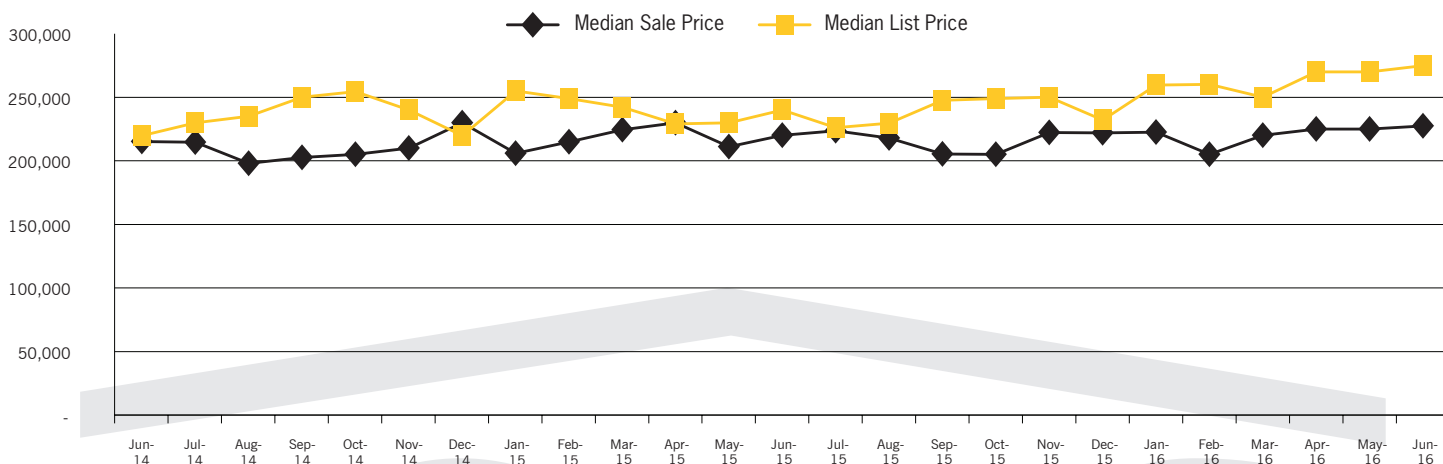
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2016 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST

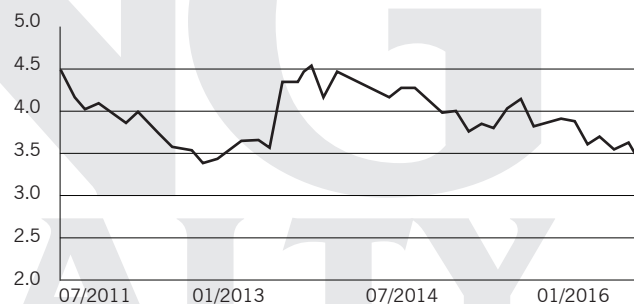


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2015	\$220,000	4.000%	\$997.80
2016	\$227,500	3.500%	\$970.50

Source: Residential median sales prices. Data obtained 07/06/2016 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.

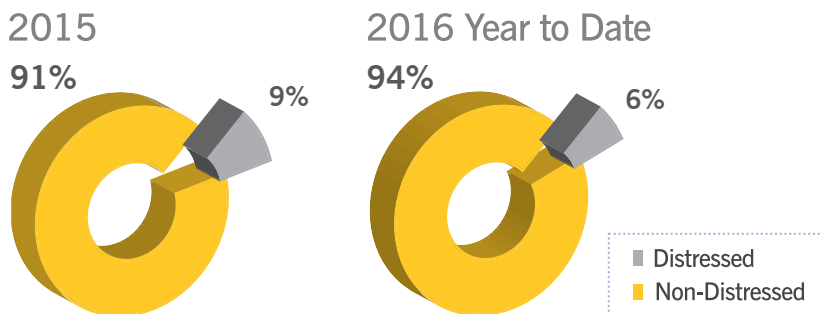
30 YEAR FIXED MORTGAGE RATE



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
		Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16			
\$1 - 49,999	8	5	2	2	2	7	1	8.0	1.5	Seller
\$50,000 - 74,999	6	4	2	4	2	0	1	6.0	10.0	Buyer
\$75,000 - 99,999	24	6	7	5	2	6	4	6.0	5.2	Balanced
\$100,000 - 124,999	14	8	9	15	9	8	15	0.9	1.3	Seller
\$125,000 - 149,999	32	16	22	35	31	29	33	1.0	1.2	Seller
\$150,000 - 174,999	55	29	44	49	71	55	55	1.0	1.0	Seller
\$175,000 - 199,999	104	34	47	57	59	71	71	1.5	1.5	Seller
\$200,000 - 224,999	96	26	34	44	32	37	49	2.0	2.4	Seller
\$225,000 - 249,999	100	24	24	45	36	48	52	1.9	2.6	Seller
\$250,000 - 274,999	91	20	20	29	36	45	43	2.1	2.4	Seller
\$275,000 - 299,999	96	10	11	21	27	33	26	3.7	3.5	Seller
\$300,000 - 349,999	135	26	25	34	34	37	57	2.4	3.1	Seller
\$350,000 - 399,999	113	14	13	21	27	23	27	4.2	4.6	Slightly Seller
\$400,000 - 499,999	86	9	7	11	27	12	23	3.7	4.9	Slightly Seller
\$500,000 - 599,999	79	11	6	15	5	8	13	6.1	9.5	Buyer
\$600,000 - 699,999	41	2	2	6	5	3	5	8.2	10.1	Buyer
\$700,000 - 799,999	30	1	3	4	0	0	1	30.0	88.0	Buyer
\$800,000 - 899,999	15	1	2	2	0	2	4	3.8	8.3	Slightly Buyer
\$900,000 - 999,999	10	0	1	2	3	0	0	n/a	12.3	Buyer
\$1,000,000 - and over	47	4	2	3	4	0	4	11.8	18.5	Buyer
TOTAL	1,182	250	283	404	412	424	484	2.4	2.8	Seller



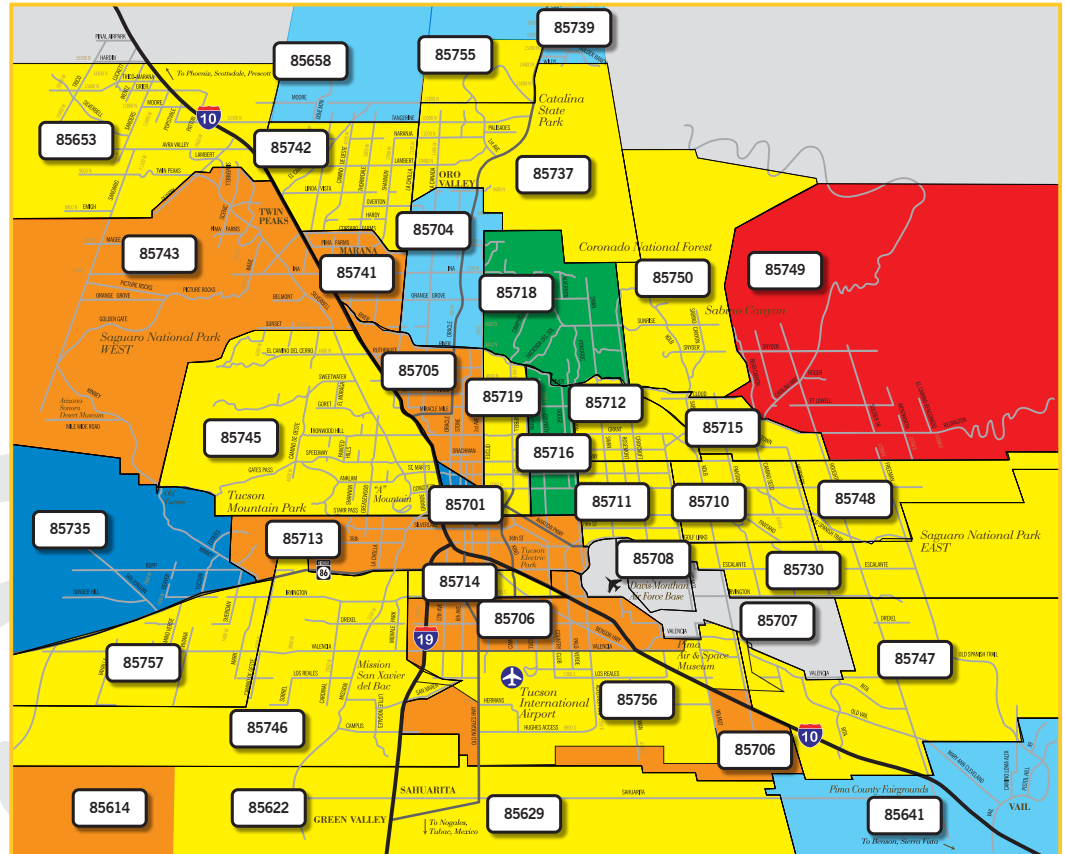


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2015-JUN 2015 TO APR 2016-JUN 2016

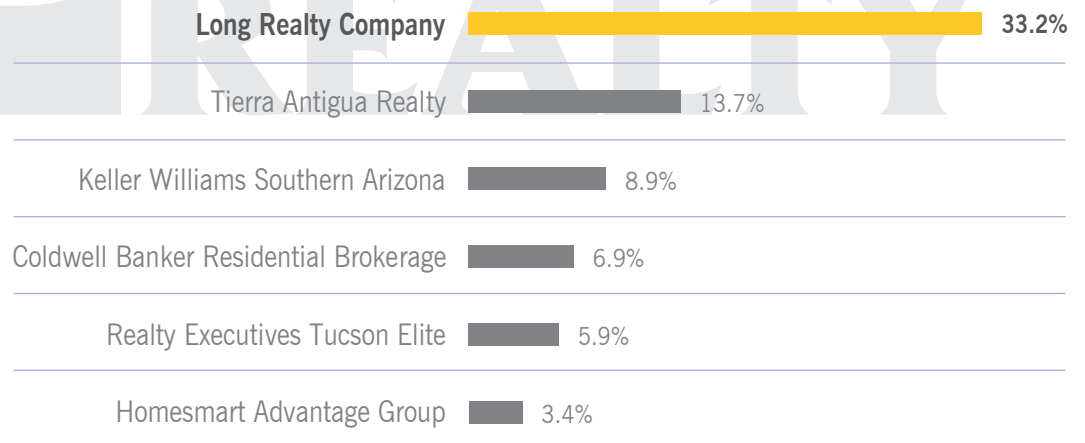
This heat map represents the percentage of change in Tucson metro median sales prices from April 2015-June 2015 to April 2016-June 2016 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2015 – 06/30/2016 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 07/06/2016. Information is believed to be reliable, but not guaranteed.