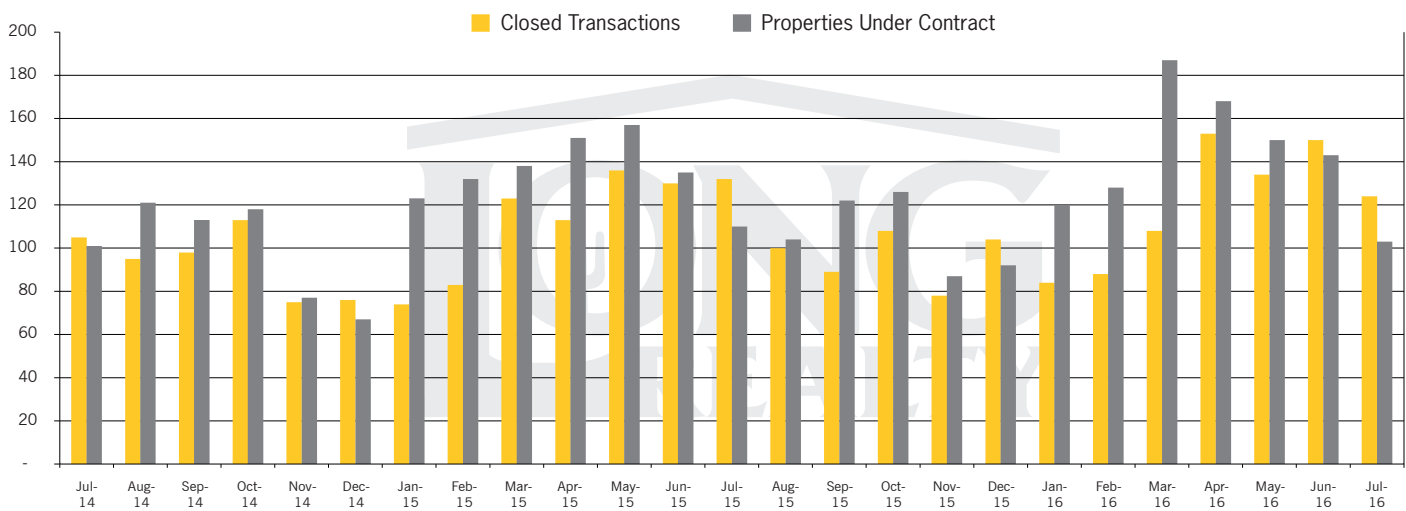




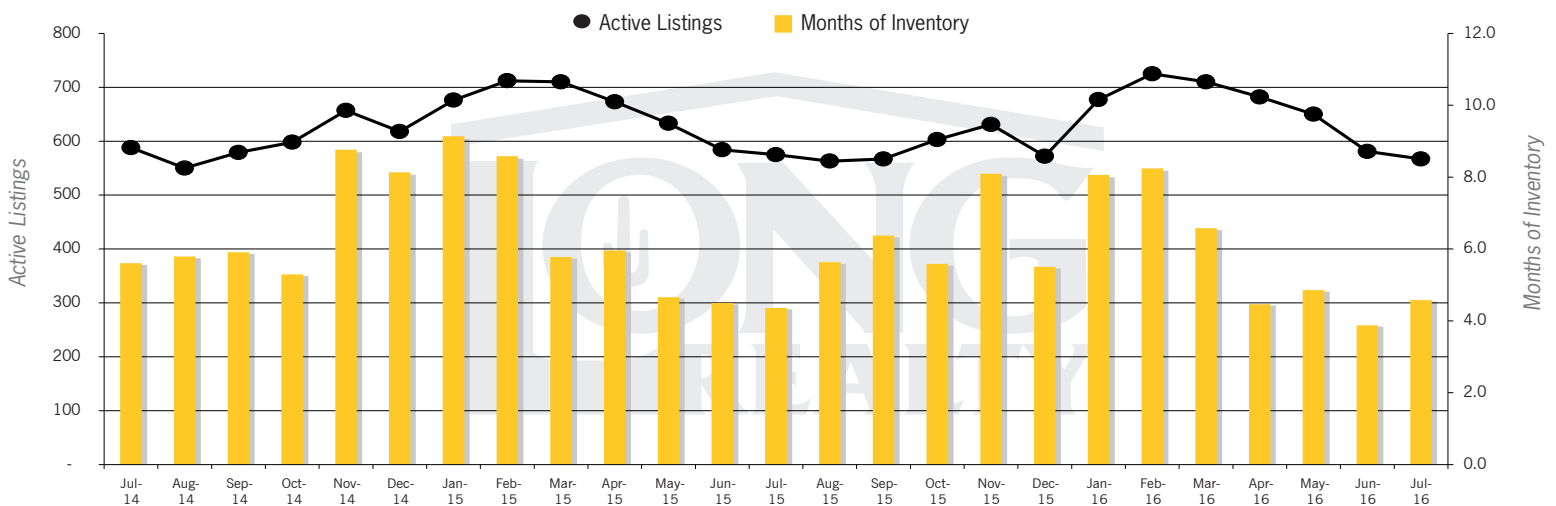
Tucson North | August 2016

In the Tucson North area, July 2016 active inventory was 567, a 1% decrease from July 2015. There were 124 closings in July 2016, a 6% decrease from July 2015. Year-to-date 2016 there were 858 closings, a 5% increase from year-to-date 2015. Months of Inventory was 4.6, up from 4.4 in July 2015. Median price of sold homes was \$339,500 for the month of July 2016, up 5% from July 2015. The Tucson North area had 103 new properties under contract in July 2016, down 6% from July 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



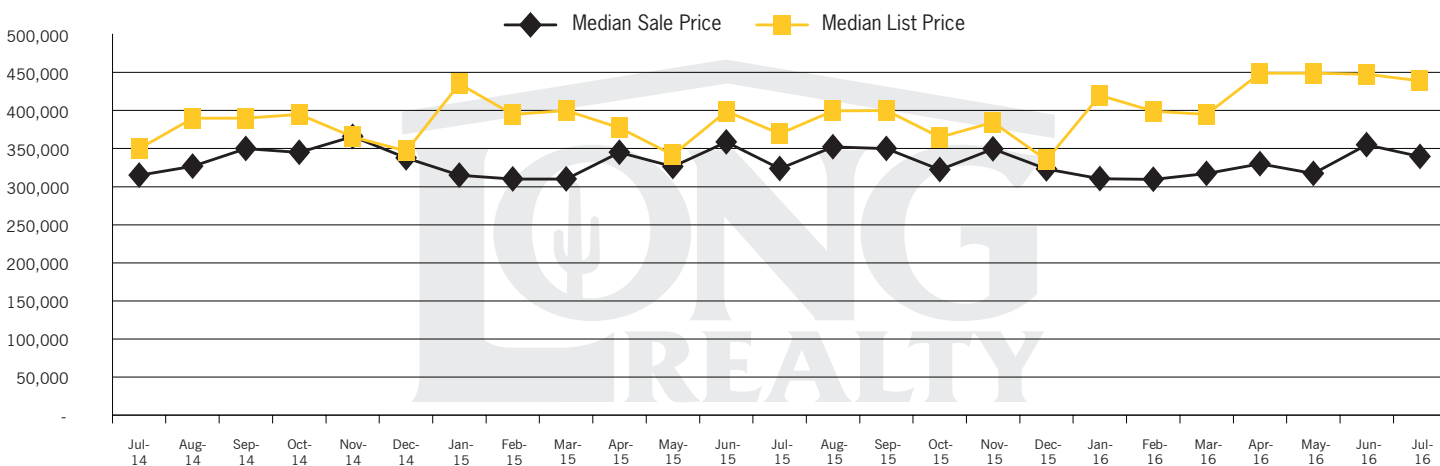
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 08/03/2016 is believed to be reliable, but not guaranteed.*



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

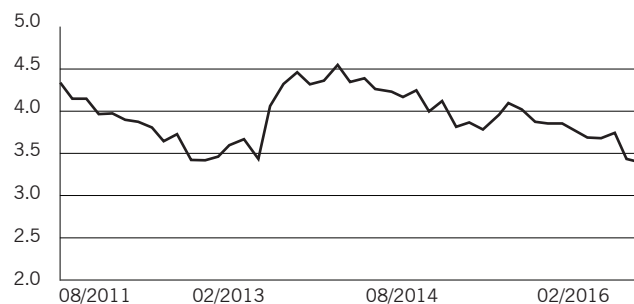


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2015	\$323,750	4.000%	\$1,468.35
2016	\$339,500	3.375%	\$1,425.87

Source: Residential median sales prices. Data obtained 08/03/2016 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.

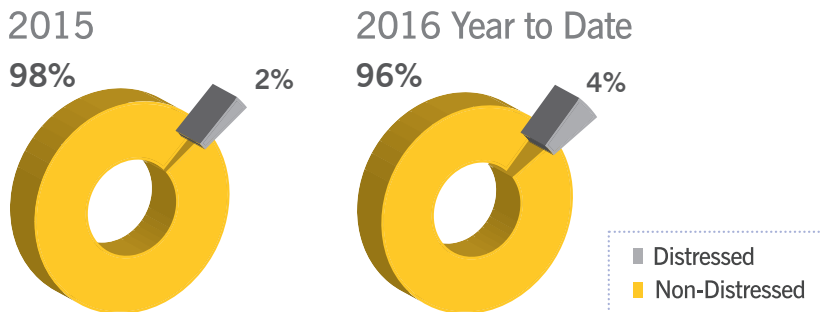
30 YEAR FIXED MORTGAGE RATE



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
		Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	1	0	0	1	2	2	0.5	1.4	Seller
\$75,000 - 99,999	10	1	5	3	4	3	2	5.0	3.7	Seller
\$100,000 - 124,999	13	3	4	9	6	5	7	1.9	2.9	Seller
\$125,000 - 149,999	17	7	5	11	6	8	7	2.4	3.0	Seller
\$150,000 - 174,999	28	6	11	15	9	7	8	3.5	2.9	Seller
\$175,000 - 199,999	15	4	10	6	6	7	4	3.8	2.8	Seller
\$200,000 - 224,999	12	3	4	6	6	3	5	2.4	2.4	Seller
\$225,000 - 249,999	20	4	6	8	6	8	4	5.0	3.2	Seller
\$250,000 - 274,999	20	7	7	9	12	12	7	2.9	1.8	Seller
\$275,000 - 299,999	19	4	2	7	8	10	6	3.2	2.4	Seller
\$300,000 - 349,999	35	14	7	19	17	11	13	2.7	2.9	Seller
\$350,000 - 399,999	43	9	14	15	13	17	13	3.3	3.3	Seller
\$400,000 - 499,999	82	6	12	14	22	20	17	4.8	4.1	Slightly Seller
\$500,000 - 599,999	57	7	8	13	8	13	10	5.7	5.5	Balanced
\$600,000 - 699,999	48	6	5	8	3	9	5	9.6	8.6	Buyer
\$700,000 - 799,999	33	3	3	4	6	6	5	6.6	6.1	Balanced
\$800,000 - 899,999	20	1	2	1	4	3	1	20.0	8.8	Buyer
\$900,000 - 999,999	25	1	1	4	0	2	5	5.0	12.0	Buyer
\$1,000,000 - and over	69	2	3	7	4	6	3	23.0	18.5	Buyer
TOTAL	567	89	109	159	141	152	124	4.6	4.3	Slightly Seller

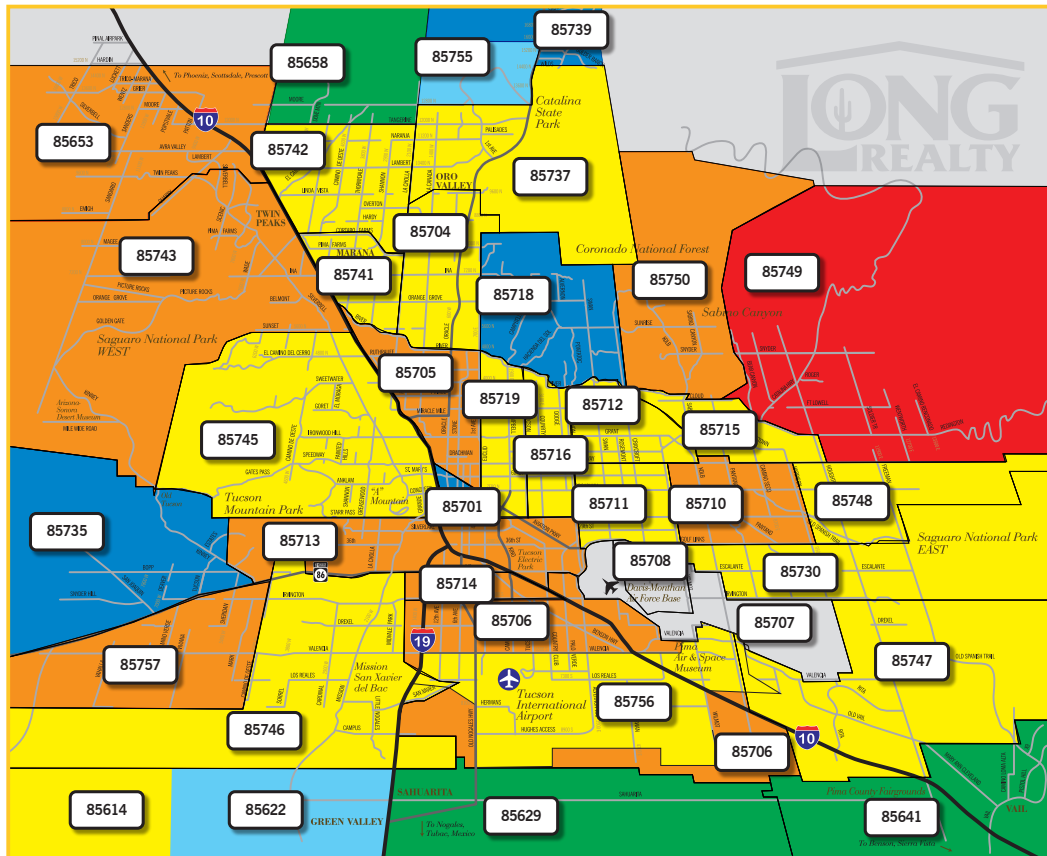
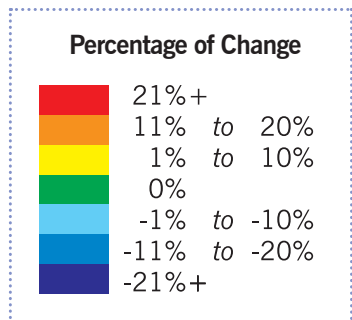




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO MAY 2016-JUL 2016

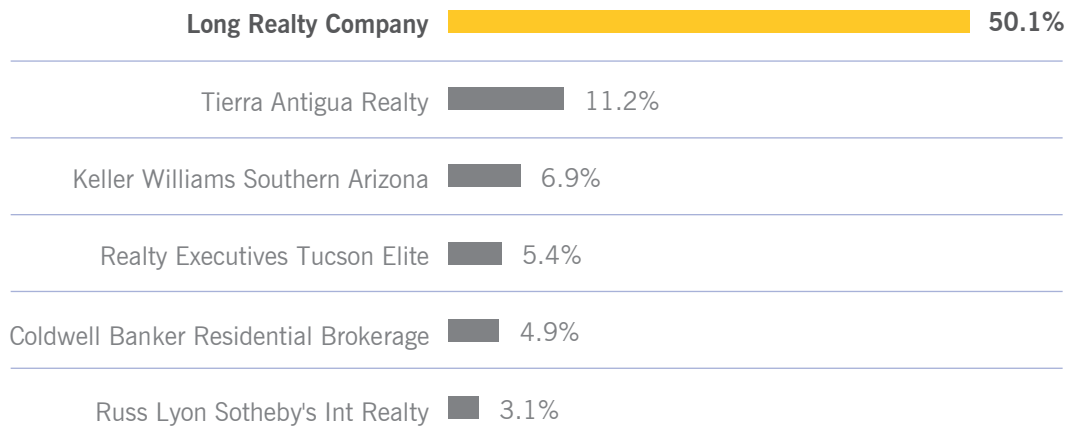
This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2015 – 07/31/2016 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.