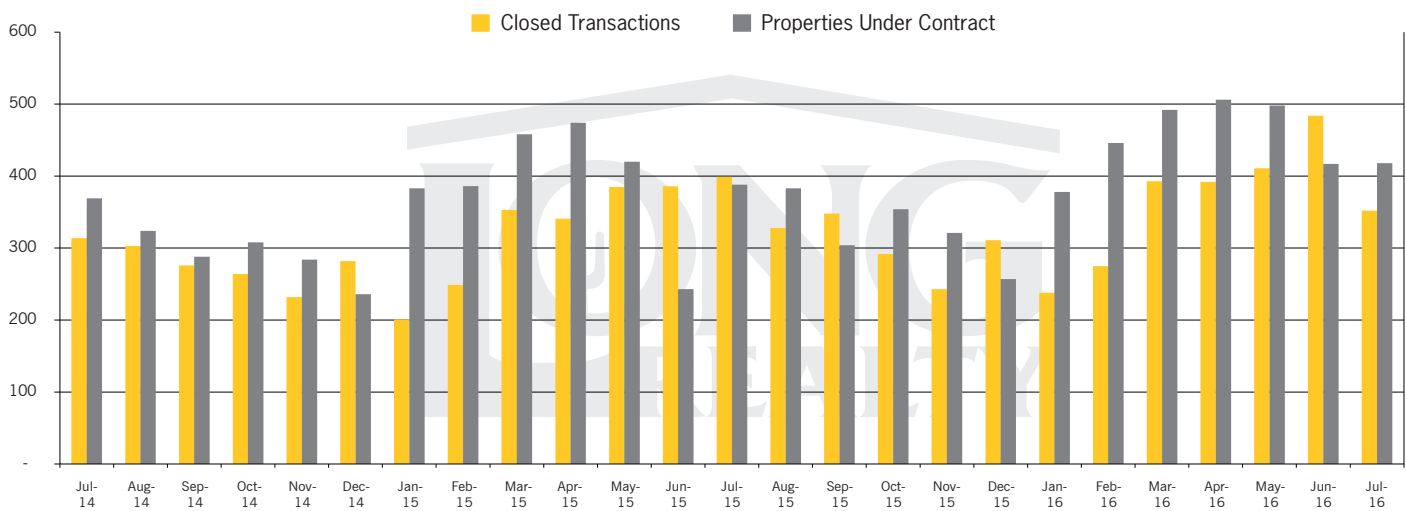




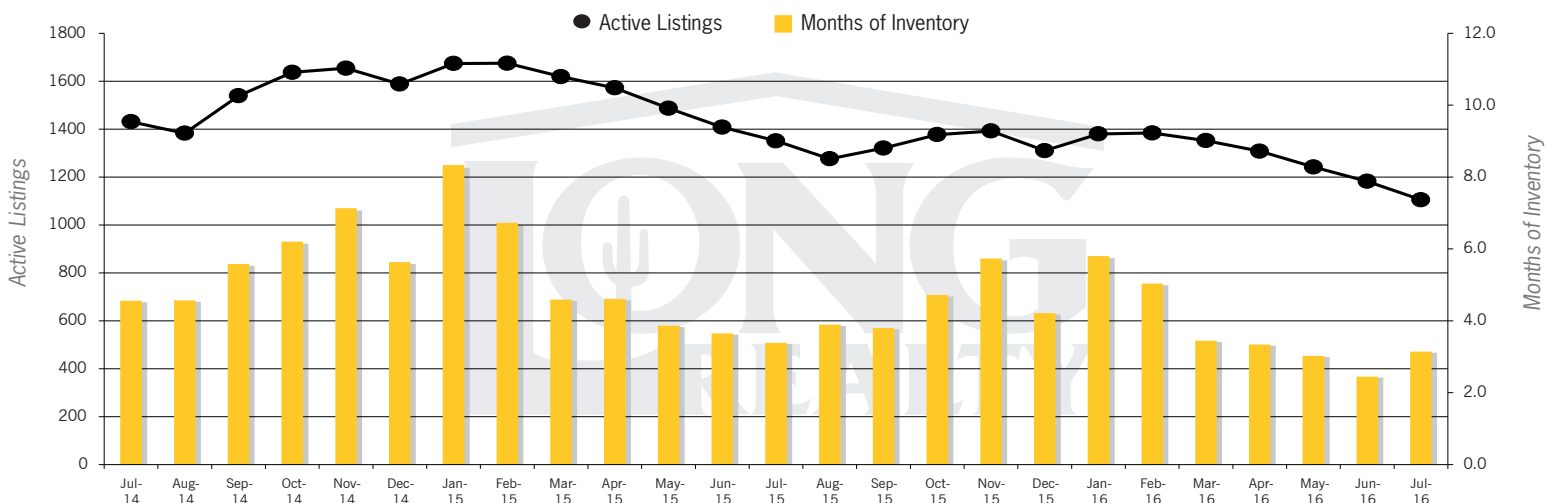
Tucson Northwest | August 2016

In the Tucson Northwest area, July 2016 active inventory was 1,105, an 18% decrease from July 2015. There were 352 closings in July 2016, a 12% decrease from July 2015. Year-to-date 2016 there were 2,631 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 3.1, down from 3.4 in July 2015. Median price of sold homes was \$219,000 for the month of July 2016, down 2% from July 2015. The Tucson Northwest area had 418 new properties under contract in July 2016, up 8% from July 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



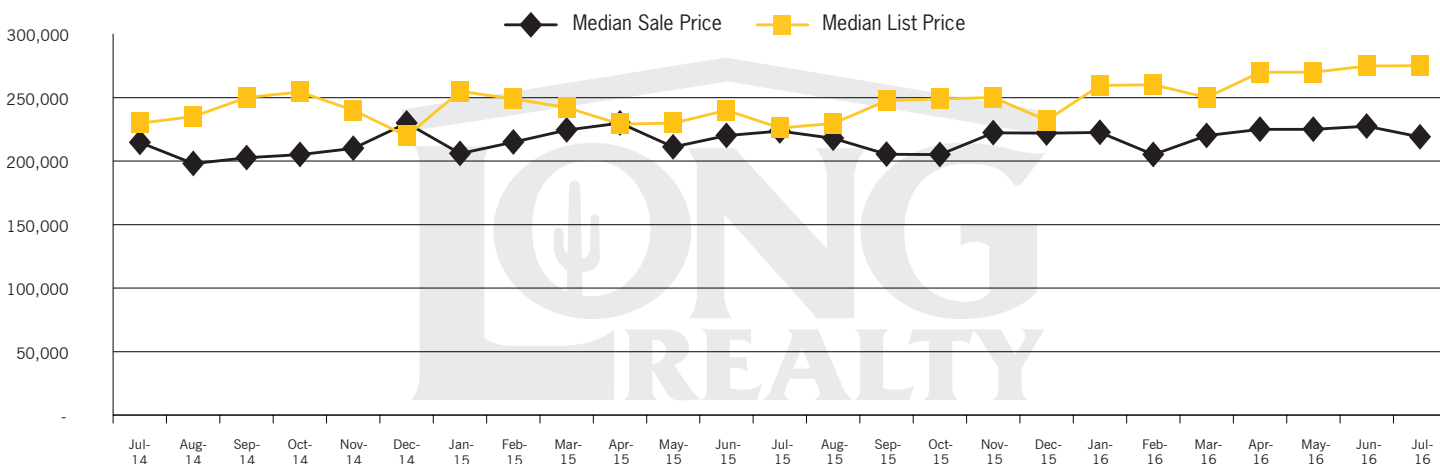
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



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



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST

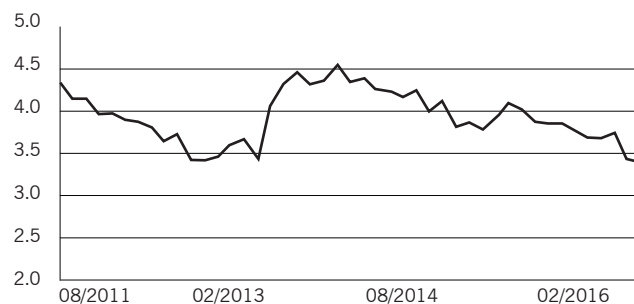


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2015	\$223,500	4.000%	\$1,013.67
2016	\$219,000	3.375%	\$919.78

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.

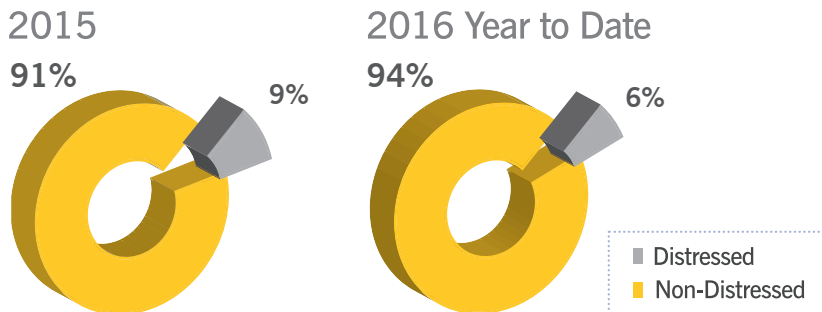
30 YEAR FIXED MORTGAGE RATE



Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16			
\$1 - 49,999	8	2	2	2	7	1	2	4.0	1.9	Seller
\$50,000 - 74,999	9	2	4	2	0	2	7	1.3	3.1	Seller
\$75,000 - 99,999	18	7	5	2	6	5	2	9.0	4.8	Slightly Seller
\$100,000 - 124,999	10	9	15	9	8	15	9	1.1	1.2	Seller
\$125,000 - 149,999	27	22	35	31	29	35	27	1.0	1.0	Seller
\$150,000 - 174,999	60	44	49	71	55	59	47	1.3	1.1	Seller
\$175,000 - 199,999	96	47	57	59	71	74	51	1.9	1.5	Seller
\$200,000 - 224,999	80	34	44	32	37	53	38	2.1	2.1	Seller
\$225,000 - 249,999	92	24	45	36	48	54	41	2.2	2.2	Seller
\$250,000 - 274,999	84	20	29	36	45	44	28	3.0	2.4	Seller
\$275,000 - 299,999	87	11	21	27	33	26	17	5.1	3.7	Seller
\$300,000 - 349,999	126	25	35	34	37	58	28	4.5	3.2	Seller
\$350,000 - 399,999	107	13	21	27	23	28	19	5.6	4.9	Slightly Seller
\$400,000 - 499,999	90	7	11	27	12	24	25	3.6	4.6	Slightly Seller
\$500,000 - 599,999	68	6	15	5	8	13	4	17.0	9.0	Buyer
\$600,000 - 699,999	36	2	6	5	3	5	5	7.2	9.5	Buyer
\$700,000 - 799,999	26	3	4	0	0	1	0	n/a	87.0	Buyer
\$800,000 - 899,999	16	2	2	0	2	4	0	n/a	7.7	Slightly Buyer
\$900,000 - 999,999	13	1	2	3	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	52	2	3	4	0	4	2	26.0	24.3	Buyer
TOTAL	1,105	283	405	412	424	505	352	3.1	2.8	Seller



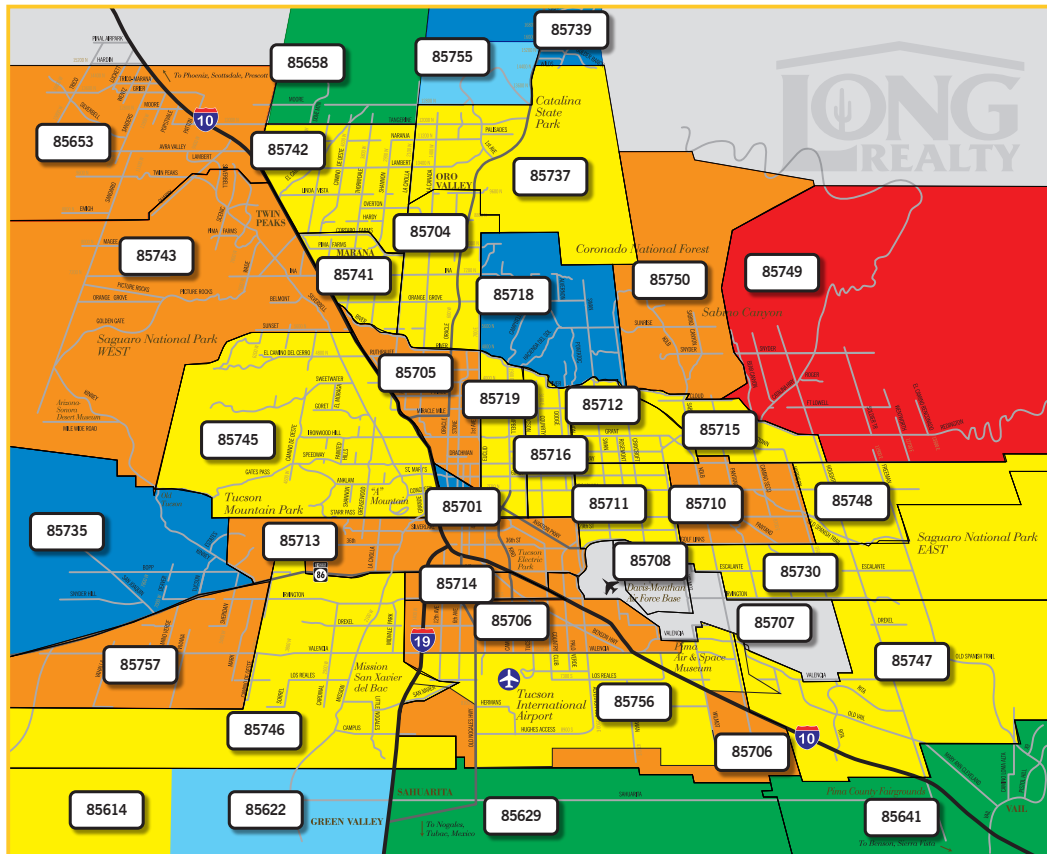
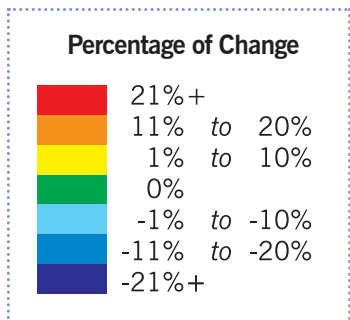


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO MAY 2016-JUL 2016

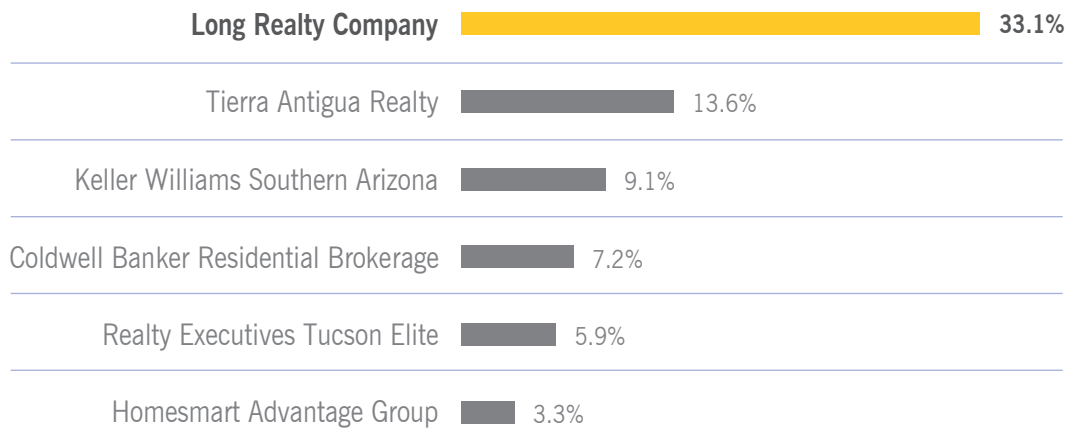
This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.



MARKET SHARE – TUCSON NORTHWEST

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 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.