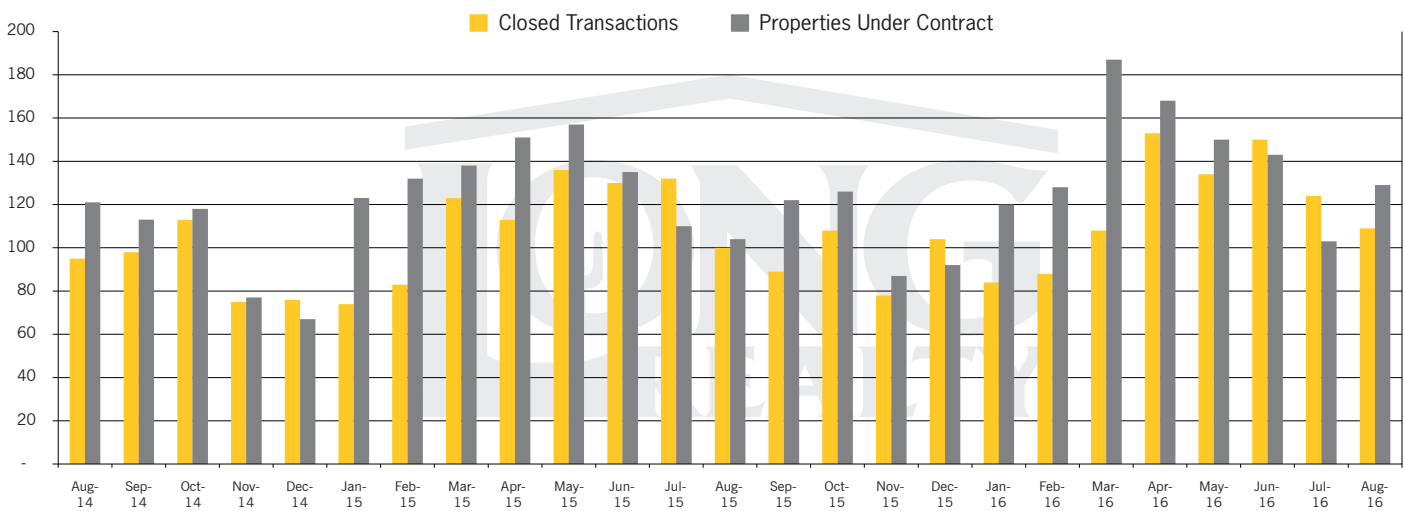




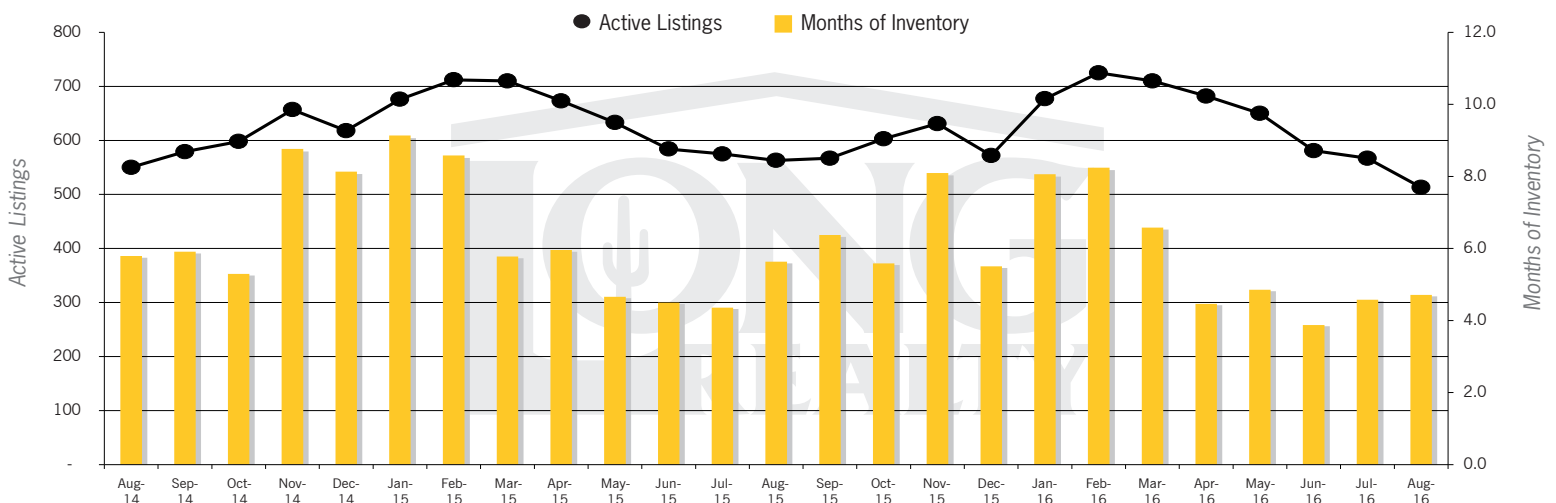
## Tucson North | September 2016

In the Tucson North area, August 2016 active inventory was 513, a 9% decrease from August 2015. There were 109 closings in August 2016, a 9% increase from August 2015. Year-to-date 2016 there were 971 closings, a 6% increase from year-to-date 2015. Months of Inventory was 4.7, down from 5.6 in August 2015. Median price of sold homes was \$353,000 for the month of August 2016, virtually unchanged from August 2015. The Tucson North area had 129 new properties under contract in August 2016, up 24% from August 2015.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



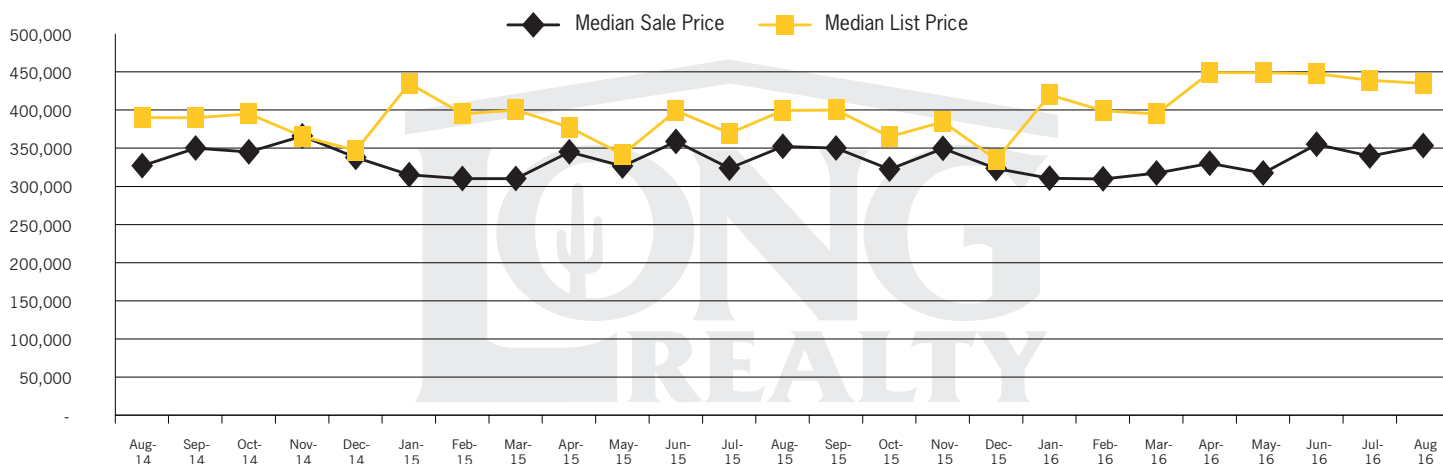
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 09/06/2016 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	\$352,250	3.875%	\$1,573.59
2016	\$353,000	3.375%	\$1,482.57

## 30 YEAR FIXED MORTGAGE RATE

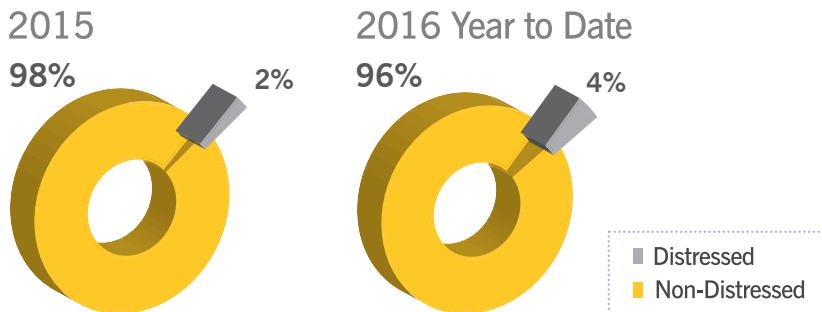


Source: Residential median sales prices. Data obtained 09/06/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson North | September 2016

## 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
		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	0	1	2	2	0	n/a	1.3	Seller
\$75,000 - 99,999	10	5	3	4	3	2	3	3.3	3.6	Seller
\$100,000 - 124,999	9	4	9	6	5	7	6	1.5	2.3	Seller
\$125,000 - 149,999	22	5	11	6	8	7	6	3.7	2.9	Seller
\$150,000 - 174,999	21	11	15	9	7	8	2	10.5	4.1	Slightly Seller
\$175,000 - 199,999	10	10	6	6	7	4	1	10.0	3.3	Seller
\$200,000 - 224,999	13	4	6	6	3	5	5	2.6	2.8	Seller
\$225,000 - 249,999	20	6	8	6	8	4	6	3.3	3.3	Seller
\$250,000 - 274,999	18	7	9	12	12	7	5	3.6	2.3	Seller
\$275,000 - 299,999	17	2	7	8	10	6	5	3.4	2.6	Seller
\$300,000 - 349,999	39	7	19	17	11	13	15	2.6	2.8	Seller
\$350,000 - 399,999	36	14	15	13	17	15	14	2.6	2.7	Seller
\$400,000 - 499,999	69	12	14	22	20	17	14	4.9	4.4	Slightly Seller
\$500,000 - 599,999	55	8	13	8	13	10	4	13.8	6.2	Balanced
\$600,000 - 699,999	42	5	8	3	9	5	6	7.0	7.3	Slightly Buyer
\$700,000 - 799,999	24	3	4	6	6	6	4	6.0	5.7	Balanced
\$800,000 - 899,999	19	2	1	4	3	1	2	9.5	10.2	Buyer
\$900,000 - 999,999	20	1	4	0	2	5	2	10.0	8.0	Slightly Buyer
\$1,000,000 - and over	67	3	7	4	6	3	9	7.4	12.0	Buyer
<b>TOTAL</b>	<b>513</b>	<b>109</b>	<b>159</b>	<b>141</b>	<b>152</b>	<b>127</b>	<b>109</b>	<b>4.7</b>	<b>4.3</b>	<b>Slightly Seller</b>



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/06/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2016 - 08/31/2016. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2015-AUG 2015 TO JUN 2016-AUG 2016

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

