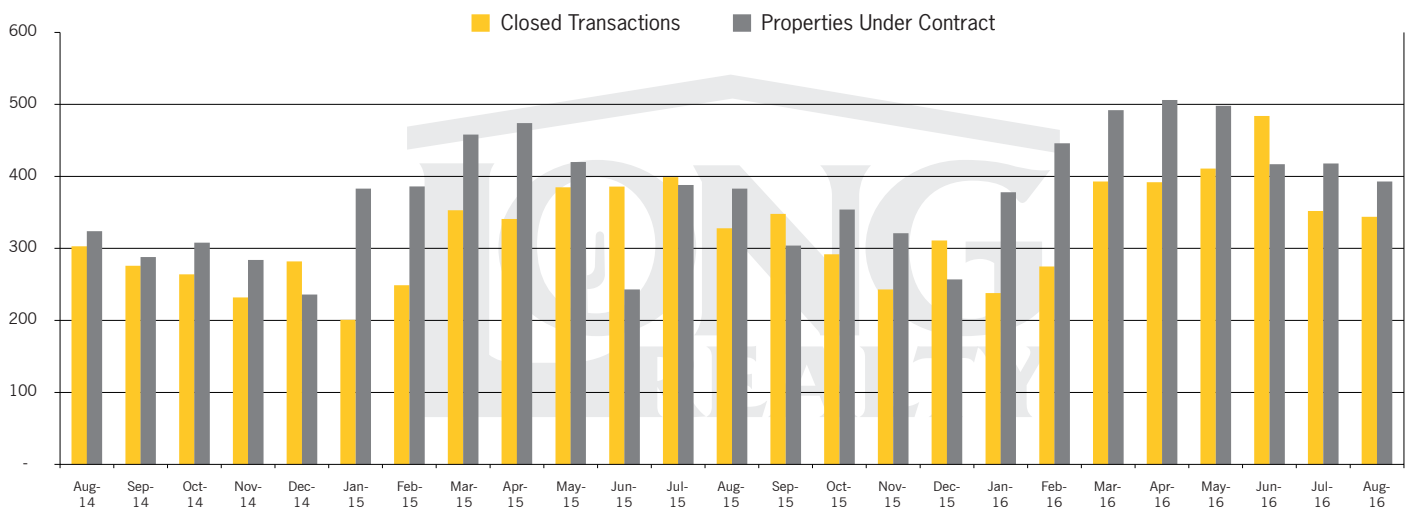




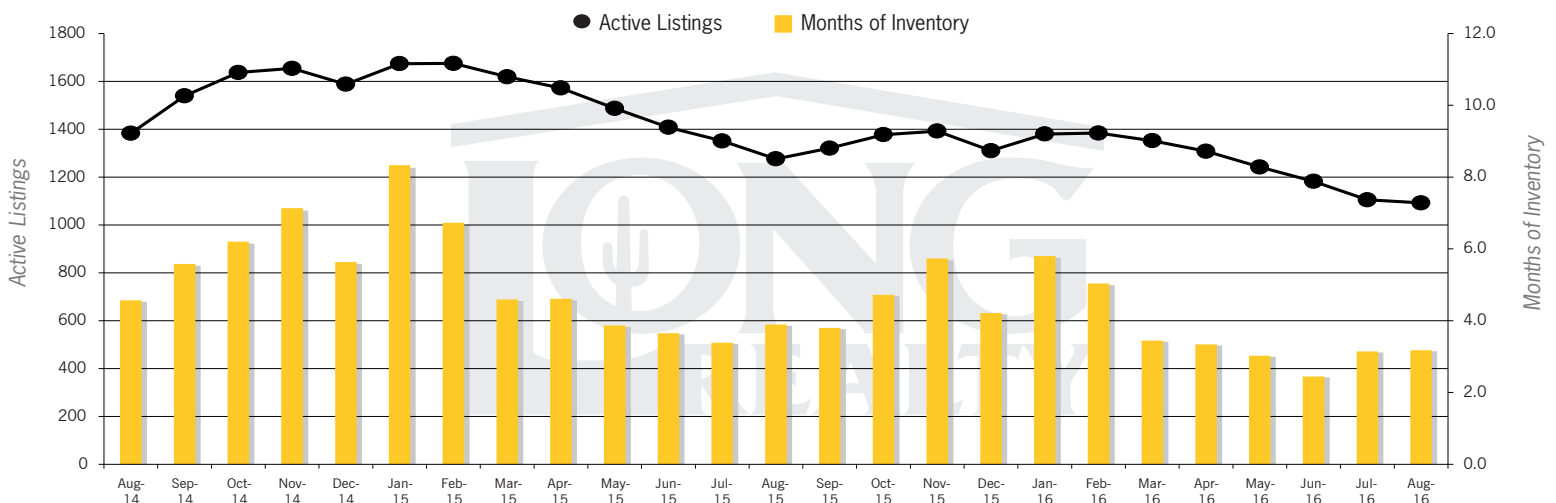
## Tucson Northwest | September 2016

In the Tucson Northwest area, August 2016 active inventory was 1,092, a 14% decrease from August 2015. There were 344 closings in August 2016, a 5% increase from August 2015. Year-to-date 2016 there were 2,993 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 3.2, down from 3.9 in August 2015. Median price of sold homes was \$229,400 for the month of August 2016, up 5% from August 2015. The Tucson Northwest area had 393 new properties under contract in August 2016, up 3% from August 2015.

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



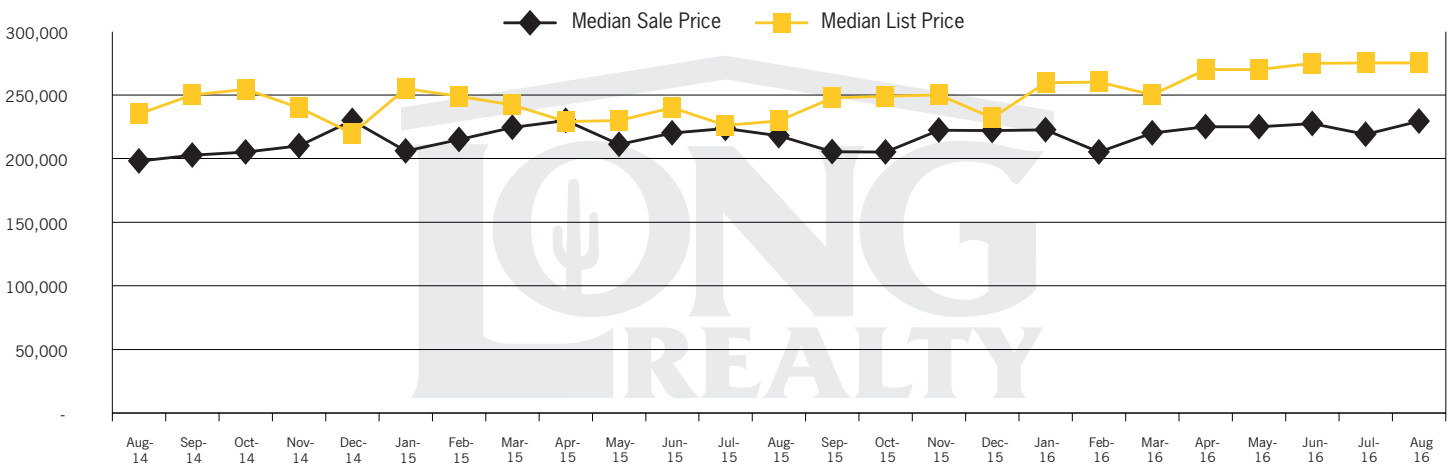
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 09/06/2016 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST

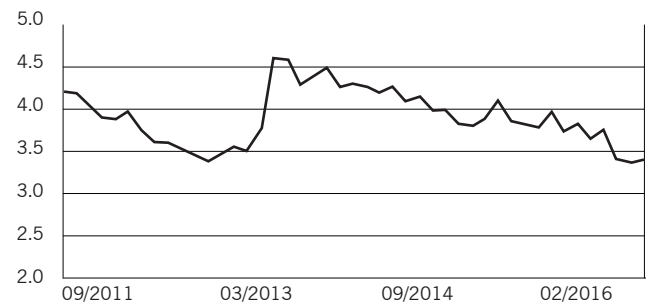


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2015	\$217,750	3.875%	\$972.74
2016	\$229,400	3.375%	\$963.46

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.

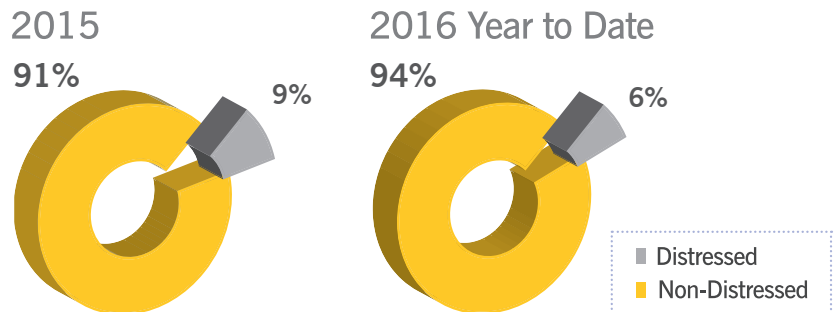
## 30 YEAR FIXED MORTGAGE RATE



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
		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16			
\$1 - 49,999	8	2	2	7	1	2	0	n/a	8.0	Slightly Buyer
\$50,000 - 74,999	9	4	2	0	2	7	4	2.3	1.8	Seller
\$75,000 - 99,999	20	5	2	6	5	2	3	6.7	6.2	Balanced
\$100,000 - 124,999	15	15	9	8	15	11	5	3.0	1.3	Seller
\$125,000 - 149,999	24	35	31	29	35	28	22	1.1	1.0	Seller
\$150,000 - 174,999	51	49	71	55	59	51	32	1.6	1.2	Seller
\$175,000 - 199,999	97	57	59	71	74	54	57	1.7	1.6	Seller
\$200,000 - 224,999	85	44	32	37	53	40	39	2.2	2.0	Seller
\$225,000 - 249,999	101	45	36	48	55	41	43	2.3	2.1	Seller
\$250,000 - 274,999	83	29	36	45	44	28	32	2.6	2.5	Seller
\$275,000 - 299,999	82	21	27	33	26	17	25	3.3	3.9	Seller
\$300,000 - 349,999	111	35	34	37	58	29	28	4.0	3.2	Seller
\$350,000 - 399,999	99	21	27	23	28	19	19	5.2	4.8	Slightly Seller
\$400,000 - 499,999	103	11	27	12	24	28	17	6.1	4.0	Slightly Seller
\$500,000 - 599,999	68	15	5	8	13	4	7	9.7	9.0	Buyer
\$600,000 - 699,999	36	6	5	3	5	5	4	9.0	8.1	Slightly Buyer
\$700,000 - 799,999	20	4	0	0	1	0	5	4.0	12.7	Buyer
\$800,000 - 899,999	13	2	0	2	4	0	0	n/a	11.0	Buyer
\$900,000 - 999,999	14	2	3	0	0	0	2	7.0	18.5	Buyer
\$1,000,000 - and over	53	3	4	0	4	2	0	n/a	25.3	Buyer
<b>TOTAL</b>	<b>1,092</b>	<b>405</b>	<b>412</b>	<b>424</b>	<b>506</b>	<b>368</b>	<b>344</b>	<b>3.2</b>	<b>2.8</b>	<b>Seller</b>



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

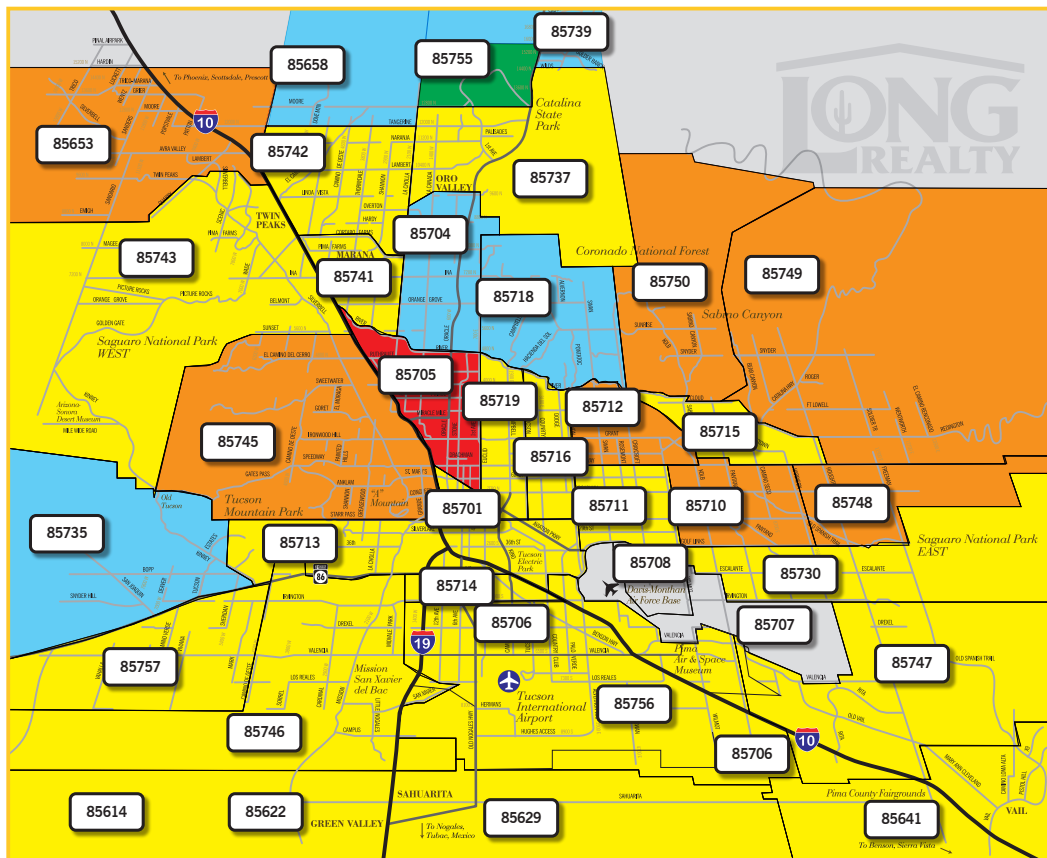
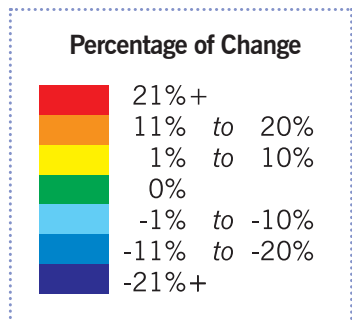
3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2016 - 08/31/2016. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2015-AUG 2015 TO JUN 2016-AUG 2016

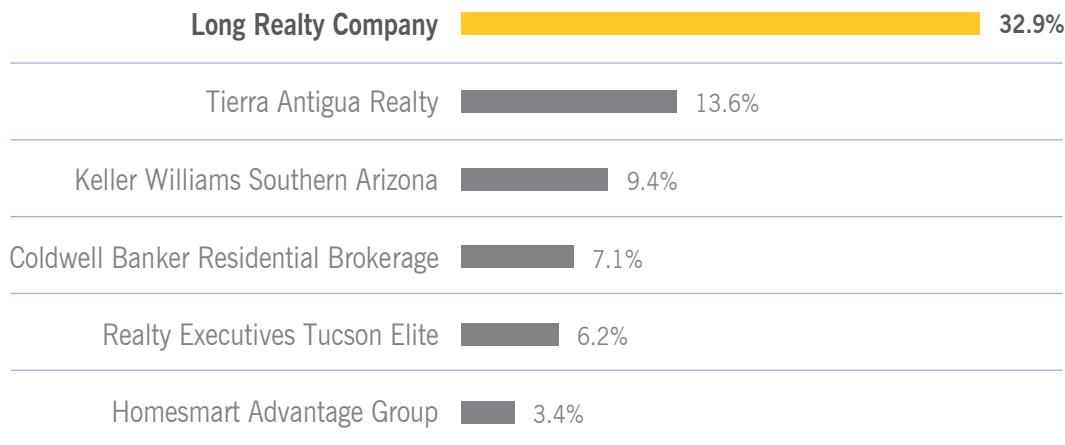
*This heat map represents the percentage of change in Tucson metro median sales prices from June 2015-August 2015 to June 2016-August 2016 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 09/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2015 – 08/31/2016 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.