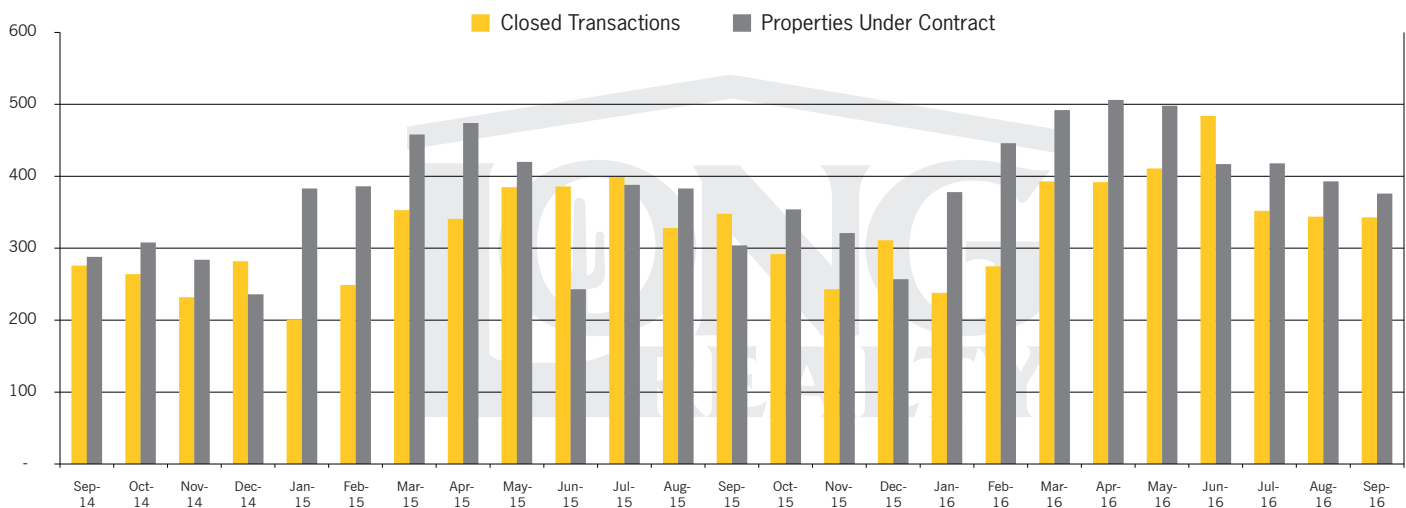




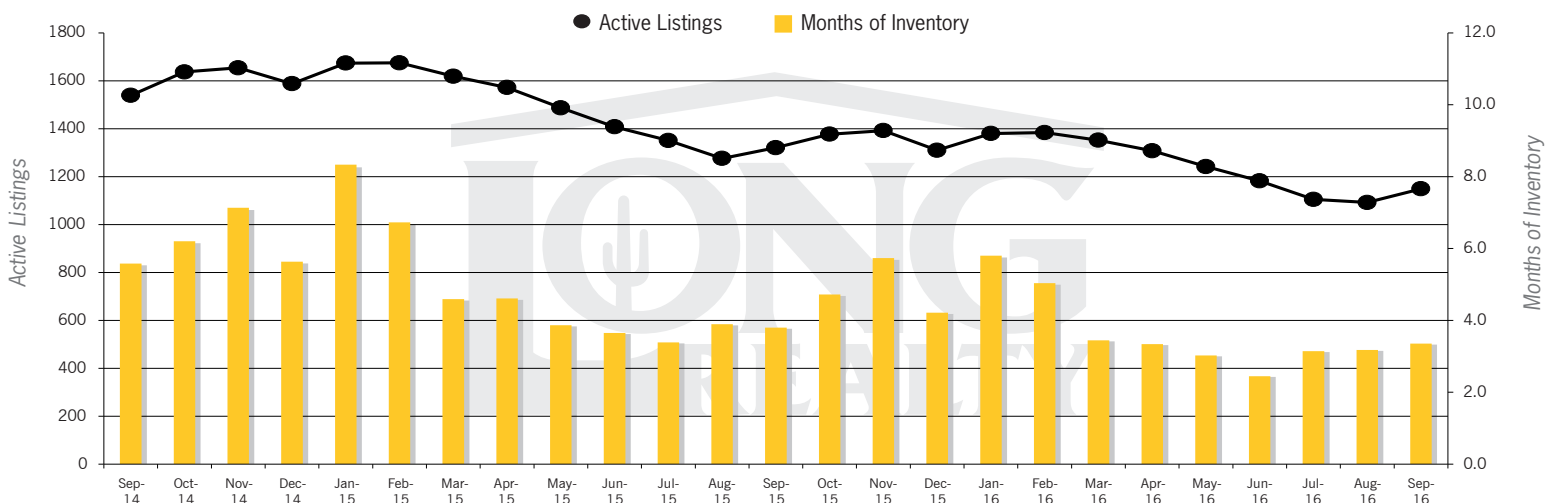
Tucson Northwest | October 2016

In the Tucson Northwest area, September 2016 active inventory was 1,149, a 13% decrease from September 2015. There were 343 closings in September 2016, a 1% decrease from September 2015. Year-to-date 2016 there were 3,356 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 3.3, down from 3.8 in September 2015. Median price of sold homes was \$238,089 for the month of September 2016, up 16% from September 2015. The Tucson Northwest area had 376 new properties under contract in September 2016, up 24% from September 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



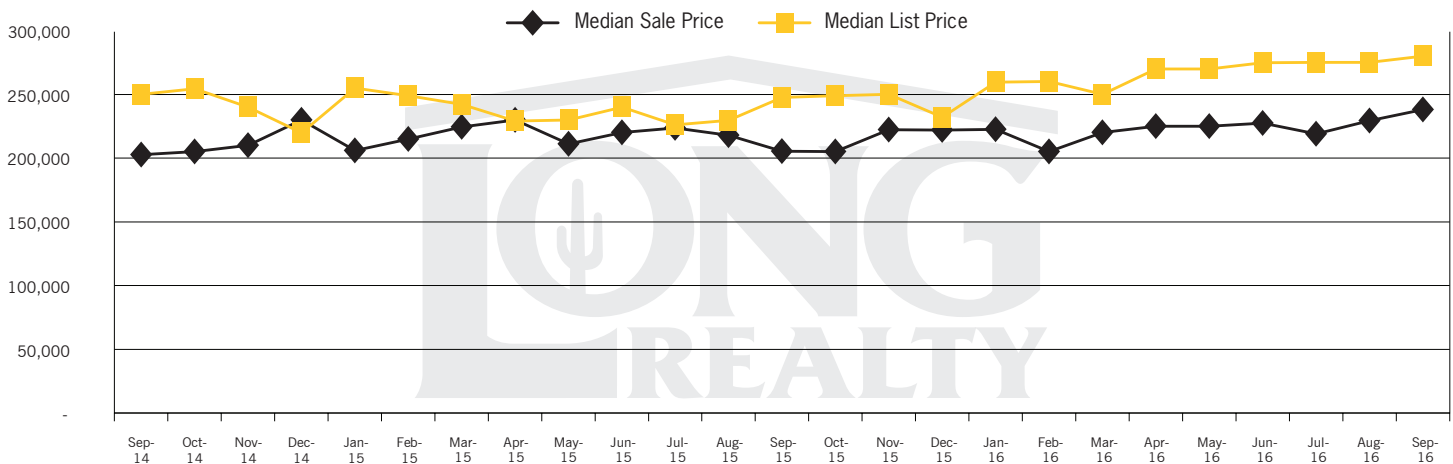
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 10/05/2016 is believed to be reliable, but not guaranteed.*



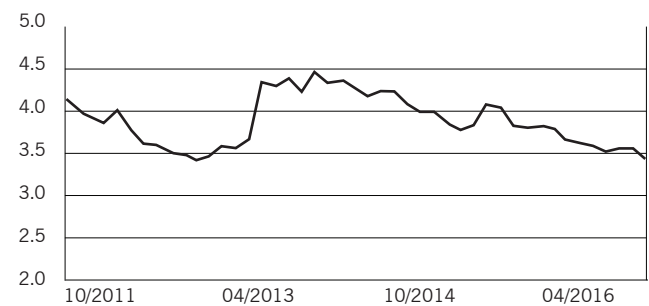
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$205,450	3.875%	\$917.80
2016	\$238,089	3.375%	\$999.95

30 YEAR FIXED MORTGAGE RATE

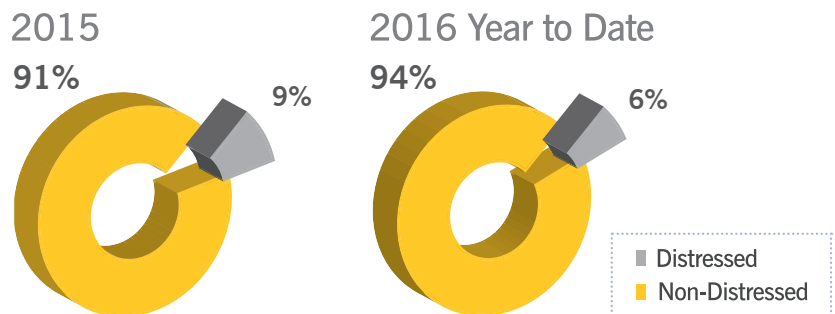


Source: Residential median sales prices. Data obtained 10/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16			
\$1 - 49,999	5	2	7	1	2	2	4	1.3	2.6	Seller
\$50,000 - 74,999	10	2	0	2	7	4	3	3.3	2.0	Seller
\$75,000 - 99,999	21	2	6	5	2	5	0	n/a	8.4	Slightly Buyer
\$100,000 - 124,999	14	9	8	15	11	6	6	2.3	1.7	Seller
\$125,000 - 149,999	26	31	29	35	28	21	19	1.4	1.1	Seller
\$150,000 - 174,999	53	71	55	59	51	35	34	1.6	1.4	Seller
\$175,000 - 199,999	93	59	71	74	54	57	49	1.9	1.8	Seller
\$200,000 - 224,999	67	32	37	53	40	43	33	2.0	2.0	Seller
\$225,000 - 249,999	110	36	48	55	41	48	42	2.6	2.3	Seller
\$250,000 - 274,999	84	36	45	44	28	33	31	2.7	2.7	Seller
\$275,000 - 299,999	91	27	33	26	17	26	27	3.4	3.7	Seller
\$300,000 - 349,999	125	34	37	59	29	29	35	3.6	3.9	Seller
\$350,000 - 399,999	104	27	23	28	19	19	29	3.6	4.6	Slightly Seller
\$400,000 - 499,999	120	27	12	24	28	17	21	5.7	4.7	Slightly Seller
\$500,000 - 599,999	82	5	8	13	4	7	5	16.4	13.6	Buyer
\$600,000 - 699,999	34	5	3	5	5	4	3	11.3	8.8	Buyer
\$700,000 - 799,999	22	0	0	1	0	5	1	22.0	11.3	Buyer
\$800,000 - 899,999	12	0	2	4	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	14	3	0	0	0	3	0	n/a	13.7	Buyer
\$1,000,000 - and over	62	4	0	4	2	0	1	62.0	55.7	Buyer
TOTAL	1,149	412	424	507	368	364	343	3.3	3.1	Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2016 - 09/30/2016. Information is believed to be reliable, but not guaranteed.

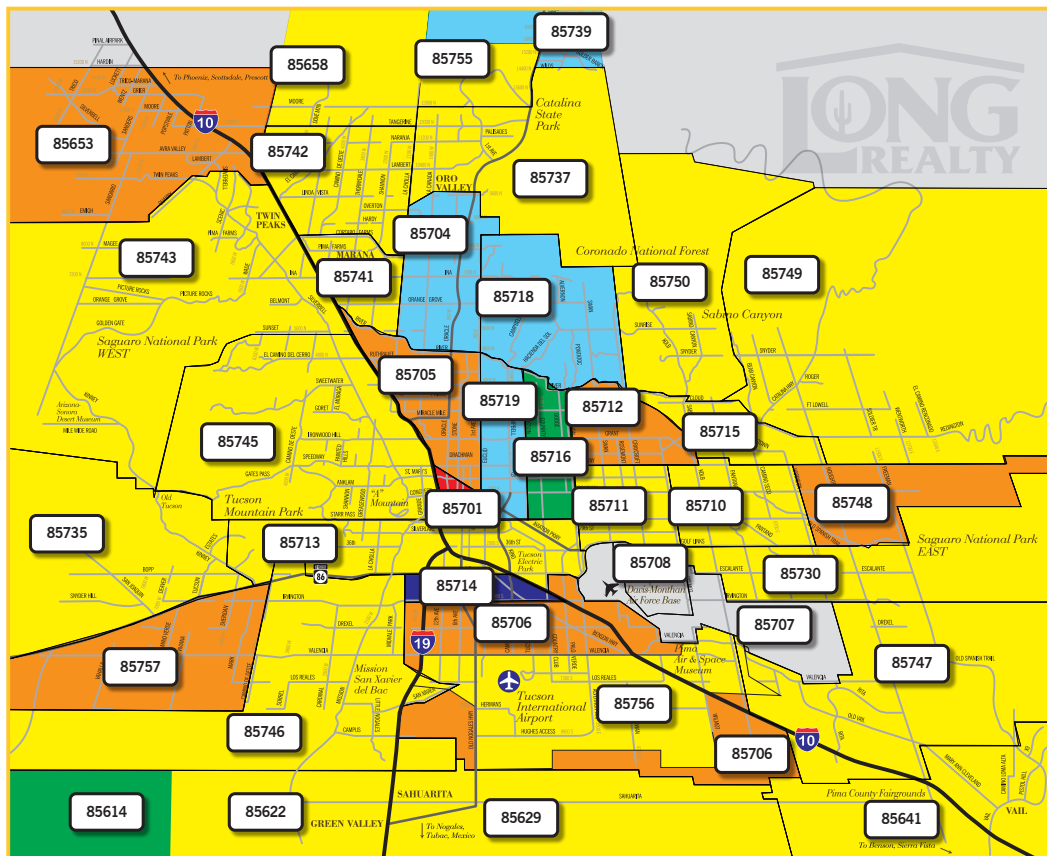


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2015-SEP 2015 TO JUL 2016-SEP 2016

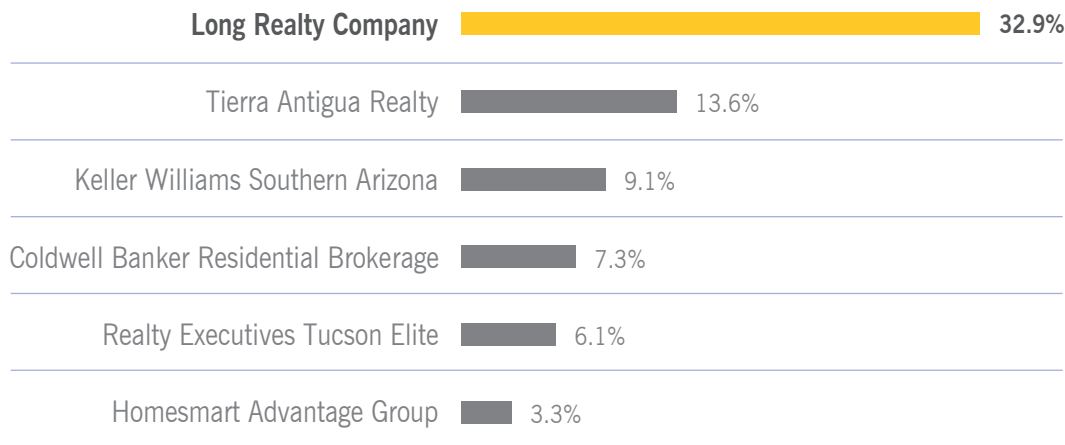
This heat map represents the percentage of change in Tucson metro median sales prices from July 2015-September 2015 to July 2016-September 2016 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2015 – 09/30/2016 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 10/05/2016. Information is believed to be reliable, but not guaranteed.