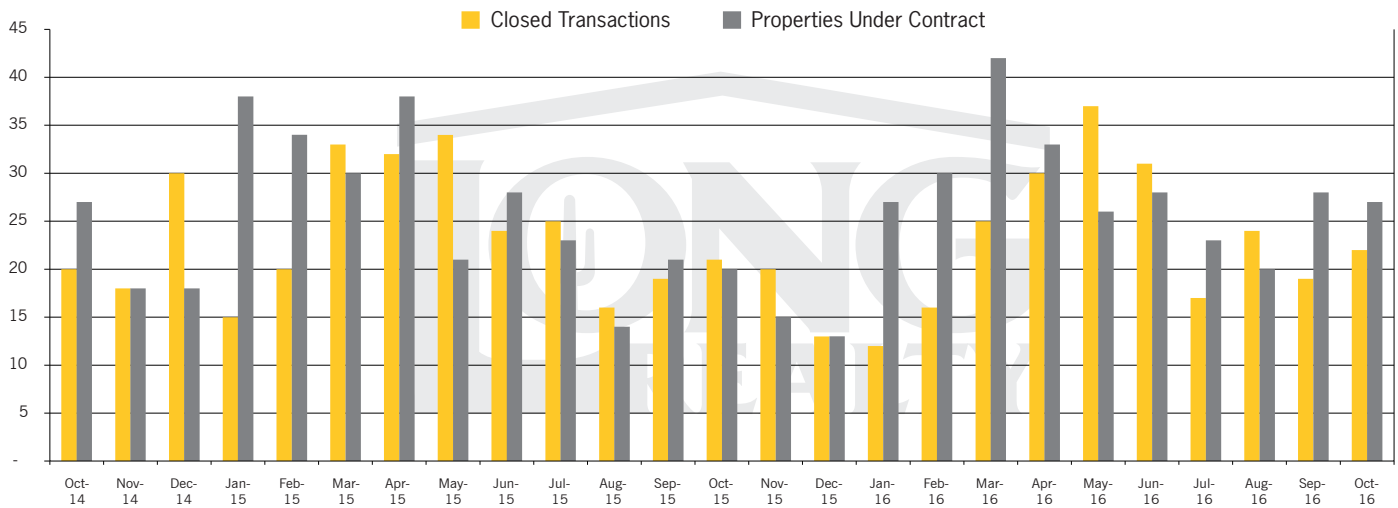




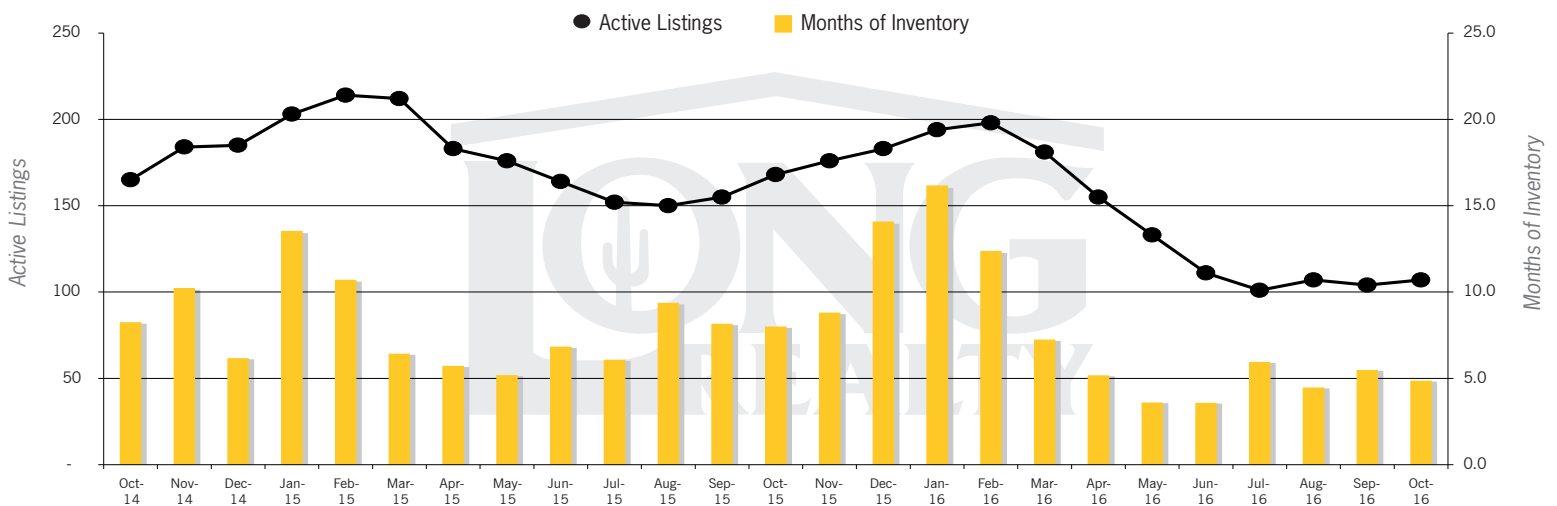
SaddleBrooke | November 2016

In the SaddleBrooke area, October 2016 active inventory was 107, a 36% decrease from October 2015. There were 22 closings in October 2016, a 5% increase from October 2015. Year-to-date 2016 there were 240 closings, a 1% decrease from year-to-date 2015. Months of Inventory was 4.9, down from 8.0 in October 2015. Median price of sold homes was \$321,500 for the month of October 2016, up 9% from October 2015. The SaddleBrooke area had 27 new properties under contract in October 2016, up 35% from October 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SADDLEBROOKE



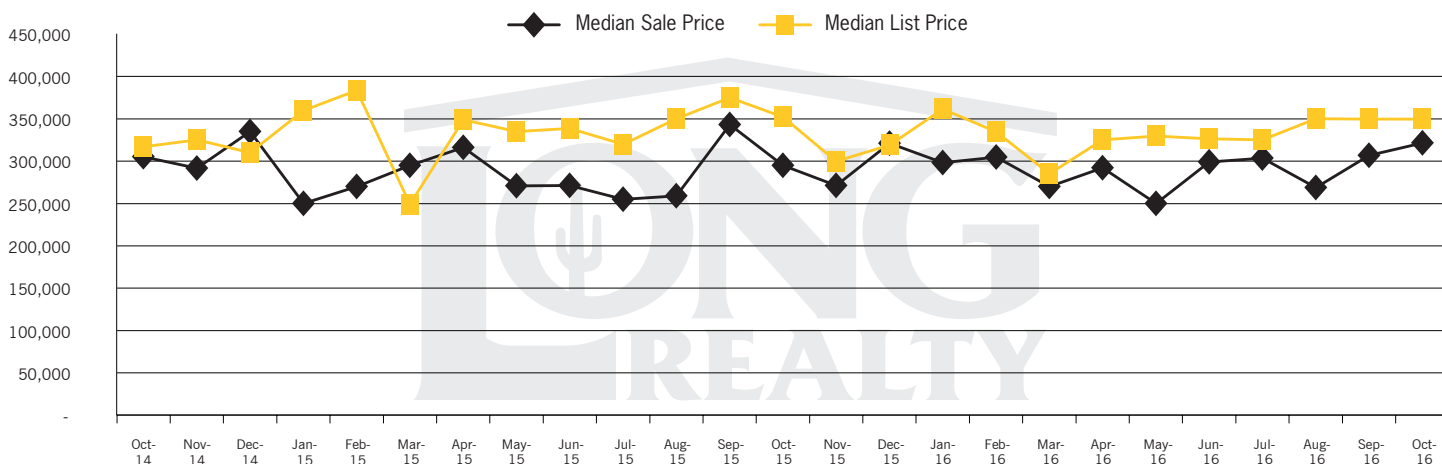
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SADDLEBROOKE



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 11/03/2016 is believed to be reliable, but not guaranteed.*



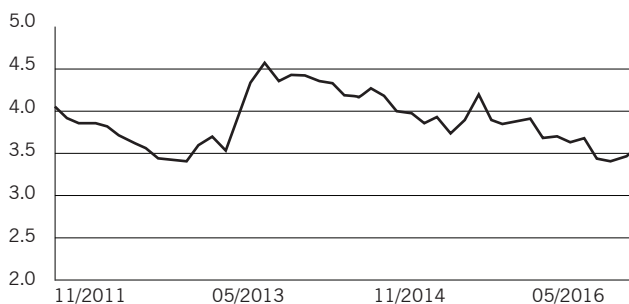
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SADDLEBROOKE



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2015	\$295,000	3.750%	\$1,297.88
2016	\$321,500	3.500%	\$1,371.49

30 YEAR FIXED MORTGAGE RATE

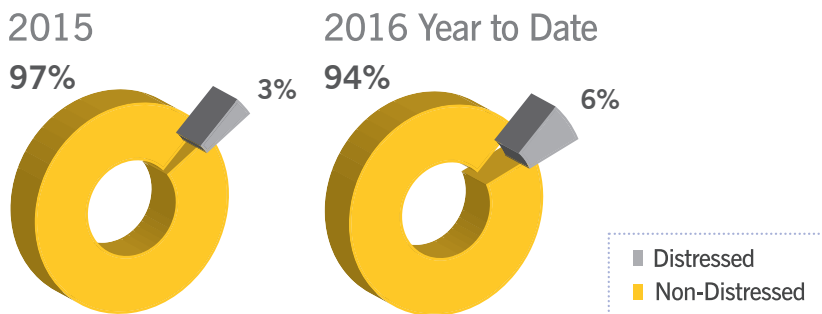


Source: Residential median sales prices. Data obtained 11/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – SADDLEBROOKE

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 – SADDLEBROOKE

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	3	1	1	0	0	1	0.0	1.0	Seller
\$175,000 - 199,999	3	8	2	1	1	1	2	1.5	3.0	Seller
\$200,000 - 224,999	4	4	6	1	3	1	2	2.0	2.7	Seller
\$225,000 - 249,999	13	3	4	5	4	2	2	6.5	4.1	Slightly Seller
\$250,000 - 274,999	3	3	2	0	4	3	1	3.0	1.8	Seller
\$275,000 - 299,999	11	7	2	0	4	0	0	n/a	8.0	Slightly Buyer
\$300,000 - 349,999	20	4	6	4	4	6	4	5.0	3.7	Seller
\$350,000 - 399,999	15	3	7	2	1	3	3	5.0	6.9	Slightly Buyer
\$400,000 - 499,999	19	1	1	3	1	2	4	4.8	9.4	Buyer
\$500,000 - 599,999	16	1	2	0	2	1	2	8.0	7.2	Slightly Buyer
\$600,000 - 699,999	3	0	0	0	0	0	1	3.0	6.0	Balanced
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	107	37	33	17	24	19	22	4.9	4.9	Slightly Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 11/03/2016.

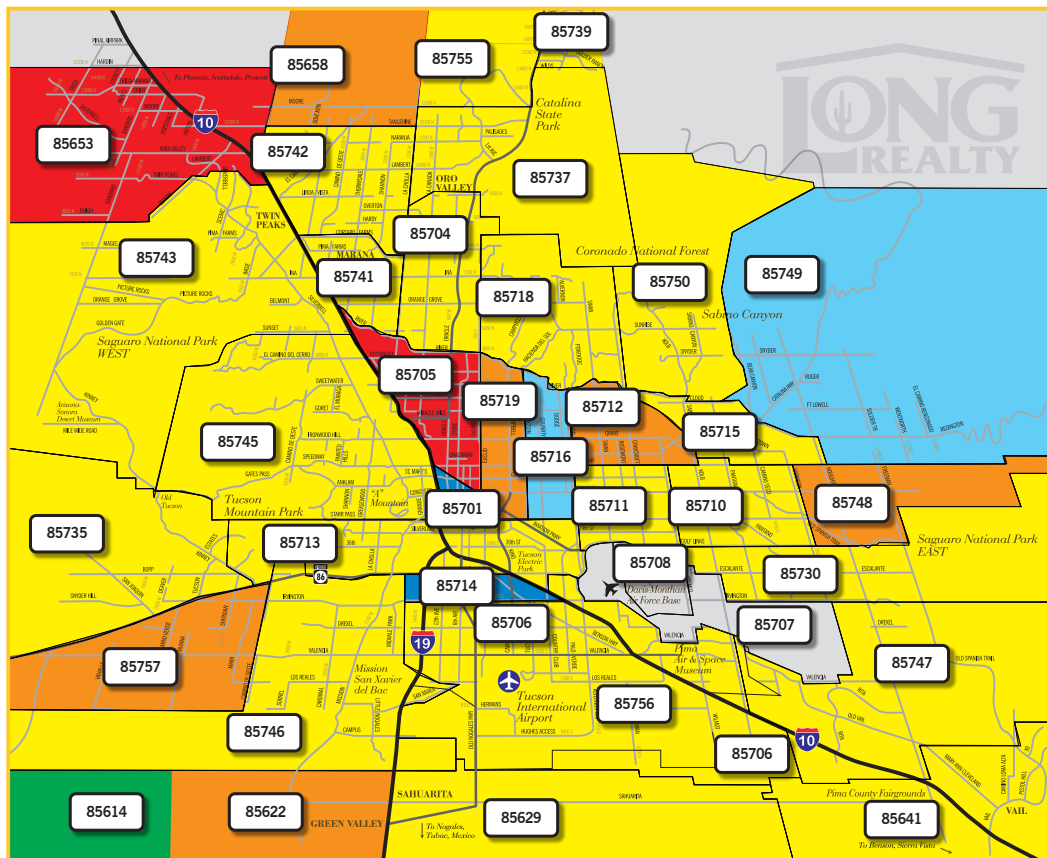
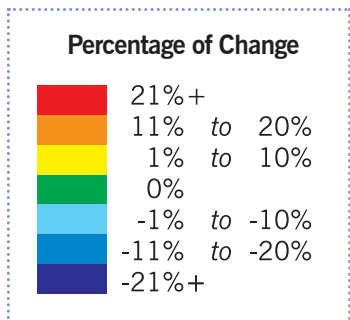
3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2016 - 10/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO
AUG 2016-OCT 2016

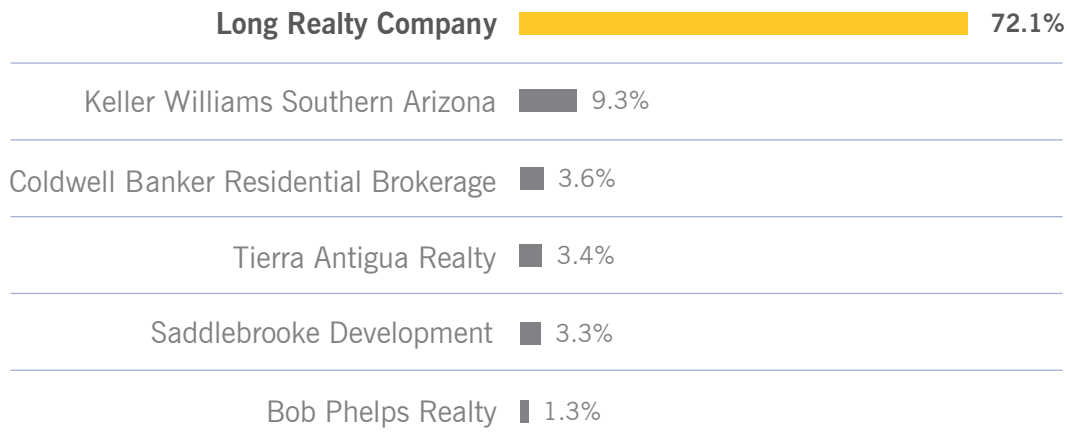
This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.



MARKET SHARE – SADDLEBROOKE

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2015 – 10/31/2016 rounded to the nearest tenth of one percent and deemed to be correct.



The SaddleBrooke Housing Report is comprised of data for residential properties in the subdivision of SaddleBrooke. 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.