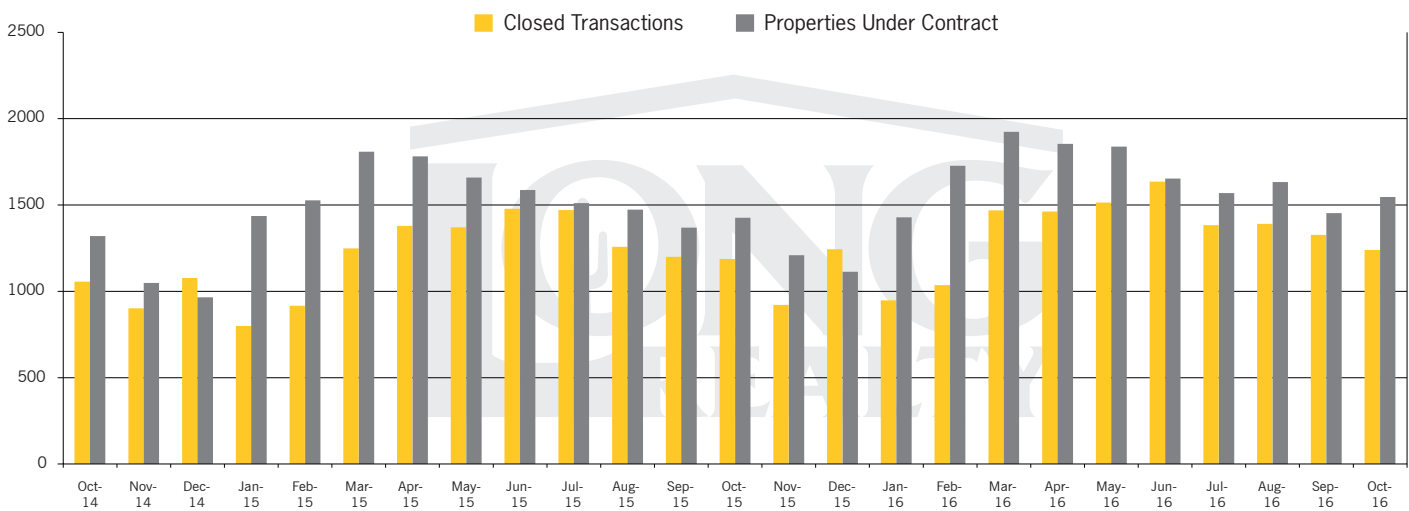




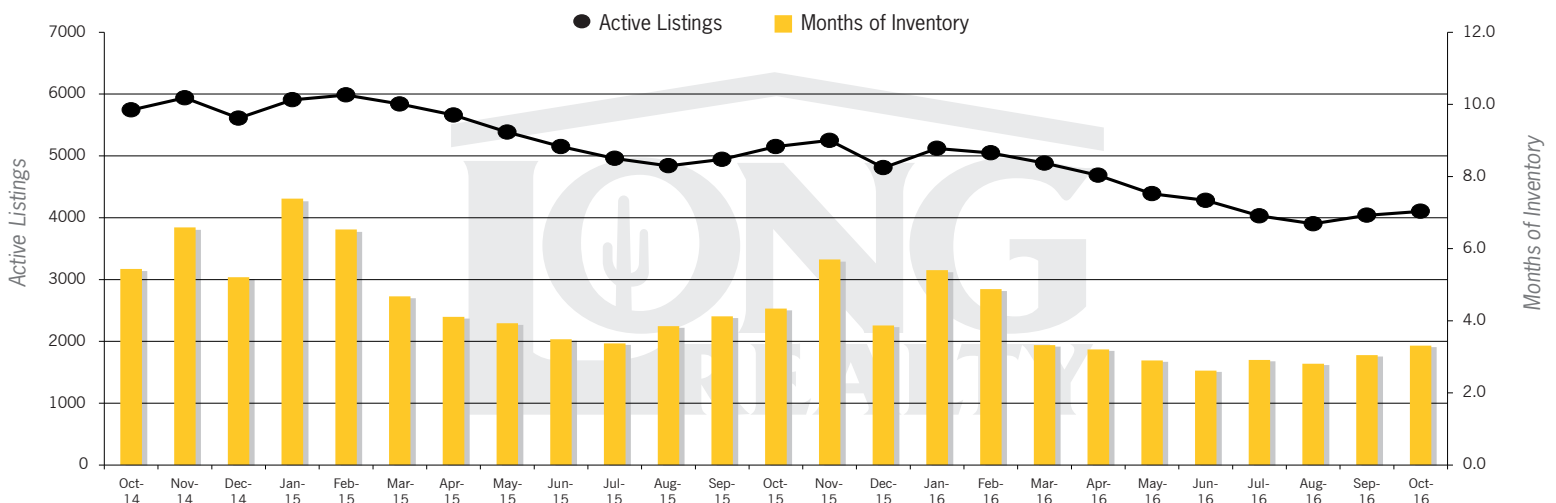
Tucson Metro | November 2016

In the Tucson Main Market area, October 2016 active inventory was 4,104, a 20% decrease from October 2015. There were 1,240 closings in October 2016, a 4% increase from October 2015. Year-to-date 2016 there were 14,116 closings, a 10% increase from year-to-date 2015. Months of Inventory was 3.3, down from 4.3 in October 2015. Median price of sold homes was \$178,000 for the month of October 2016, up 3% from October 2015. The Tucson Main Market area had 1,546 new properties under contract in October 2016, up 8% from October 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



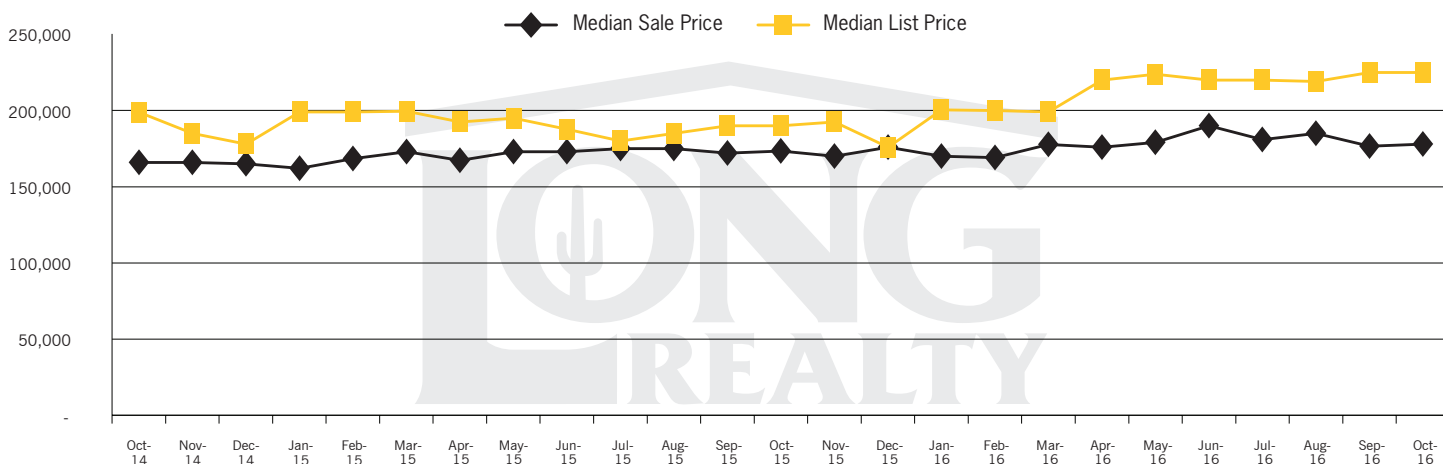
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



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 – TUCSON



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2015	\$173,500	3.750%	\$763.33
2016	\$178,000	3.500%	\$759.33

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.

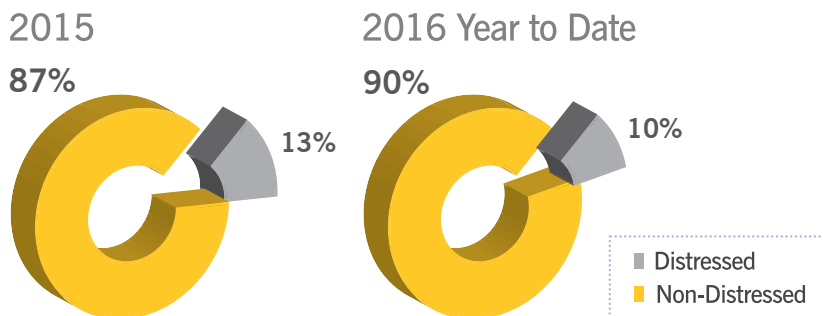
30 YEAR FIXED MORTGAGE RATE



Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON METRO

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 METRO

	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	95	35	32	30	27	41	22	4.3	3.1	Seller
\$50,000 - 74,999	132	46	43	60	62	48	46	2.9	2.6	Seller
\$75,000 - 99,999	173	91	94	79	72	84	73	2.4	2.4	Seller
\$100,000 - 124,999	188	153	136	114	127	123	97	1.9	1.7	Seller
\$125,000 - 149,999	305	207	211	207	199	172	168	1.8	1.6	Seller
\$150,000 - 174,999	340	237	226	198	174	211	191	1.8	1.7	Seller
\$175,000 - 199,999	366	189	188	171	176	158	136	2.7	2.3	Seller
\$200,000 - 224,999	232	108	143	109	124	94	100	2.3	2.1	Seller
\$225,000 - 249,999	295	109	131	95	120	95	91	3.2	2.9	Seller
\$250,000 - 274,999	208	94	101	74	87	71	64	3.3	2.8	Seller
\$275,000 - 299,999	233	68	78	57	49	60	31	7.5	4.9	Slightly Seller
\$300,000 - 349,999	293	90	118	82	77	75	79	3.7	3.6	Seller
\$350,000 - 399,999	222	58	58	53	67	59	41	5.4	4.1	Slightly Seller
\$400,000 - 499,999	319	55	67	69	48	51	46	6.9	6.4	Balanced
\$500,000 - 599,999	220	26	40	24	21	21	25	8.8	9.1	Buyer
\$600,000 - 699,999	131	11	18	14	13	10	12	10.9	10.8	Buyer
\$700,000 - 799,999	82	8	10	10	11	11	2	41.0	9.3	Buyer
\$800,000 - 899,999	52	6	9	1	3	1	6	8.7	16.0	Buyer
\$900,000 - 999,999	54	0	2	5	5	2	4	13.5	14.3	Buyer
\$1,000,000 - and over	164	5	14	6	9	2	6	27.3	27.4	Buyer
TOTAL	4,104	1,596	1,719	1,458	1,471	1,389	1,240	3.3	2.9	Seller



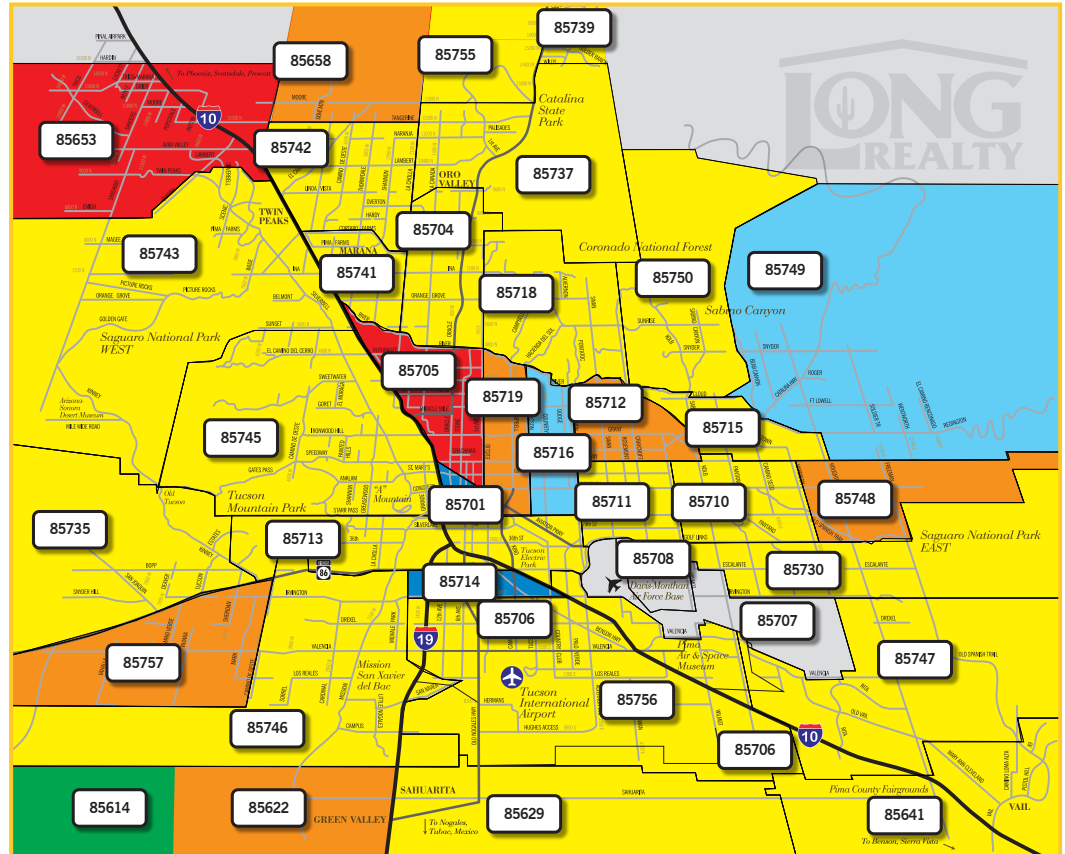
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 11/03/2016.
3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2016 - 10/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO
 AUG 2016-OCT 2016

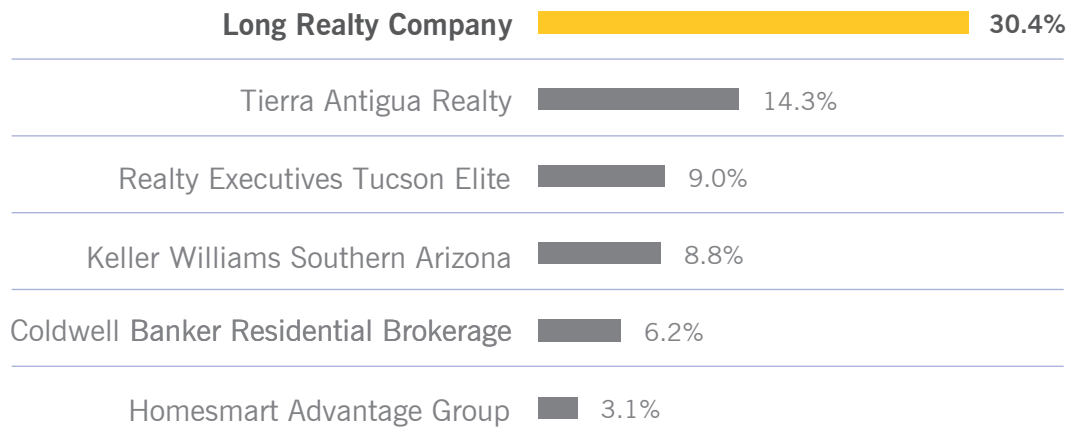
This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.



MARKET SHARE – TUCSON METRO

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 Tucson Metro Housing Report is comprised of data for residential properties in MLSSAZ for the Tucson Metro area. 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 11/03/2016. Information is believed to be reliable, but not guaranteed.