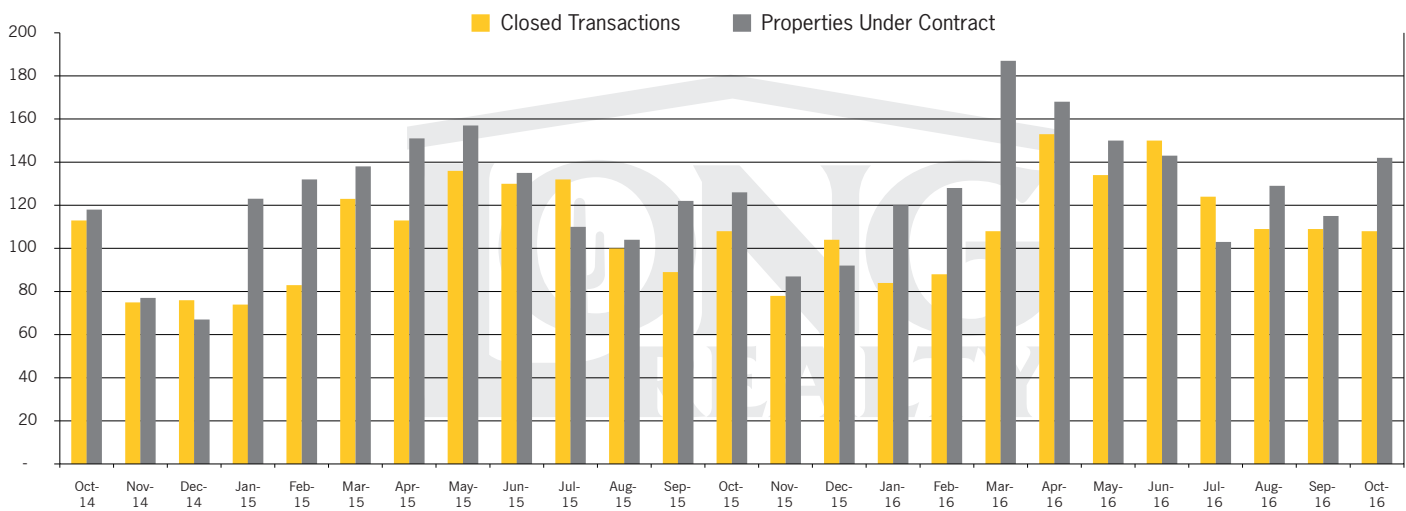




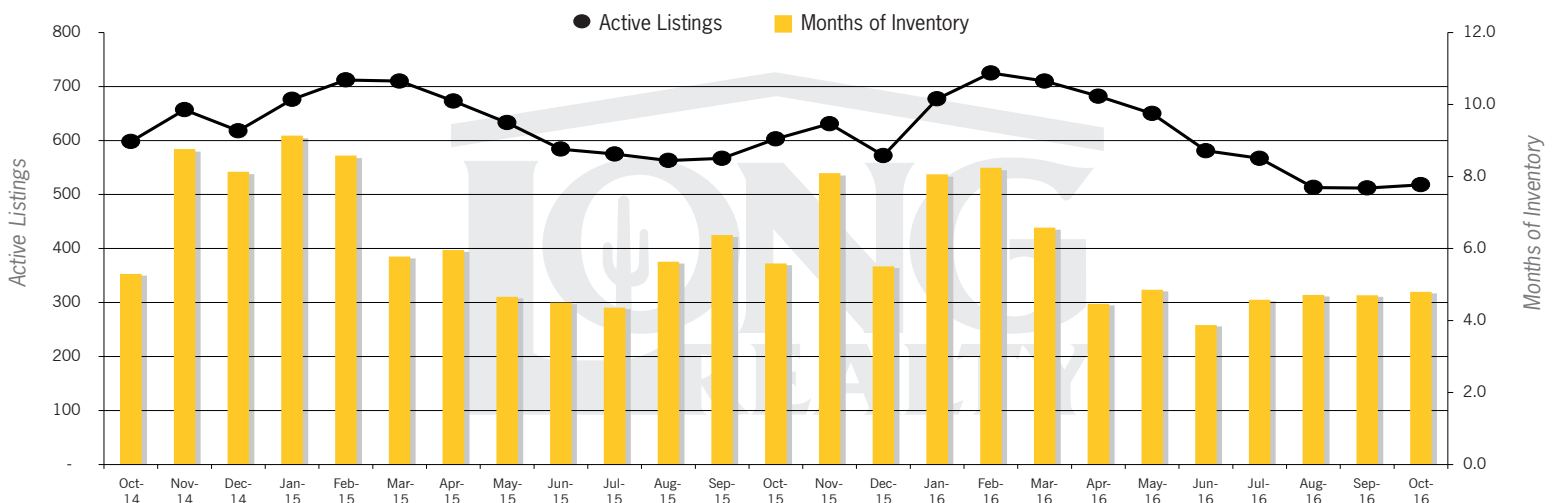
Tucson North | November 2016

In the Tucson North area, October 2016 active inventory was 518, a 14% decrease from October 2015. There were 108 closings in October 2016, virtually unchanged from October 2015. Year-to-date 2016 there were 1,194 closings, a 7% increase from year-to-date 2015. Months of Inventory was 4.8, down from 5.6 in October 2015. Median price of sold homes was \$332,375 for the month of October 2016, up 3% from October 2015. The Tucson North area had 142 new properties under contract in October 2016, up 13% from October 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



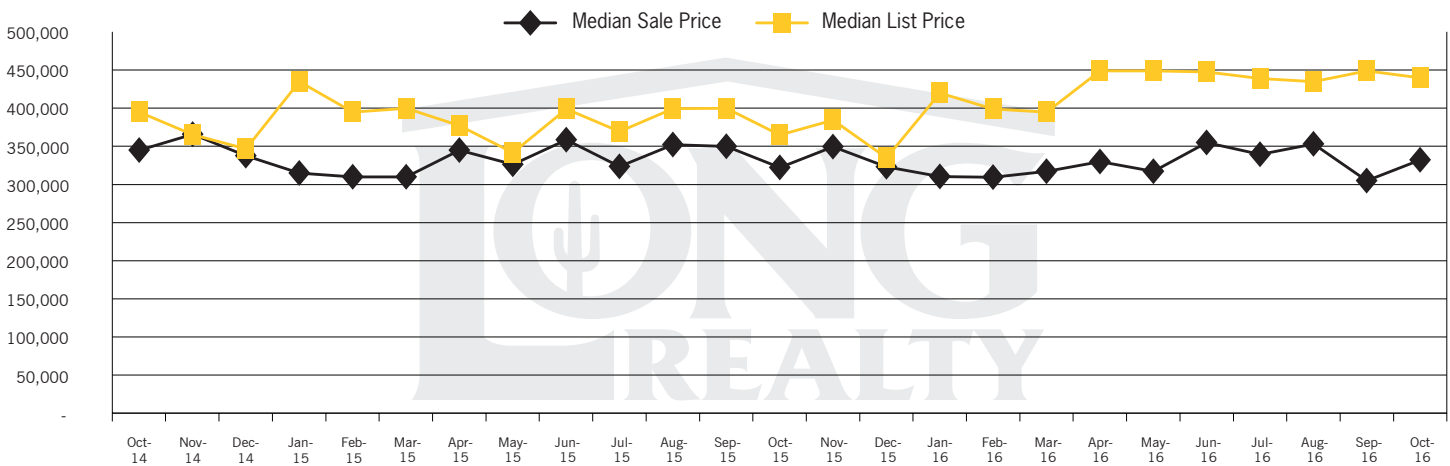
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



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



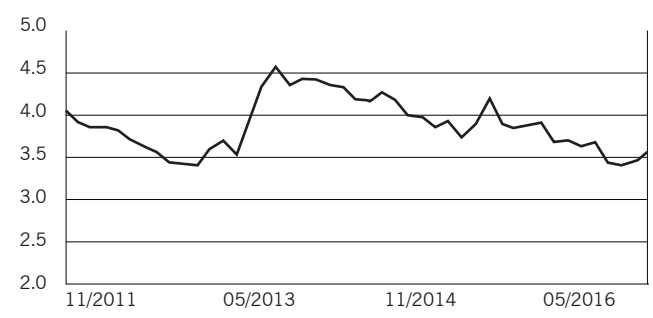
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$322,456	3.750%	\$1,418.68
2016	\$332,375	3.500%	\$1,417.89

30 YEAR FIXED MORTGAGE RATE

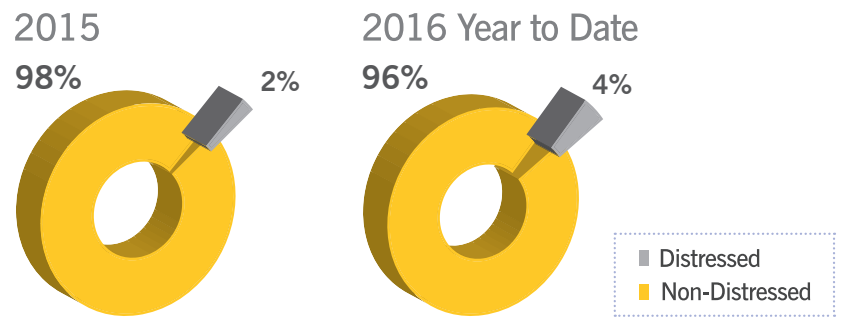


Source: Residential median sales prices. Data obtained 11/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – 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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 11/03/2016. Information is believed to be reliable, but not guaranteed.



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
		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	1	1	2	2	0	1	1	1.0	1.5	Seller
\$75,000 - 99,999	7	4	3	2	4	4	3	2.3	2.4	Seller
\$100,000 - 124,999	13	6	5	7	6	7	6	2.2	2.1	Seller
\$125,000 - 149,999	21	6	8	7	5	5	8	2.6	3.3	Seller
\$150,000 - 174,999	22	9	7	8	4	13	3	7.3	3.2	Seller
\$175,000 - 199,999	11	6	7	4	1	4	4	2.8	3.3	Seller
\$200,000 - 224,999	10	6	3	5	5	1	3	3.3	4.2	Slightly Seller
\$225,000 - 249,999	14	6	8	4	6	3	7	2.0	3.3	Seller
\$250,000 - 274,999	14	12	12	7	7	6	9	1.6	2.1	Seller
\$275,000 - 299,999	16	8	10	6	5	7	2	8.0	3.6	Seller
\$300,000 - 349,999	35	17	11	13	16	12	11	3.2	2.7	Seller
\$350,000 - 399,999	38	13	17	15	14	12	12	3.2	3.0	Seller
\$400,000 - 499,999	72	22	20	17	15	17	15	4.8	4.6	Slightly Seller
\$500,000 - 599,999	57	8	13	10	4	7	10	5.7	7.8	Slightly Buyer
\$600,000 - 699,999	44	3	9	5	6	3	4	11.0	9.8	Buyer
\$700,000 - 799,999	24	6	6	6	4	7	1	24.0	5.9	Balanced
\$800,000 - 899,999	19	4	3	1	2	0	4	4.8	9.7	Buyer
\$900,000 - 999,999	22	0	2	5	2	1	2	11.0	12.6	Buyer
\$1,000,000 - and over	78	4	6	3	9	0	3	26.0	18.1	Buyer
TOTAL	518	141	152	127	115	110	108	4.8	4.6	Slightly Seller

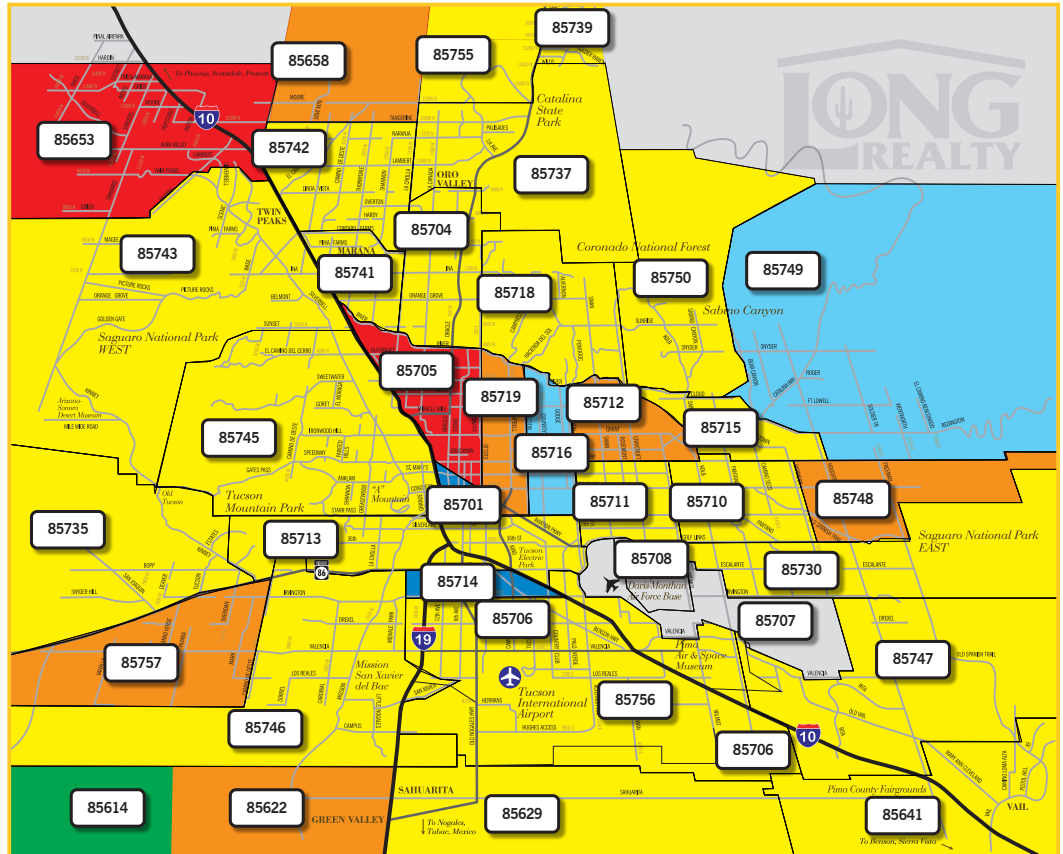
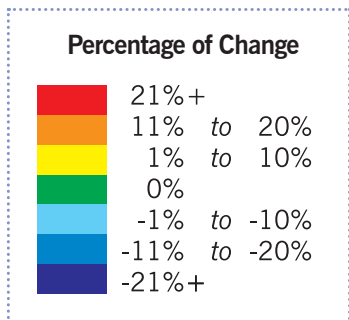




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO
 AUG 2016-OCT 2016

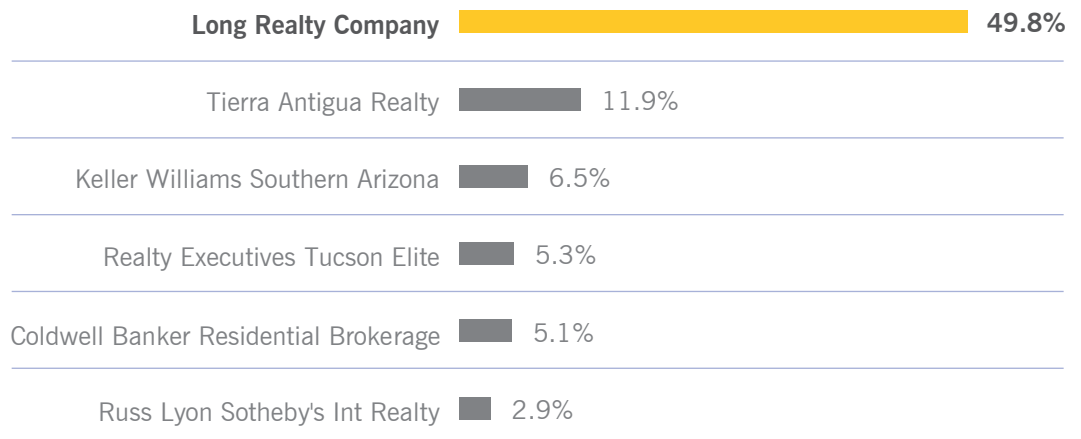
This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.



MARKET SHARE – TUCSON NORTH

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 North Housing Report is comprised of data for residential properties in the North area of Tucson as defined by MLSSAZ including the Catalina Foothills 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.