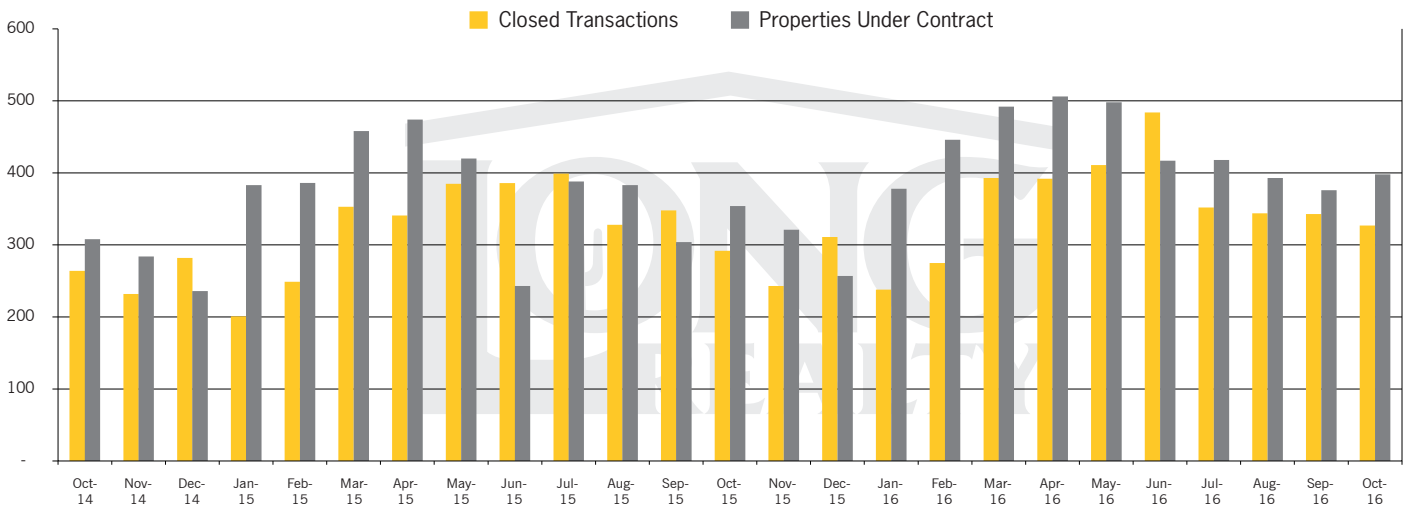




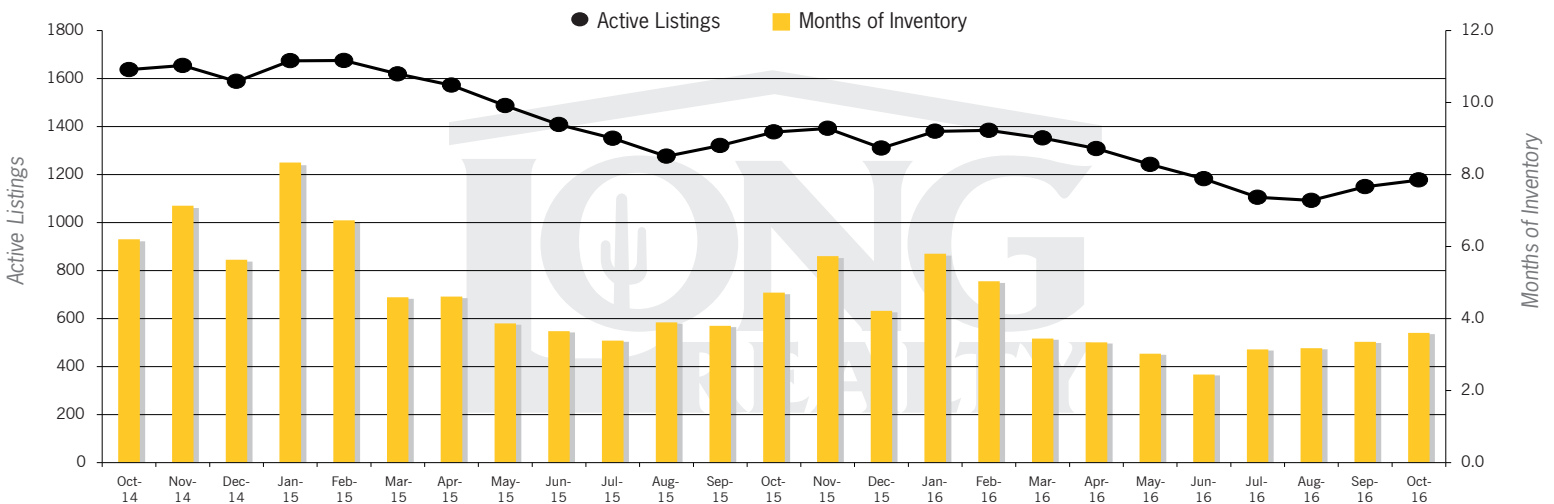
Tucson Northwest | November 2016

In the Tucson Northwest area, October 2016 active inventory was 1,177, a 15% decrease from October 2015. There were 327 closings in October 2016, a 12% increase from October 2015. Year-to-date 2016 there were 3,706 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 3.6, down from 4.7 in October 2015. Median price of sold homes was \$219,900 for the month of October 2016, up 7% from October 2015. The Tucson Northwest area had 398 new properties under contract in October 2016, up 12% from October 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



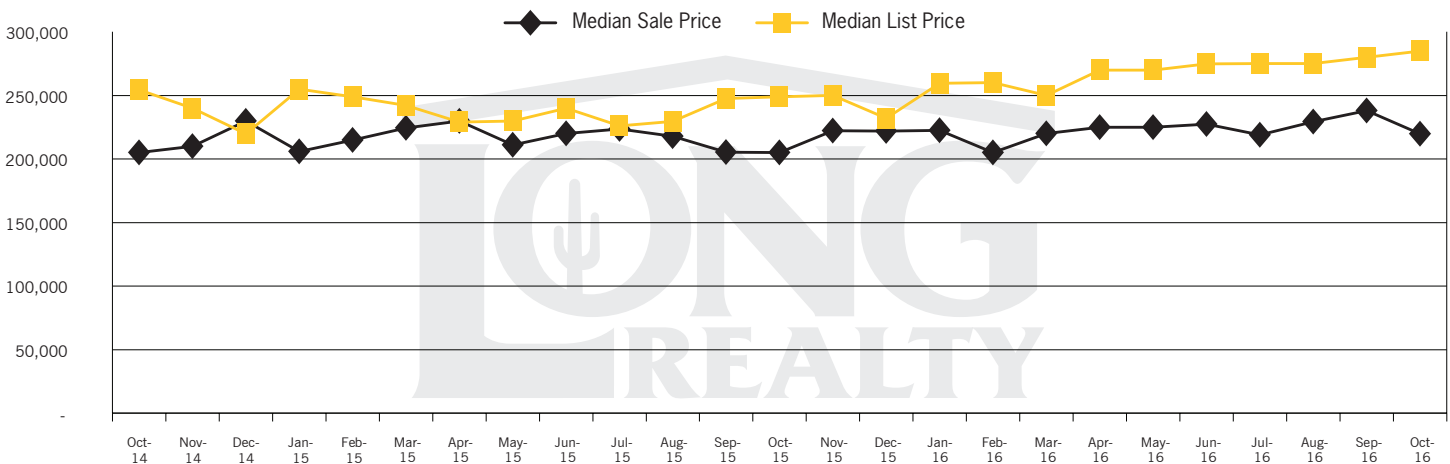
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



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



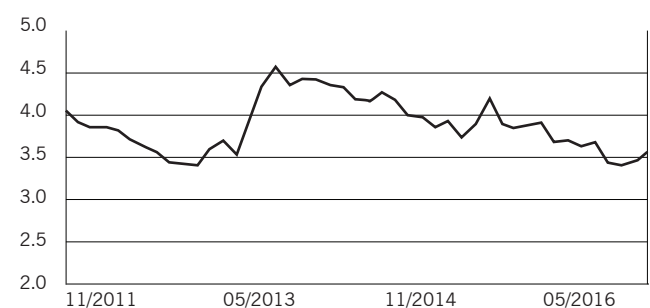
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$205,000	3.750%	\$901.92
2016	\$219,900	3.500%	\$938.08

30 YEAR FIXED MORTGAGE RATE

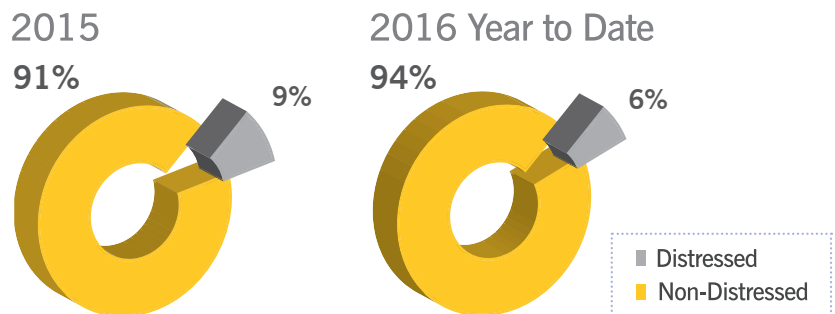


Source: Residential median sales prices. Data obtained 11/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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
		May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16			
\$1 - 49,999	6	7	1	2	2	4	4	1.5	1.9	Seller
\$50,000 - 74,999	7	0	2	7	4	3	0	n/a	3.7	Seller
\$75,000 - 99,999	16	6	5	2	5	2	6	2.7	4.4	Slightly Seller
\$100,000 - 124,999	12	8	15	11	6	6	8	1.5	2.1	Seller
\$125,000 - 149,999	33	29	35	28	21	21	17	1.9	1.4	Seller
\$150,000 - 174,999	53	55	59	52	35	35	46	1.2	1.4	Seller
\$175,000 - 199,999	100	71	74	54	58	51	49	2.0	1.8	Seller
\$200,000 - 224,999	76	37	53	40	43	35	40	1.9	1.9	Seller
\$225,000 - 249,999	99	48	55	41	48	42	36	2.8	2.5	Seller
\$250,000 - 274,999	82	45	44	28	33	34	19	4.3	2.9	Seller
\$275,000 - 299,999	87	33	26	17	26	29	16	5.4	3.7	Seller
\$300,000 - 349,999	145	37	59	29	29	36	38	3.8	3.7	Seller
\$350,000 - 399,999	95	23	28	19	21	30	11	8.6	4.8	Slightly Seller
\$400,000 - 499,999	124	12	24	28	17	21	18	6.9	6.2	Balanced
\$500,000 - 599,999	89	8	13	4	7	5	6	14.8	13.3	Buyer
\$600,000 - 699,999	40	3	5	5	4	4	6	6.7	7.9	Slightly Buyer
\$700,000 - 799,999	23	0	1	0	5	1	0	n/a	10.8	Buyer
\$800,000 - 899,999	13	2	4	0	0	0	2	6.5	19.0	Buyer
\$900,000 - 999,999	15	0	0	0	3	0	2	7.5	8.6	Buyer
\$1,000,000 - and over	62	0	4	2	0	1	3	20.7	44.3	Buyer
TOTAL	1,177	424	507	369	367	360	327	3.6	3.2	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.

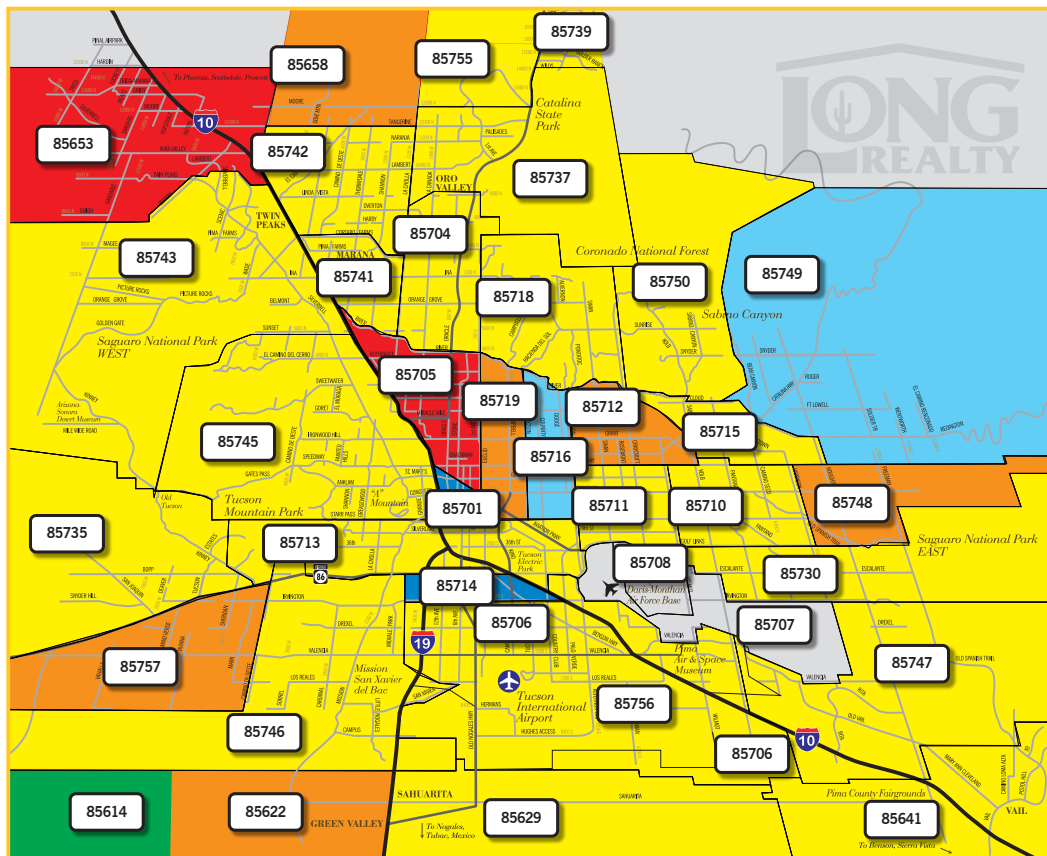
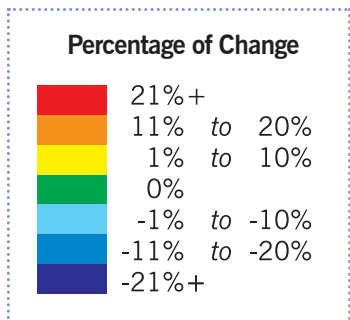


Tucson Northwest | November 2016

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO
AUG 2016-OCT 2016

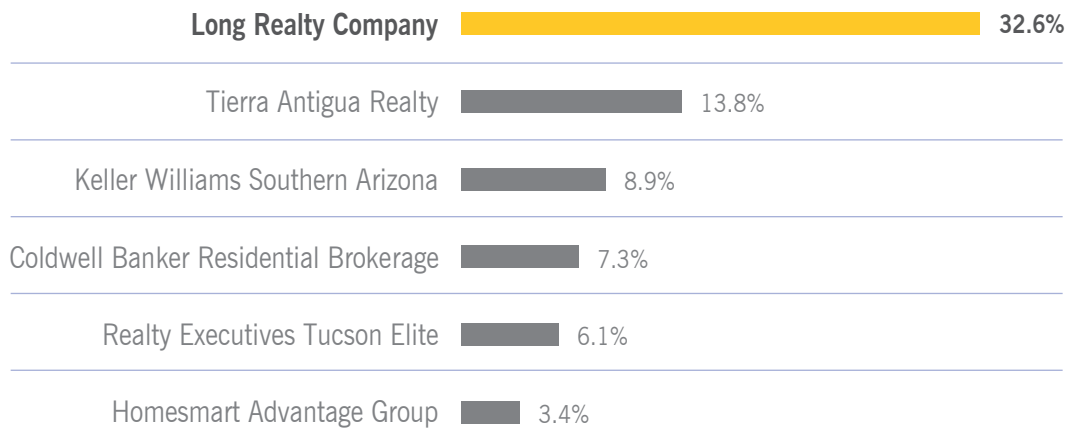
This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.



MARKET SHARE – TUCSON NORTHWEST

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 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 11/03/2016. Information is believed to be reliable, but not guaranteed.