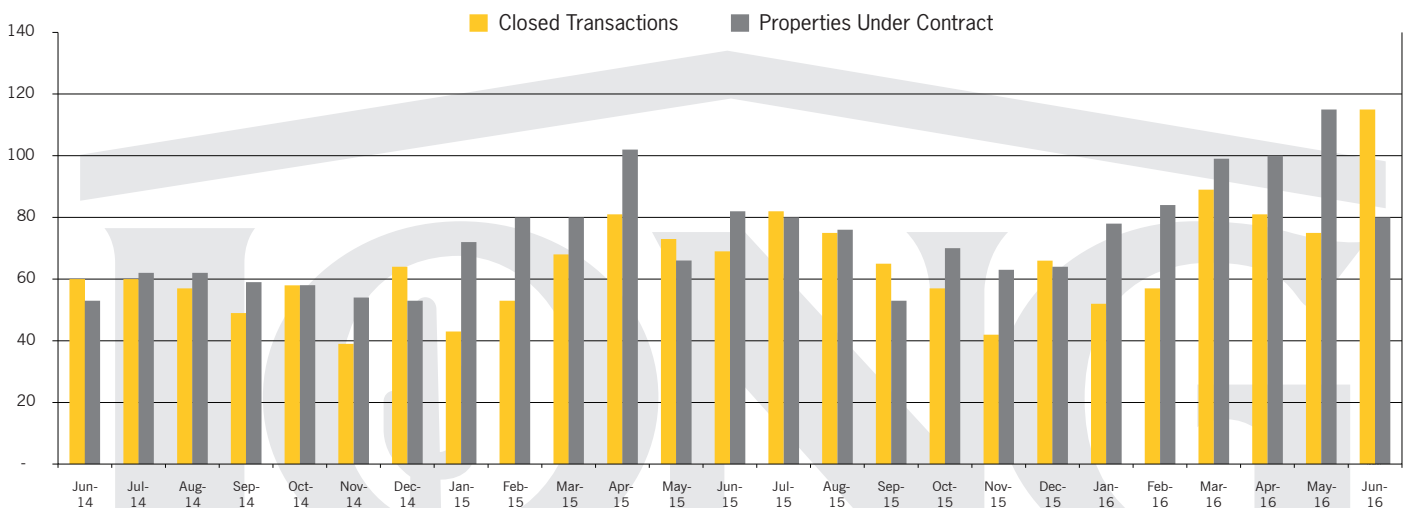




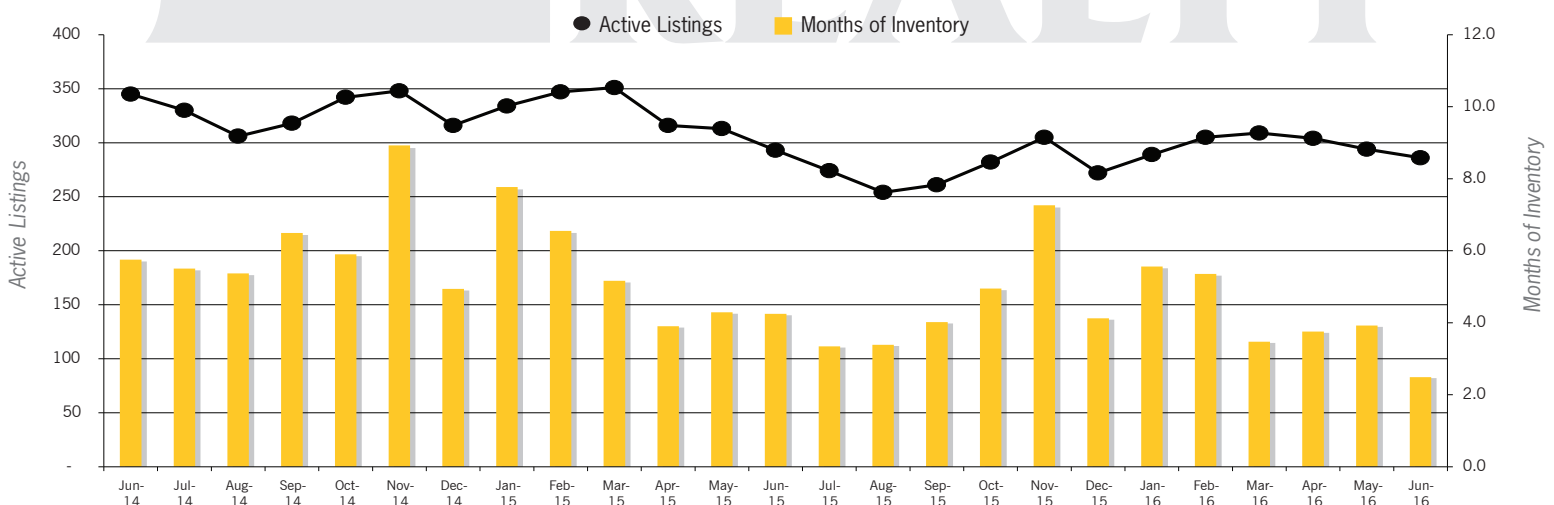
Oro Valley | July 2016

In the Oro Valley area, June 2016 active inventory was 286, a 2% decrease from June 2015. There were 115 closings in June 2016, a 67% increase from June 2015. Year-to-date 2016 there were 472 closings, a 19% increase from year-to-date 2015. Months of Inventory was 2.5, down from 4.2 in June 2015. Median price of sold homes was \$269,900 for the month of June 2016, up 4% from June 2015. The Oro Valley area had 80 new properties under contract in June 2016, down 2% from June 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – ORO VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – ORO VALLEY

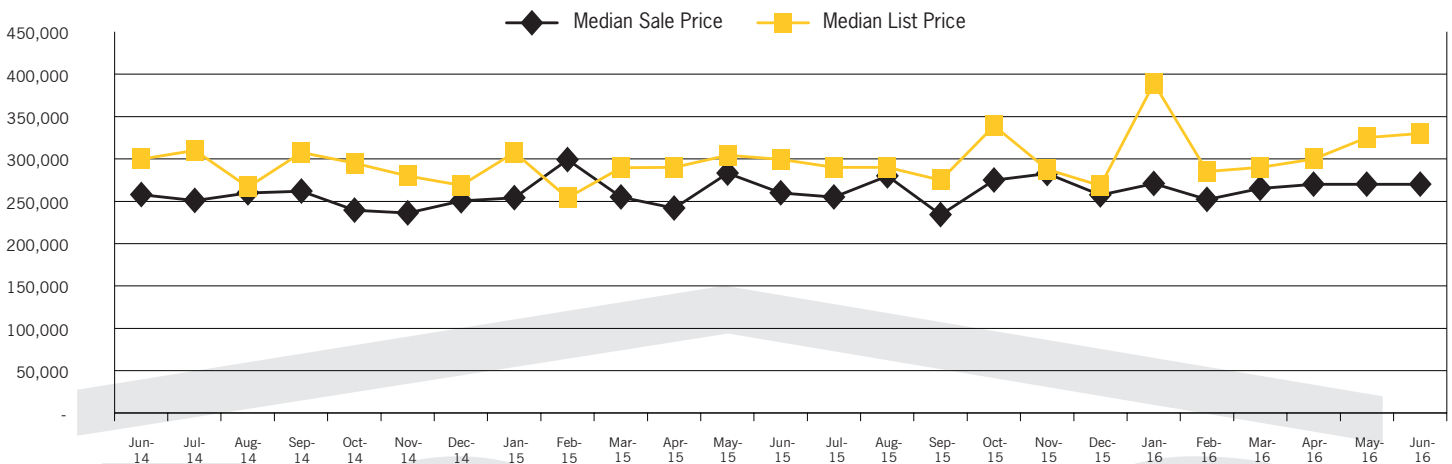


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2016 is believed to be reliable, but not guaranteed.*



Oro Valley | July 2016

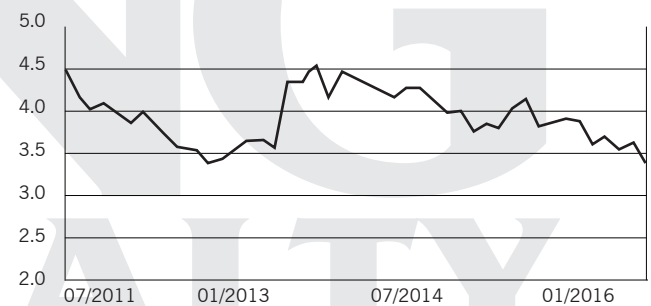
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – ORO VALLEY



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – ORO VALLEY

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$327,500 | 6.140% | \$1,893.45 |
| 2015 | \$260,000 | 4.000% | \$1,179.22 |
| 2016 | \$269,900 | 3.500% | \$1,151.37 |

30 YEAR FIXED MORTGAGE RATE



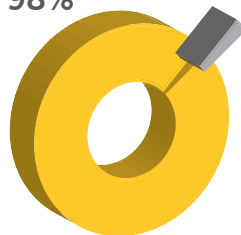
Source: Residential median sales prices. Data obtained 07/06/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

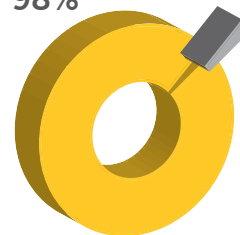
DISTRESSED VS. NON-DISTRESSED SALES – ORO VALLEY

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.

2015
98%



2016 Year to Date
98%



■ Distressed
■ Non-Distressed



Oro Valley | July 2016

MARKET CONDITIONS BY PRICE BAND – ORO VALLEY

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|------------|-----------------------------|--|-------------------|
| | | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 | | | |
| \$1 - 49,999 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$50,000 - 74,999 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0.0 | 0.0 | Seller |
| \$75,000 - 99,999 | 3 | 2 | 1 | 1 | 1 | 1 | 0 | n/a | 5.0 | Balanced |
| \$100,000 - 124,999 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | n/a | 2.0 | Seller |
| \$125,000 - 149,999 | 2 | 1 | 1 | 0 | 1 | 1 | 6 | 0.3 | 0.8 | Seller |
| \$150,000 - 174,999 | 10 | 1 | 7 | 2 | 6 | 4 | 6 | 1.7 | 1.9 | Seller |
| \$175,000 - 199,999 | 12 | 3 | 5 | 10 | 10 | 5 | 12 | 1.0 | 1.7 | Seller |
| \$200,000 - 224,999 | 23 | 4 | 9 | 7 | 5 | 8 | 9 | 2.6 | 3.3 | Seller |
| \$225,000 - 249,999 | 26 | 8 | 4 | 13 | 10 | 10 | 13 | 2.0 | 2.5 | Seller |
| \$250,000 - 274,999 | 18 | 7 | 4 | 11 | 10 | 11 | 15 | 1.2 | 1.6 | Seller |
| \$275,000 - 299,999 | 25 | 0 | 4 | 5 | 9 | 10 | 7 | 3.6 | 2.7 | Seller |
| \$300,000 - 349,999 | 31 | 9 | 8 | 13 | 10 | 11 | 19 | 1.6 | 1.9 | Seller |
| \$350,000 - 399,999 | 26 | 6 | 7 | 6 | 4 | 3 | 7 | 3.7 | 5.7 | Balanced |
| \$400,000 - 499,999 | 22 | 3 | 1 | 4 | 5 | 3 | 7 | 3.1 | 5.1 | Balanced |
| \$500,000 - 599,999 | 26 | 4 | 2 | 5 | 3 | 4 | 3 | 8.7 | 7.4 | Slightly Buyer |
| \$600,000 - 699,999 | 16 | 1 | 1 | 4 | 4 | 1 | 4 | 4.0 | 5.1 | Balanced |
| \$700,000 - 799,999 | 14 | 0 | 1 | 2 | 0 | 0 | 1 | 14.0 | 43.0 | Buyer |
| \$800,000 - 899,999 | 6 | 1 | 0 | 1 | 0 | 2 | 2 | 3.0 | 5.0 | Balanced |
| \$900,000 - 999,999 | 4 | 0 | 0 | 2 | 1 | 0 | 0 | n/a | 18.0 | Buyer |
| \$1,000,000 - and over | 21 | 2 | 1 | 1 | 3 | 0 | 3 | 7.0 | 11.8 | Buyer |
| TOTAL | 286 | 54 | 57 | 89 | 82 | 75 | 115 | 2.5 | 3.3 | Seller |

| | | | | |
|---|---|---|---|---|
|  |  |  |  |  |
| Seller's Market | Slight Seller's Market | Balanced Market | Slight Buyer's Market | Buyer's Market |

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/06/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2016 - 06/30/2016. Information is believed to be reliable, but not guaranteed.

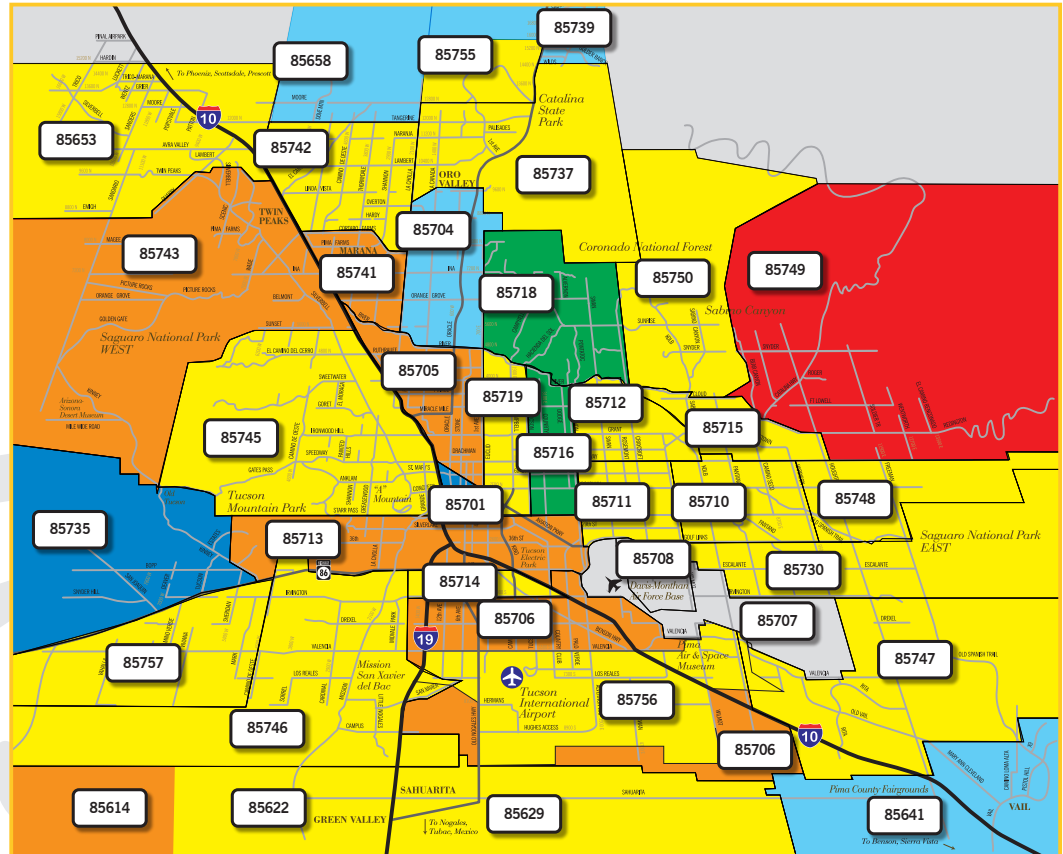
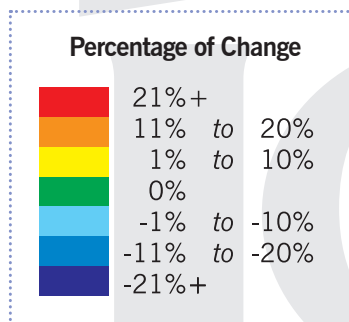


Oro Valley | July 2016

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2015-JUN 2015 TO
APR 2016-JUN 2016

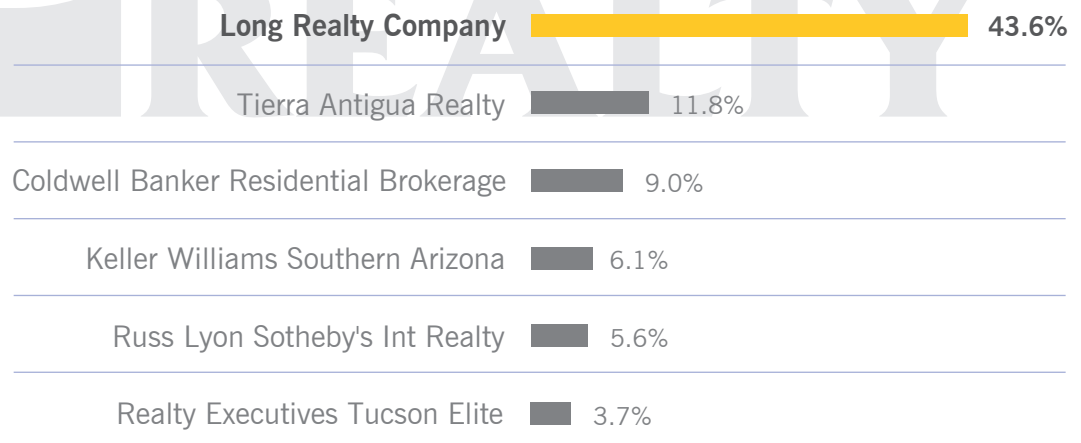
This heat map represents the percentage of change in Tucson metro median sales prices from April 2015-June 2015 to April 2016-June 2016 by zip code.



MARKET SHARE – ORO VALLEY

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2015 – 06/30/2016 rounded to the nearest tenth of one percent and deemed to be correct.



The Oro Valley Housing Report is comprised of data for residential properties in the City of Oro Valley. 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.