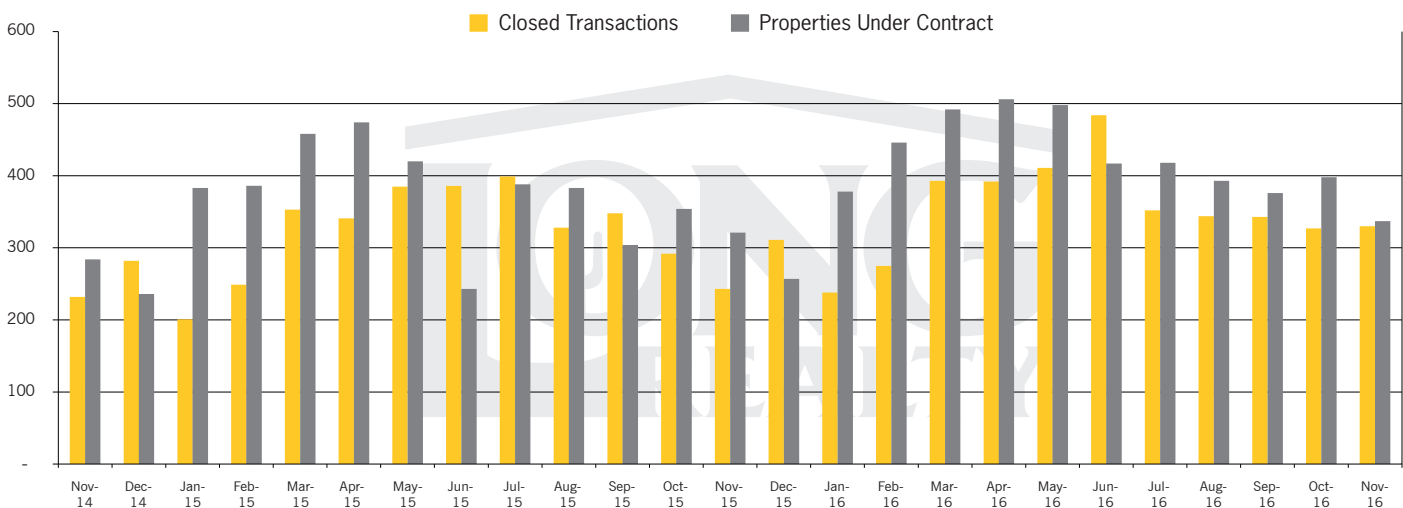




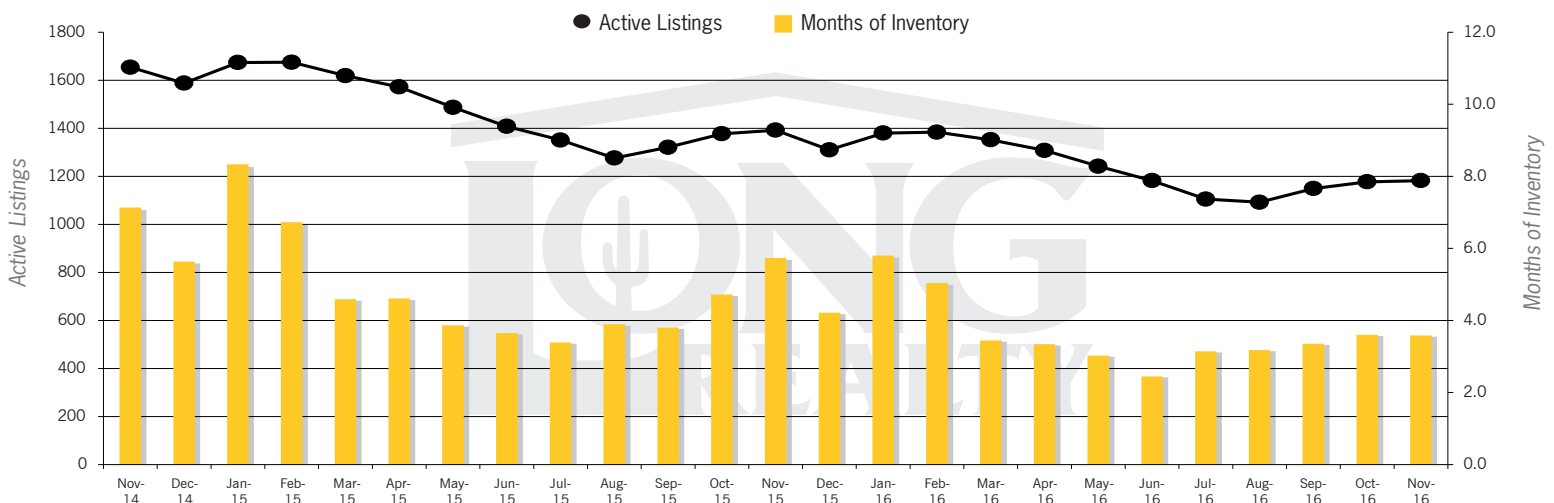
Tucson Northwest | December 2016

In the Tucson Northwest area, November 2016 active inventory was 1,182, a 15% decrease from November 2015. There were 330 closings in November 2016, a 36% increase from November 2015. Year-to-date 2016 there were 4,050 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 3.6, down from 5.7 in November 2015. Median price of sold homes was \$230,000 for the month of November 2016, up 4% from November 2015. The Tucson Northwest area had 337 new properties under contract in November 2016, up 5% from November 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

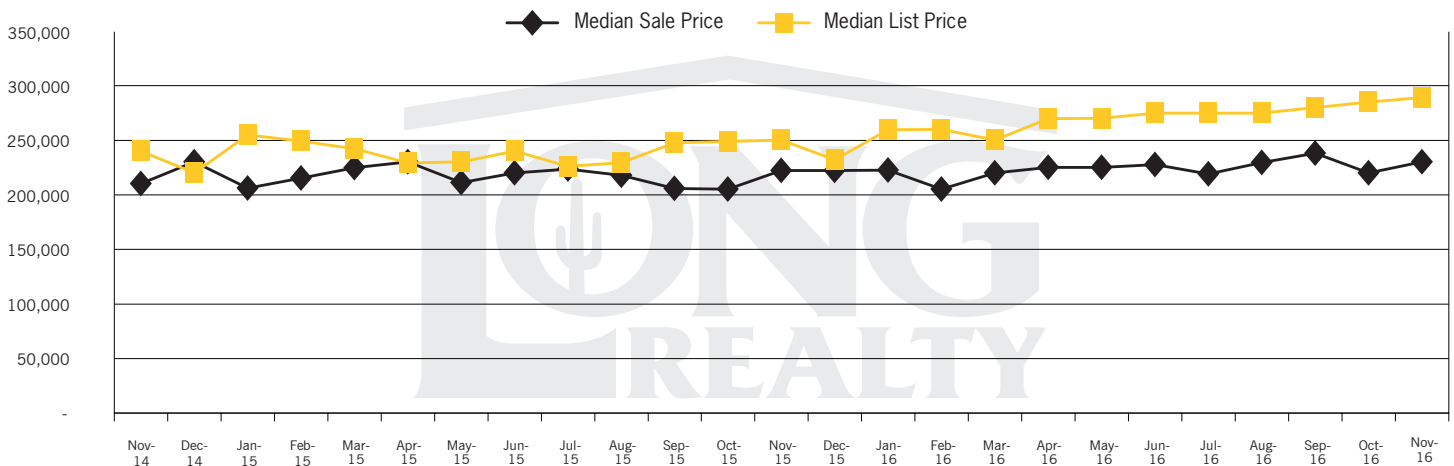


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2016 is believed to be reliable, but not guaranteed.*



Tucson Northwest | December 2016

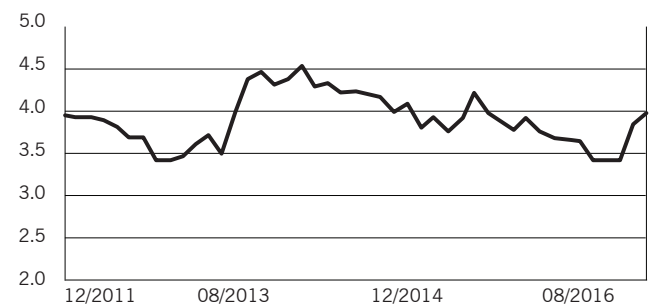
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$222,200	4.000%	\$1,007.78
2016	\$230,000	3.875%	\$1,027.47

30 YEAR FIXED MORTGAGE RATE

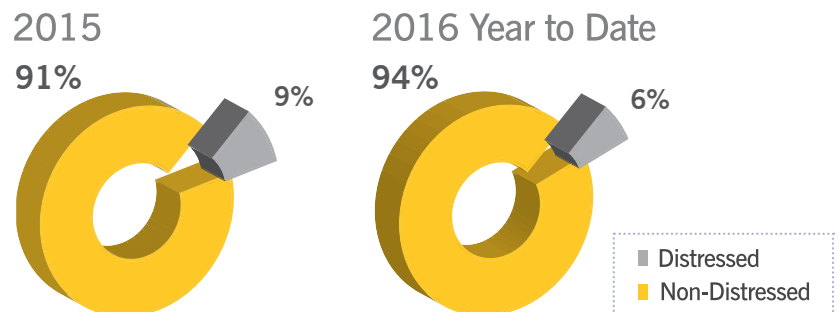


Source: Residential median sales prices. Data obtained 12/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson Northwest | December 2016

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
		Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16			
\$1 - 49,999	5	1	2	2	4	5	0	n/a	1.8	Seller
\$50,000 - 74,999	6	2	7	4	3	0	3	2.0	3.8	Seller
\$75,000 - 99,999	9	5	2	5	2	6	4	2.3	3.8	Seller
\$100,000 - 124,999	14	15	11	6	6	9	9	1.6	1.7	Seller
\$125,000 - 149,999	37	35	28	21	21	17	14	2.6	1.8	Seller
\$150,000 - 174,999	41	59	52	35	35	51	36	1.1	1.2	Seller
\$175,000 - 199,999	94	74	54	58	51	49	40	2.4	2.1	Seller
\$200,000 - 224,999	89	53	40	43	35	41	40	2.2	2.0	Seller
\$225,000 - 249,999	106	55	41	48	42	38	46	2.3	2.5	Seller
\$250,000 - 274,999	81	44	28	33	34	21	28	2.9	3.0	Seller
\$275,000 - 299,999	87	26	17	26	30	17	23	3.8	3.8	Seller
\$300,000 - 349,999	138	59	29	29	37	38	32	4.3	3.8	Seller
\$350,000 - 399,999	104	28	19	21	30	11	30	3.5	4.3	Slightly Seller
\$400,000 - 499,999	118	24	28	17	21	19	15	7.9	6.6	Slightly Buyer
\$500,000 - 599,999	83	13	4	7	5	6	3	27.7	18.1	Buyer
\$600,000 - 699,999	42	5	5	4	4	6	4	10.5	8.3	Slightly Buyer
\$700,000 - 799,999	30	1	0	5	1	0	3	10.0	18.8	Buyer
\$800,000 - 899,999	13	4	0	0	0	2	0	n/a	19.0	Buyer
\$900,000 - 999,999	18	0	0	3	0	2	0	n/a	23.5	Buyer
\$1,000,000 - and over	67	4	2	0	1	3	0	n/a	47.8	Buyer
TOTAL	1,182	507	369	367	362	341	330	3.6	3.4	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 12/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2016 - 11/30/2016. Information is believed to be reliable, but not guaranteed.

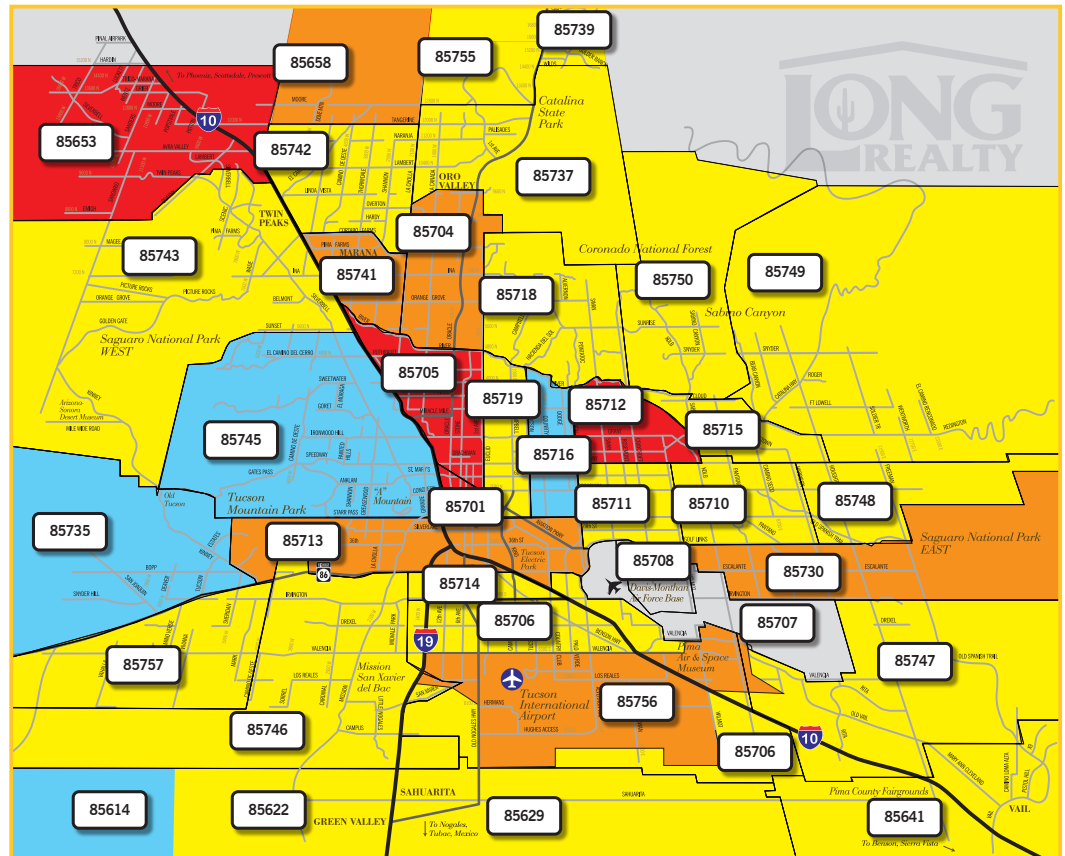


Tucson Northwest | December 2016

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2015-NOV 2015 TO
SEP 2016-NOV 2016

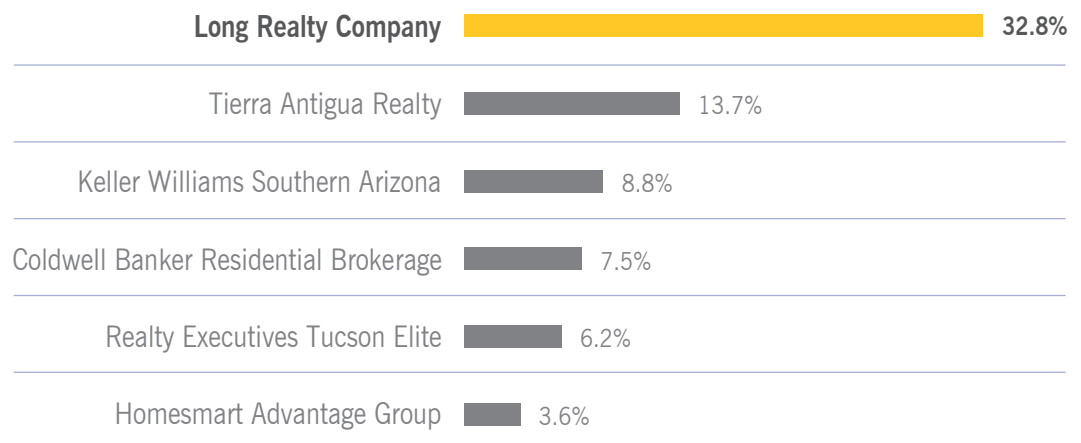
This heat map represents the percentage of change in Tucson metro median sales prices from September 2015-November 2015 to September 2016-November 2016 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2015 – 11/30/2016 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.