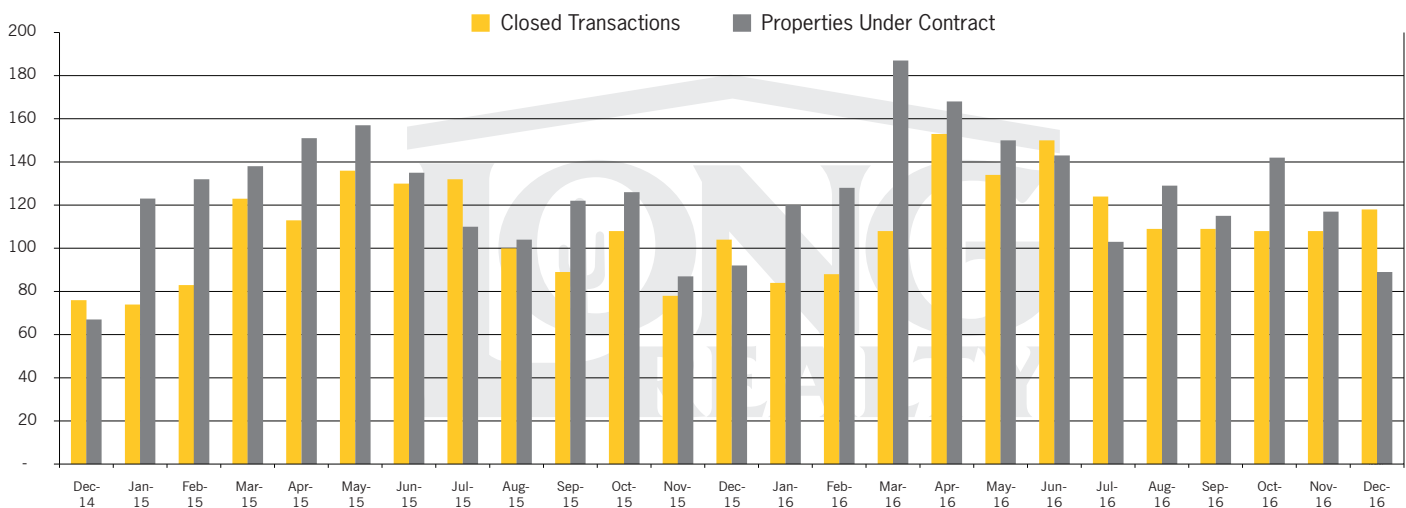




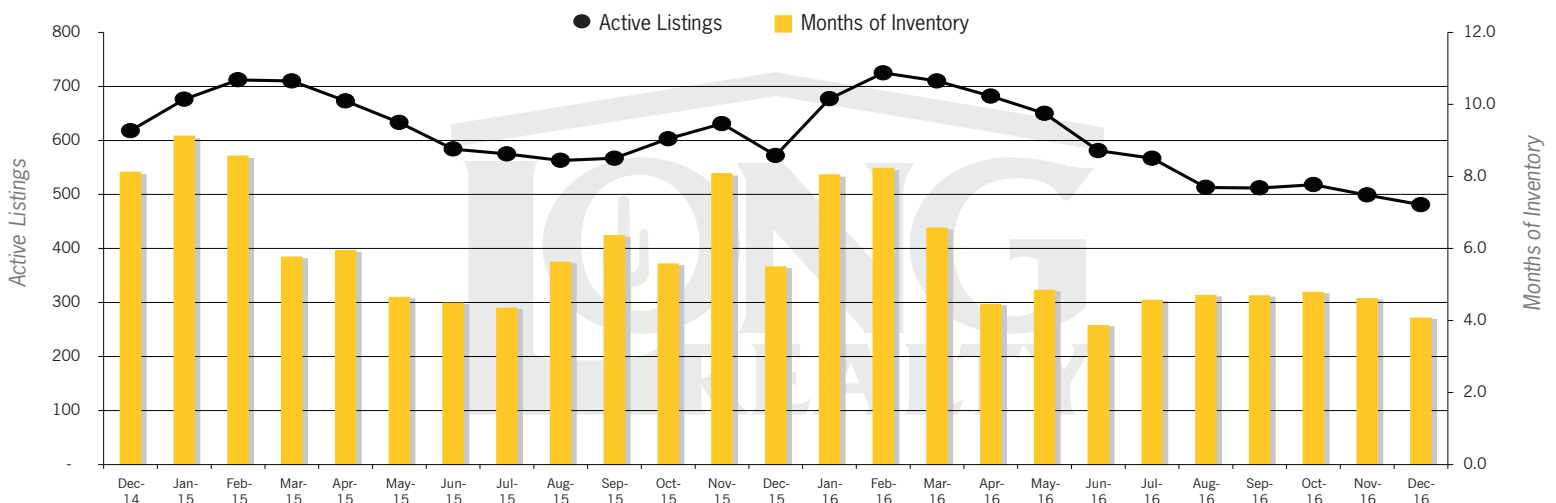
Tucson North | January 2017

In the Tucson North area, December 2016 active inventory was 481, a 16% decrease from December 2015. There were 118 closings in December 2016, a 13% increase from December 2015. Year-to-date 2016 there were 1,426 closings, a 10% increase from year-to-date 2015. Months of Inventory was 4.1, down from 5.5 in December 2015. Median price of sold homes was \$351,750 for the month of December 2016, up 9% from December 2015. The Tucson North area had 89 new properties under contract in December 2016, down 3% from December 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

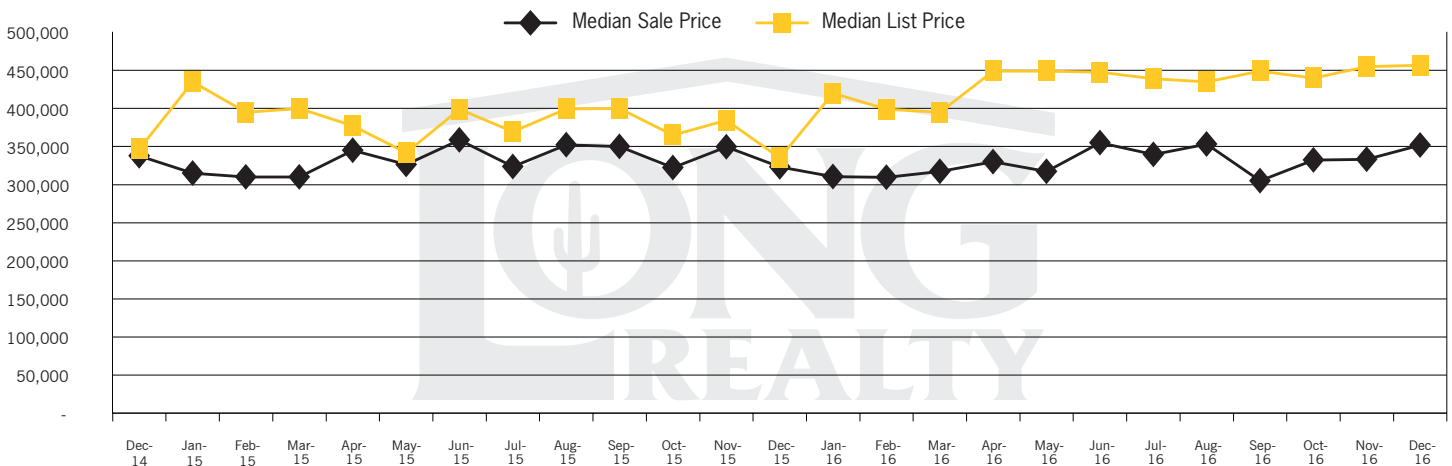


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/05/2017 is believed to be reliable, but not guaranteed.



Tucson North | January 2017

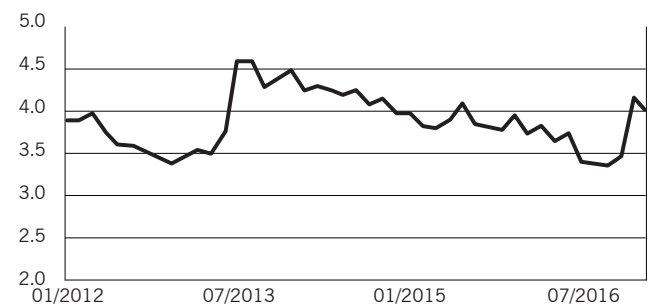
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$323,000	3.875%	\$1,442.92
2016	\$351,750	4.375%	\$1,668.42

30 YEAR FIXED MORTGAGE RATE

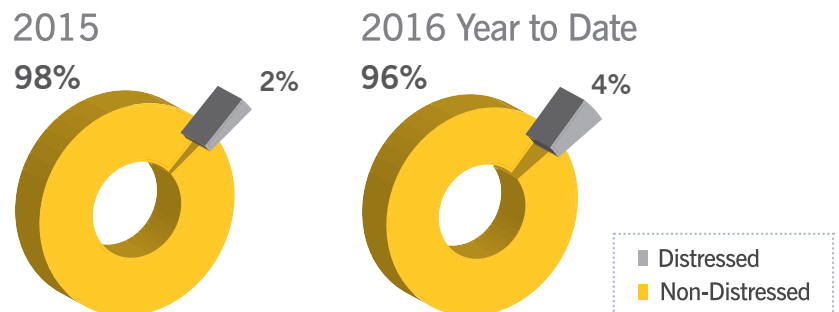


Source: Residential median sales prices. Data obtained 01/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson North | January 2017

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
		Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	2	0	1	1	0	1	0.0	0.5	Seller
\$75,000 - 99,999	4	2	4	4	3	4	3	1.3	1.7	Seller
\$100,000 - 124,999	11	7	6	7	6	5	3	3.7	2.7	Seller
\$125,000 - 149,999	26	7	5	5	8	2	6	4.3	4.4	Slightly Seller
\$150,000 - 174,999	27	8	4	13	5	7	5	5.4	4.6	Slightly Seller
\$175,000 - 199,999	10	4	1	4	4	4	3	3.3	3.1	Seller
\$200,000 - 224,999	14	5	5	1	3	5	3	4.7	3.0	Seller
\$225,000 - 249,999	12	4	6	4	7	9	4	3.0	2.2	Seller
\$250,000 - 274,999	8	7	7	6	9	7	5	1.6	1.4	Seller
\$275,000 - 299,999	12	6	5	7	2	2	7	1.7	3.9	Seller
\$300,000 - 349,999	32	13	16	12	12	18	16	2.0	2.2	Seller
\$350,000 - 399,999	38	15	14	12	12	8	20	1.9	2.7	Seller
\$400,000 - 499,999	53	17	15	17	15	16	11	4.8	4.5	Slightly Seller
\$500,000 - 599,999	46	10	4	7	10	6	9	5.1	6.0	Balanced
\$600,000 - 699,999	47	5	6	3	4	6	6	7.8	8.3	Slightly Buyer
\$700,000 - 799,999	30	6	4	7	1	2	2	15.0	16.2	Buyer
\$800,000 - 899,999	17	1	2	0	4	3	2	8.5	5.9	Balanced
\$900,000 - 999,999	20	5	2	1	2	1	4	5.0	9.0	Buyer
\$1,000,000 - and over	74	3	9	0	3	5	8	9.3	14.4	Buyer
TOTAL	481	127	115	111	111	110	118	4.1	4.4	Slightly 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 01/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2016 - 12/31/2016. Information is believed to be reliable, but not guaranteed.

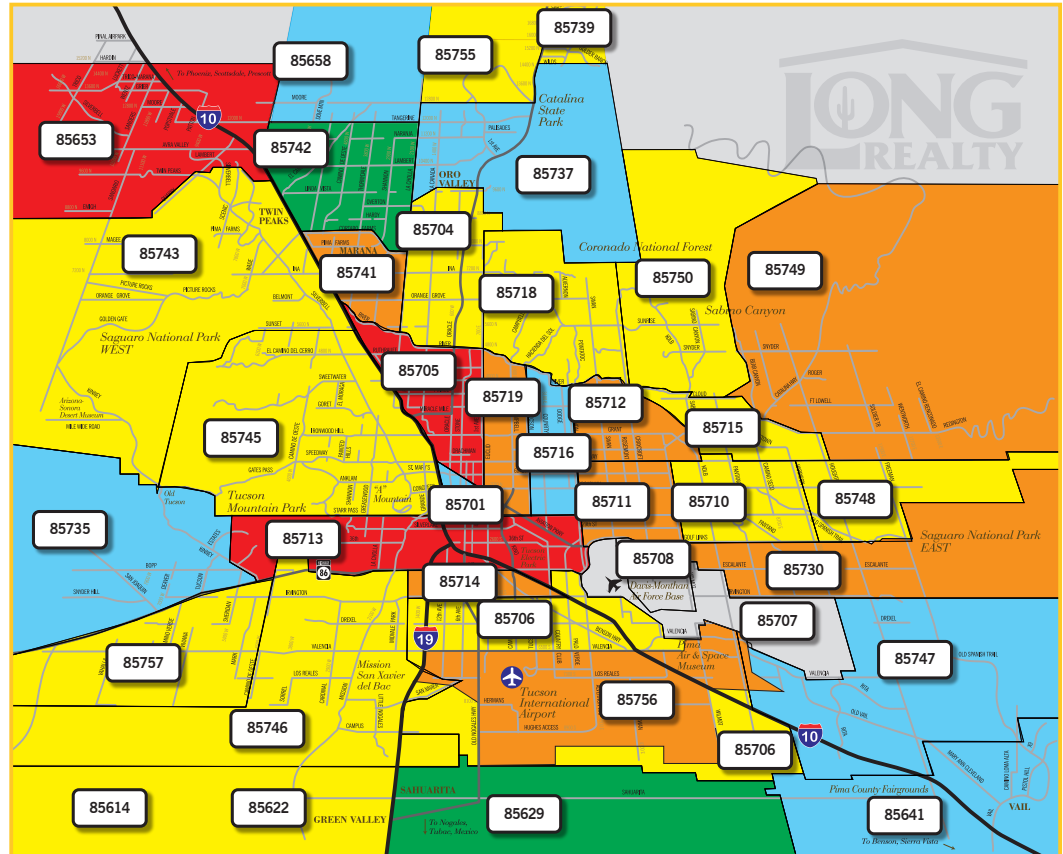


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2015-DEC 2015 TO
OCT 2016-DEC 2016

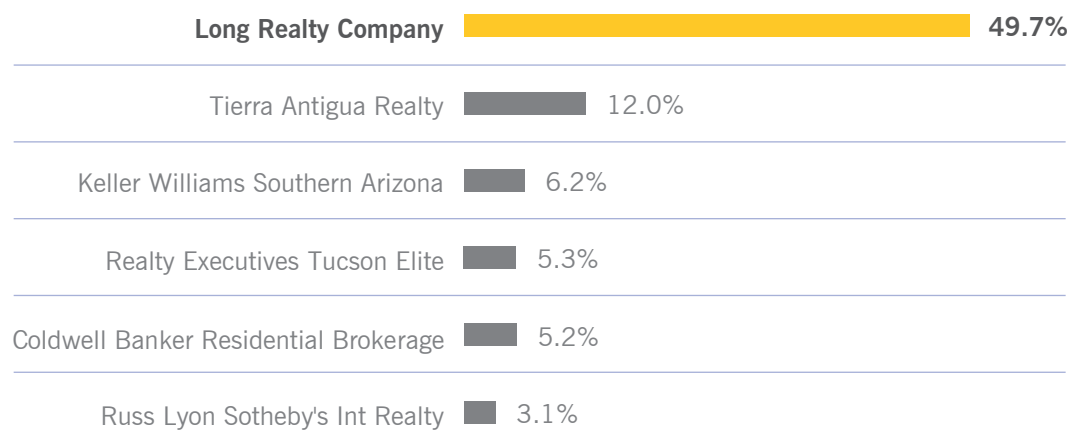
This heat map represents the percentage of change in Tucson metro median sales prices from October 2015-December 2015 to October 2016-December 2016 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 01/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2016 – 12/31/2016 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.