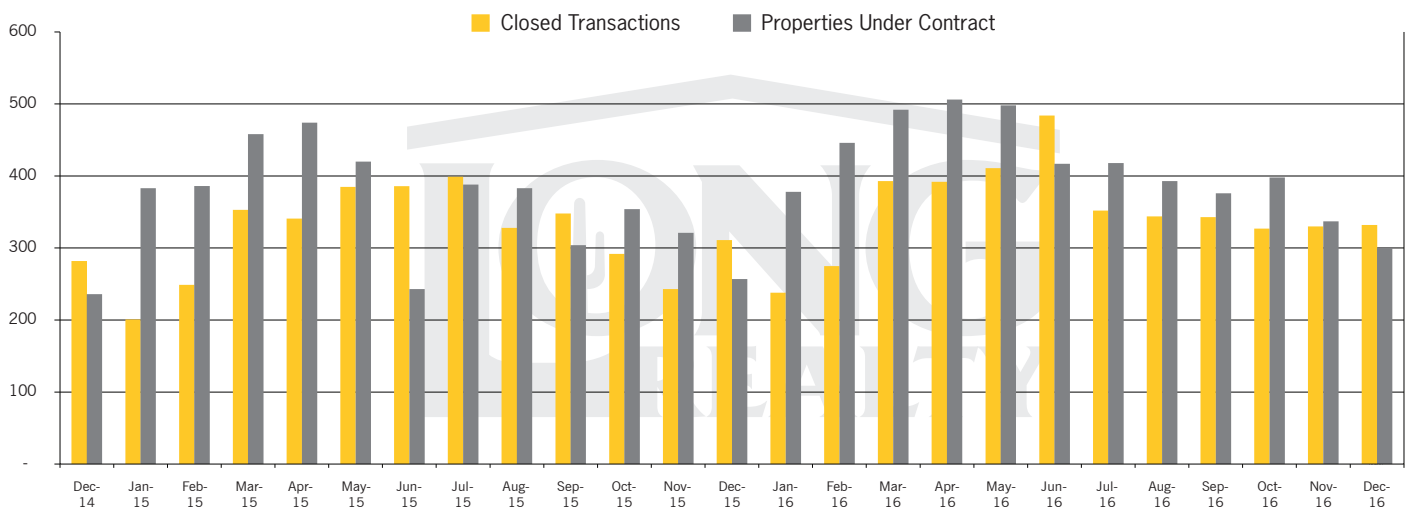




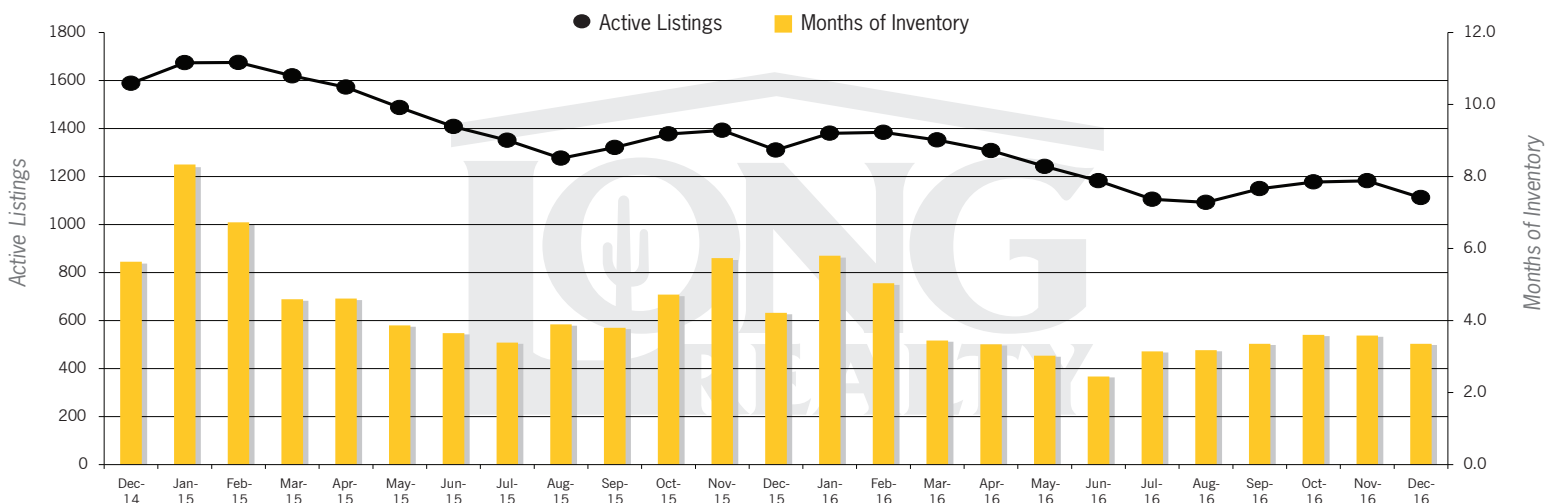
Tucson Northwest | January 2017

In the Tucson Northwest area, December 2016 active inventory was 1,112, a 15% decrease from December 2015. There were 332 closings in December 2016, a 7% increase from December 2015. Year-to-date 2016 there were 4,407 closings, virtually unchanged from year-to-date 2015. Months of Inventory was 3.3, down from 4.2 in December 2015. Median price of sold homes was \$231,000 for the month of December 2016, up 4% from December 2015. The Tucson Northwest area had 300 new properties under contract in December 2016, up 17% from December 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

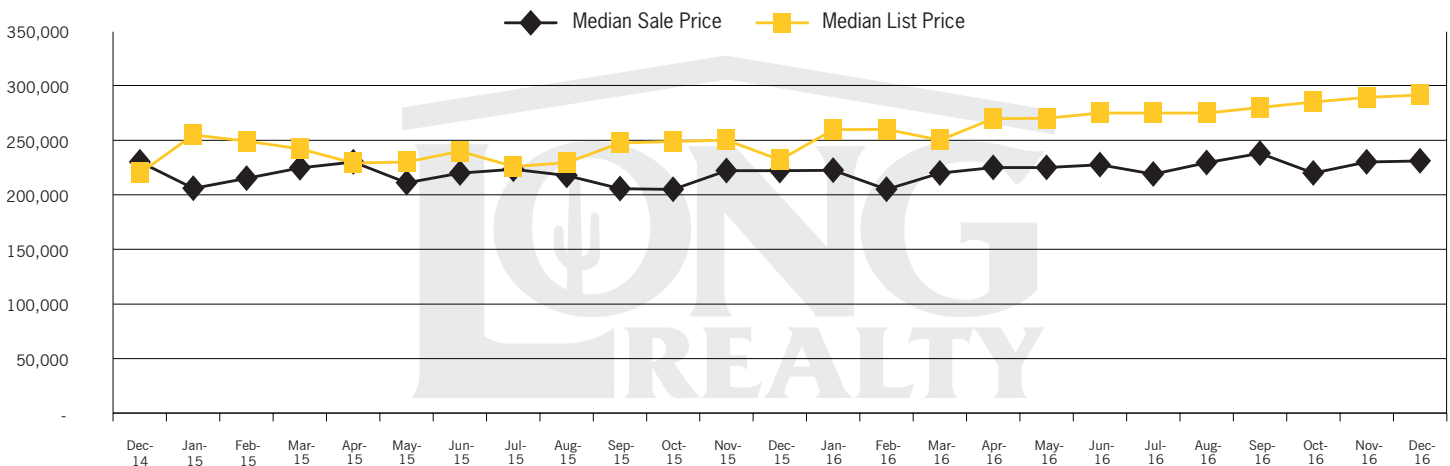


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/05/2017 is believed to be reliable, but not guaranteed.*



Tucson Northwest | January 2017

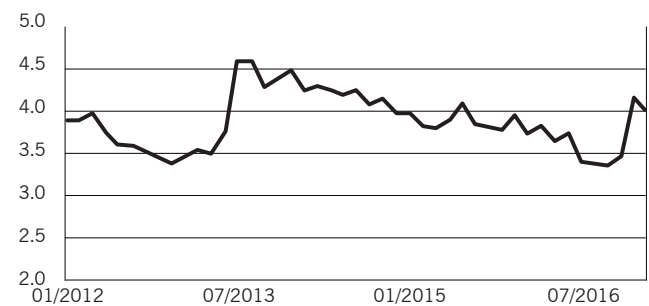
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$222,000	3.875%	\$991.73
2016	\$231,000	4.375%	\$1,095.68

30 YEAR FIXED MORTGAGE RATE

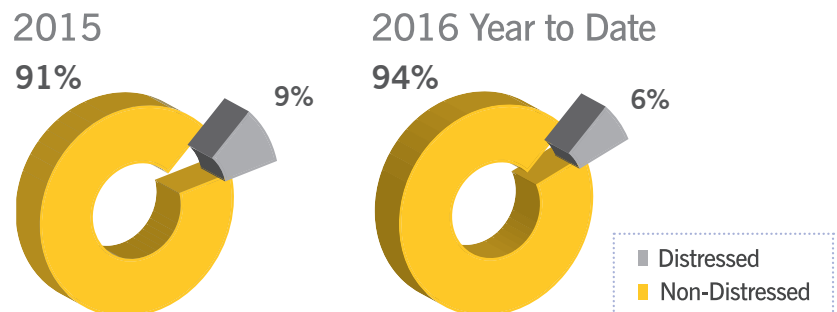


Source: Residential median sales prices. Data obtained 01/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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 | January 2017

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
		Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16			
\$1 - 49,999	3	2	2	4	5	0	3	1.0	1.8	Seller
\$50,000 - 74,999	8	7	4	3	0	3	5	1.6	2.6	Seller
\$75,000 - 99,999	8	2	5	2	6	4	8	1.0	1.8	Seller
\$100,000 - 124,999	12	11	6	6	9	9	8	1.5	1.5	Seller
\$125,000 - 149,999	33	28	21	21	17	18	13	2.5	2.1	Seller
\$150,000 - 174,999	37	52	36	35	51	38	39	0.9	1.0	Seller
\$175,000 - 199,999	63	54	58	53	49	41	42	1.5	1.9	Seller
\$200,000 - 224,999	96	40	43	35	42	43	39	2.5	2.1	Seller
\$225,000 - 249,999	110	41	48	42	38	46	30	3.7	2.8	Seller
\$250,000 - 274,999	76	28	33	34	21	29	24	3.2	3.2	Seller
\$275,000 - 299,999	85	17	26	30	17	28	22	3.9	3.9	Seller
\$300,000 - 349,999	133	29	29	37	39	33	38	3.5	3.8	Seller
\$350,000 - 399,999	101	19	21	30	11	31	15	6.7	5.3	Balanced
\$400,000 - 499,999	112	28	17	22	19	16	25	4.5	5.9	Balanced
\$500,000 - 599,999	74	4	7	5	6	3	9	8.2	13.7	Buyer
\$600,000 - 699,999	42	5	4	4	6	4	5	8.4	8.3	Slightly Buyer
\$700,000 - 799,999	27	0	5	1	0	3	2	13.5	16.0	Buyer
\$800,000 - 899,999	13	0	0	0	2	0	1	13.0	13.0	Buyer
\$900,000 - 999,999	16	0	3	0	2	0	0	n/a	24.5	Buyer
\$1,000,000 - and over	63	2	0	1	3	0	4	15.8	27.4	Buyer
TOTAL	1,112	369	368	365	343	349	332	3.3	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 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.

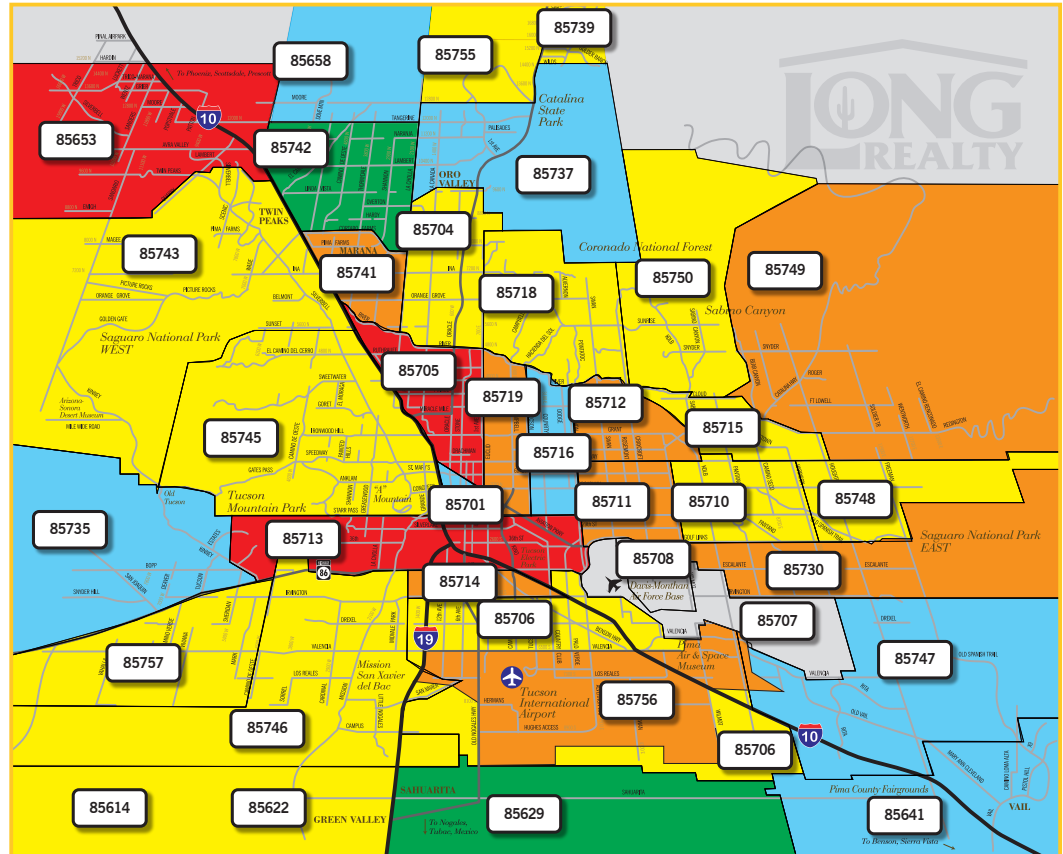


Tucson Northwest | January 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2015-DEC 2015 TO
OCT 2016-DEC 2016

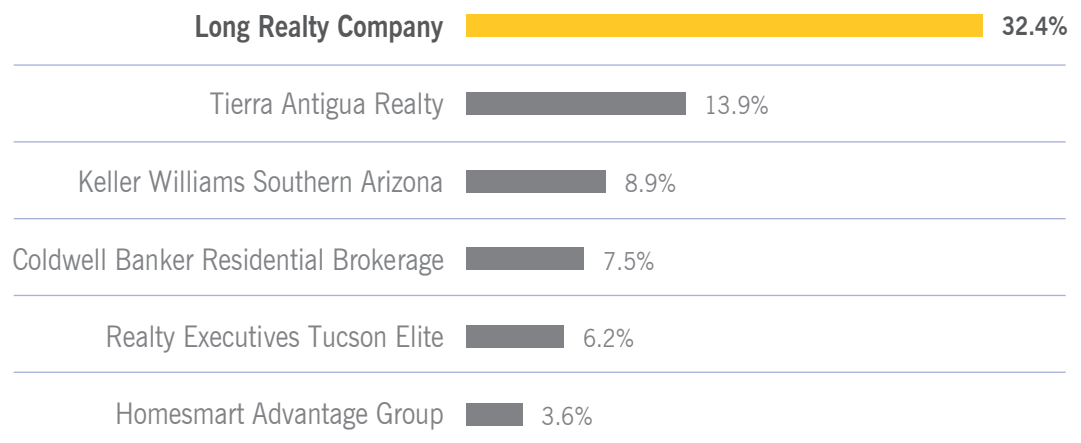
This heat map represents the percentage of change in Tucson metro median sales prices from October 2015-December 2015 to October 2016-December 2016 by zip code.



MARKET SHARE – TUCSON NORTHWEST

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 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.