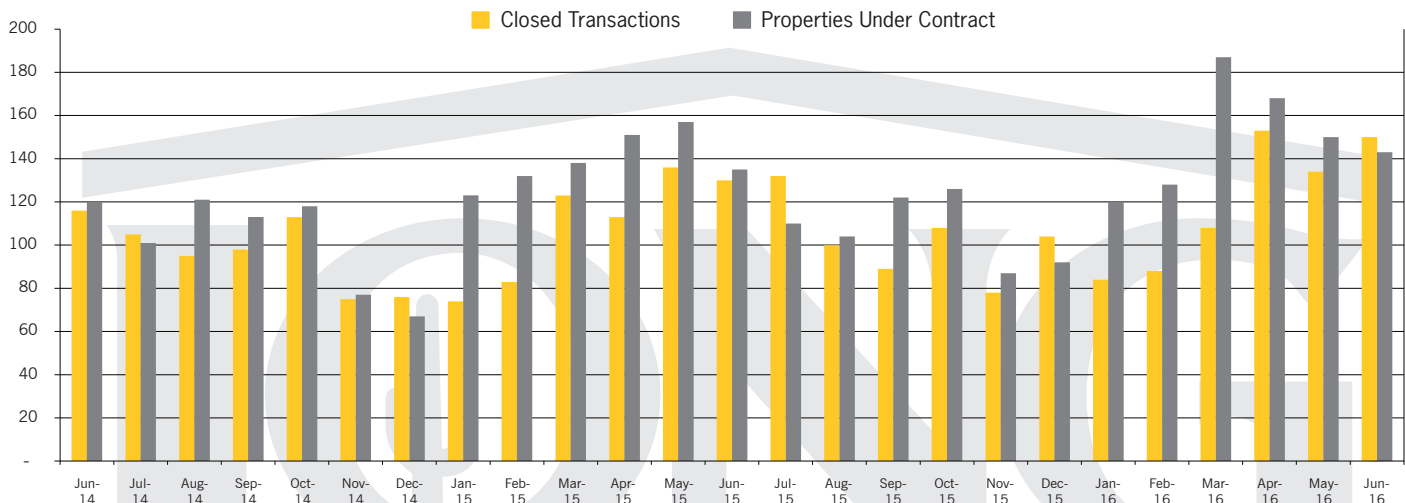




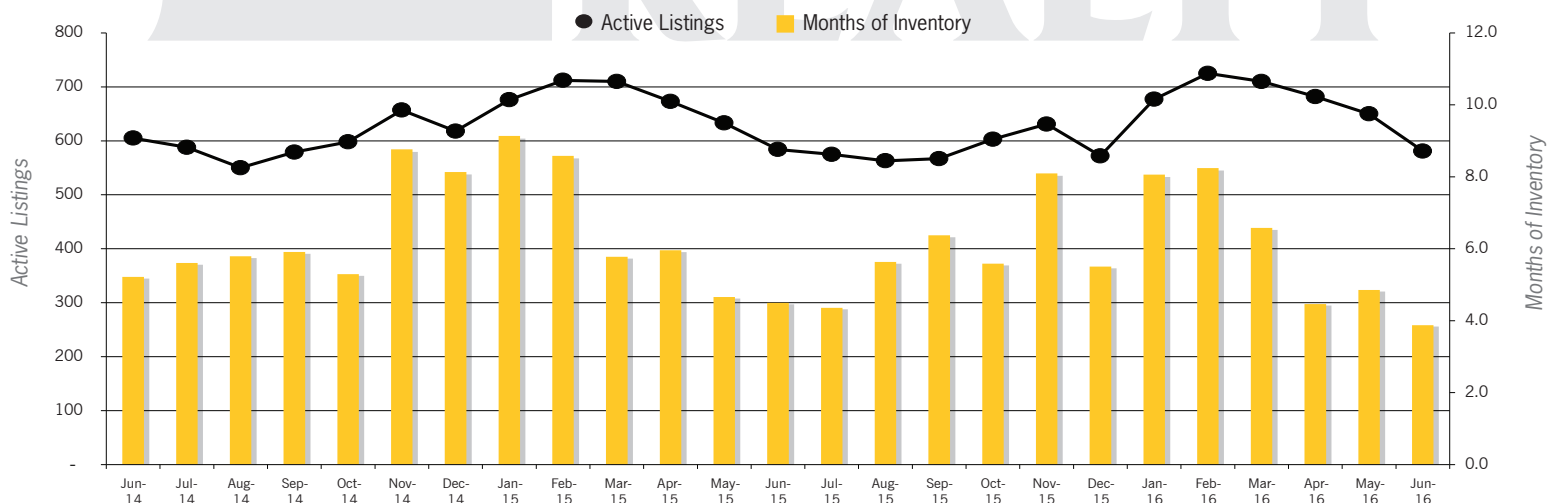
Tucson North | July 2016

In the Tucson North area, June 2016 active inventory was 581, virtually unchanged from June 2015. There were 150 closings in June 2016, a 15% increase from June 2015. Year-to-date 2016 there were 730 closings, an 8% increase from year-to-date 2015. Months of Inventory was 3.9, down from 4.5 in June 2015. Median price of sold homes was \$355,000 for the month of June 2016, virtually unchanged 1% from June 2015. The Tucson North area had 143 new properties under contract in June 2016, up 6% from June 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

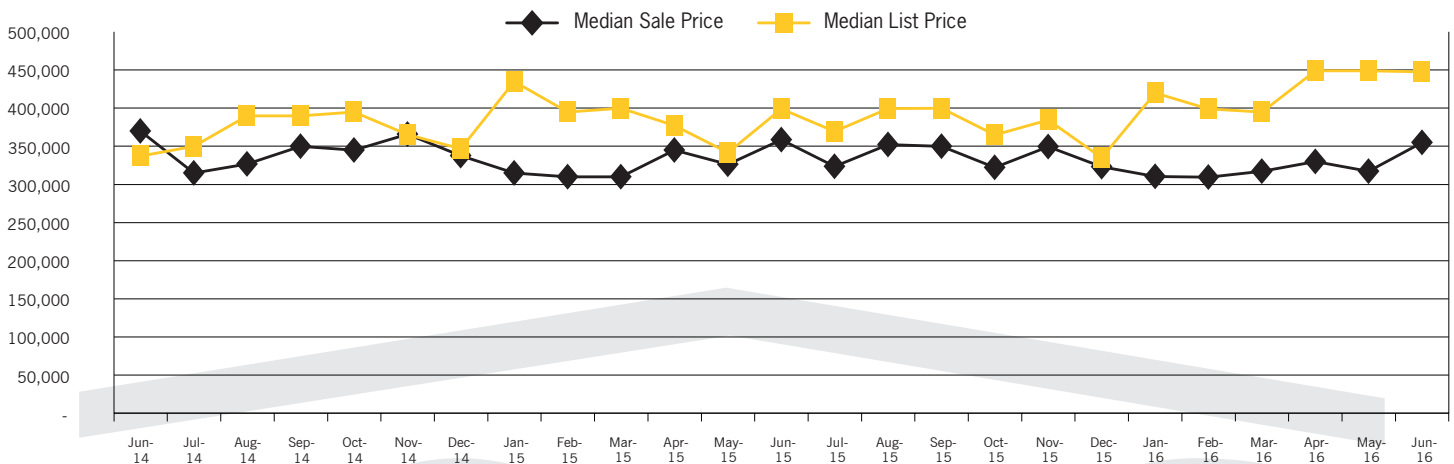


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2016 is believed to be reliable, but not guaranteed.*



Tucson North | July 2016

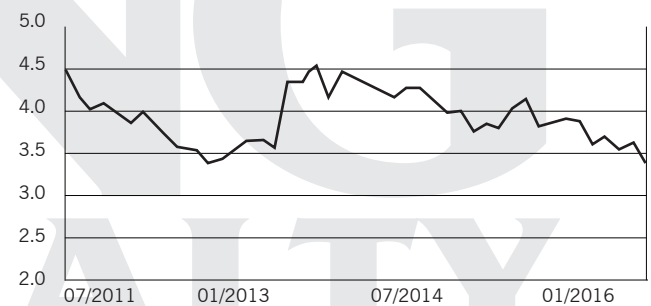
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$358,500	4.000%	\$1,625.96
2016	\$355,000	3.500%	\$1,514.40

30 YEAR FIXED MORTGAGE RATE



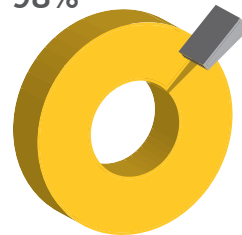
Source: Residential median sales prices. Data obtained 07/06/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

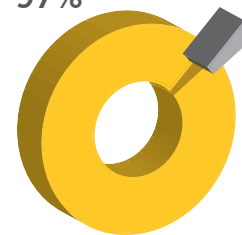
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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.

2015
98%



2016 Year to Date
97%



■ Distressed
■ Non-Distressed



Tucson North | July 2016

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
		Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	1	1	0	0	1	1	2.0	6.0	Balanced
\$75,000 - 99,999	9	3	1	5	3	4	3	3.0	3.3	Seller
\$100,000 - 124,999	20	5	3	4	9	6	5	4.0	3.2	Seller
\$125,000 - 149,999	21	0	7	5	10	6	8	2.6	3.3	Seller
\$150,000 - 174,999	20	6	6	11	15	9	8	2.5	2.0	Seller
\$175,000 - 199,999	15	4	4	10	6	6	7	2.1	2.6	Seller
\$200,000 - 224,999	12	9	3	4	6	6	3	4.0	2.3	Seller
\$225,000 - 249,999	19	4	4	6	8	6	8	2.4	2.8	Seller
\$250,000 - 274,999	16	3	7	7	9	12	11	1.5	1.6	Seller
\$275,000 - 299,999	19	6	4	2	7	8	10	1.9	2.7	Seller
\$300,000 - 349,999	35	3	14	7	19	17	10	3.5	2.8	Seller
\$350,000 - 399,999	47	7	9	14	15	12	17	2.8	3.4	Seller
\$400,000 - 499,999	73	14	6	12	14	22	20	3.7	4.6	Slightly Seller
\$500,000 - 599,999	55	5	7	8	13	8	13	4.2	5.2	Balanced
\$600,000 - 699,999	55	4	6	5	8	3	9	6.1	7.5	Slightly Buyer
\$700,000 - 799,999	34	3	3	3	4	6	6	5.7	6.4	Balanced
\$800,000 - 899,999	22	2	1	2	1	4	3	7.3	9.6	Buyer
\$900,000 - 999,999	27	2	1	1	4	0	2	13.5	15.7	Buyer
\$1,000,000 - and over	80	3	2	3	7	4	6	13.3	15.5	Buyer
TOTAL	581	84	89	109	158	140	150	3.9	4.3	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 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.

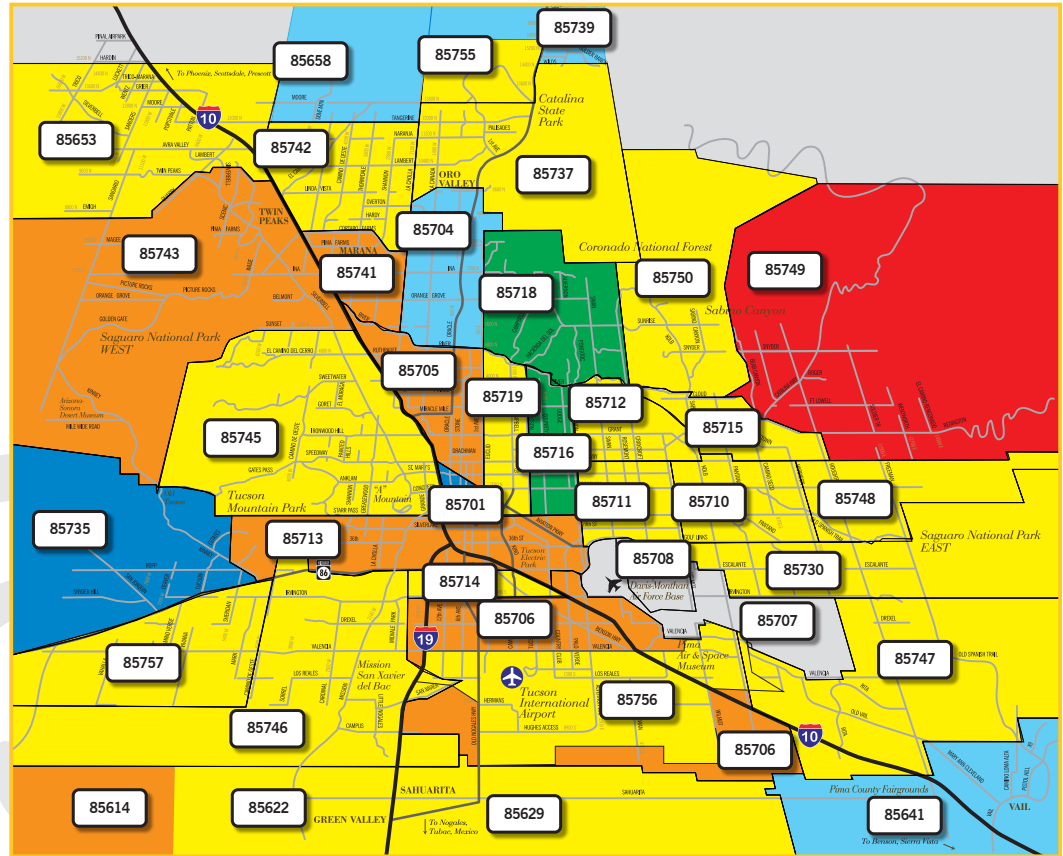
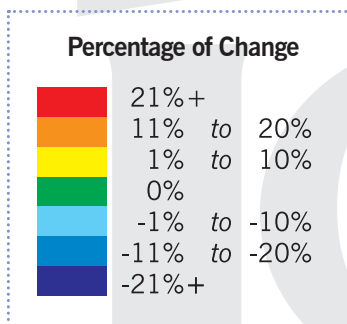


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2015-JUN 2015 TO
APR 2016-JUN 2016

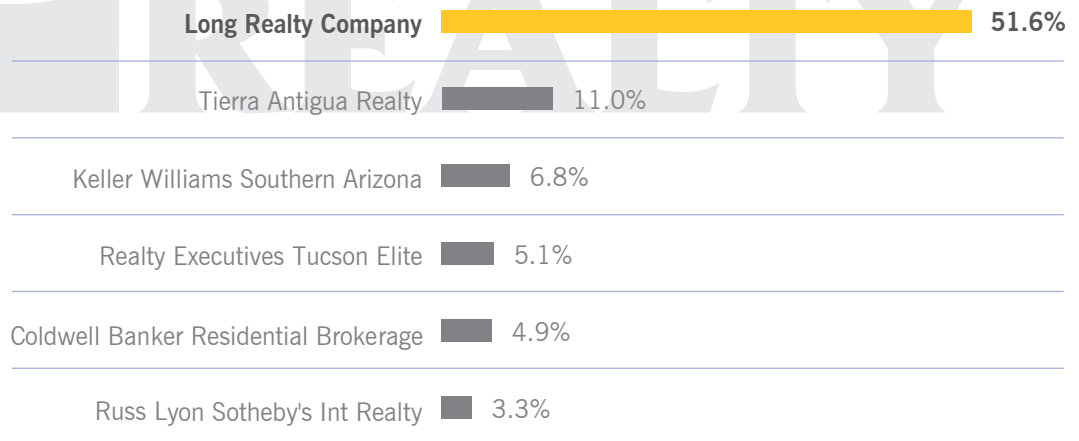
This heat map represents the percentage of change in Tucson metro median sales prices from April 2015-June 2015 to April 2016-June 2016 by zip code.



MARKET SHARE – TUCSON NORTH

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 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.