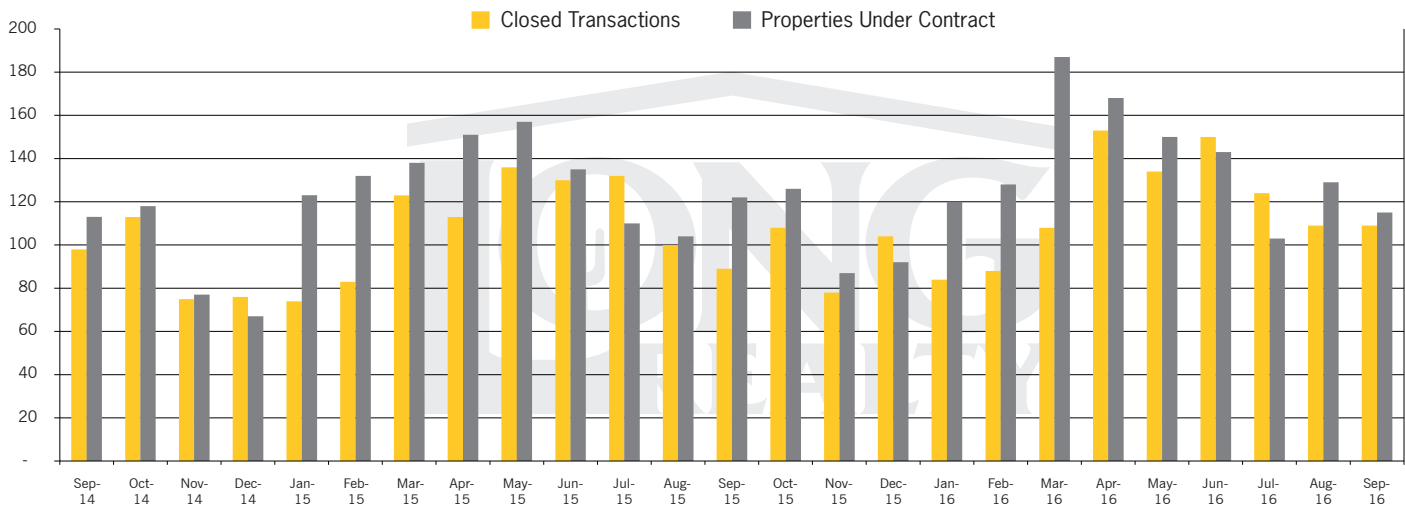




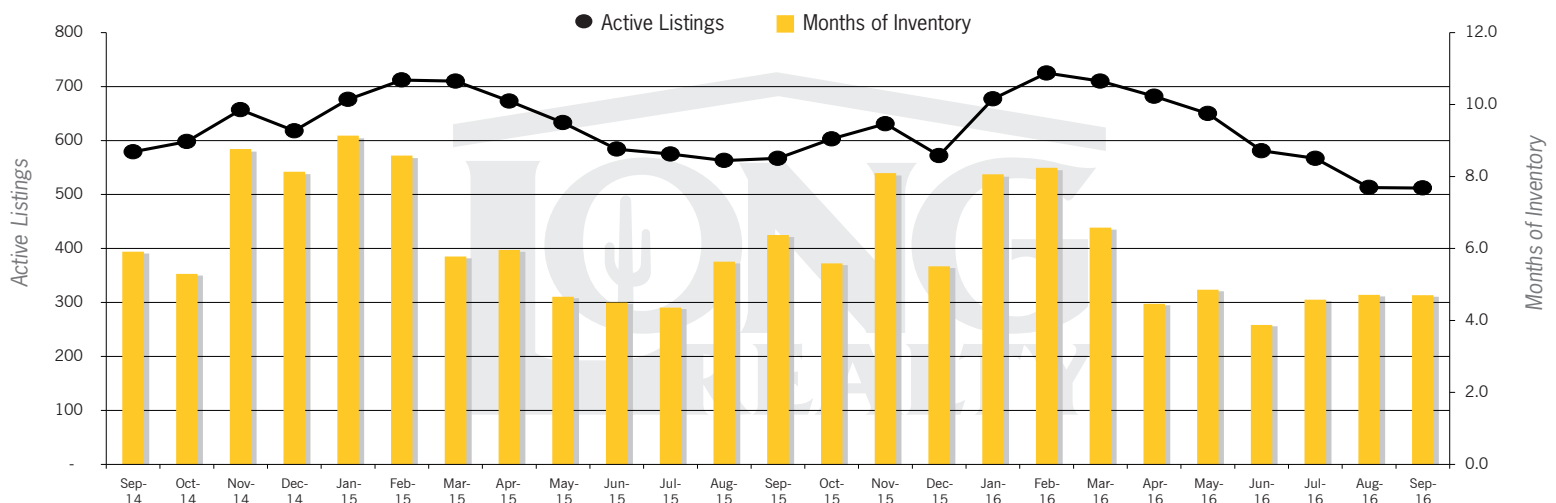
Tucson North | October 2016

In the Tucson North area, September 2016 active inventory was 512, a 10% decrease from September 2015. There were 109 closings in September 2016, a 22% increase from September 2015. Year-to-date 2016 there were 1,084 closings, an 8% increase from year-to-date 2015. Months of Inventory was 4.7, down from 6.4 in September 2015. Median price of sold homes was \$305,000 for the month of September 2016, down 13% from September 2015. The Tucson North area had 115 new properties under contract in September 2016, down 6% from September 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

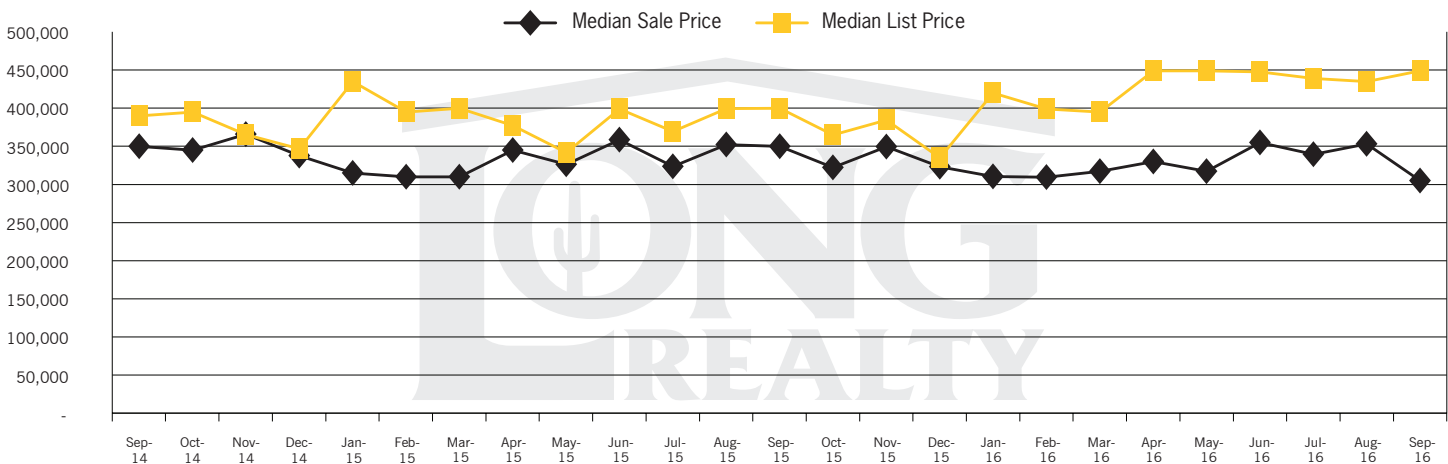


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/05/2016 is believed to be reliable, but not guaranteed.



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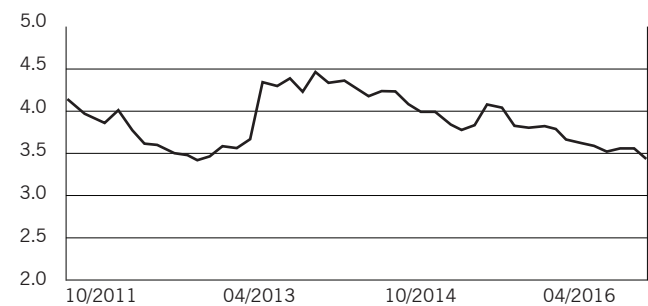
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$350,000	3.875%	\$1,563.54
2016	\$305,000	3.375%	\$1,280.97

30 YEAR FIXED MORTGAGE RATE

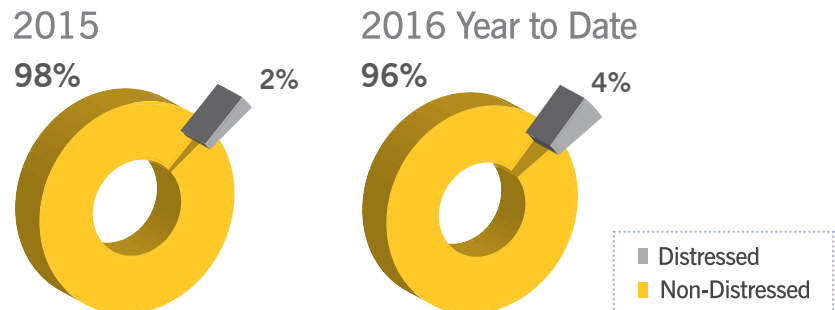


Source: Residential median sales prices. Data obtained 10/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON 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.





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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
		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	2	2	0	1	0.0	1.0	Seller
\$75,000 - 99,999	9	3	4	3	2	4	4	2.3	2.9	Seller
\$100,000 - 124,999	17	9	6	5	7	6	7	2.4	2.0	Seller
\$125,000 - 149,999	17	11	6	8	7	5	5	3.4	3.3	Seller
\$150,000 - 174,999	21	15	9	7	8	3	12	1.8	3.0	Seller
\$175,000 - 199,999	9	6	6	7	4	1	4	2.3	3.8	Seller
\$200,000 - 224,999	15	6	6	3	5	5	1	15.0	3.6	Seller
\$225,000 - 249,999	19	8	6	8	4	6	3	6.3	4.5	Slightly Seller
\$250,000 - 274,999	15	9	12	12	7	7	6	2.5	2.7	Seller
\$275,000 - 299,999	17	7	8	10	6	5	7	2.4	2.9	Seller
\$300,000 - 349,999	30	19	17	11	13	16	12	2.5	2.5	Seller
\$350,000 - 399,999	40	15	13	17	15	14	12	3.3	2.9	Seller
\$400,000 - 499,999	75	14	22	20	17	15	17	4.4	4.6	Slightly Seller
\$500,000 - 599,999	51	13	8	13	10	4	7	7.3	7.8	Slightly Buyer
\$600,000 - 699,999	41	8	3	9	5	6	3	13.7	9.4	Buyer
\$700,000 - 799,999	23	4	6	6	6	4	7	3.3	4.7	Slightly Seller
\$800,000 - 899,999	20	1	4	3	1	2	0	n/a	19.7	Buyer
\$900,000 - 999,999	21	4	0	2	5	2	1	21.0	8.3	Slightly Buyer
\$1,000,000 - and over	72	7	4	6	3	9	0	n/a	17.3	Buyer
TOTAL	512	159	141	152	127	114	109	4.7	4.5	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 10/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2016 - 09/30/2016. Information is believed to be reliable, but not guaranteed.

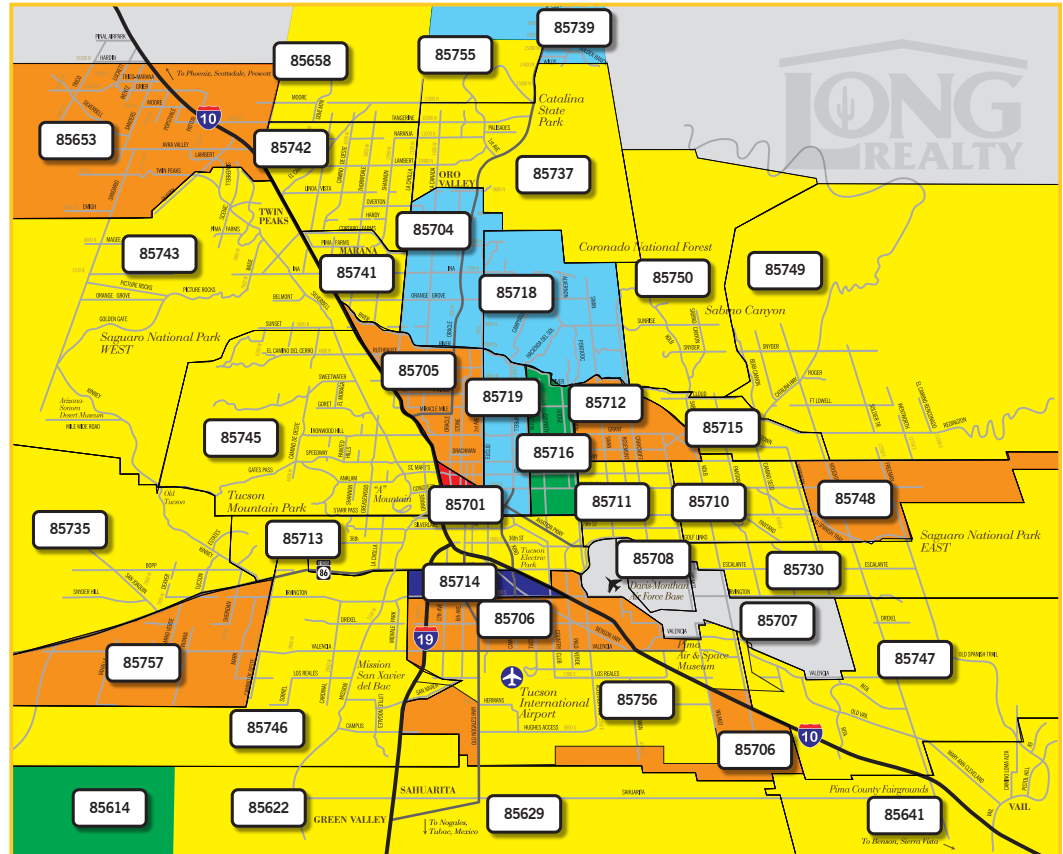


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2015-SEP 2015 TO
JUL 2016-SEP 2016

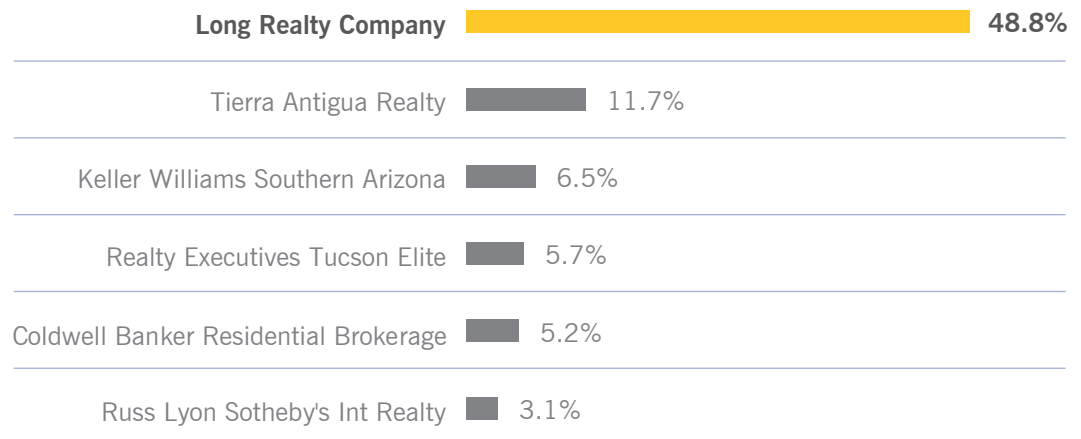
This heat map represents the percentage of change in Tucson metro median sales prices from July 2015-September 2015 to July 2016-September 2016 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2015 – 09/30/2016 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.