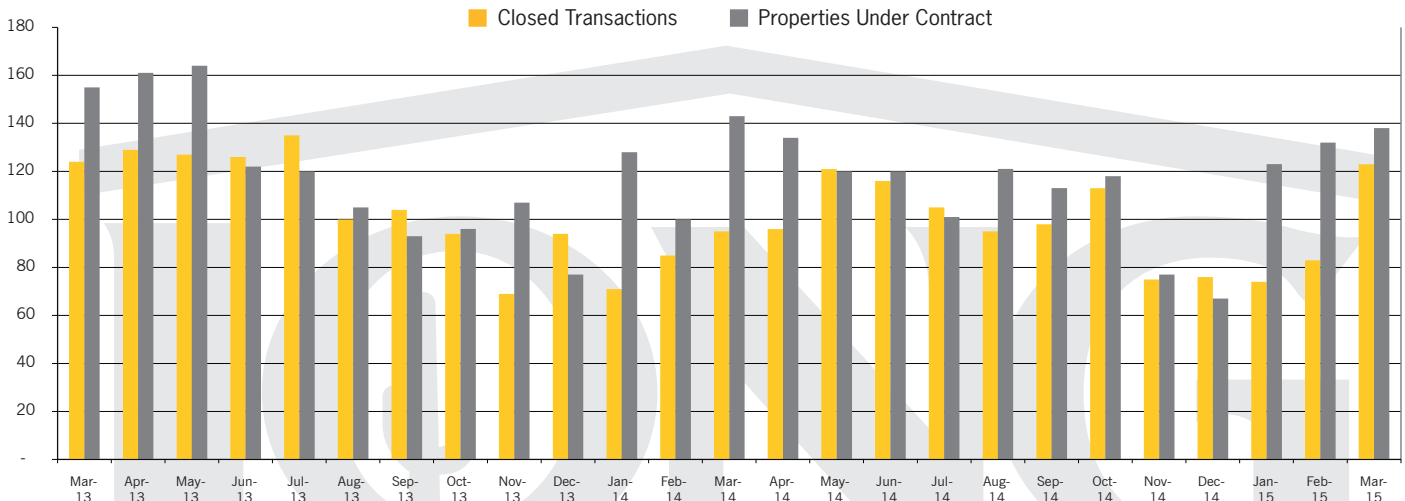




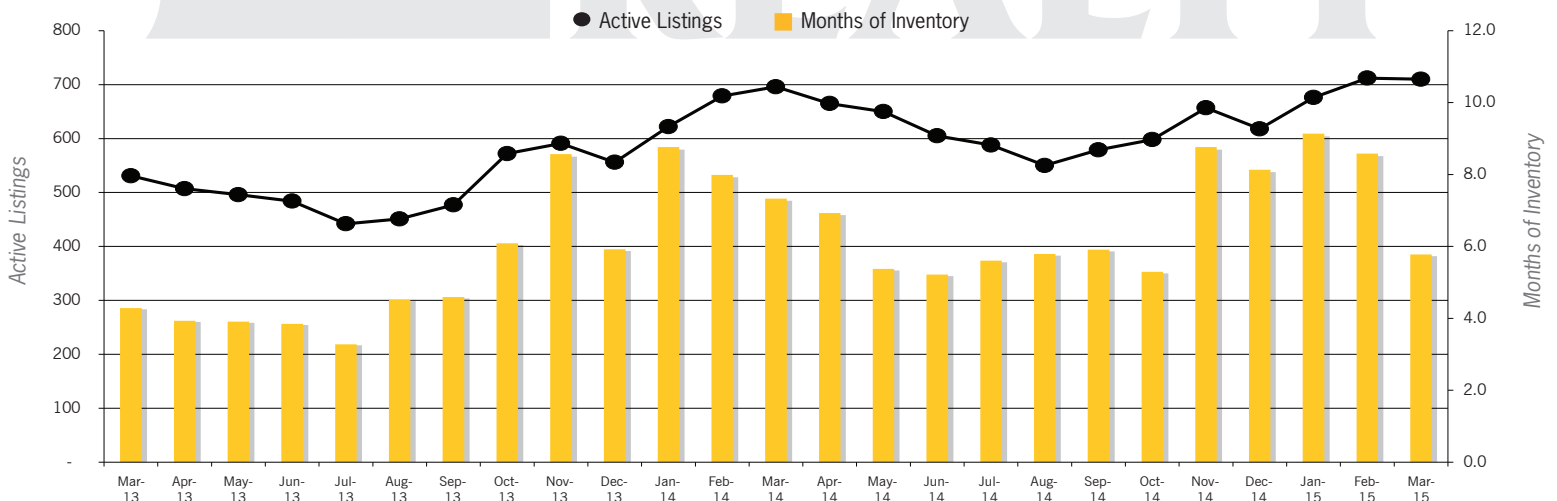
Tucson North | April 2015

In the Tucson North area, March 2015 active inventory was 710, a 2% increase from March 2014. There were 123 closings in March 2015, a 29% increase from March 2014. Year-to-date 2015 there were 280 closings, a 12% increase from year-to-date 2014. Months of Inventory was 5.8, down from 7.3 in March 2014. Median price of sold homes was \$310,000 for the month of March 2015, up 6% from March 2014. The Tucson North area had 138 new properties under contract in March 2015, down 3% from March 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



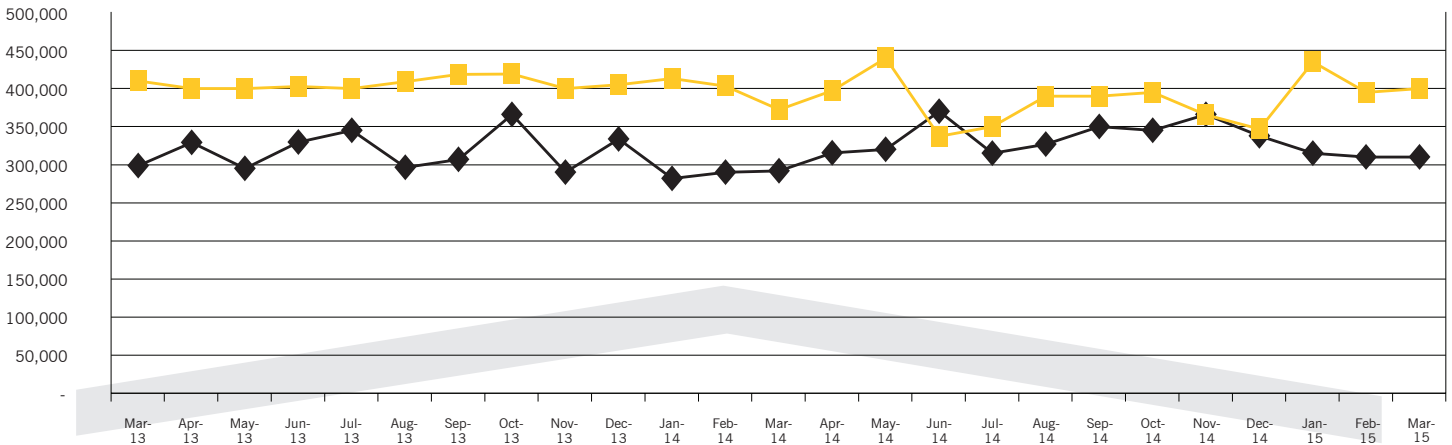
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 04/03/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

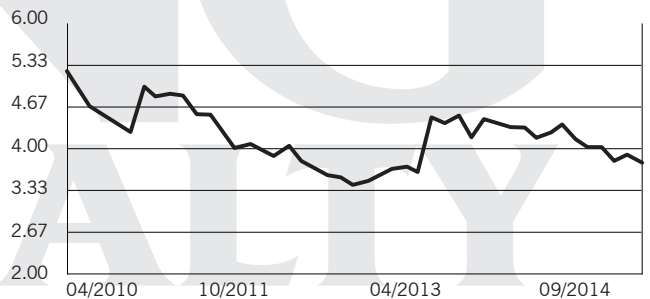


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2014	\$292,000	4.375%	\$1,385.02
2015	\$310,000	3.875%	\$1,384.85

30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.



Source: Residential median sales prices. Data obtained 04/03/2015 from TARMLS 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.

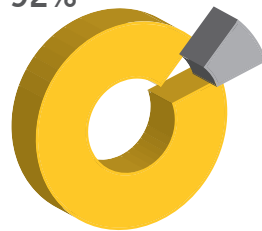
Source: Bankrate.com

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.

2014

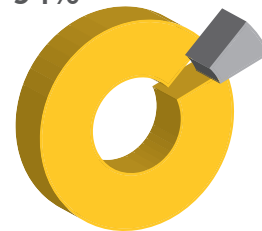
92%



8%

2015 Year to Date

94%



6%

■ Distressed
■ Non-Distressed



The Housing Report



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Tucson North | April 2015

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
		Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	5	0	2	0	2	0	0	n/a	5.5	Balanced
\$75,000 - 99,999	11	4	1	4	3	2	2	5.5	4.1	Slightly Seller
\$100,000 - 124,999	24	3	4	2	6	3	1	24.0	6.7	Slightly Buyer
\$125,000 - 149,999	36	8	6	2	4	5	6	6.0	7.4	Slightly Buyer
\$150,000 - 174,999	37	8	6	5	4	8	8	4.6	5.6	Balanced
\$175,000 - 199,999	21	3	2	1	3	4	8	2.6	5.0	Balanced
\$200,000 - 224,999	8	5	1	4	1	5	7	1.1	2.7	Seller
\$225,000 - 249,999	16	3	1	7	2	5	6	2.7	3.8	Seller
\$250,000 - 274,999	27	5	3	8	5	7	10	2.7	3.2	Seller
\$275,000 - 299,999	34	6	5	4	7	4	10	3.4	5.4	Balanced
\$300,000 - 349,999	42	14	5	10	9	7	15	2.8	4.3	Slightly Seller
\$350,000 - 399,999	56	17	9	6	10	3	11	5.1	6.7	Slightly Buyer
\$400,000 - 499,999	80	14	12	6	7	13	16	5.0	6.2	Balanced
\$500,000 - 599,999	60	4	4	7	6	9	4	15.0	8.9	Buyer
\$600,000 - 699,999	62	9	3	7	2	3	9	6.9	11.6	Buyer
\$700,000 - 799,999	41	4	3	4	3	1	3	13.7	17.0	Buyer
\$800,000 - 899,999	27	4	3	0	0	0	2	13.5	48.0	Buyer
\$900,000 - 999,999	18	1	0	0	1	3	3	6.0	7.7	Slightly Buyer
\$1,000,000 - and over	105	5	7	3	1	3	2	52.5	50.8	Buyer
TOTAL	710	117	77	80	76	85	123	5.8	7.4	Slightly Buyer



Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/03/2015.

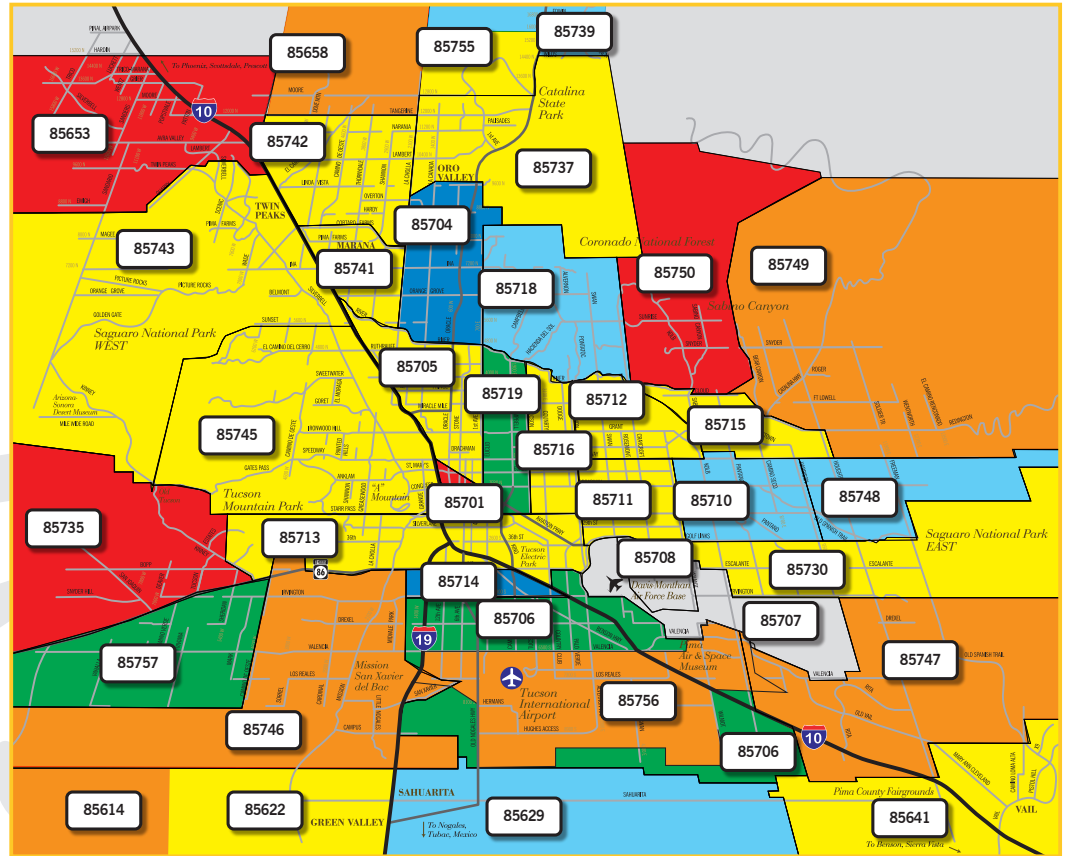
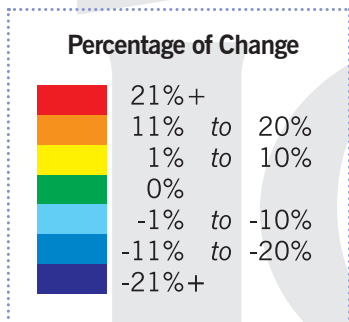
3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2015 - 03/31/2015. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2014-MAR 2014 TO JAN 2015-MAR 2015

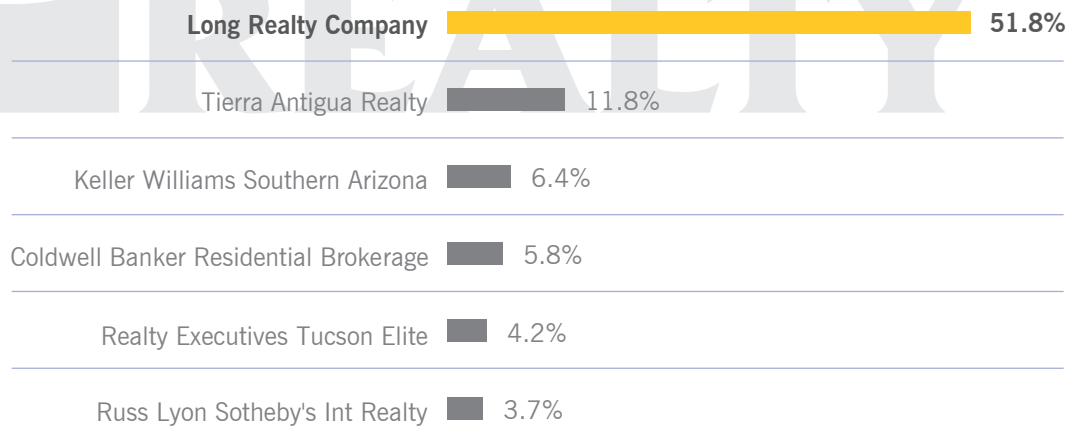
This heat map represents the percentage of change in Tucson metro median sales prices from January 2014-March 2014 to January 2015-March 2015 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2014 – 03/31/2015 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 TARMLS 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.