



# The Housing Report

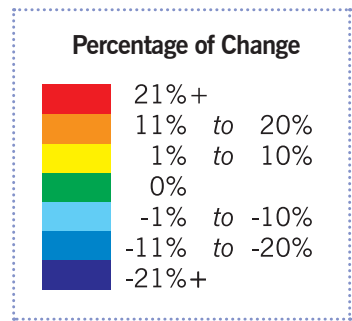
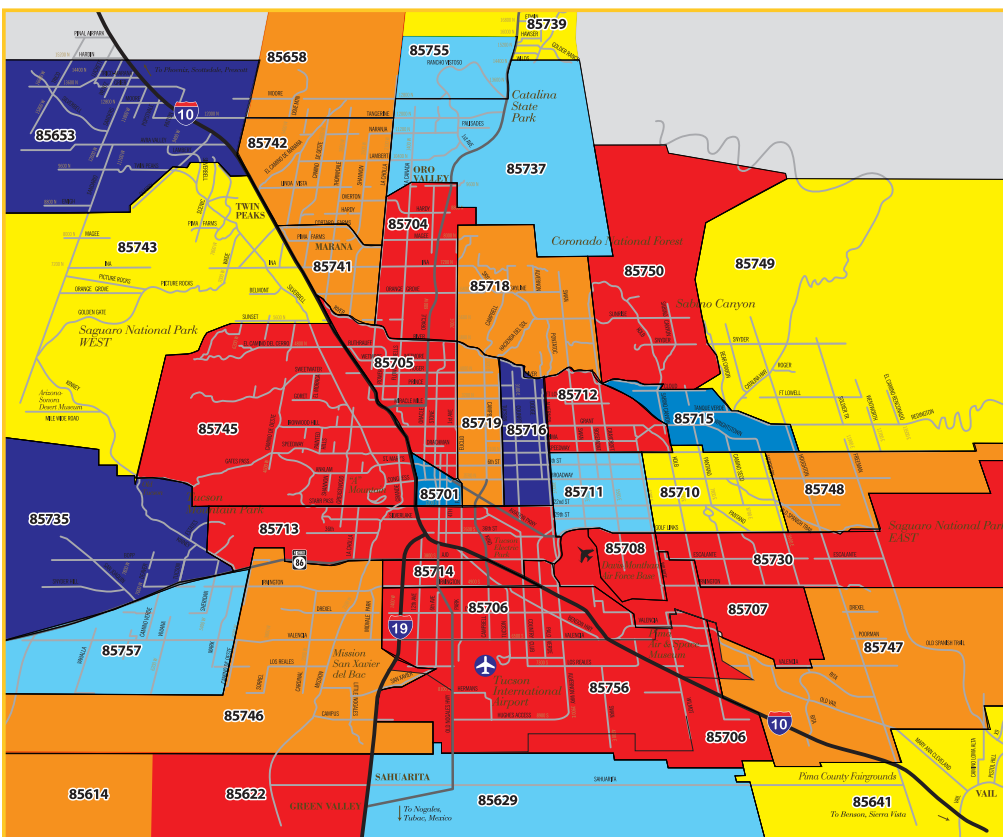


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Tucson Metro | November 2013

In the Tucson Metro area, October 2013 active inventory was 4,984 an 18.6% increase from October 2012. There were 1,154 closings in October 2013, a 1.8% increase from October 2012. Months of Inventory was 4.3 up from 3.9 in October 2012. Median price of sold homes was \$155,000 for the month of October 2013, up 8.6% from October 2012. The Tucson Metro area had 1,283 new properties under contract in October 2013, down 11.6% from October 2012.

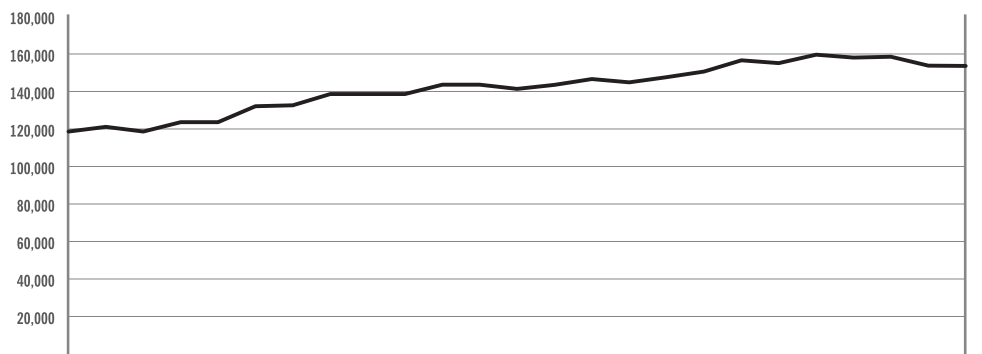
## TUCSON METRO HOME SALES PRICES – PERCENTAGE OF CHANGE



*This heat map represents the changes in median sold home prices from the current month to the same month last year.*

## MEDIAN PRICE TREND – TUCSON METRO

*This graph represents the median sold home prices over the past two years.*



Oct-11 Nov-11 Dec-11 Jan-12 Feb-12 Mar-12 Apr-12 May-12 Jun-12 Jul-12 Aug-12 Sep-12 Oct-12 Nov-12 Dec-12 Jan-13 Feb-13 Mar-13 Apr-13 May-13 Jun-13 Jul-13 Aug-13 Sep-13 Oct-13

*These statistics are based on information obtained from the TARMLS on 11/05/2013. Information is believed to be reliable, but not guaranteed.*



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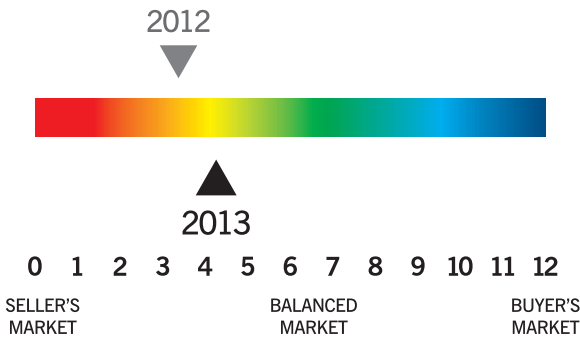


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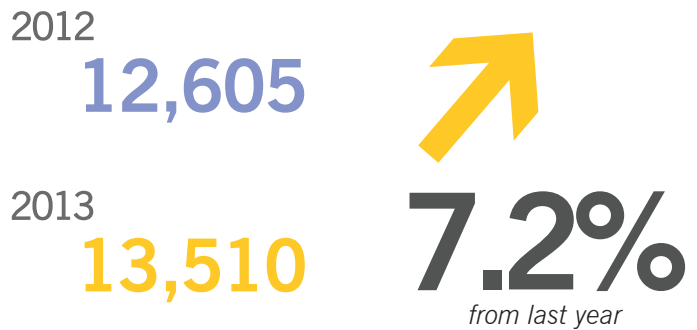
## MARKET CONDITIONS – TUCSON METRO

Months of inventory is an important indicator of the overall health of the housing market. The balance of supply and demand is reflected by taking into account current inventory levels and the rate of home sales.



## PROPERTIES UNDER CONTRACT – TUCSON METRO

The number of properties under contract is a leading indicator of future closed sales. This graphic compares year to date properties under contract to the same time period last year.



## CLOSED HOME SALES – TUCSON METRO

This chart reflects the number of closed property sales year to date as compared to the same time period last year.



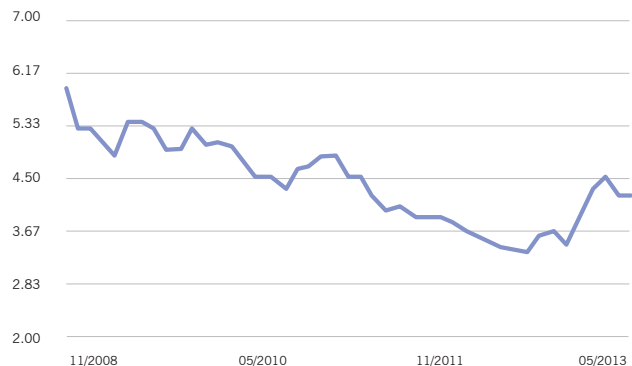
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$214,000    | 6.70%     | \$1,332.56  |
| 2012 | \$142,750    | 3.41%     | \$602.17    |
| 2013 | \$155,000    | 4.15%     | \$715.79    |

Source: Residential median sales prices. Data obtained 11/05/2013 from TARMLS using Brokermetrics software. 2006 Monthly payments based on an FHA mortgage with a 3.5% down payment on a median priced home, 2012 and 2013 amounts based on 5% down payment. All data obtained is believed to be reliable, but not guaranteed.

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2008 levels.



Source: Bankrate.com



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## MARKET CONDITIONS BY PRICE BAND – TUCSON METRO

|                        | Active Listings | Oct 2012 Closed Sales | Last 3 Months Closed Sale |              |              | Current Months of Inventory | 3 Mo. Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|-----------------------|---------------------------|--------------|--------------|-----------------------------|---------------------------------|-------------------|
|                        |                 |                       | Aug-13                    | Sep-13       | Oct-13       |                             |                                 |                   |
| \$1 - 49,999           | 184             | 106                   | 76                        | 66           | 75           | 2.5                         | 2.6                             | Seller            |
| \$50,000 - 74,999      | 204             | 86                    | 93                        | 74           | 85           | 2.4                         | 2.7                             | Seller            |
| \$75,000 - 99,999      | 277             | 149                   | 119                       | 101          | 97           | 2.9                         | 2.6                             | Seller            |
| \$100,000 - 124,999    | 316             | 117                   | 138                       | 113          | 128          | 2.5                         | 2.4                             | Seller            |
| \$125,000 - 149,999    | 429             | 151                   | 163                       | 168          | 159          | 2.7                         | 2.5                             | Seller            |
| \$150,000 - 174,999    | 435             | 122                   | 158                       | 110          | 145          | 3.0                         | 2.9                             | Seller            |
| \$175,000 - 199,999    | 460             | 90                    | 101                       | 95           | 98           | 4.7                         | 4.3                             | Slightly Seller   |
| \$200,000 - 224,999    | 296             | 61                    | 86                        | 76           | 52           | 5.7                         | 3.7                             | Seller            |
| \$225,000 - 249,999    | 393             | 54                    | 100                       | 75           | 70           | 5.6                         | 4.4                             | Slightly Seller   |
| \$250,000 - 274,999    | 228             | 35                    | 54                        | 37           | 37           | 6.2                         | 5.1                             | Balanced          |
| \$275,000 - 299,999    | 280             | 27                    | 53                        | 29           | 48           | 5.8                         | 6.3                             | Balanced          |
| \$300,000 - 349,999    | 308             | 49                    | 57                        | 49           | 36           | 8.6                         | 6.0                             | Balanced          |
| \$350,000 - 399,999    | 239             | 28                    | 32                        | 46           | 32           | 7.5                         | 6.3                             | Balanced          |
| \$400,000 - 499,999    | 278             | 33                    | 39                        | 26           | 44           | 6.3                         | 7.1                             | Slightly Buyer    |
| \$500,000 - 599,999    | 189             | 11                    | 20                        | 19           | 25           | 7.6                         | 7.8                             | Slightly Buyer    |
| \$600,000 - 699,999    | 127             | 3                     | 9                         | 5            | 12           | 10.6                        | 13.4                            | Buyer             |
| \$700,000 - 799,999    | 73              | 1                     | 5                         | 7            | 4            | 18.3                        | 11.6                            | Buyer             |
| \$800,000 - 899,999    | 47              | 3                     | 3                         | 4            | 0            | n/a                         | 19.4                            | Buyer             |
| \$900,000 - 999,999    | 36              | 0                     | 3                         | 2            | 1            | 36.0                        | 15.5                            | Buyer             |
| \$1,000,000 - and over | 185             | 8                     | 2                         | 1            | 6            | 30.8                        | 54.9                            | Buyer             |
| <b>TOTAL</b>           | <b>4,984</b>    | <b>1,134</b>          | <b>1,311</b>              | <b>1,103</b> | <b>1,154</b> | <b>4.3</b>                  | <b>4.0</b>                      | <b>Seller</b>     |



Statistics based on information obtained from TARMLS and using Brokermetrics software on 11/05/2013.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2013 – 10/31/2013. Information is believed to be reliable, but not guaranteed.



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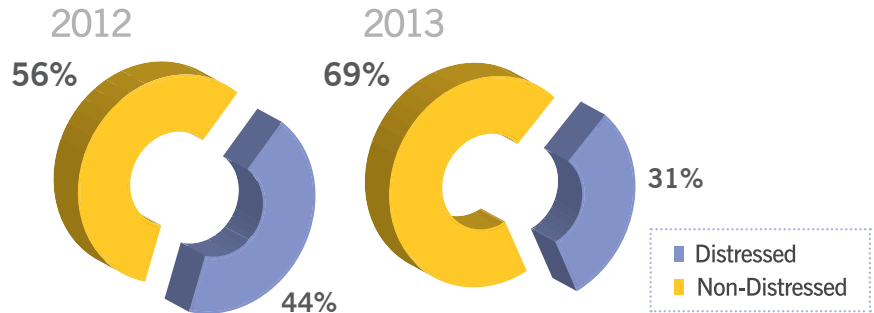


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## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON METRO

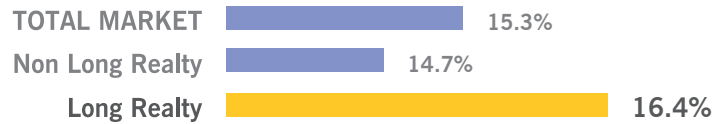
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## TUCSON MARKET PERFORMANCE

Long Realty is outpacing the market in both sold units and total dollars sold in real estate.

### \$Volume - %Change



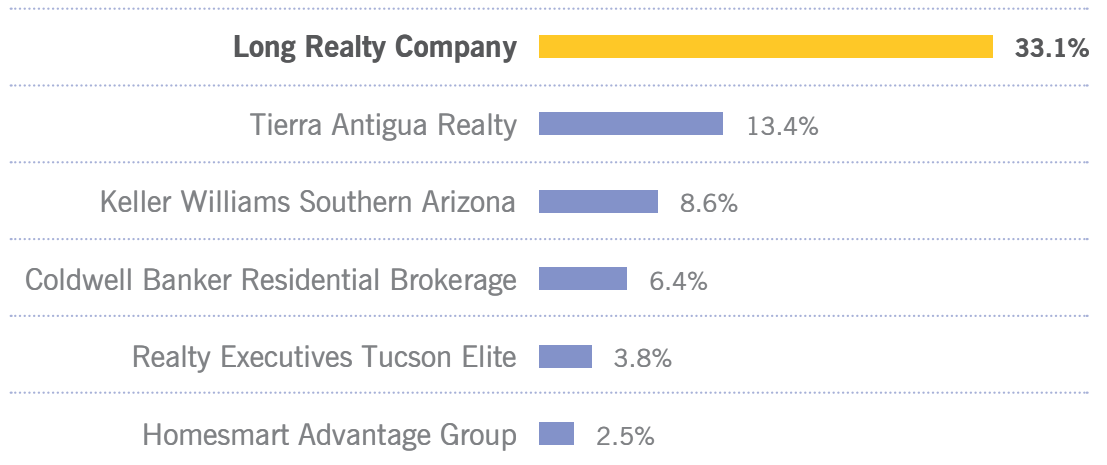
### Units - %Change



## MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2012 – 10/31/2013 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Metro Housing Report is comprised of data for residential properties in TARMLS for the Tucson Metro 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.

Distressed sales and market performance data is based on information obtained from the TARMLS on 11/05/2013. Information is believed to be reliable, but not guaranteed.