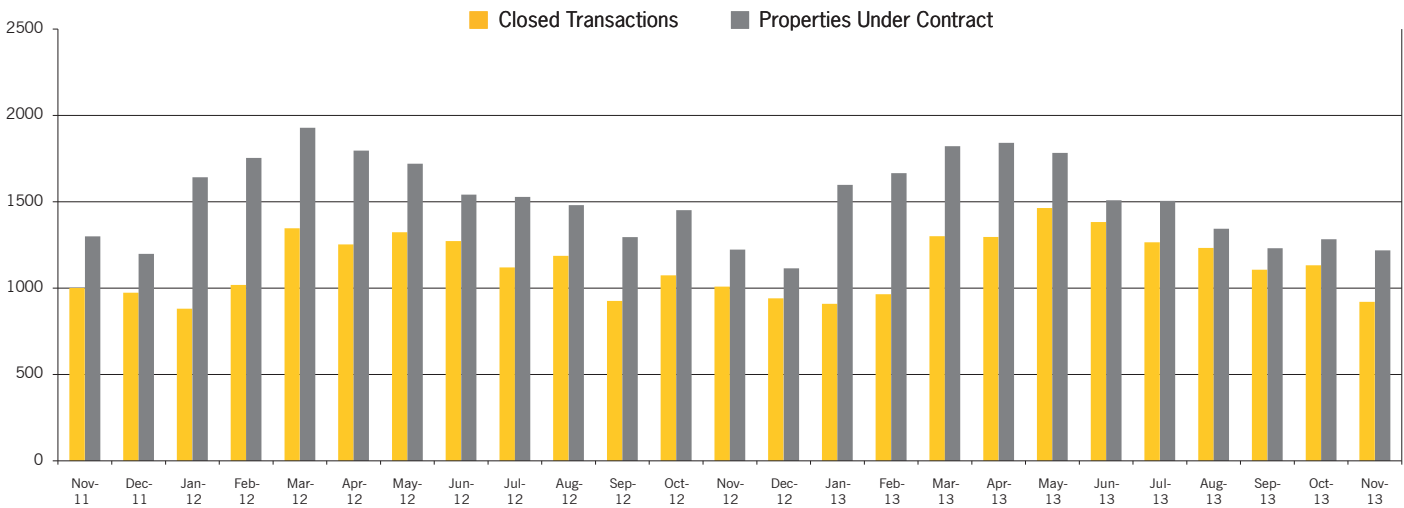




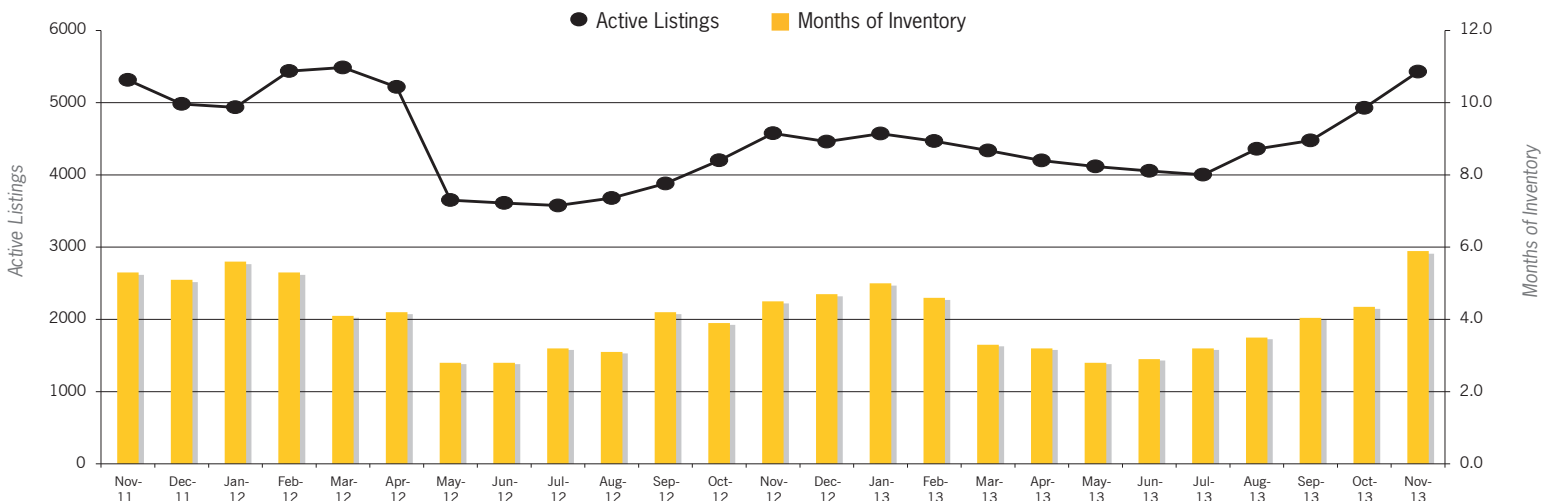
Tucson Metro | December 2013

In the Tucson Metro area, November 2013 active inventory was 5,428, a 19% increase from November 2012. There were 921 closings in November 2013, a 9% decrease from November 2012. Months of Inventory was 5.8, up from 4.5 in November 2012. Median price of sold homes was \$158,000 for the month of November 2013, up 9% from November 2012. The Tucson Metro area had 1,219 new properties under contract in November 2013, virtually unchanged from November 2012.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



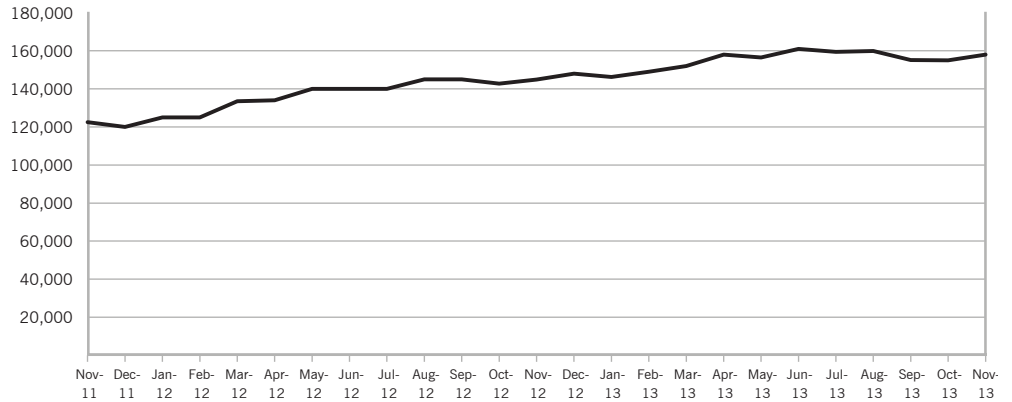
Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 12/05/2013 is believed to be reliable, but not guaranteed.



Tucson Metro | December 2013

MEDIAN PRICE – TUCSON METRO

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



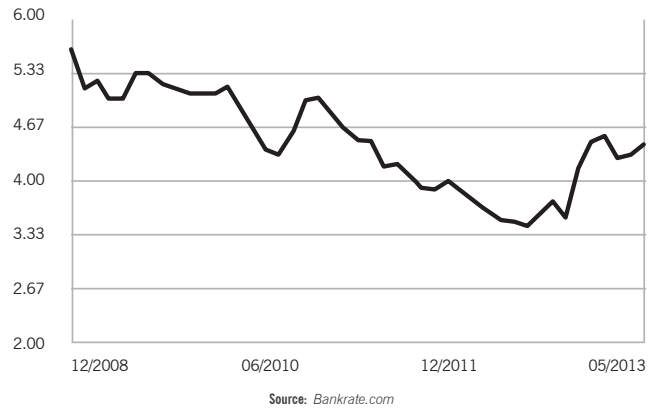
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$214,000	6.70%	\$1,332.56
2012	\$144,900	3.50%	\$618.13
2013	\$158,000	4.25%	\$738.40

Source: Residential median sales prices. Data obtained 12/05/2013 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.

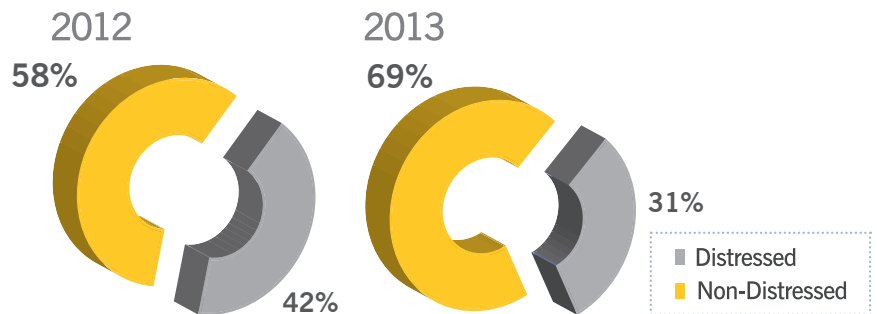
30 YEAR FIXED MORTGAGE RATE

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



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.





The Housing Report



Stephen Woodall | (520) 818-4504
 Stephen@TeamWoodall.com | TeamWoodall.com

Tucson Metro | December 2013

MARKET CONDITIONS BY PRICE BAND – TUCSON METRO

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13			
\$1 - 49,999	213	74	66	75	65	76	49	4.3	3.2	Seller
\$50,000 - 74,999	228	95	82	93	74	85	68	3.4	3.1	Seller
\$75,000 - 99,999	299	111	109	119	102	100	72	4.2	3.2	Seller
\$100,000 - 124,999	360	172	155	138	113	131	102	3.5	2.9	Seller
\$125,000 - 149,999	501	185	180	163	168	163	119	4.2	3.0	Seller
\$150,000 - 174,999	460	196	159	157	111	148	100	4.6	3.7	Seller
\$175,000 - 199,999	511	129	132	102	95	99	85	6.0	5.0	Balanced
\$200,000 - 224,999	302	82	87	87	76	51	57	5.3	4.7	Slightly Seller
\$225,000 - 249,999	406	92	68	99	75	70	62	6.5	5.6	Balanced
\$250,000 - 274,999	262	58	51	54	36	38	40	6.6	6.3	Balanced
\$275,000 - 299,999	278	67	45	53	29	48	41	6.8	7.0	Slightly Buyer
\$300,000 - 349,999	317	71	63	58	50	37	31	10.2	7.7	Slightly Buyer
\$350,000 - 399,999	229	40	36	32	46	33	35	6.5	6.1	Balanced
\$400,000 - 499,999	291	49	49	39	26	44	29	10.0	8.3	Slightly Buyer
\$500,000 - 599,999	199	21	17	20	19	25	15	13.3	9.4	Buyer
\$600,000 - 699,999	133	9	15	9	5	12	4	33.3	18.0	Buyer
\$700,000 - 799,999	76	7	7	5	7	4	1	76.0	17.8	Buyer
\$800,000 - 899,999	50	3	4	3	4	0	6	8.3	14.5	Buyer
\$900,000 - 999,999	42	4	5	3	2	1	3	14.0	18.0	Buyer
\$1,000,000 - and over	200	5	3	2	1	6	1	200.0	68.3	Buyer
TOTAL	5,357	1,470	1333	1311	1,104	1,171	920	5.8	4.8	Slightly Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/05/2013.
 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2013 – 11/30/2013. Information is believed to be reliable, but not guaranteed.



The Housing Report



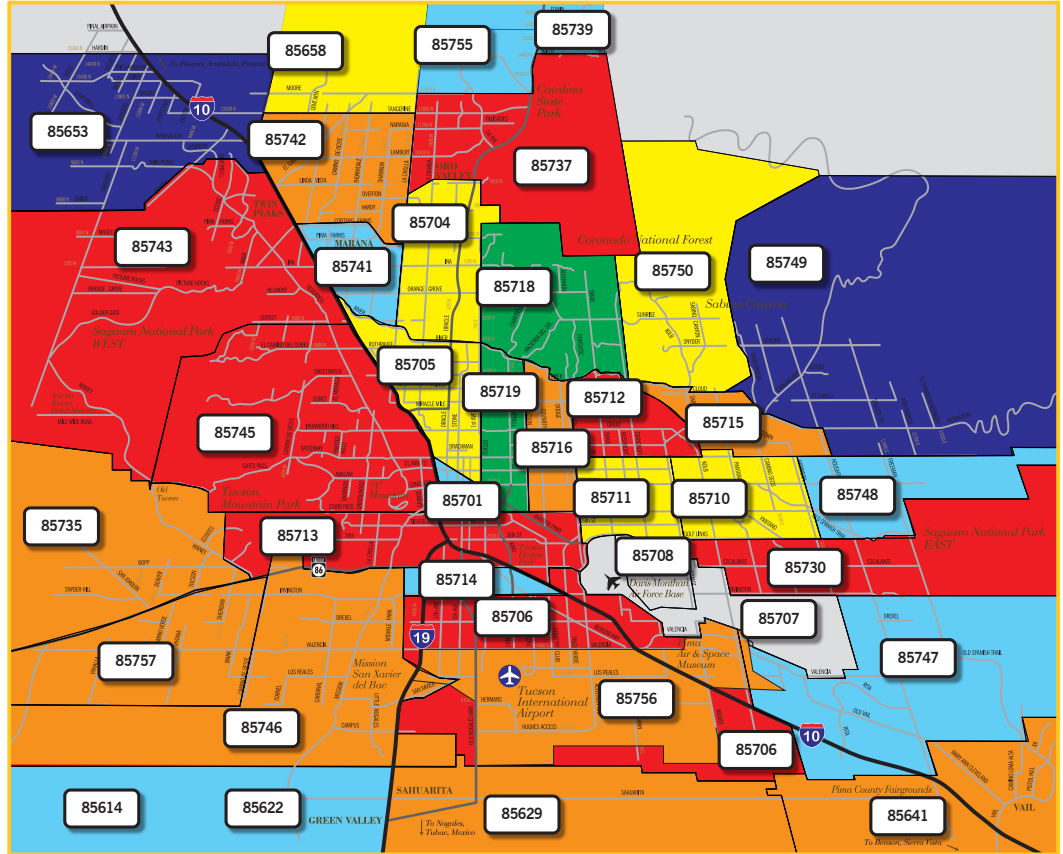
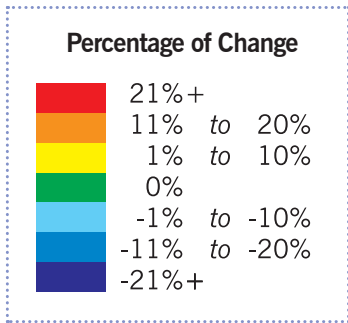
Stephen Woodall | (520) 818-4504
 Stephen@TeamWoodall.com | TeamWoodall.com

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOVEMBER 2012 TO NOVEMBER 2013

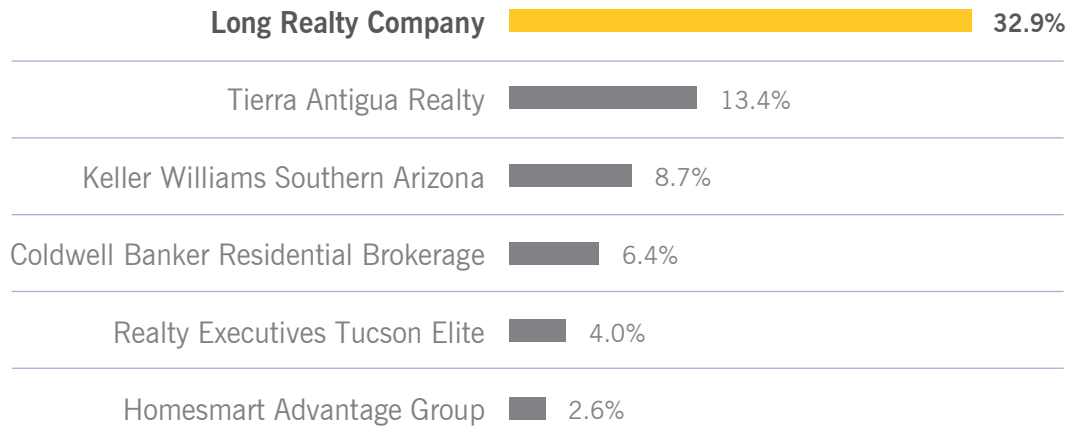
This heat map represents the percentage of change in Tucson metro median sales prices from November 2012 to November 2013 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2012 – 11/30/2013 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.

These statistics are based on information obtained from the TARMLS and GVARMLS on 12/05/2013. Information is believed to be reliable, but not guaranteed.