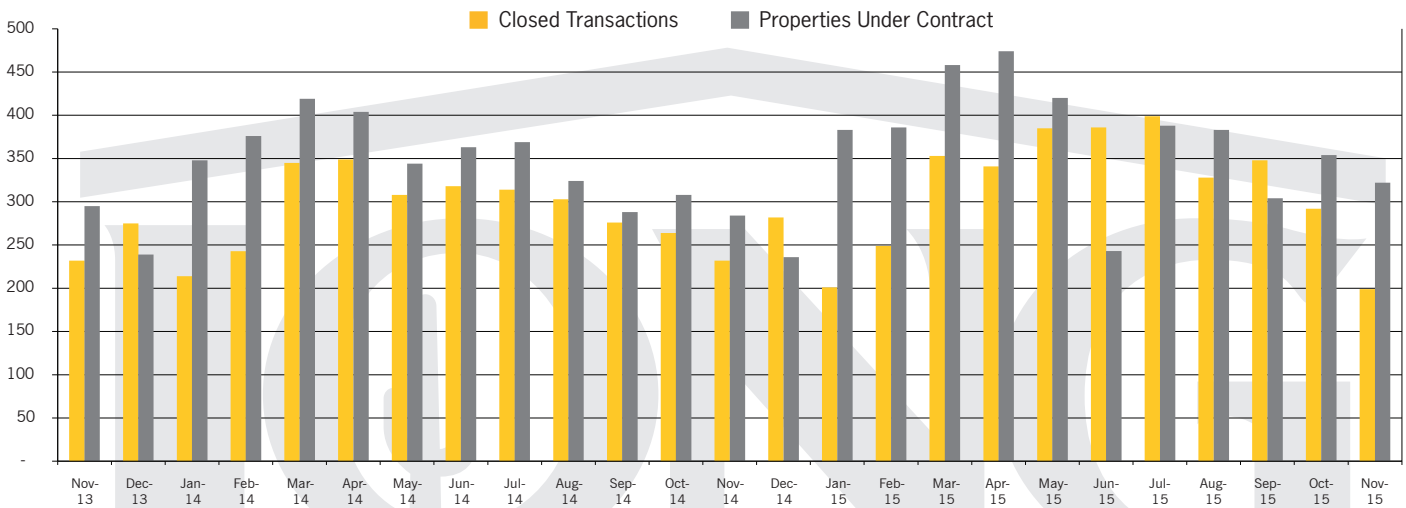




Tucson Northwest | December 2015

In the Tucson Northwest area, November 2015 active inventory was 1,367, a 17% decrease from November 2014. There were 199 closings in November 2015, a 14% decrease from November 2014. Year-to-date 2015 there were 3,406 closings, virtually unchanged from year-to-date 2014. Months of Inventory was 6.9, down from 7.1 in November 2014. Median price of sold homes was \$222,200 for the month of November 2015, up 6% from November 2014. The Tucson Northwest area had 322 new properties under contract in November 2015, up 13% from November 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



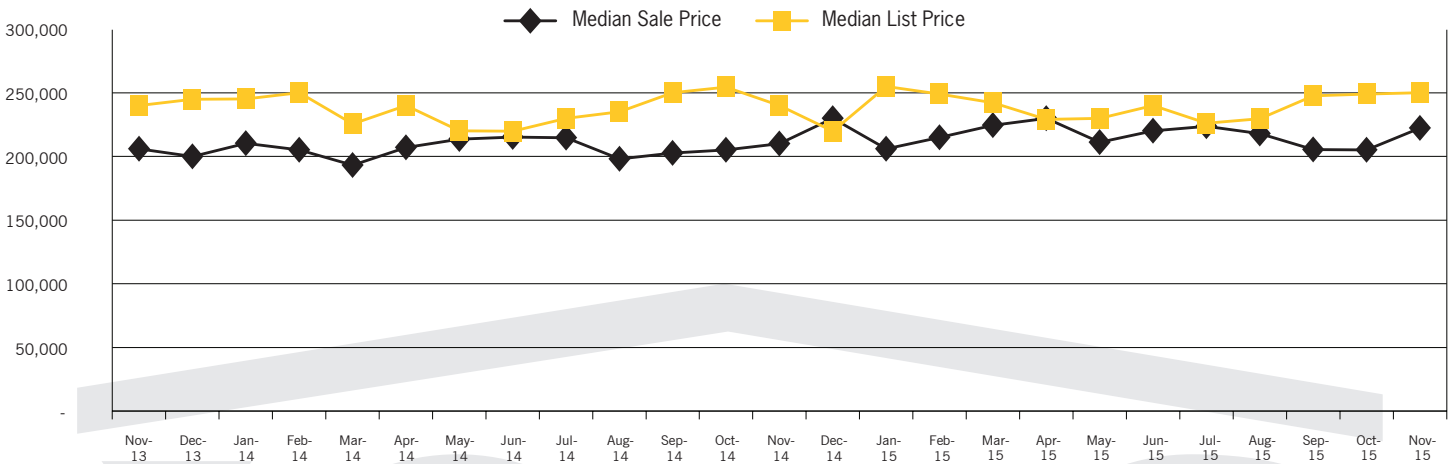
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 12/03/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST

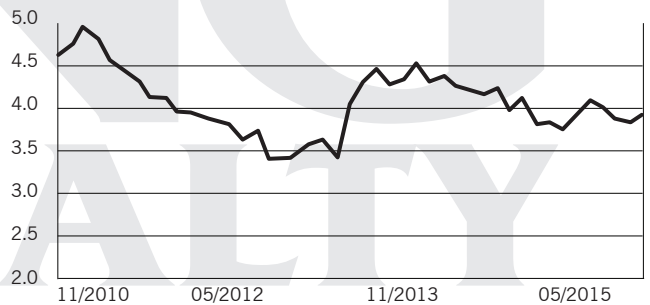


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2014	\$210,000	4.020%	\$954.75
2015	\$222,200	3.850%	\$989.61

30 YEAR FIXED MORTGAGE RATE

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

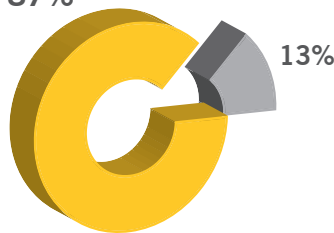


Source: Bankrate.com

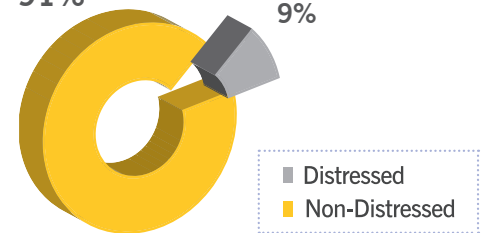
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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
87%



2015 Year to Date
91%





The Housing Report



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

Tucson Northwest | December 2015

MARKET CONDITIONS BY PRICE BAND – TUCSON NORTHWEST

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15			
\$1 - 49,999	4	3	7	4	3	6	1	4.0	1.2	Seller
\$50,000 - 74,999	13	2	4	4	1	4	2	6.5	4.7	Slightly Seller
\$75,000 - 99,999	22	4	4	7	7	8	5	4.4	3.0	Seller
\$100,000 - 124,999	17	8	13	5	20	11	6	2.8	1.6	Seller
\$125,000 - 149,999	60	43	29	19	29	24	19	3.2	2.7	Seller
\$150,000 - 174,999	84	68	53	50	55	38	26	3.2	2.2	Seller
\$175,000 - 199,999	146	42	51	55	55	44	26	5.6	3.3	Seller
\$200,000 - 224,999	96	35	53	41	35	36	20	4.8	3.6	Seller
\$225,000 - 249,999	132	37	44	36	33	16	18	7.3	6.0	Balanced
\$250,000 - 274,999	105	36	42	21	25	23	15	7.0	4.7	Slightly Seller
\$275,000 - 299,999	112	29	27	28	23	16	12	9.3	6.3	Balanced
\$300,000 - 349,999	126	44	32	27	27	29	17	7.4	5.3	Balanced
\$350,000 - 399,999	107	18	22	12	15	13	11	9.7	8.2	Slightly Buyer
\$400,000 - 499,999	105	14	19	15	13	12	12	8.8	8.2	Slightly Buyer
\$500,000 - 599,999	83	7	3	7	6	5	5	16.6	14.8	Buyer
\$600,000 - 699,999	44	5	6	3	2	5	2	22.0	14.7	Buyer
\$700,000 - 799,999	27	0	2	1	3	0	0	n/a	24.7	Buyer
\$800,000 - 899,999	17	1	1	2	0	5	0	n/a	11.2	Buyer
\$900,000 - 999,999	13	1	1	0	0	1	1	13.0	17.5	Buyer
\$1,000,000 - and over	53	6	2	2	3	2	1	53.0	23.7	Buyer
TOTAL	1,366	403	415	339	355	298	199	6.9	4.8	Slightly Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/03/2015.
 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2015 - 11/30/2015. Information is believed to be reliable, but not guaranteed.

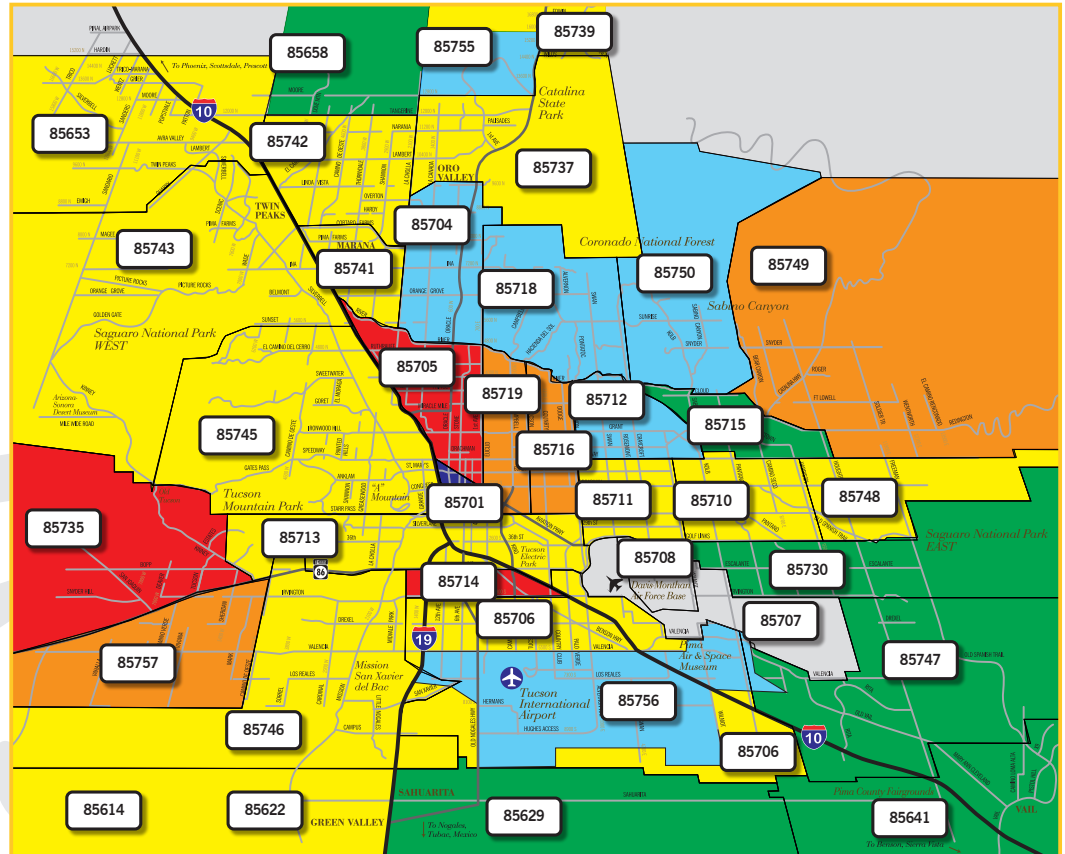


Tucson Northwest | December 2015

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2014-NOV 2014 TO SEP 2015-NOV 2015

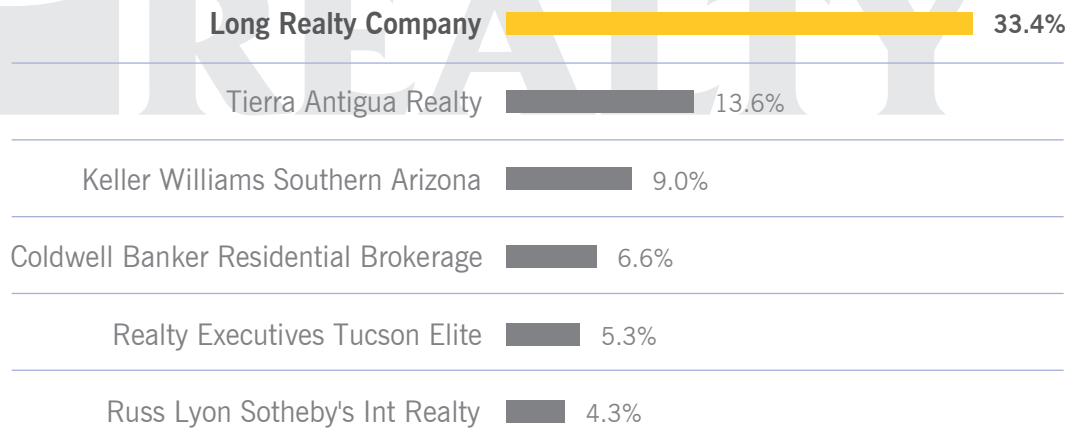
This heat map represents the percentage of change in Tucson metro median sales prices from September 2014-November 2014 to September 2015-November 2015 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 12/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2014 – 11/30/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by TARMLS including the Towns of Casas Adobes, Marana, Oro Valley and Catalina. 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.