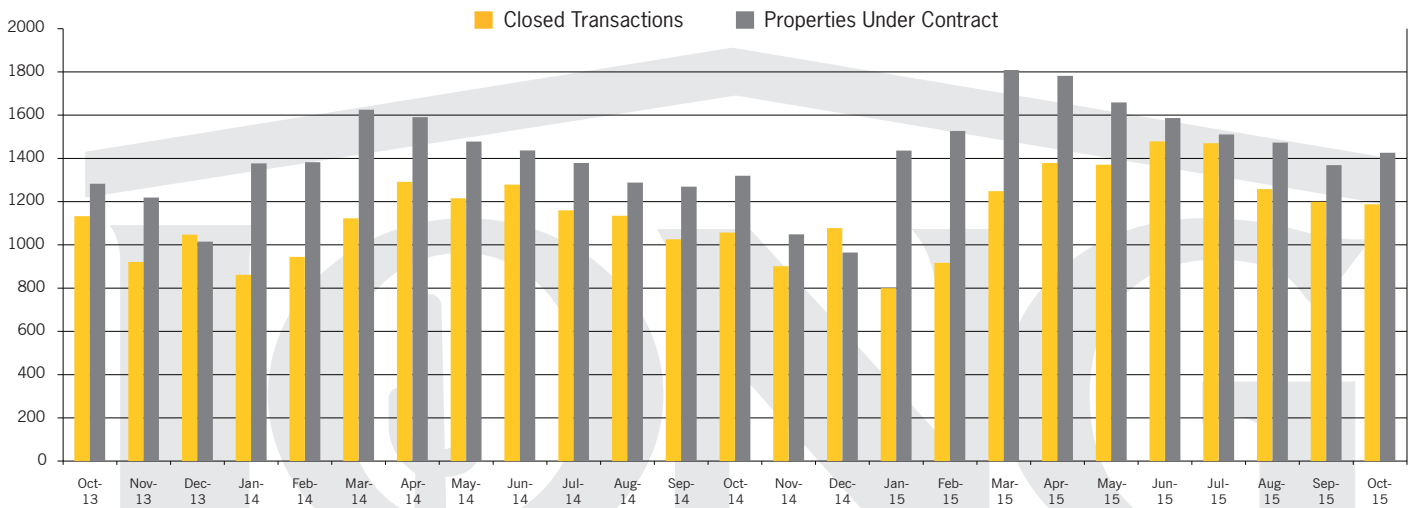




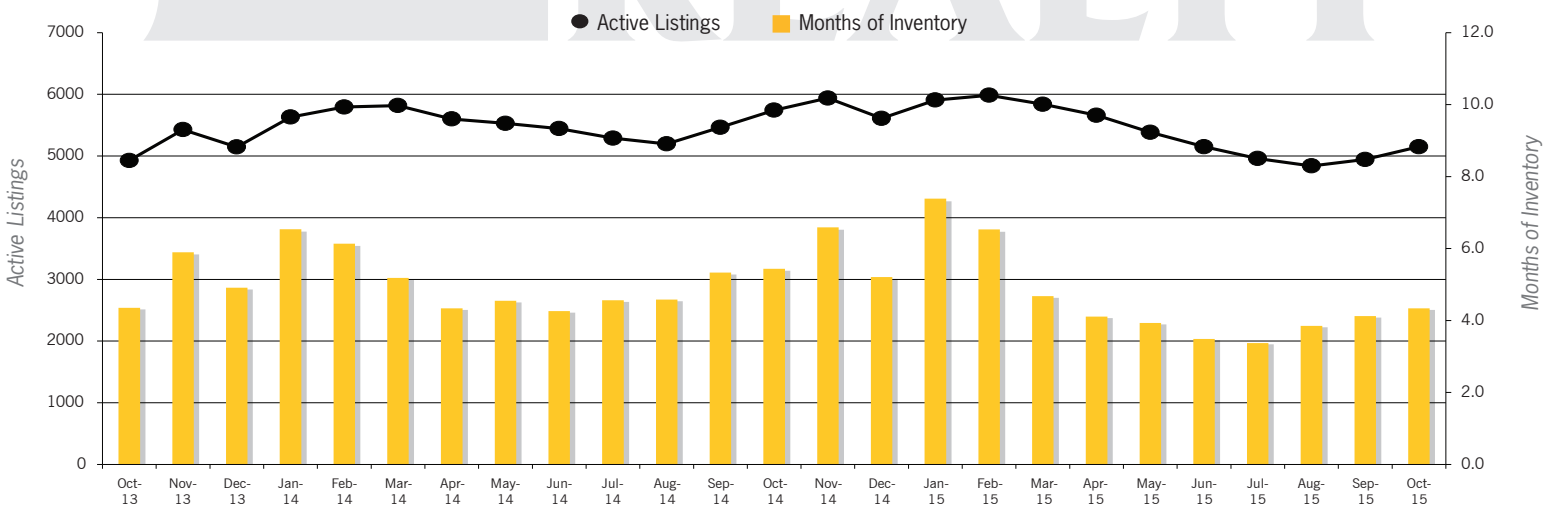
## Tucson Metro | November 2015

In the Tucson Main Market area, October 2015 active inventory was 5,151, a 10% decrease from October 2014. There were 1,188 closings in October 2015, a 12% increase from October 2014. Year-to-date 2015 there were 12,857 closings, a 9% increase from year-to-date 2014. Months of Inventory was 4.3, down from 5.4 in October 2014. Median price of sold homes was \$173,500 for the month of October 2015, up 5% from October 2014. The Tucson Main Market area had 1,426 new properties under contract in October 2015, up 8% from October 2014.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON METRO



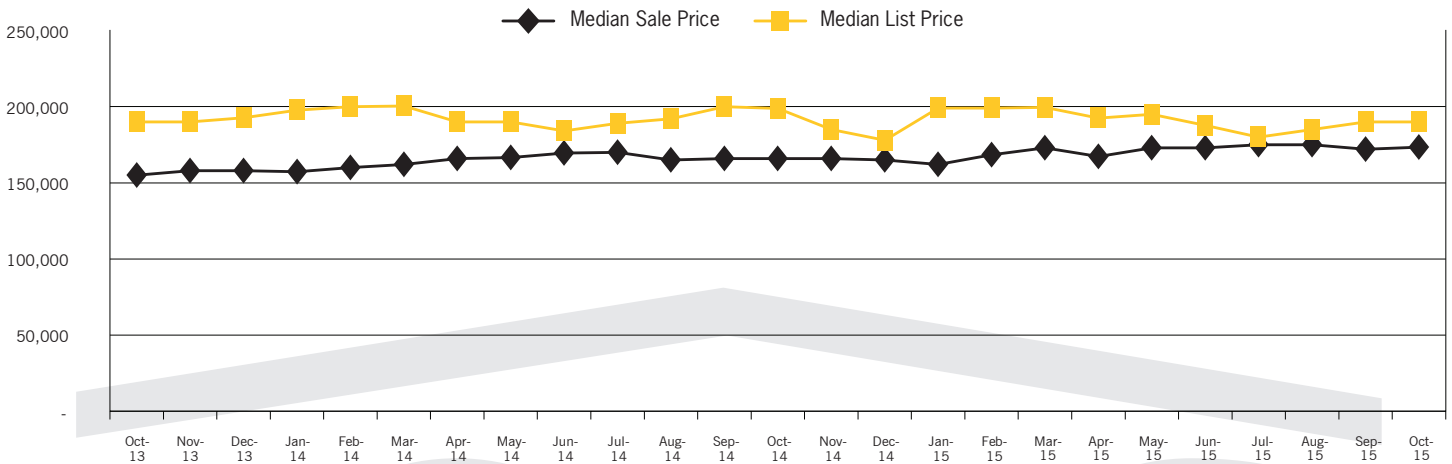
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON METRO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 11/04/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON



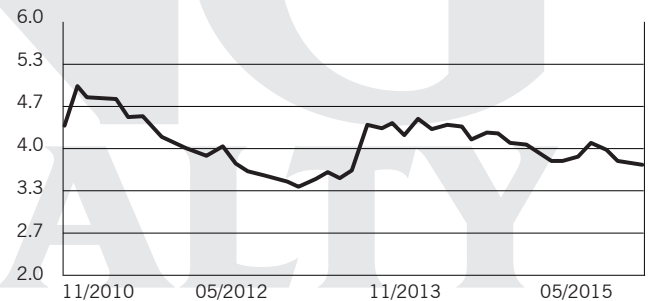
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,500	6.140%	\$1,257.48
2014	\$166,000	4.036%	\$756.16
2015	\$173,500	3.805%	\$768.48

Source: Residential median sales prices. Data obtained 11/04/2015 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.

## 30 YEAR FIXED MORTGAGE RATE

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



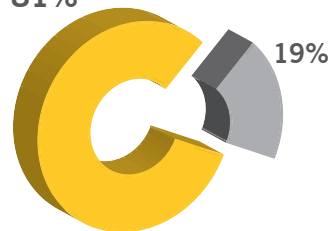
Source: Bankrate.com

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

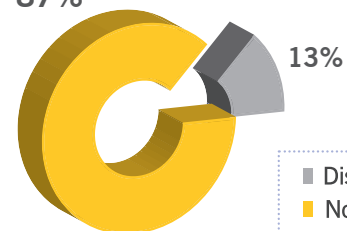
2014

81%



2015 Year to Date

87%



■ Distressed  
■ Non-Distressed



# The Housing Report



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Tucson Metro | November 2015

## 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
		May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15			
\$1 - 49,999	109	52	38	43	32	30	47	2.3	3.1	Seller
\$50,000 - 74,999	147	57	62	71	56	65	42	3.5	2.6	Seller
\$75,000 - 99,999	256	91	104	83	78	84	77	3.3	3.0	Seller
\$100,000 - 124,999	296	128	137	152	136	137	115	2.6	2.3	Seller
\$125,000 - 149,999	524	201	223	235	179	171	170	3.1	2.9	Seller
\$150,000 - 174,999	461	219	207	182	179	146	144	3.2	2.8	Seller
\$175,000 - 199,999	534	113	129	151	138	148	123	4.3	3.8	Seller
\$200,000 - 224,999	299	114	103	118	106	77	102	2.9	3.1	Seller
\$225,000 - 249,999	313	98	94	102	77	77	62	5.0	4.4	Slightly Seller
\$250,000 - 274,999	255	88	83	85	54	54	60	4.3	4.3	Slightly Seller
\$275,000 - 299,999	246	48	67	59	57	55	41	6.0	4.9	Slightly Seller
\$300,000 - 349,999	334	57	96	76	61	55	64	5.2	5.4	Balanced
\$350,000 - 399,999	286	54	49	49	48	43	40	7.2	5.8	Balanced
\$400,000 - 499,999	301	52	49	56	51	45	40	7.5	6.7	Slightly Buyer
\$500,000 - 599,999	229	29	32	18	25	19	23	10.0	9.6	Buyer
\$600,000 - 699,999	150	11	20	22	7	13	11	13.6	13.4	Buyer
\$700,000 - 799,999	80	13	7	9	9	5	6	13.3	11.4	Buyer
\$800,000 - 899,999	61	4	4	3	5	2	6	10.2	13.9	Buyer
\$900,000 - 999,999	47	9	6	1	1	2	1	47.0	33.8	Buyer
\$1,000,000 - and over	148	6	9	8	6	6	8	18.5	21.2	Buyer
<b>TOTAL</b>	<b>5,076</b>	<b>1,444</b>	<b>1,519</b>	<b>1,523</b>	<b>1,305</b>	<b>1,234</b>	<b>1,182</b>	<b>4.3</b>	<b>4.0</b>	<b>Seller</b>



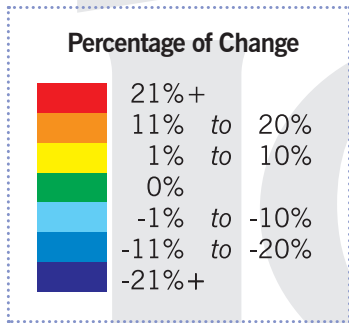
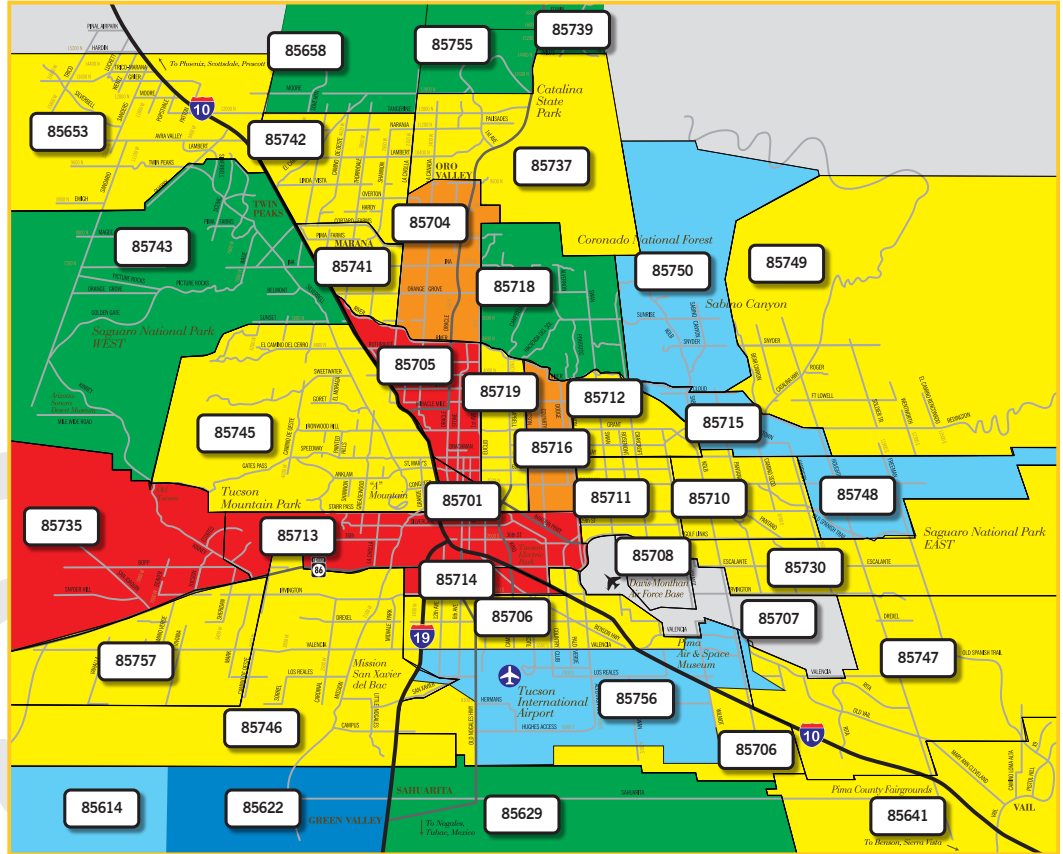
Statistics based on information obtained from TARMLS and using Brokermetrics software on 11/04/2015.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2015 - 10/31/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2014-OCT 2014 TO  
AUG 2015-OCT 2015

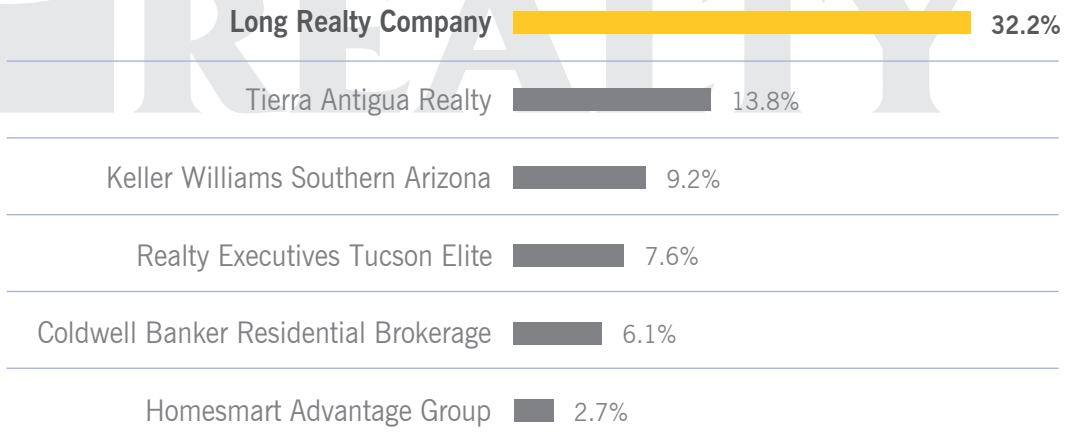
This heat map represents the percentage of change in Tucson metro median sales prices from August 2014-October 2014 to August 2015-October 2015 by zip code.



## MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 11/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2014 – 10/31/2015 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.