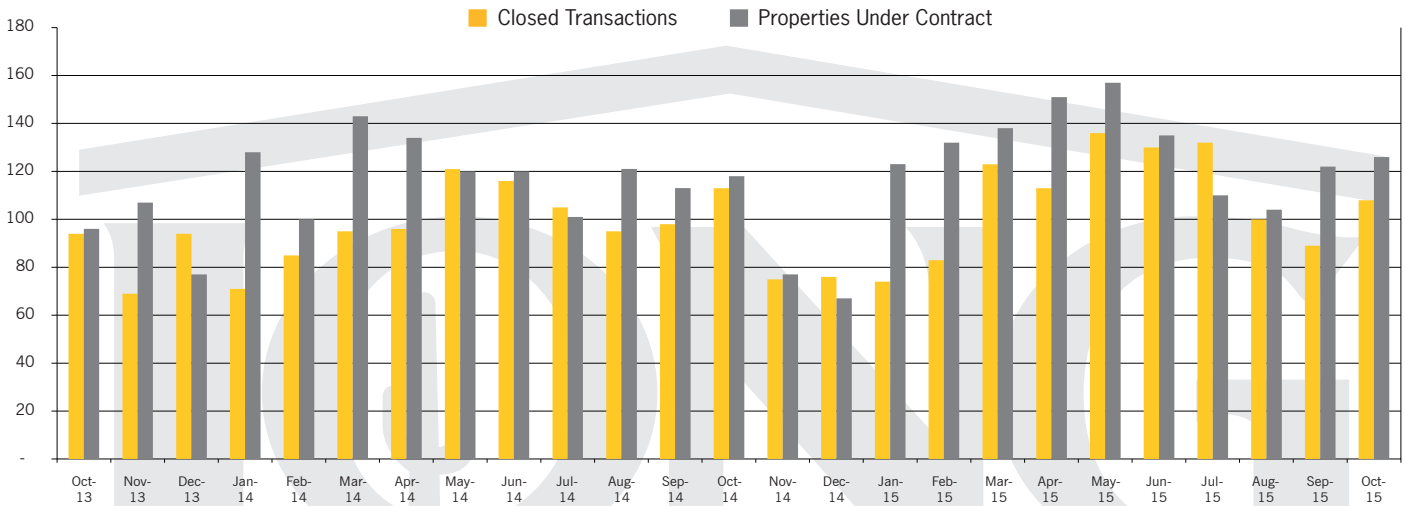




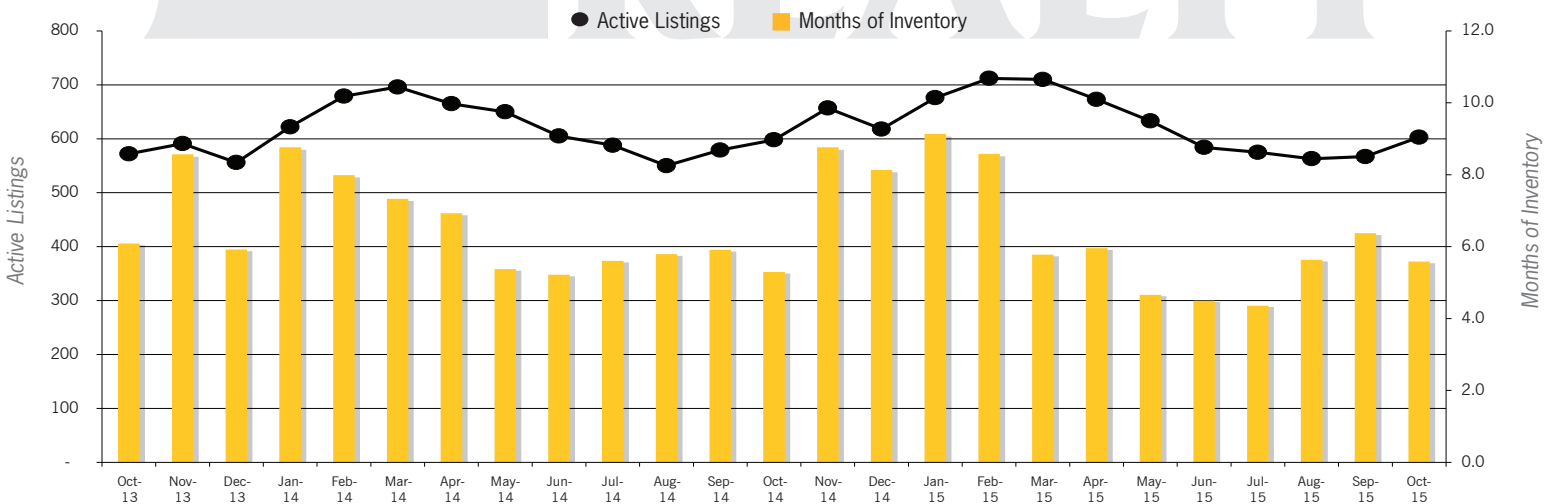
Tucson North | November 2015

In the Tucson North area, October 2015 active inventory was 603, a 1% increase from October 2014. There were 108 closings in October 2015, a 4% decrease from October 2014. Year-to-date 2015 there were 1,116 closings, an 8% increase from year-to-date 2014. Months of Inventory was 5.6, up from 5.3 in October 2014. Median price of sold homes was \$322,456 for the month of October 2015, down 7% from October 2014. The Tucson North area had 126 new properties under contract in October 2015, up 7% from October 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



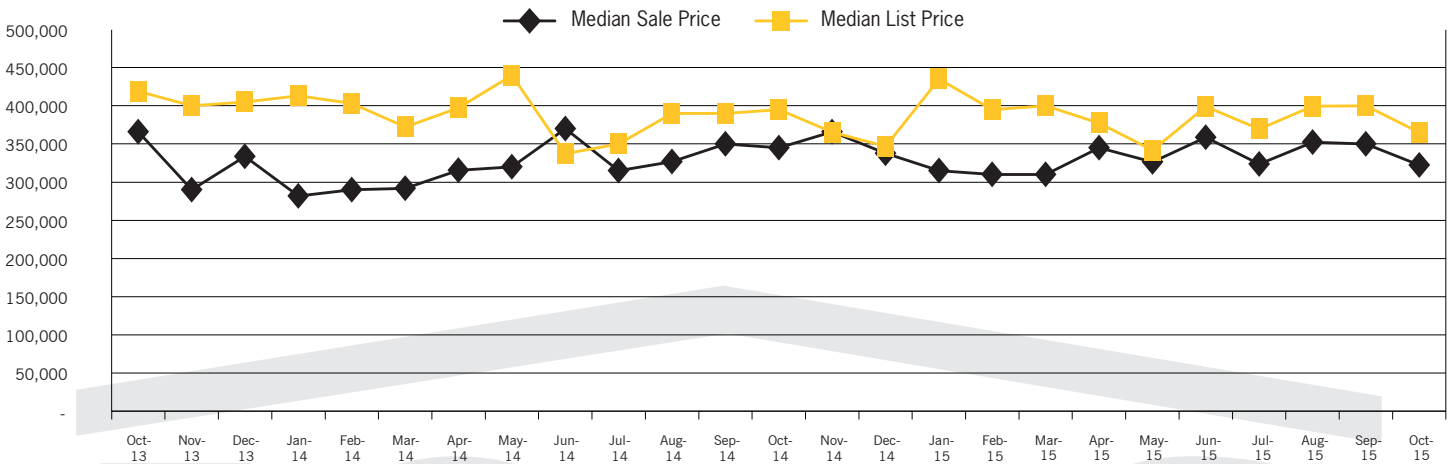
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



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



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

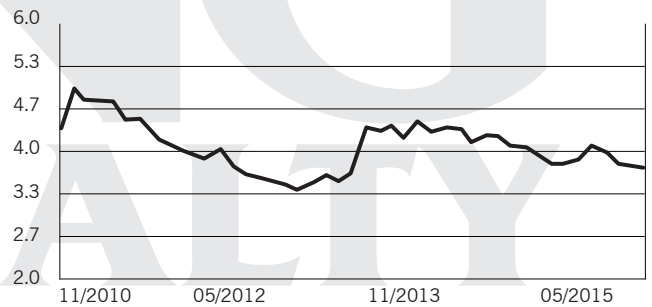


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2014	\$345,000	4.036%	\$1,571.54
2015	\$322,456	3.805%	\$1,428.25

30 YEAR FIXED MORTGAGE RATE

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

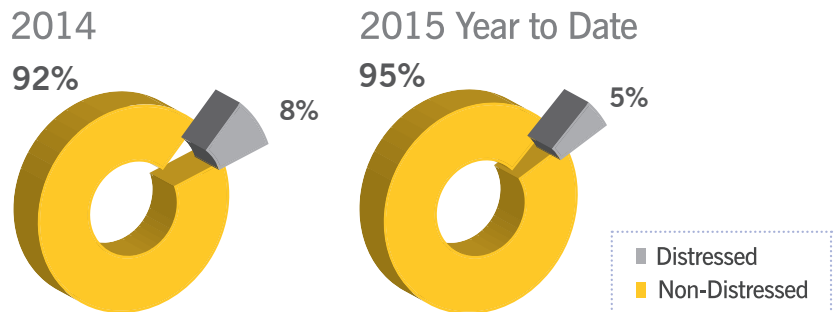


Source: Residential median sales prices. Data obtained 11/04/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Rankrate.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.





The Housing Report



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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
		May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	1	2	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	5	2	3	7	3	4	4	1.3	2.0	Seller
\$100,000 - 124,999	19	8	5	5	2	4	5	3.8	4.6	Slightly Seller
\$125,000 - 149,999	31	11	9	7	10	5	5	6.2	4.8	Slightly Seller
\$150,000 - 174,999	26	13	12	14	5	3	5	5.2	5.4	Balanced
\$175,000 - 199,999	18	0	2	4	2	7	8	2.3	3.4	Seller
\$200,000 - 224,999	10	9	1	4	3	0	4	2.5	3.1	Seller
\$225,000 - 249,999	18	7	6	4	4	3	7	2.6	3.3	Seller
\$250,000 - 274,999	28	8	10	8	3	5	7	4.0	5.4	Balanced
\$275,000 - 299,999	29	6	6	4	5	6	5	5.8	5.3	Balanced
\$300,000 - 349,999	43	10	11	17	11	8	12	3.6	4.0	Seller
\$350,000 - 399,999	55	14	10	12	13	10	9	6.1	4.2	Slightly Seller
\$400,000 - 499,999	71	17	15	19	14	18	12	5.9	4.8	Slightly Seller
\$500,000 - 599,999	57	13	17	8	12	7	12	4.8	5.3	Balanced
\$600,000 - 699,999	53	5	10	9	1	7	4	13.3	12.0	Buyer
\$700,000 - 799,999	29	6	7	6	5	2	4	7.3	8.2	Slightly Buyer
\$800,000 - 899,999	17	3	2	1	3	0	1	17.0	12.3	Buyer
\$900,000 - 999,999	20	4	4	0	1	1	0	n/a	32.0	Buyer
\$1,000,000 - and over	72	3	2	6	3	1	4	18.0	27.1	Buyer
TOTAL	603	140	134	136	100	91	108	5.6	5.8	Balanced



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.



The Housing Report



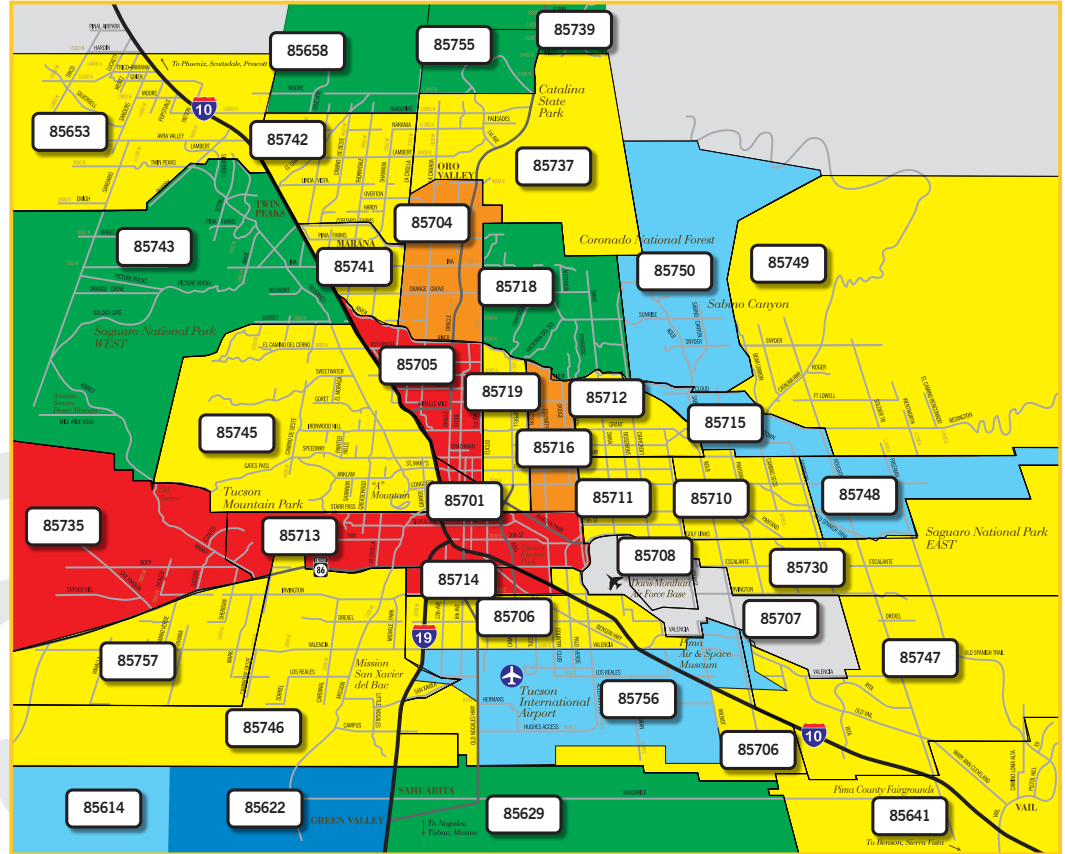
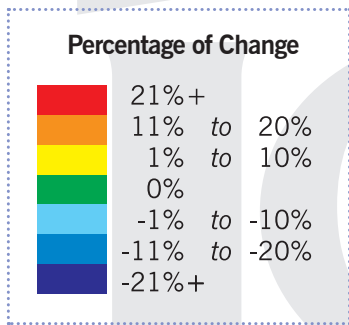
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2014-OCT 2014 TO
 AUG 2015-OCT 2015

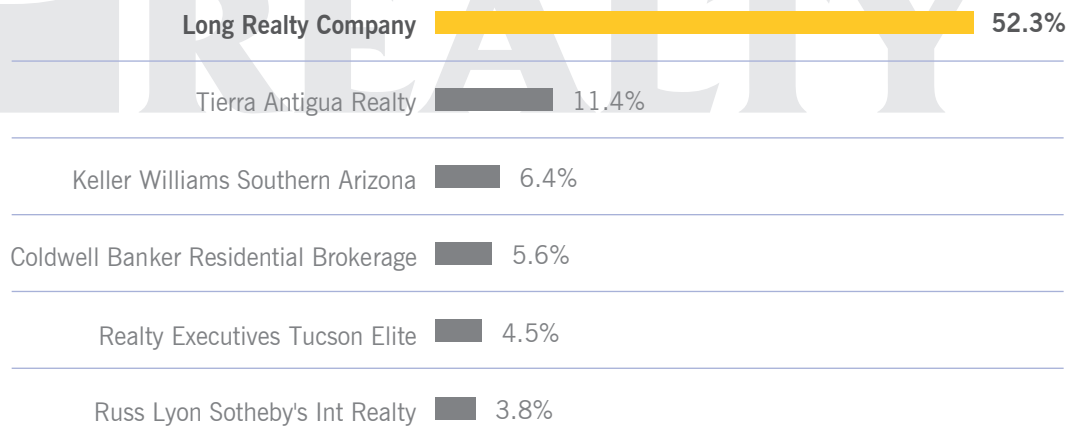
This heat map represents the percentage of change in Tucson metro median sales prices from August 2014-October 2014 to August 2015-October 2015 by zip code.



MARKET SHARE – TUCSON NORTH

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 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.

These statistics are based on information obtained from the TARMLS and GVARMLS on 11/04/2015. Information is believed to be reliable, but not guaranteed.