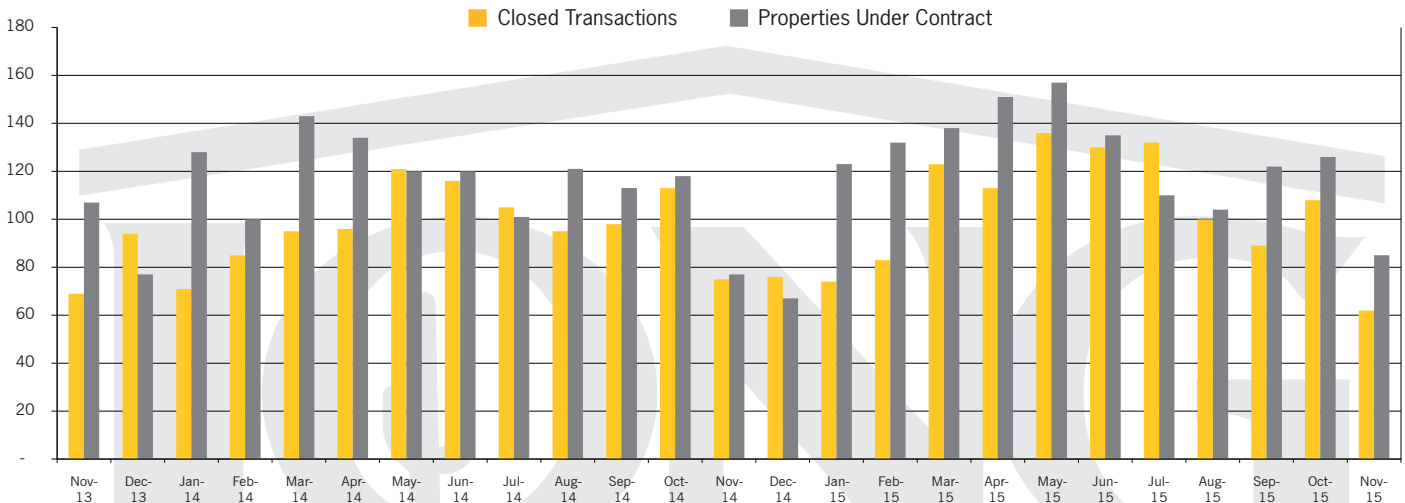




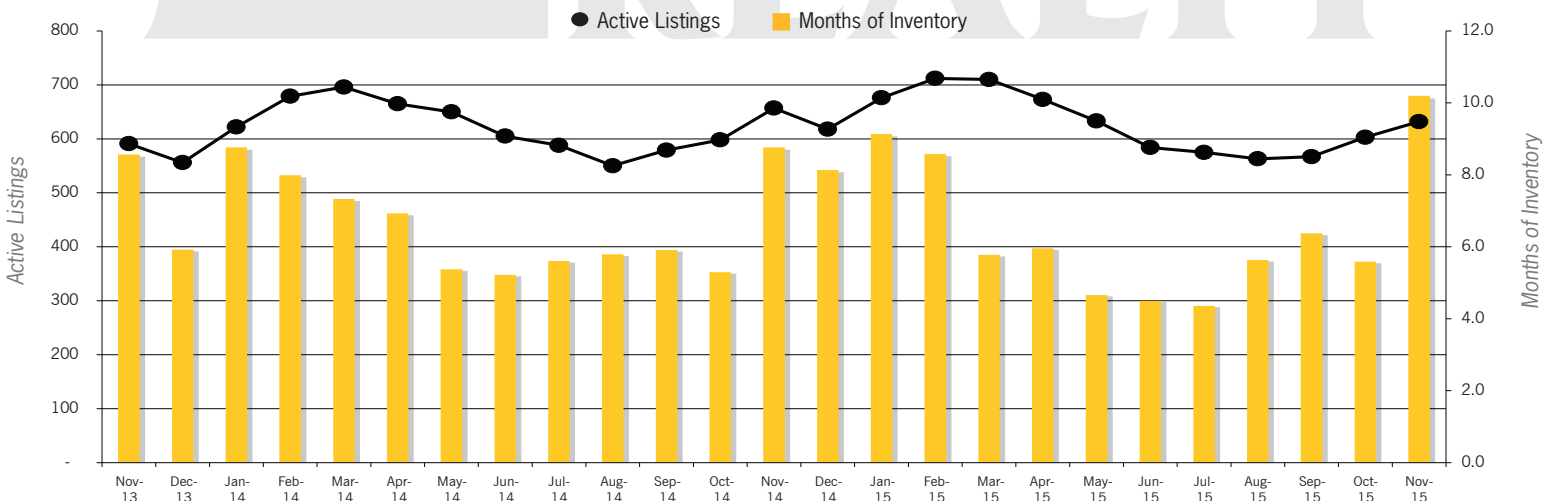
Tucson North | December 2015

In the Tucson North area, November 2015 active inventory was 632, a 4% decrease from November 2014. There were 62 closings in November 2015, a 17% decrease from November 2014. Year-to-date 2015 there were 1,116 closings, an 8% increase from year-to-date 2014. Months of Inventory was 10.2, up from 8.8 in November 2014. Median price of sold homes was \$349,500 for the month of November 2015, down 5% from November 2014. The Tucson North area had 85 new properties under contract in November 2015, up 10% from November 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



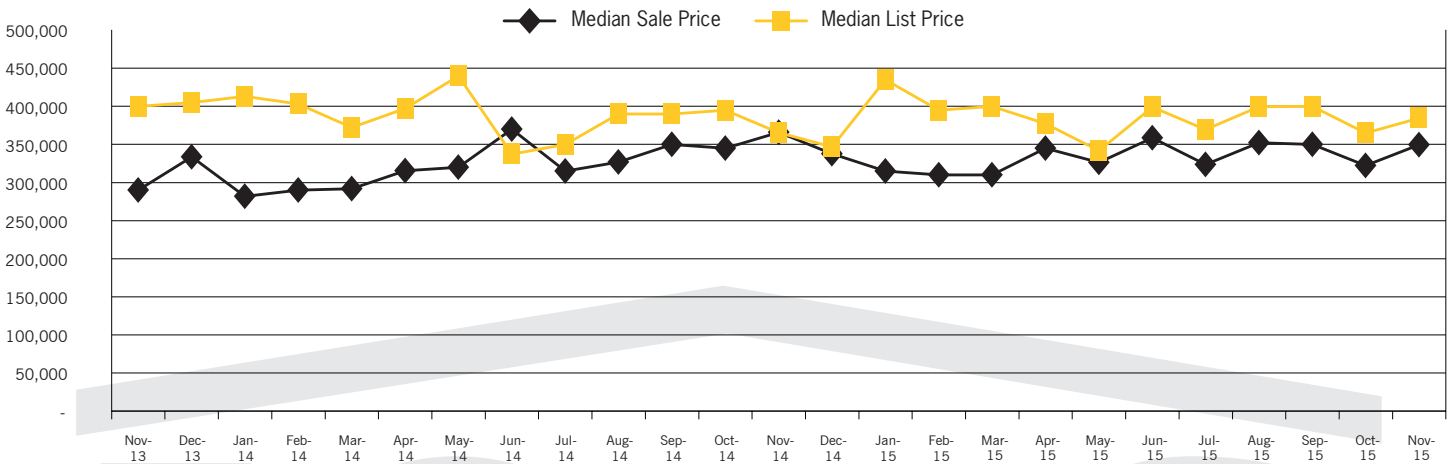
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



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



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

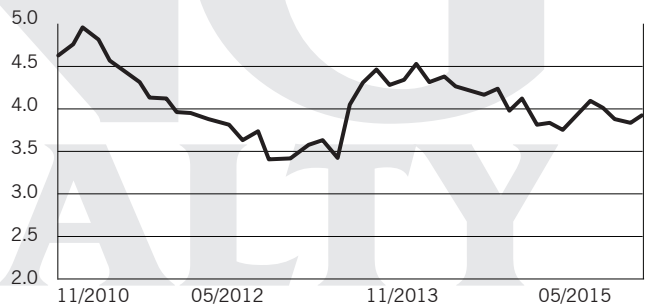


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2014	\$365,900	4.020%	\$1,663.53
2015	\$349,500	3.850%	\$1,556.56

30 YEAR FIXED MORTGAGE RATE

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



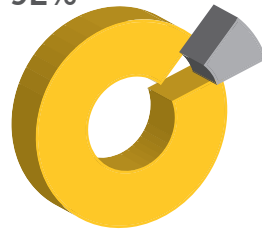
Source: Rankrate.com

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.

2014

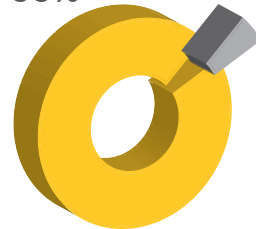
92%



8%

2015 Year to Date

95%



■ Distressed
■ Non-Distressed



The Housing Report



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Tucson North | December 2015

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
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	2	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	5	3	7	3	4	4	2	2.5	1.9	Seller
\$100,000 - 124,999	17	5	5	2	4	5	4	4.3	3.9	Seller
\$125,000 - 149,999	35	9	7	10	5	5	3	11.7	7.6	Slightly Buyer
\$150,000 - 174,999	26	12	14	5	3	5	2	13.0	7.4	Slightly Buyer
\$175,000 - 199,999	18	2	4	2	7	9	4	4.5	2.9	Seller
\$200,000 - 224,999	11	1	4	3	0	4	0	n/a	7.0	Slightly Buyer
\$225,000 - 249,999	23	6	4	4	3	7	4	5.8	3.7	Seller
\$250,000 - 274,999	30	10	8	3	5	7	3	10.0	5.5	Balanced
\$275,000 - 299,999	33	6	4	5	6	5	3	11.0	6.4	Balanced
\$300,000 - 349,999	43	11	17	11	8	13	6	7.2	4.6	Slightly Seller
\$350,000 - 399,999	62	10	12	13	10	9	9	6.9	5.8	Balanced
\$400,000 - 499,999	90	15	19	14	18	12	5	18.0	6.6	Slightly Buyer
\$500,000 - 599,999	48	17	8	12	7	12	6	8.0	6.3	Balanced
\$600,000 - 699,999	52	10	9	1	7	4	3	17.3	11.1	Buyer
\$700,000 - 799,999	27	7	6	5	2	4	2	13.5	10.9	Buyer
\$800,000 - 899,999	19	2	1	3	0	1	2	9.5	16.3	Buyer
\$900,000 - 999,999	18	4	0	1	1	0	2	9.0	20.0	Buyer
\$1,000,000 - and over	75	2	6	3	1	4	2	37.5	31.3	Buyer
TOTAL	632	134	136	100	91	110	62	10.2	6.9	Slightly Buyer



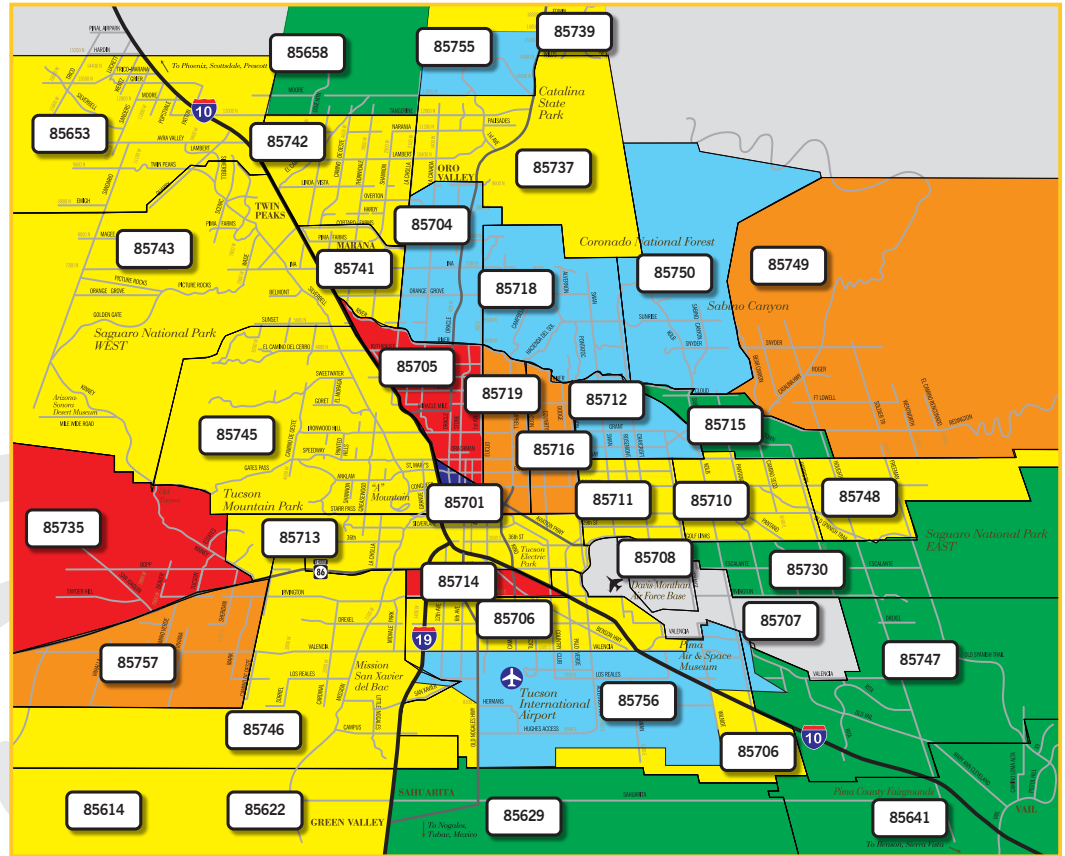
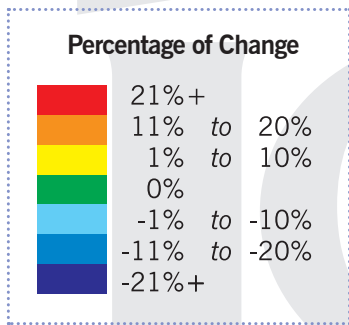
Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/03/2015.
 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2015 - 11/30/2015. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2014-NOV 2014 TO SEP 2015-NOV 2015

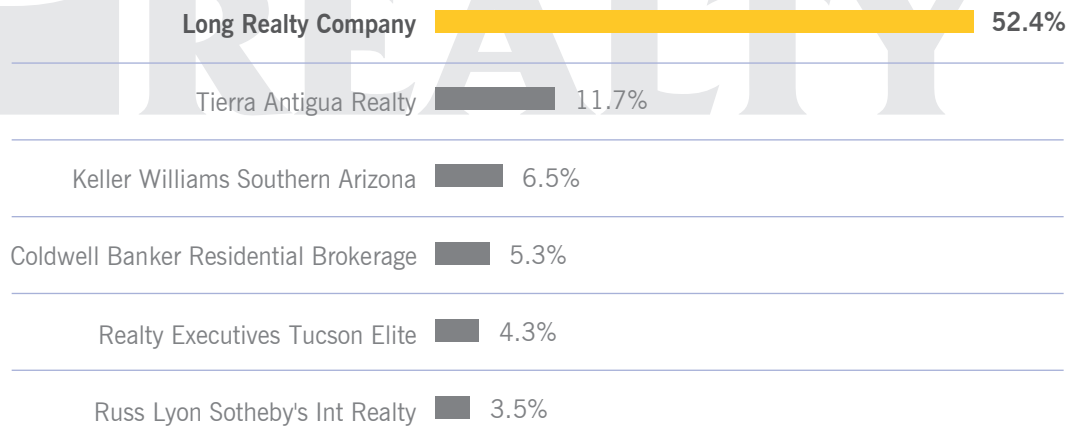
This heat map represents the percentage of change in Tucson metro median sales prices from September 2014-November 2014 to September 2015-November 2015 by zip code.



MARKET SHARE – TUCSON NORTH

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 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.