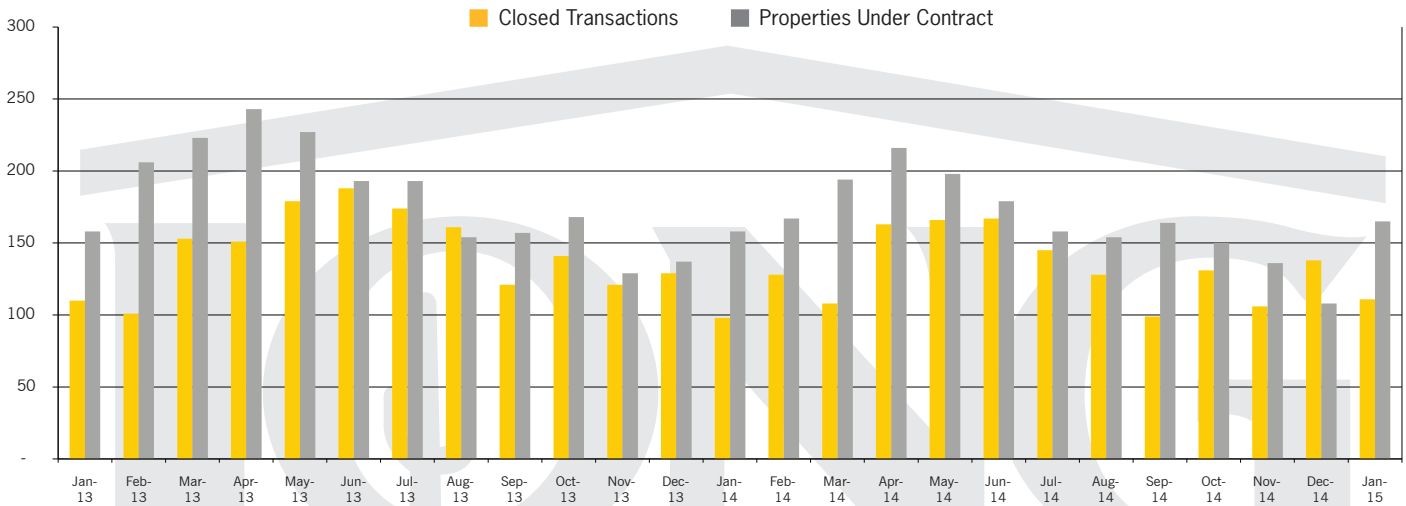




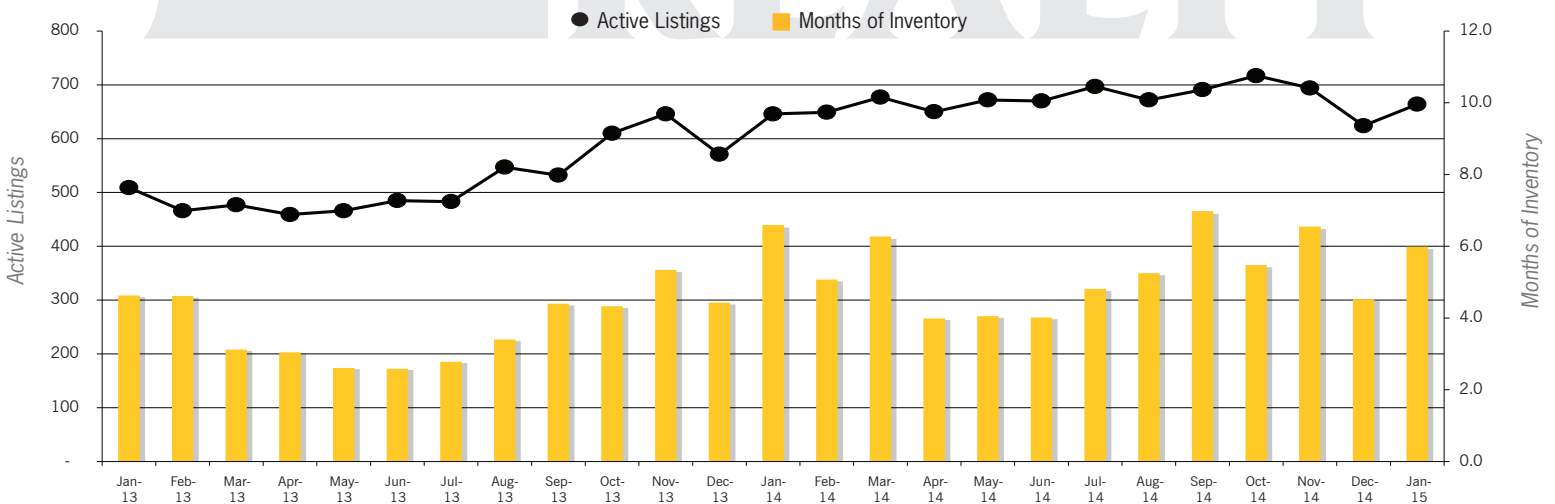
## Tucson Central | February 2015

In the Tucson Central area, January 2015 active inventory was 664, a 3% increase from January 2014. There were 111 closings in January 2015, a 13% increase from January 2014. Months of Inventory was 6.0, down from 6.6 in January 2014. Median price of sold homes was \$136,000 for the month of January 2015, up 2% from January 2014. The Tucson Central area had 165 new properties under contract in January 2015, up 4% from January 2014.

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



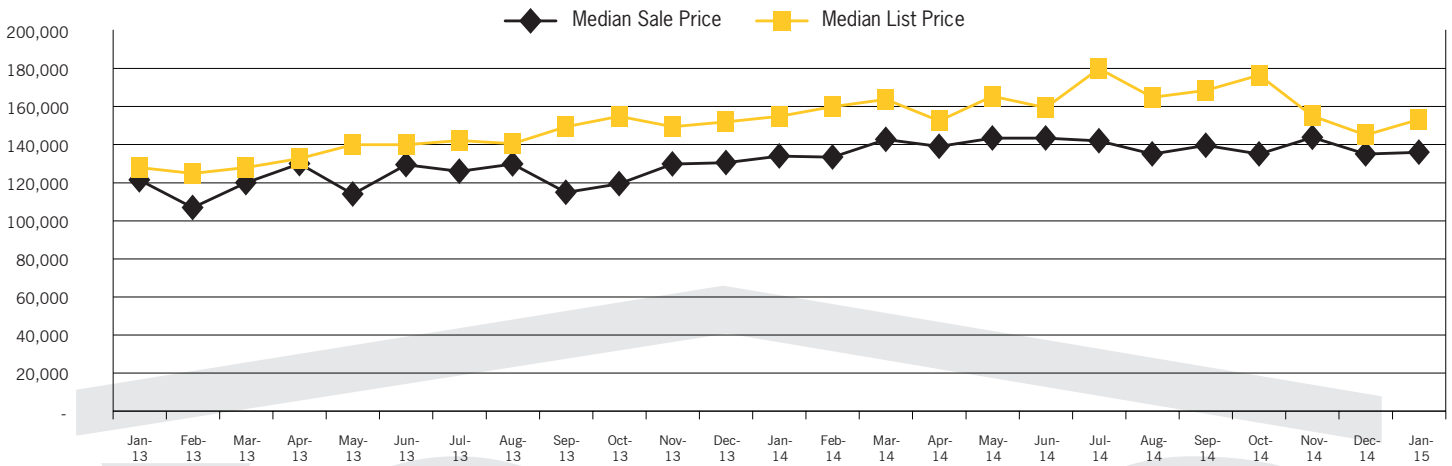
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON CENTRAL



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 02/04/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON CENTRAL



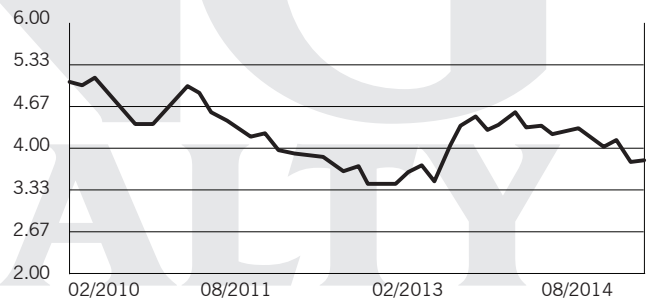
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON CENTRAL

Year	Median Price	Int. Rate	MO. Payment
2006	\$179,950	6.140%	\$1,040.38
2014	\$133,950	4.375%	\$635.35
2015	\$136,000	3.625%	\$589.22

Source: Residential median sales prices. Data obtained 02/04/2015 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

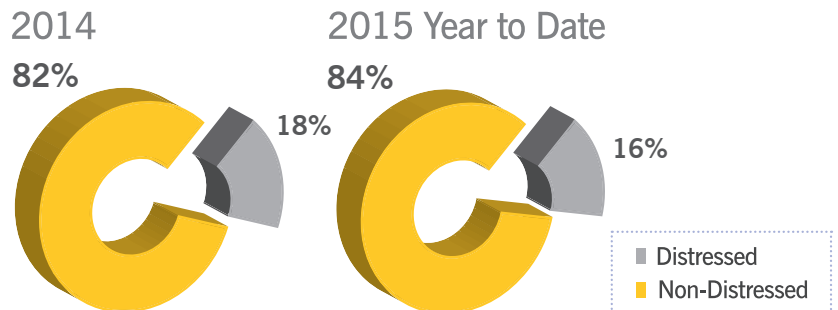
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



Source: Bankrate.com

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

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 Central | February 2015

## MARKET CONDITIONS BY PRICE BAND – TUCSON CENTRAL

	Active Listings	Last 6 Months Closed Sales					Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions	
		Aug-14	Sep-14	Oct-14	Nov-14	Dec-14				Jan-15
\$1 - 49,999	24	6	2	6	6	10	3	8.0	3.7	Seller
\$50,000 - 74,999	27	13	10	8	9	13	13	2.1	2.3	Seller
\$75,000 - 99,999	53	24	10	18	15	21	16	3.3	3.1	Seller
\$100,000 - 124,999	75	21	20	22	16	20	16	4.7	4.0	Seller
\$125,000 - 149,999	101	16	20	23	13	26	16	6.3	5.1	Balanced
\$150,000 - 174,999	66	15	14	7	14	7	14	4.7	5.7	Balanced
\$175,000 - 199,999	77	12	9	12	14	9	6	12.8	8.2	Slightly Buyer
\$200,000 - 224,999	49	8	5	7	4	7	7	7.0	7.2	Slightly Buyer
\$225,000 - 249,999	47	10	3	6	6	6	1	47.0	11.5	Buyer
\$250,000 - 274,999	29	3	4	10	3	7	4	7.3	6.4	Balanced
\$275,000 - 299,999	26	3	1	7	3	5	2	13.0	8.8	Buyer
\$300,000 - 349,999	18	6	2	4	3	4	6	3.0	5.2	Balanced
\$350,000 - 399,999	21	1	1	3	3	3	3	7.0	8.3	Slightly Buyer
\$400,000 - 499,999	24	0	2	4	2	3	2	12.0	9.6	Buyer
\$500,000 - 599,999	14	0	0	0	1	1	0	n/a	20.0	Buyer
\$600,000 - 699,999	5	0	1	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	1	0	0	0	0	1	1	1.0	1.5	Seller
\$800,000 - 899,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	1	3.0	10.0	Buyer
<b>TOTAL</b>	<b>664</b>	<b>138</b>	<b>104</b>	<b>137</b>	<b>112</b>	<b>143</b>	<b>111</b>	<b>6.0</b>	<b>5.4</b>	<b>Balanced</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 02/04/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2014 - 01/31/2015. Information is believed to be reliable, but not guaranteed.



# The Housing Report



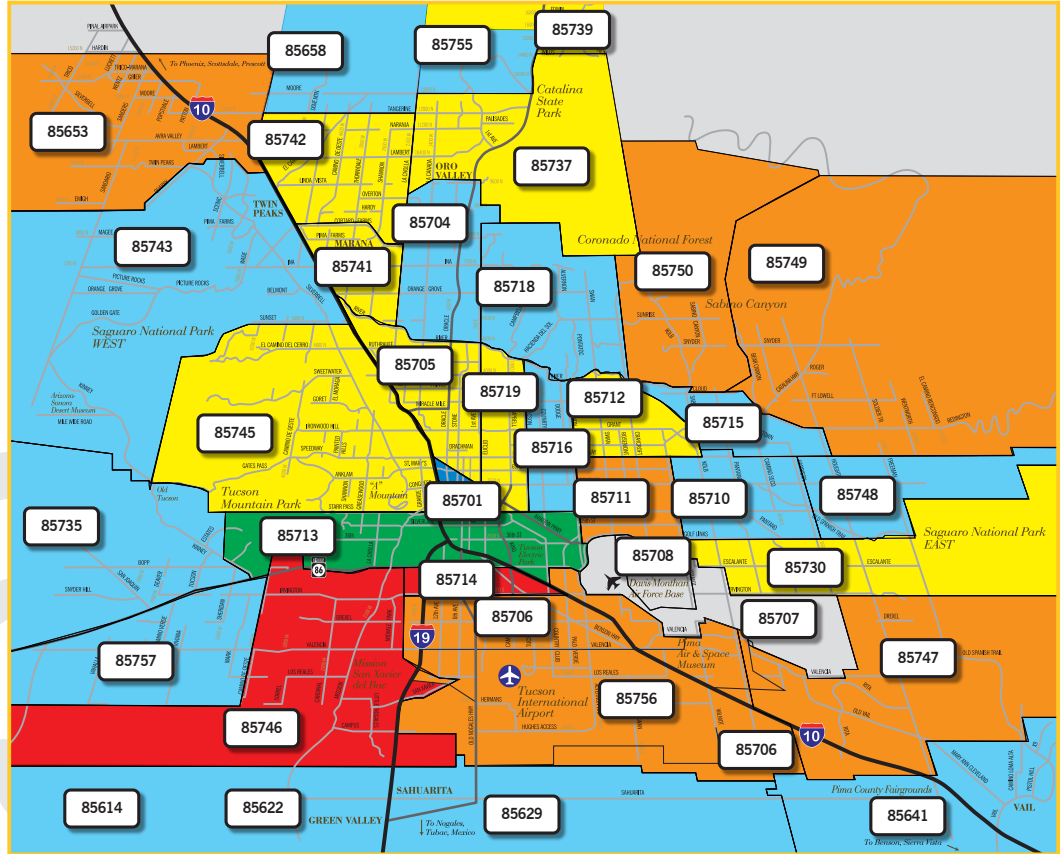
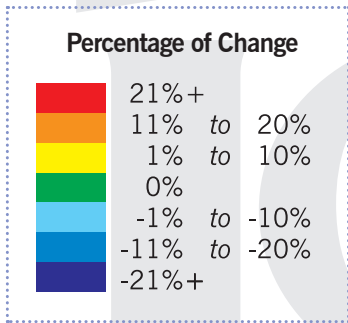
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Tucson Central | February 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2013-JAN 2014 TO NOV 2014-JAN 2015

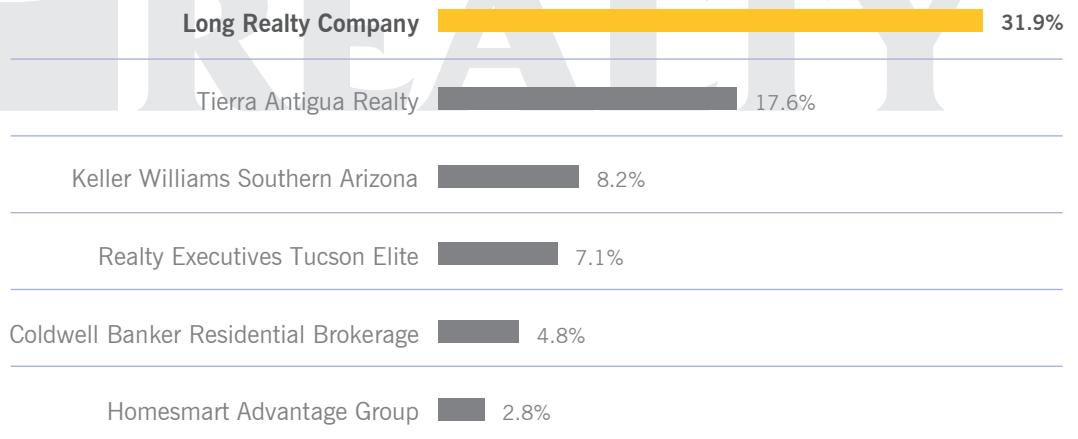
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2013-January 2014 to November 2014-January 2015 by zip code.*



## MARKET SHARE – TUCSON CENTRAL

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 02/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2014 – 01/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.*



The Tucson Central Housing Report is comprised of data for residential properties in the Central area of Tucson as defined by TARMLS. 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 02/04/2015. Information is believed to be reliable, but not guaranteed.*