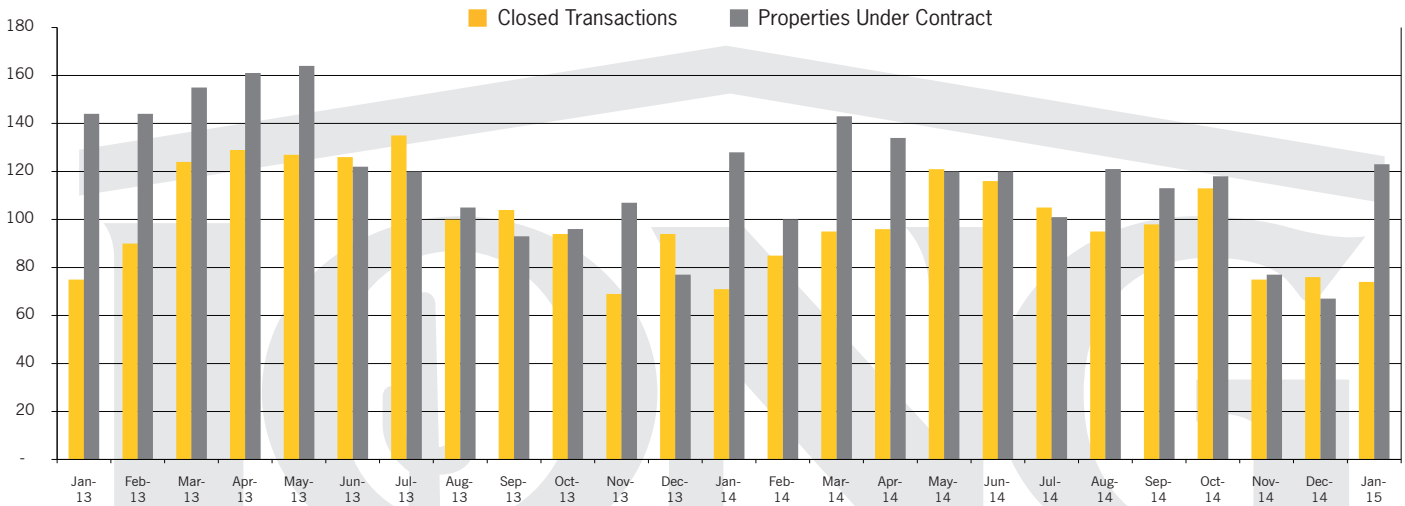




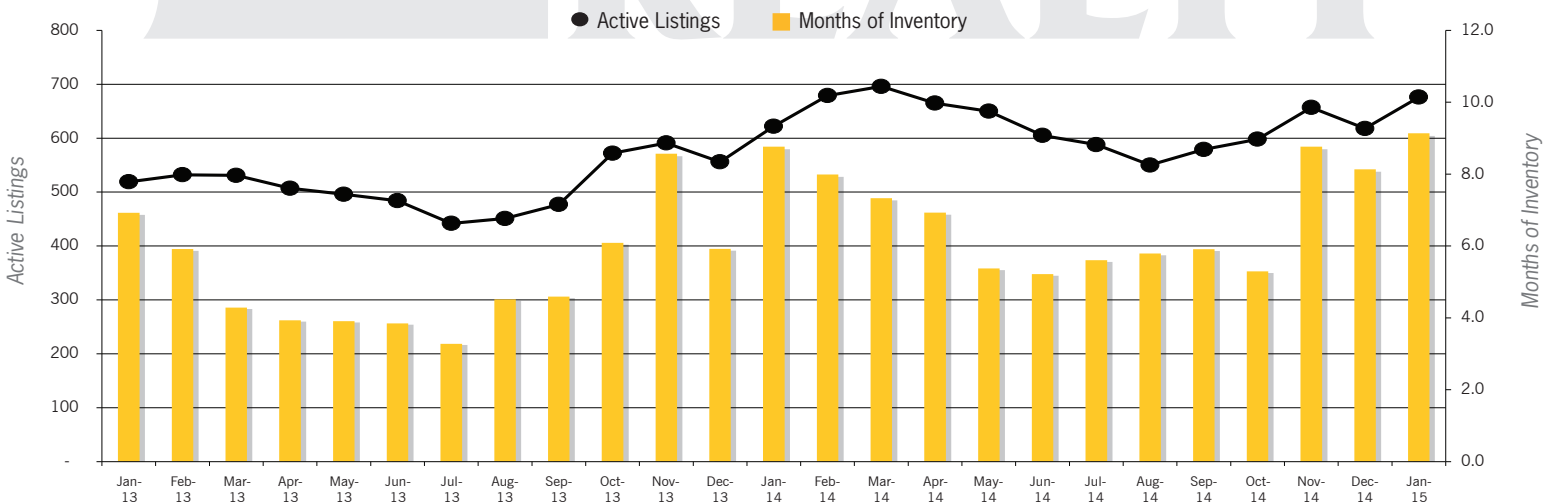
## Tucson North | February 2015

In the Tucson North area, January 2015 active inventory was 676, a 9% increase from January 2014. There were 74 closings in January 2015, a 4% increase from January 2014. Months of Inventory was 9.1, up from 8.8 in January 2014. Median price of sold homes was \$315,125 for the month of January 2015, up 12% from January 2014. The Tucson North area had 123 new properties under contract in January 2015, down 4% from January 2014.

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



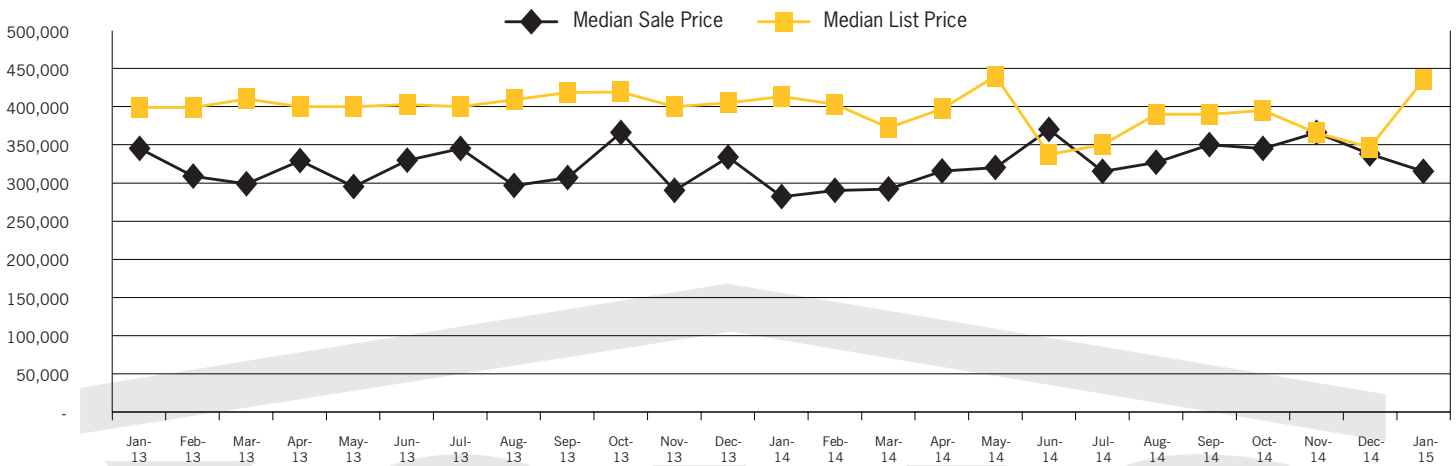
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



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



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

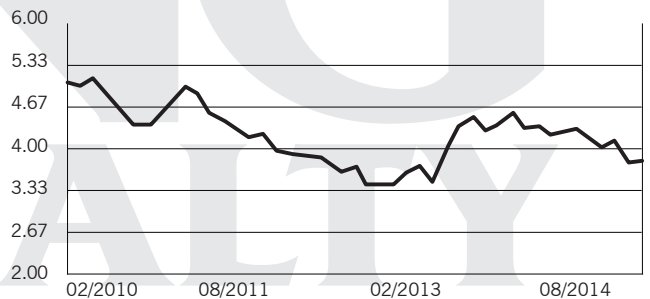


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2014	\$282,000	4.375%	\$1,337.59
2015	\$315,125	3.625%	\$1,365.28

## 30 YEAR FIXED MORTGAGE RATE

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

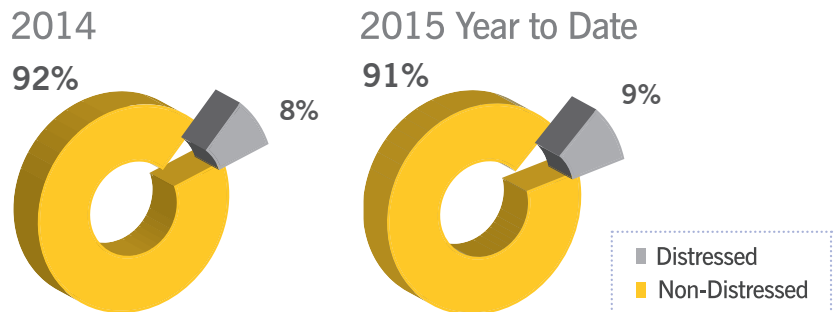


Source: Residential median sales prices. Data obtained 02/04/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.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.





## 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
		Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	1	2	0	2	0	2	1.5	3.0	Seller
\$75,000 - 99,999	10	4	3	4	1	4	3	3.3	4.0	Seller
\$100,000 - 124,999	20	4	0	3	4	2	6	3.3	4.6	Slightly Seller
\$125,000 - 149,999	34	6	9	8	6	2	4	8.5	8.2	Slightly Buyer
\$150,000 - 174,999	37	6	4	8	6	5	3	12.3	6.7	Slightly Buyer
\$175,000 - 199,999	27	2	2	3	2	1	3	9.0	14.7	Buyer
\$200,000 - 224,999	16	5	2	5	1	4	1	16.0	8.2	Slightly Buyer
\$225,000 - 249,999	18	2	7	3	1	7	2	9.0	5.0	Balanced
\$250,000 - 274,999	18	4	3	5	3	8	5	3.6	4.4	Slightly Seller
\$275,000 - 299,999	46	5	5	6	5	4	6	7.7	7.0	Slightly Buyer
\$300,000 - 349,999	45	14	11	14	5	10	9	5.0	6.4	Balanced
\$350,000 - 399,999	49	9	20	17	9	6	10	4.9	5.8	Balanced
\$400,000 - 499,999	68	14	11	14	12	6	7	9.7	7.9	Slightly Buyer
\$500,000 - 599,999	53	6	4	4	4	7	6	8.8	9.9	Buyer
\$600,000 - 699,999	44	4	5	9	3	7	2	22.0	8.8	Buyer
\$700,000 - 799,999	40	5	2	4	3	4	3	13.3	10.6	Buyer
\$800,000 - 899,999	34	2	5	4	3	0	0	n/a	30.7	Buyer
\$900,000 - 999,999	17	1	0	1	0	0	1	17.0	59.0	Buyer
\$1,000,000 - and over	97	4	3	5	7	3	1	97.0	24.9	Buyer
<b>TOTAL</b>	<b>676</b>	<b>98</b>	<b>98</b>	<b>117</b>	<b>77</b>	<b>80</b>	<b>74</b>	<b>9.1</b>	<b>8.4</b>	<b>Slightly Buyer</b>

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market



# The Housing Report



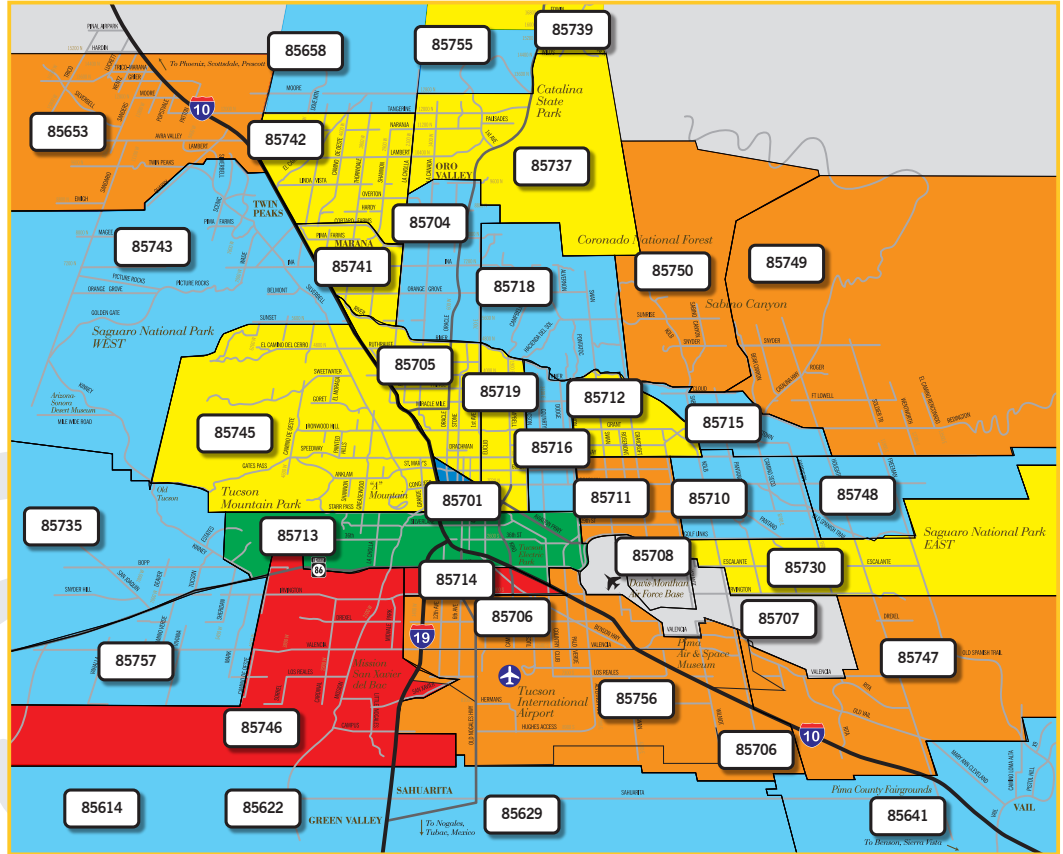
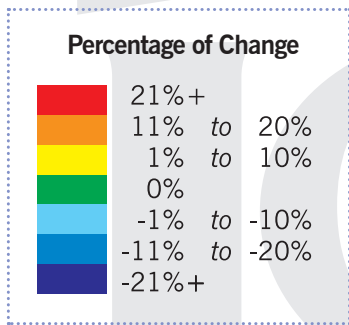
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 Stephen@TeamWoodall.com | TeamWoodall.com

Tucson North | February 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2013-JAN 2014 TO NOV 2014-JAN 2015

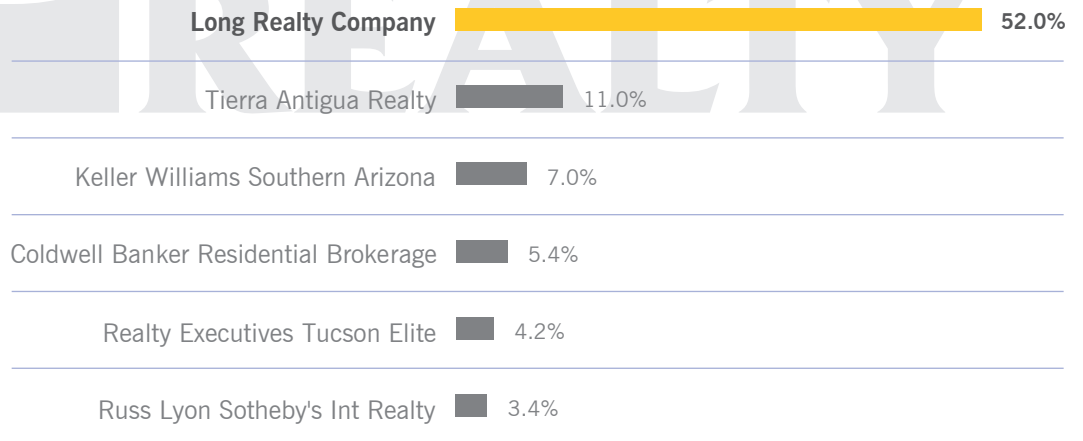
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2013-January 2014 to November 2014-January 2015 by zip code.*



## MARKET SHARE – TUCSON NORTH

*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 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 02/04/2015. Information is believed to be reliable, but not guaranteed.*