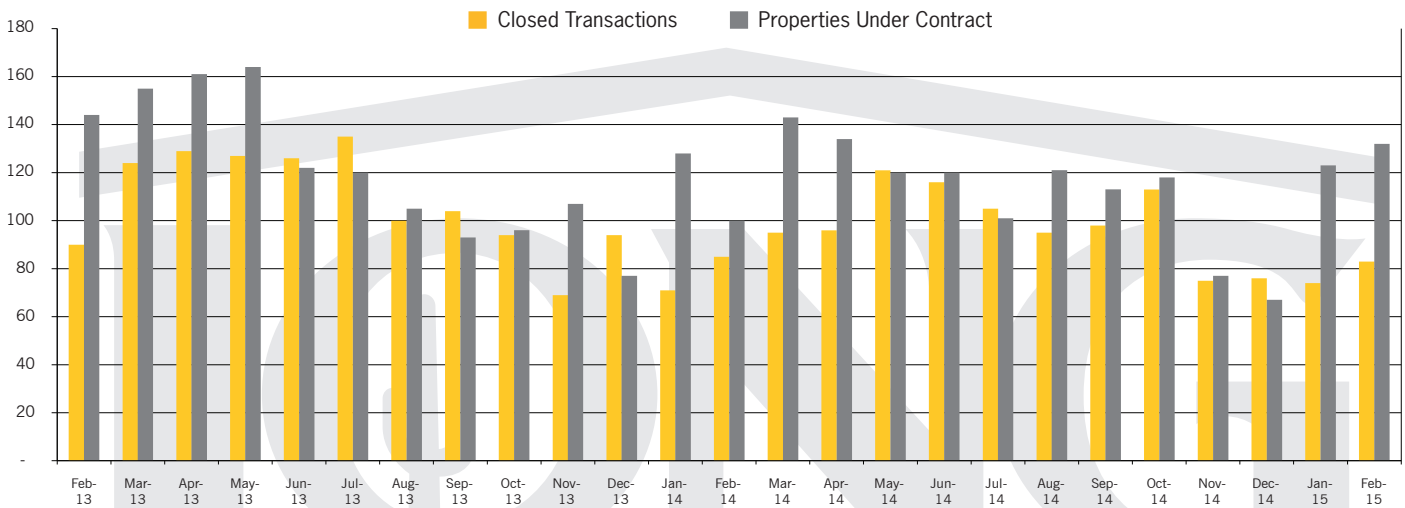




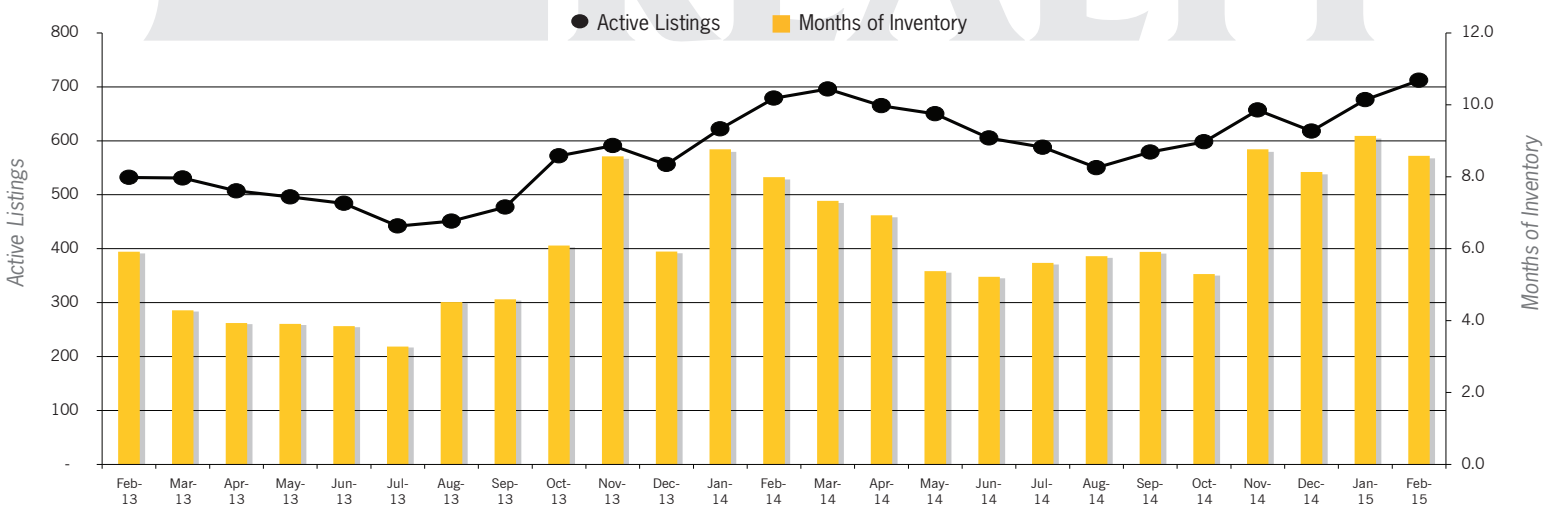
## Tucson North | March 2015

In the Tucson North area, February 2015 active inventory was 712, a 5% increase from February 2014. There were 83 closings in February 2015, a 2% decrease from February 2014. Year-to-date 2015 there were 157 closings, a 1% increase from year-to-date 2014. Months of Inventory was 8.6, up from 8.0 in February 2014. Median price of sold homes was \$310,000 for the month of February 2015, up 7% from February 2014. The Tucson North area had 132 new properties under contract in February 2015, up 32% from February 2014.

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



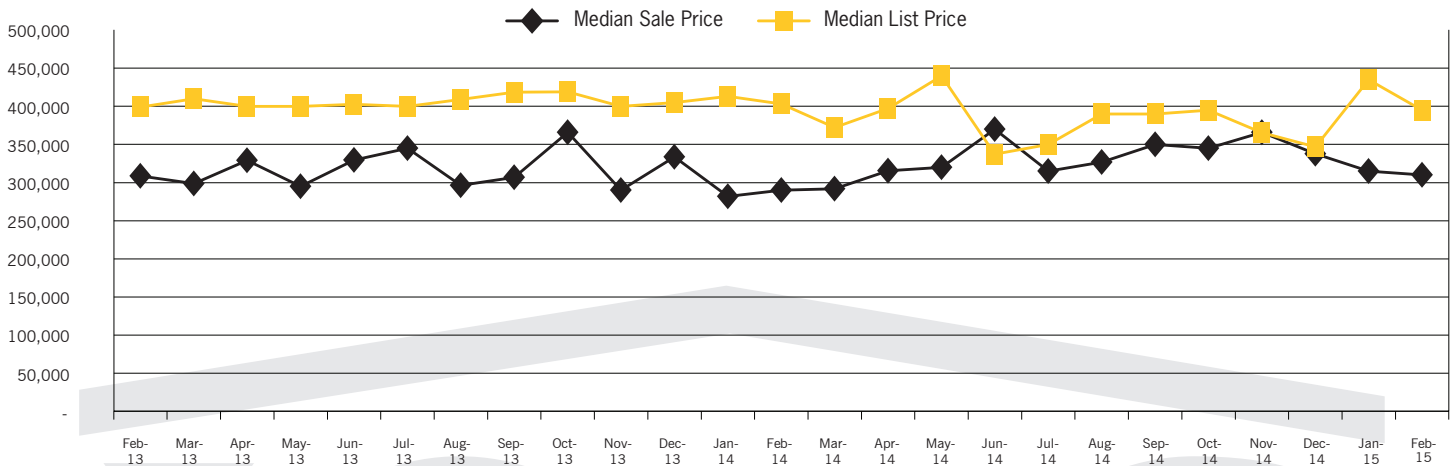
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 03/04/2015 is believed to be reliable, but not guaranteed.



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

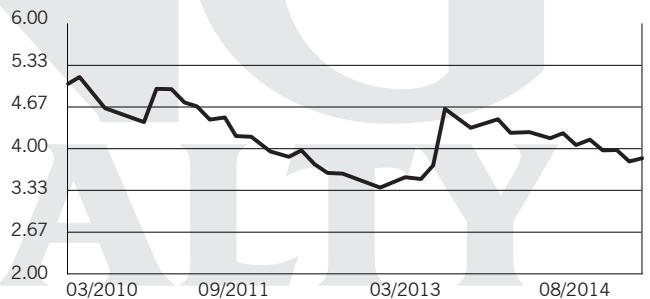


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2014	\$290,000	4.250%	\$1,355.29
2015	\$310,000	3.750%	\$1,363.88

## 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 03/04/2015 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.

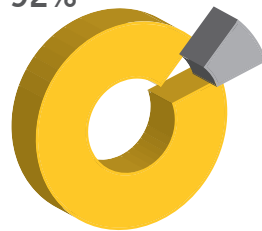
Source: Bankrate.com

## 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.

2014

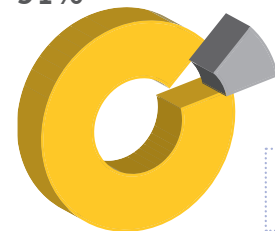
92%



8%

2015 Year to Date

91%



9%

■ Distressed  
■ Non-Distressed



## 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
		Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	2	0	2	0	2	0	n/a	5.5	Balanced
\$75,000 - 99,999	8	3	4	1	4	3	2	4.0	3.2	Seller
\$100,000 - 124,999	23	0	3	4	2	6	3	7.7	5.6	Balanced
\$125,000 - 149,999	41	9	8	6	2	4	3	13.7	11.8	Buyer
\$150,000 - 174,999	38	4	8	6	5	4	8	4.8	6.1	Balanced
\$175,000 - 199,999	27	2	3	2	1	3	4	6.8	10.6	Buyer
\$200,000 - 224,999	11	2	5	1	4	1	5	2.2	4.5	Slightly Seller
\$225,000 - 249,999	16	7	3	1	7	2	5	3.2	3.5	Seller
\$250,000 - 274,999	26	3	5	3	8	5	7	3.7	3.3	Seller
\$275,000 - 299,999	34	5	6	5	4	7	4	8.5	7.4	Slightly Buyer
\$300,000 - 349,999	46	11	14	5	10	9	7	6.6	5.4	Balanced
\$350,000 - 399,999	56	20	17	9	6	10	3	18.7	7.9	Slightly Buyer
\$400,000 - 499,999	74	11	14	12	6	7	13	5.7	7.7	Slightly Buyer
\$500,000 - 599,999	57	4	4	4	7	6	9	6.3	7.7	Slightly Buyer
\$600,000 - 699,999	57	5	9	3	7	2	3	19.0	10.8	Buyer
\$700,000 - 799,999	38	2	4	3	4	3	1	38.0	13.8	Buyer
\$800,000 - 899,999	35	5	4	3	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	19	0	1	0	0	1	3	6.3	14.0	Buyer
\$1,000,000 - and over	103	3	5	7	3	1	3	34.3	41.0	Buyer
<b>TOTAL</b>	<b>712</b>	<b>98</b>	<b>117</b>	<b>77</b>	<b>80</b>	<b>76</b>	<b>83</b>	<b>8.6</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



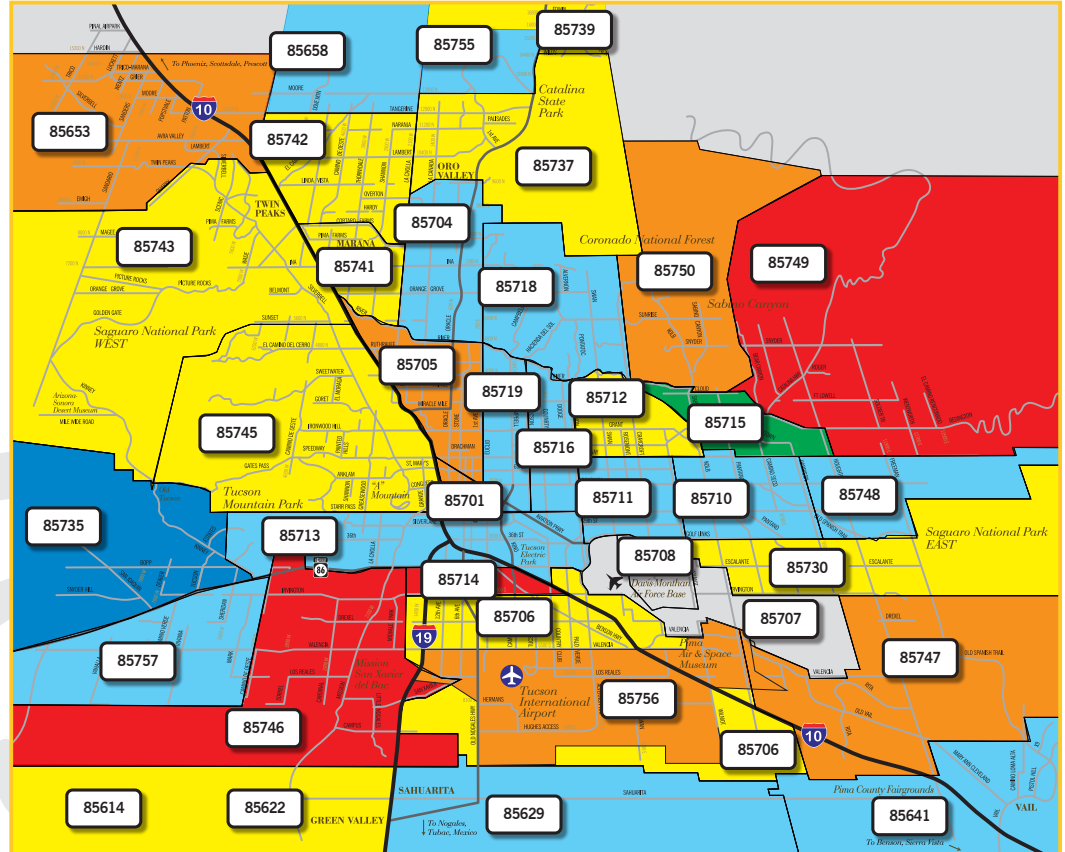
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Tucson North | March 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2013-FEB 2014 TO  
 DEC 2014-FEB 2015

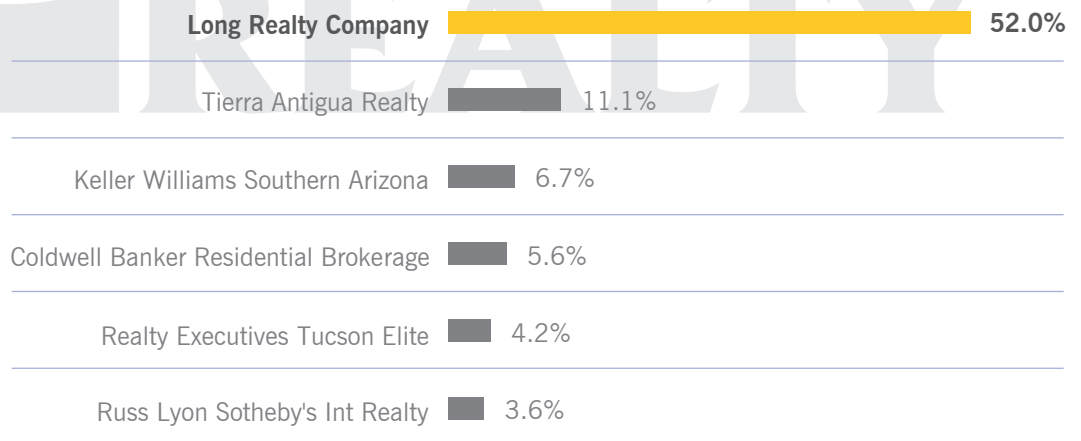
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2013-February 2014 to December 2014-February 2015 by zip code.*



## MARKET SHARE – TUCSON NORTH

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

*Data Obtained 03/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 03/01/2014 – 02/28/2015 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 03/04/2015. Information is believed to be reliable, but not guaranteed.*