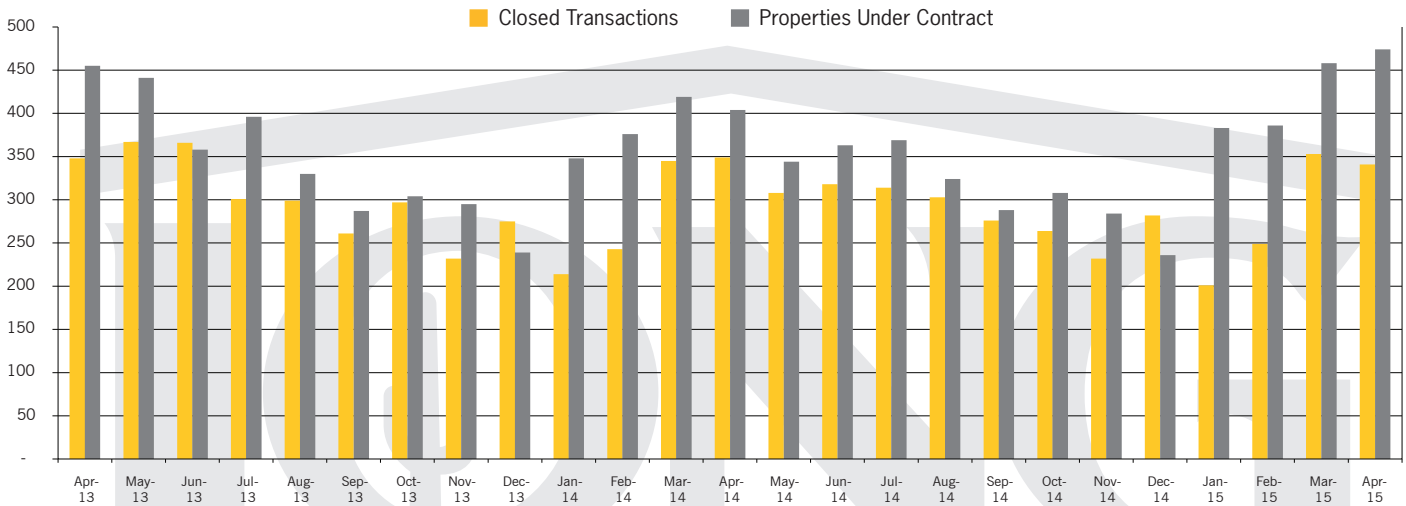




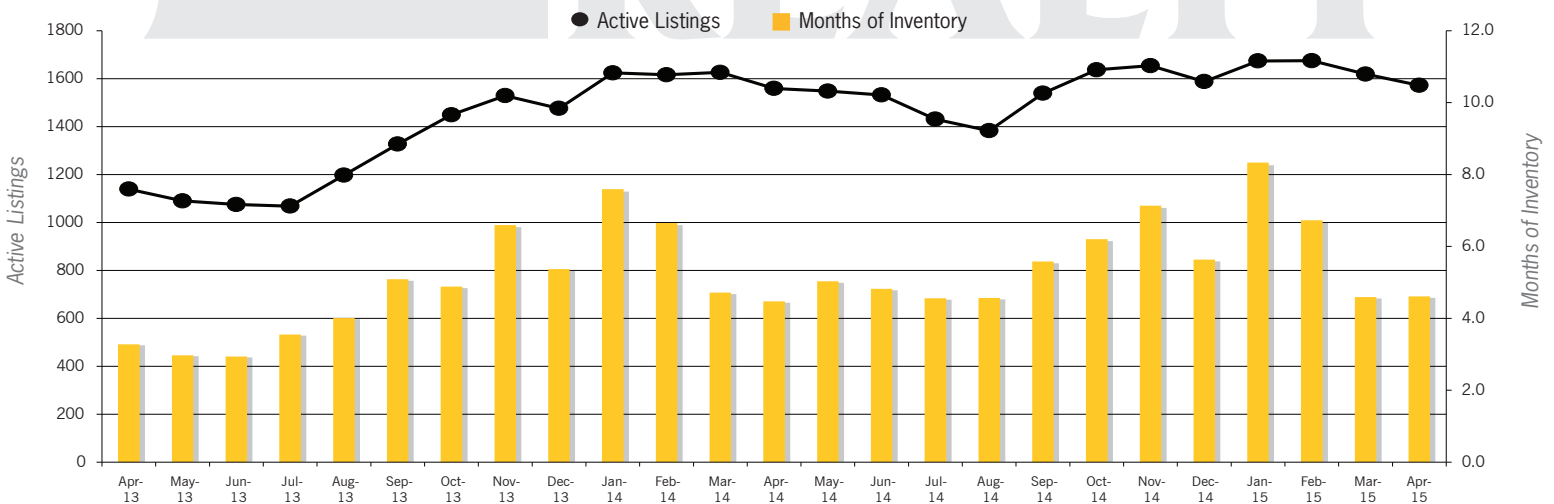
## Tucson Northwest | May 2015

In the Tucson Northwest area, April 2015 active inventory was 1,572, virtually unchanged from April 2014. There were 341 closings in April 2015, a 2% decrease from April 2014. Year-to-date 2015 there were 1,144 closings, a 1% decrease from year-to-date 2014. Months of Inventory was 4.6, up from 4.5 in April 2014. Median price of sold homes was \$229,900 for the month of April 2015, up 11% from April 2014. The Tucson Northwest area had 474 new properties under contract in April 2015, up 17% from April 2014.

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



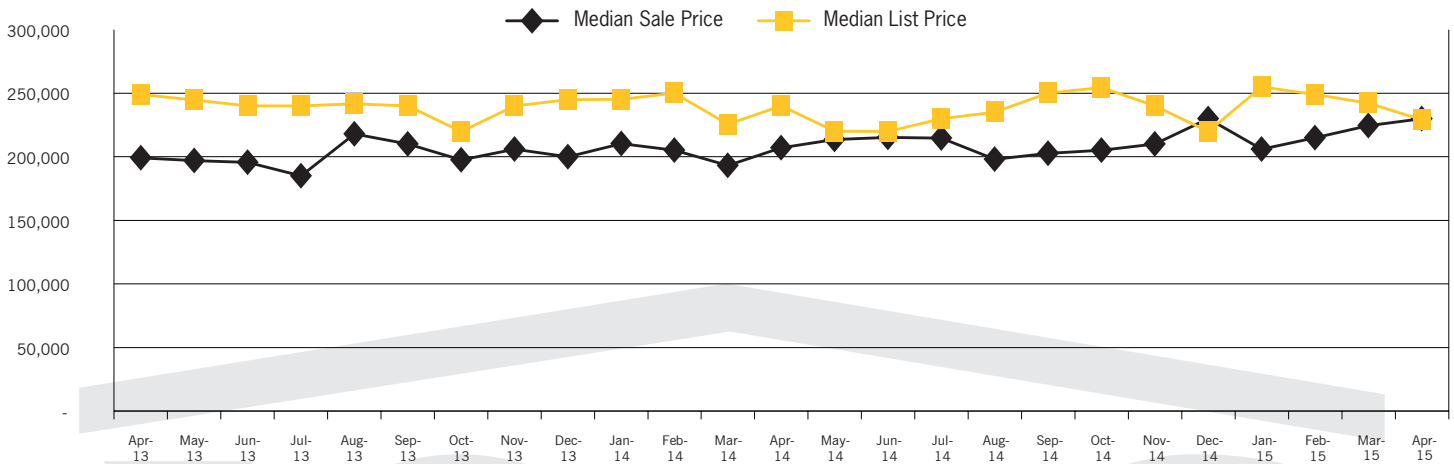
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 05/05/2015 is believed to be reliable, but not guaranteed.



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

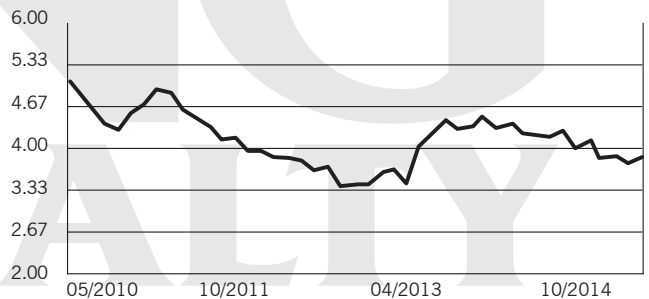


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2014	\$207,000	4.250%	\$967.40
2015	\$229,900	3.675%	\$1,002.20

## 30 YEAR FIXED MORTGAGE RATE

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



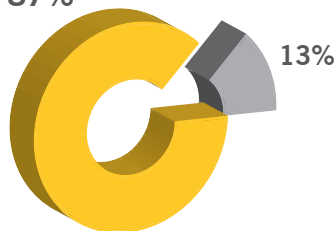
Source: Residential median sales prices. Data obtained 05/05/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

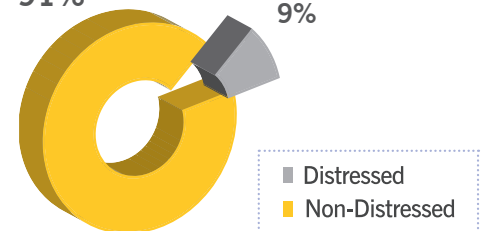
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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  
87%



2015 Year to Date  
91%



■ Distressed  
■ Non-Distressed



# The Housing Report



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Tucson Northwest | May 2015

## MARKET CONDITIONS BY PRICE BAND – TUCSON NORTHWEST

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15			
\$1 - 49,999	12	3	5	6	2	3	3	4.0	4.5	Slightly Seller
\$50,000 - 74,999	14	1	1	3	3	3	6	2.3	3.7	Seller
\$75,000 - 99,999	19	0	3	3	5	8	4	4.8	3.2	Seller
\$100,000 - 124,999	34	19	14	13	10	17	14	2.4	2.3	Seller
\$125,000 - 149,999	64	21	24	21	27	25	34	1.9	2.0	Seller
\$150,000 - 174,999	119	43	37	29	38	60	34	3.5	2.8	Seller
\$175,000 - 199,999	168	26	37	25	25	39	29	5.8	5.4	Balanced
\$200,000 - 224,999	117	18	20	24	34	32	38	3.1	3.2	Seller
\$225,000 - 249,999	140	20	24	15	26	40	49	2.9	4.1	Slightly Seller
\$250,000 - 274,999	114	18	29	23	18	25	28	4.1	5.3	Balanced
\$275,000 - 299,999	120	12	20	12	16	27	17	7.1	6.7	Slightly Buyer
\$300,000 - 349,999	168	21	30	13	15	31	28	6.0	6.7	Slightly Buyer
\$350,000 - 399,999	110	10	19	6	12	26	20	5.5	6.0	Balanced
\$400,000 - 499,999	131	11	17	8	7	16	20	6.6	9.4	Buyer
\$500,000 - 599,999	77	7	8	5	10	8	7	11.0	9.6	Buyer
\$600,000 - 699,999	47	1	2	4	5	2	5	9.4	13.0	Buyer
\$700,000 - 799,999	31	2	0	1	4	1	1	31.0	18.5	Buyer
\$800,000 - 899,999	10	1	2	0	0	1	1	10.0	15.0	Buyer
\$900,000 - 999,999	17	0	0	2	0	2	1	17.0	15.3	Buyer
\$1,000,000 - and over	57	1	4	0	3	2	2	28.5	26.0	Buyer
<b>TOTAL</b>	<b>1,569</b>	<b>235</b>	<b>296</b>	<b>213</b>	<b>260</b>	<b>368</b>	<b>341</b>	<b>4.6</b>	<b>5.0</b>	<b>Balanced</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 05/05/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2015 - 04/30/2015. Information is believed to be reliable, but not guaranteed.

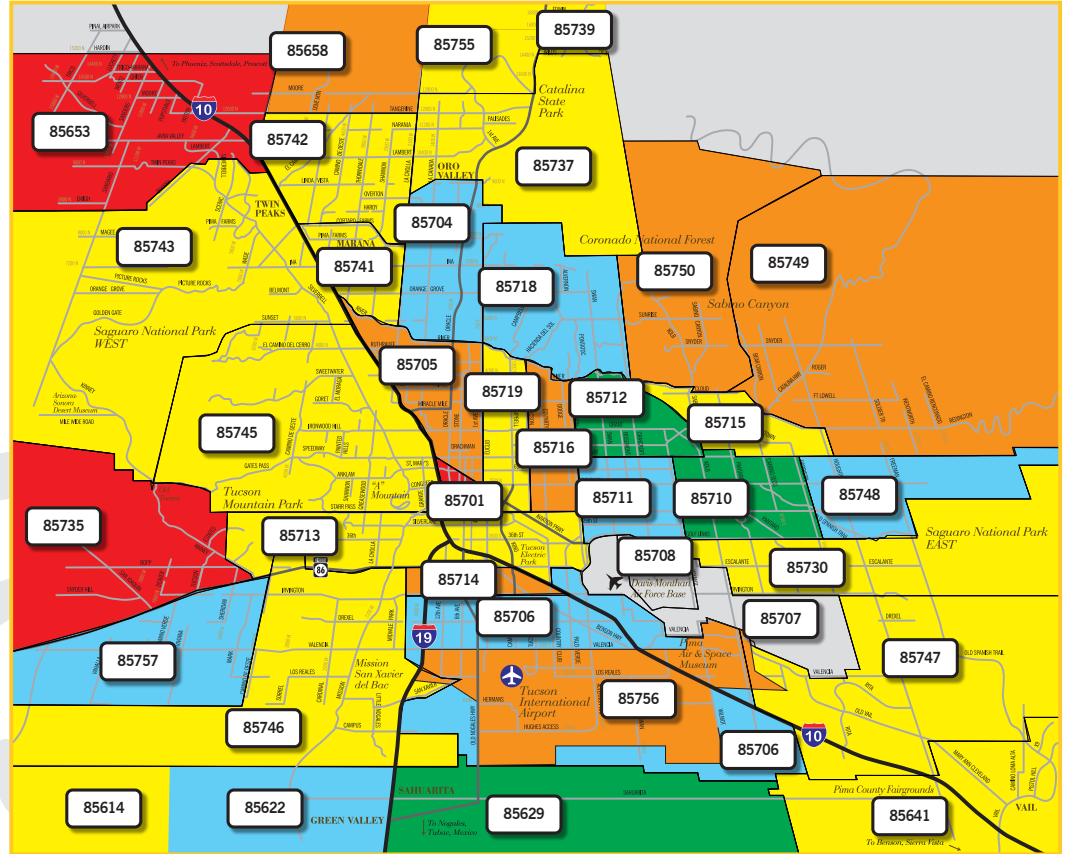


## Tucson Northwest | May 2015

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2014-APR 2014 TO FEB 2015-APR 2015

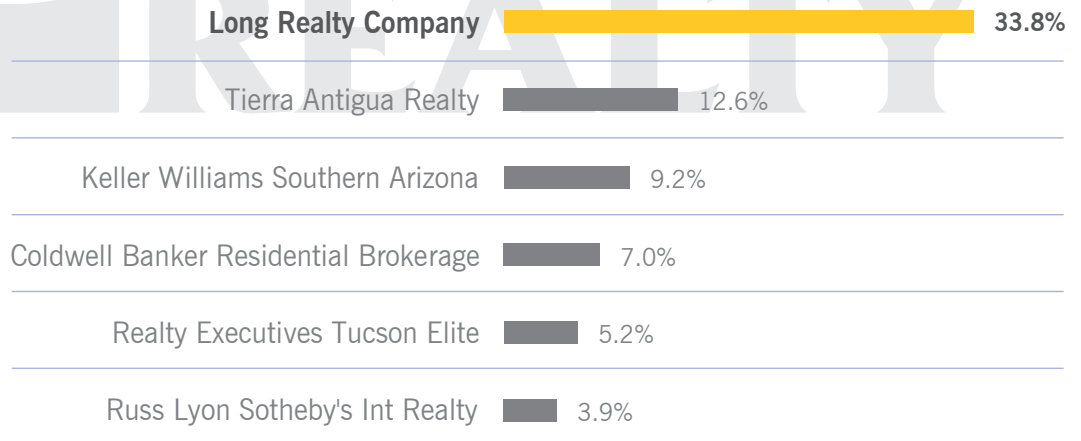
This heat map represents the percentage of change in Tucson metro median sales prices from February 2014-April 2014 to February 2015-April 2015 by zip code.



### MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2014 – 03/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by TARMLS including the Towns of Casas Adobes, Marana, Oro Valley and Catalina. 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 05/05/2015. Information is believed to be reliable, but not guaranteed.