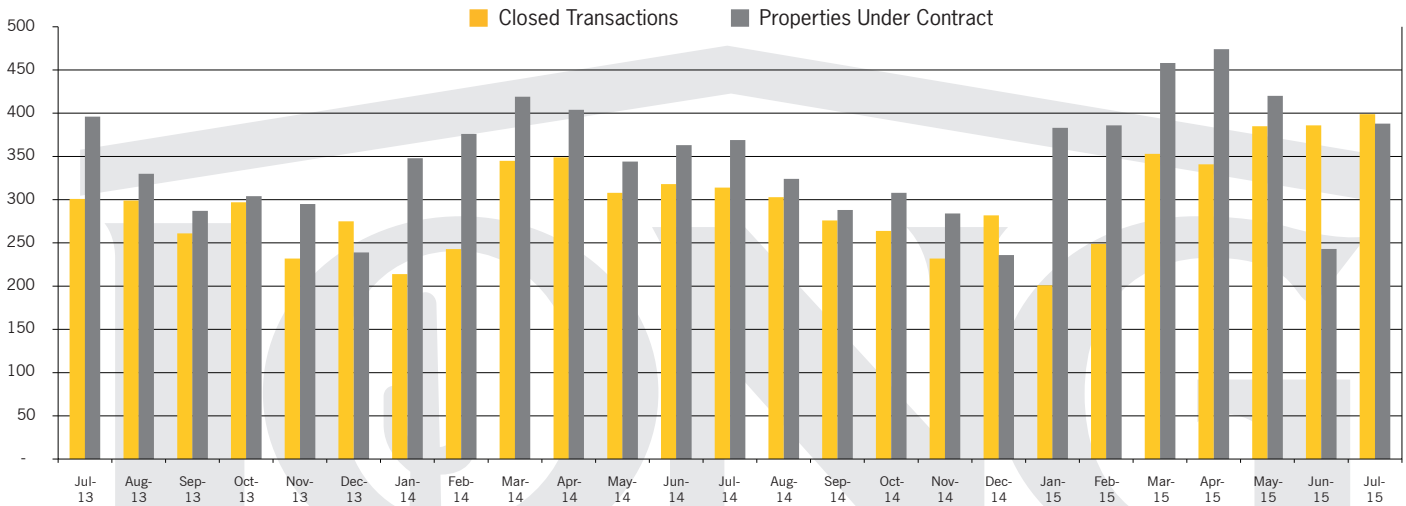




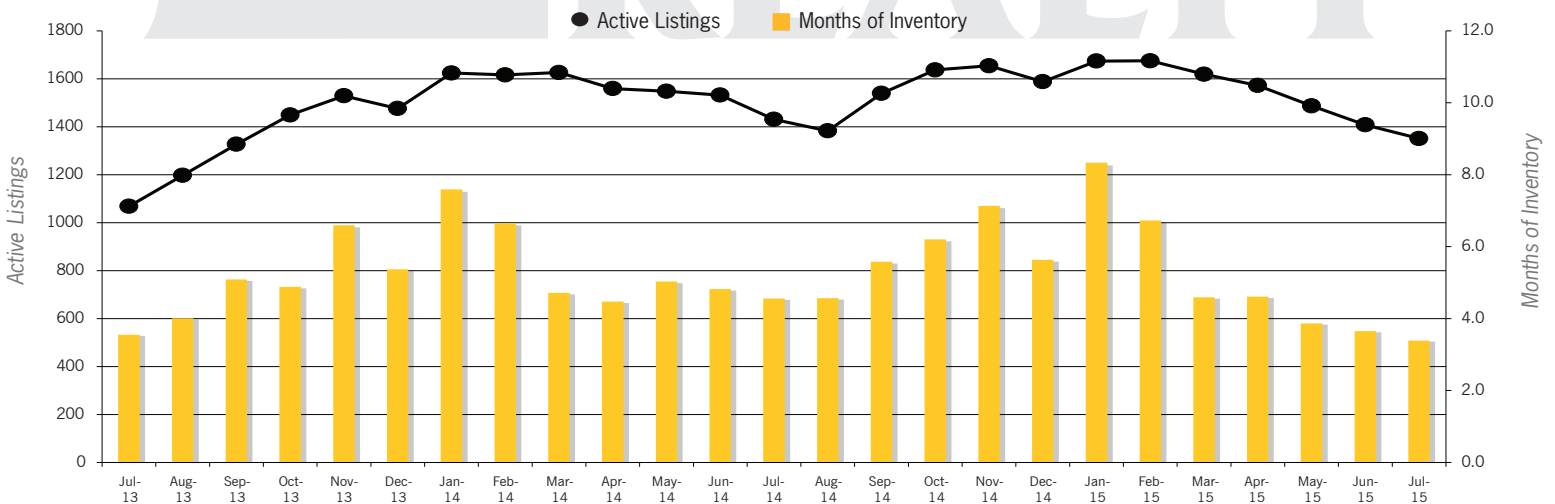
## Tucson Northwest | August 2015

In the Tucson Northwest area, July 2015 active inventory was 1,351, a 6% decrease from July 2014. There were 399 closings in July 2015, a 27% increase from July 2014. Year-to-date 2015 there were 2,398 closings, virtually unchanged from year-to-date 2014. Months of Inventory was 3.4, down from 4.6 in July 2014. Median price of sold homes was \$223,500 for the month of July 2015, up 4% from July 2014. The Tucson Northwest area had 388 new properties under contract in July 2015, up 5% from July 2014.

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



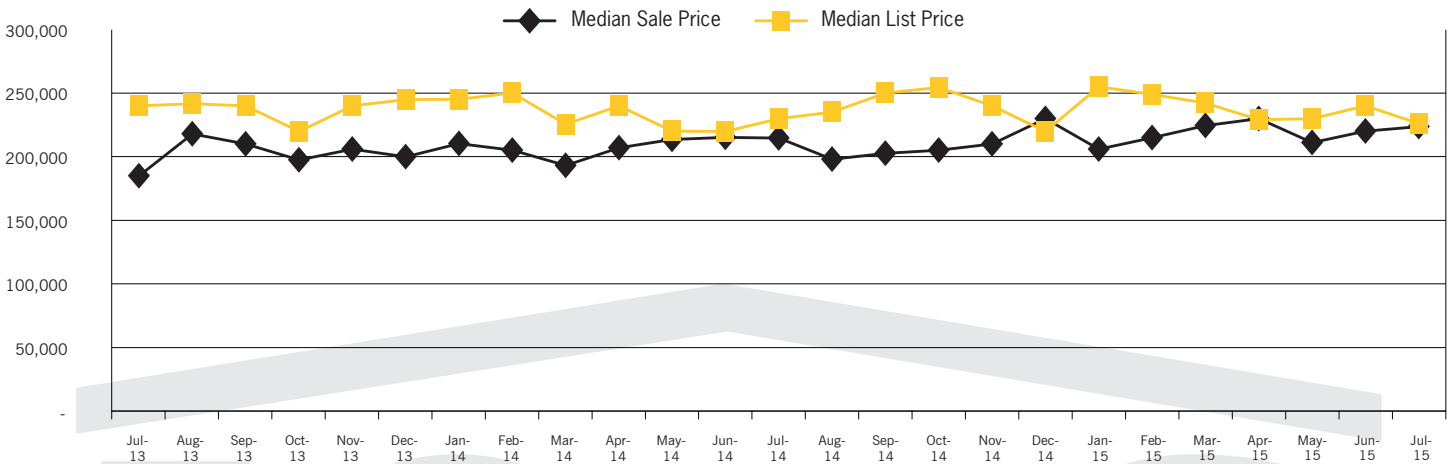
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 08/05/2015 is believed to be reliable, but not guaranteed.



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

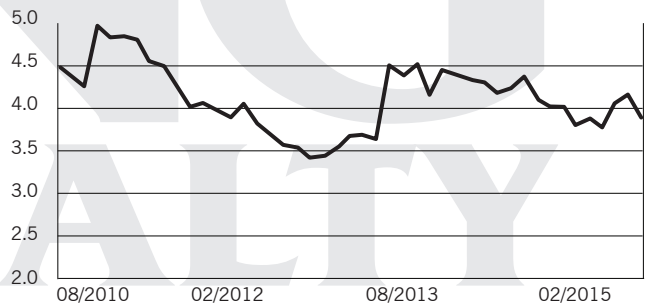


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2014	\$214,500	4.125%	\$987.59
2015	\$223,500	4.000%	\$1,013.67

## 30 YEAR FIXED MORTGAGE RATE

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



Source: Bankrate.com

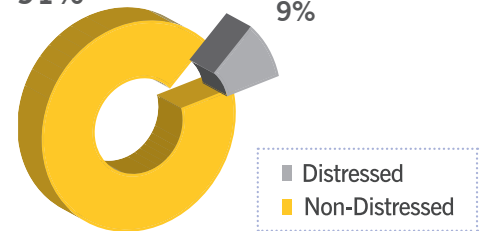
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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%





Tucson Northwest | August 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
		Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15			
\$1 - 49,999	5	2	3	3	5	3	7	0.7	1.3	Seller
\$50,000 - 74,999	5	3	3	6	4	2	4	1.3	2.5	Seller
\$75,000 - 99,999	21	5	8	5	8	4	4	5.3	3.8	Seller
\$100,000 - 124,999	21	10	17	15	9	8	12	1.8	2.5	Seller
\$125,000 - 149,999	69	27	24	35	30	43	28	2.5	1.8	Seller
\$150,000 - 174,999	92	38	60	35	81	68	49	1.9	1.5	Seller
\$175,000 - 199,999	165	26	39	33	46	41	48	3.4	3.6	Seller
\$200,000 - 224,999	112	34	32	39	34	35	51	2.2	2.9	Seller
\$225,000 - 249,999	122	26	40	50	43	37	43	2.8	3.1	Seller
\$250,000 - 274,999	90	18	25	28	37	35	41	2.2	2.5	Seller
\$275,000 - 299,999	109	16	27	18	23	28	27	4.0	4.6	Slightly Seller
\$300,000 - 349,999	142	16	31	29	23	44	32	4.4	4.4	Slightly Seller
\$350,000 - 399,999	92	12	26	21	21	18	22	4.2	4.9	Slightly Seller
\$400,000 - 499,999	98	7	16	20	19	14	18	5.4	6.4	Balanced
\$500,000 - 599,999	72	10	8	7	9	6	3	24.0	12.9	Buyer
\$600,000 - 699,999	43	5	2	5	2	5	5	8.6	11.8	Buyer
\$700,000 - 799,999	23	4	1	1	4	0	1	23.0	16.2	Buyer
\$800,000 - 899,999	10	0	1	1	1	1	1	10.0	10.7	Buyer
\$900,000 - 999,999	14	0	2	1	2	1	1	14.0	11.0	Buyer
\$1,000,000 - and over	43	3	2	2	1	6	2	21.5	14.9	Buyer
<b>TOTAL</b>	<b>1,348</b>	<b>262</b>	<b>367</b>	<b>354</b>	<b>402</b>	<b>399</b>	<b>399</b>	<b>3.4</b>	<b>3.5</b>	<b>Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 08/05/2015.

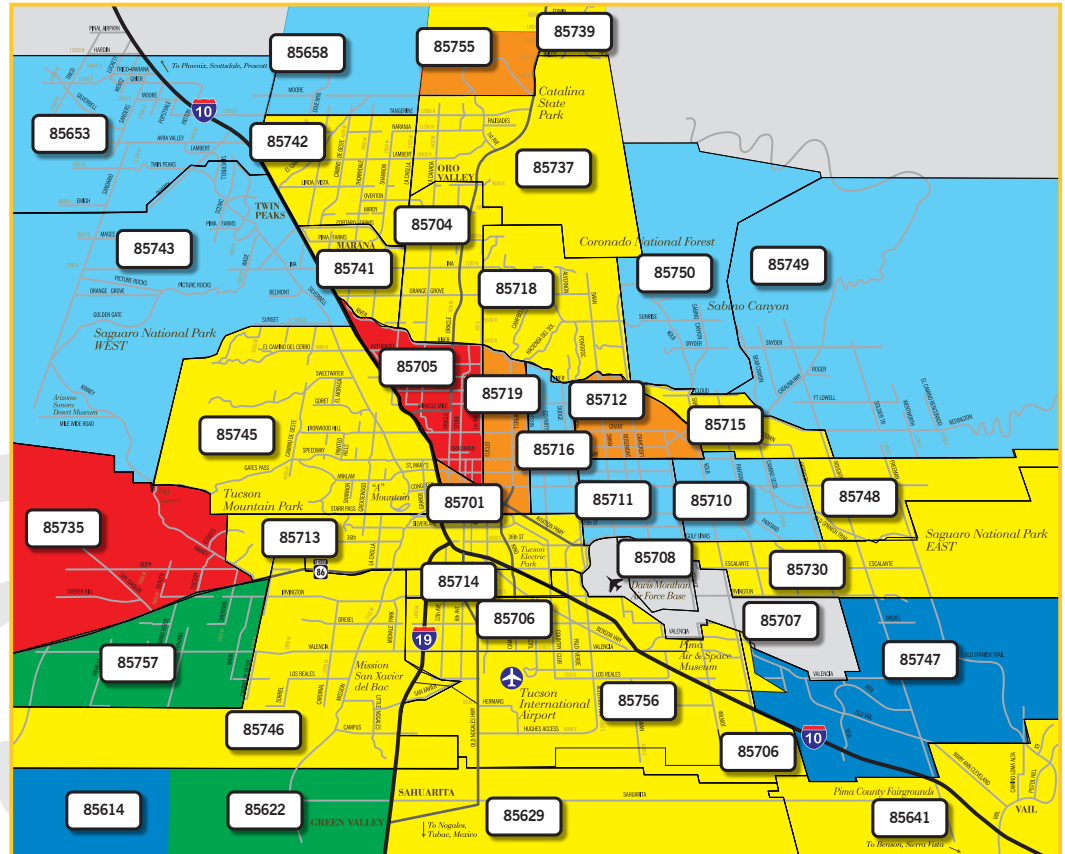
3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2015 - 07/31/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2014-JUL 2014 TO MAY 2015-JUL 2015

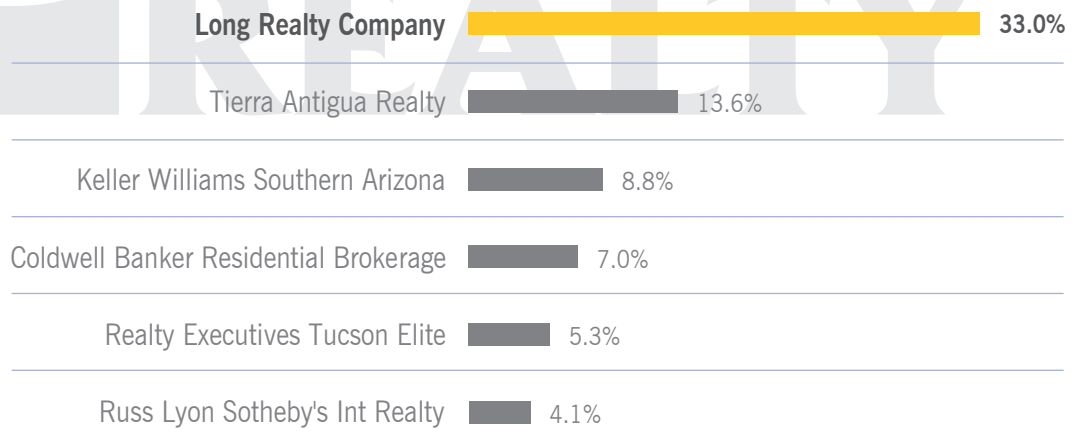
This heat map represents the percentage of change in Tucson metro median sales prices from May 2014-July 2014 to May 2015-July 2015 by zip code.



## MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 08/01/2014 – 07/31/2015 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.