



The Housing Report

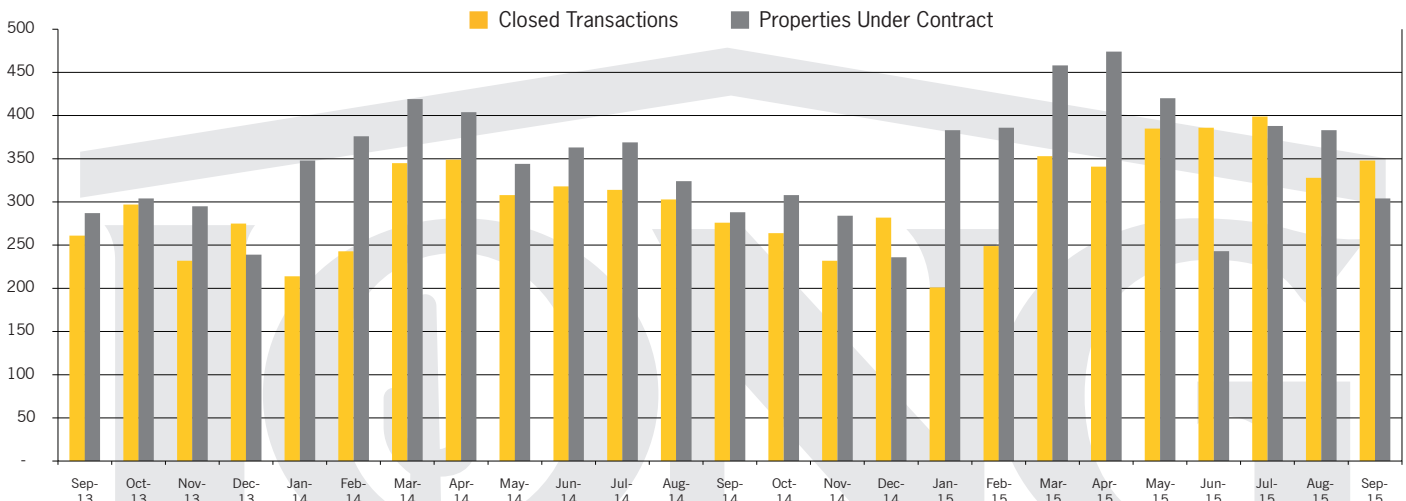
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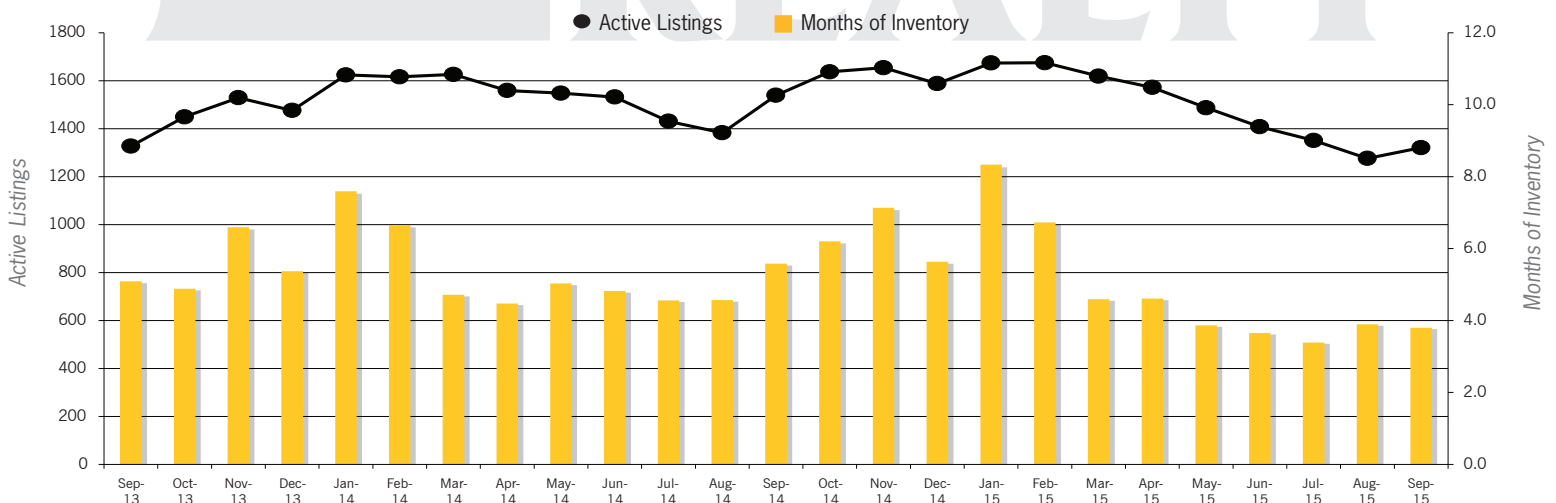
Tucson Northwest | October 2015

In the Tucson Northwest area, September 2015 active inventory was 1,321, a 14% decrease from September 2014. There were 348 closings in September 2015, a 26% increase from September 2014. Year-to-date 2015 there were 3,104 closings, virtually unchanged from year-to-date 2014. Months of Inventory was 3.8, down from 5.6 in September 2014. Median price of sold homes was \$205,450 for the month of September 2015, up 2% from September 2014. The Tucson Northwest area had 304 new properties under contract in September 2015, up 6% from September 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

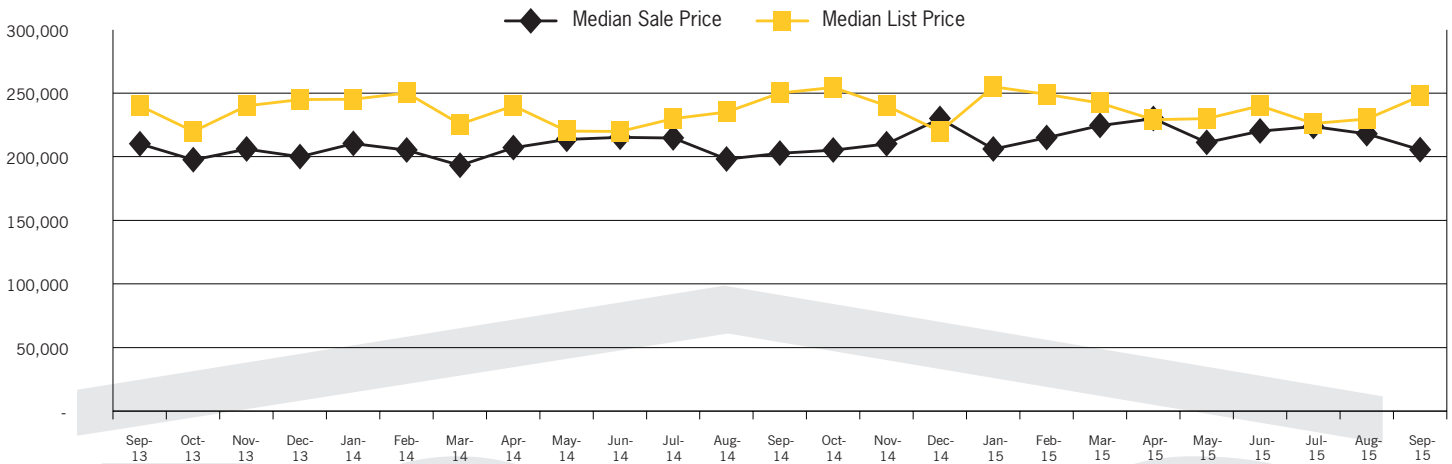


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 10/05/2015 is believed to be reliable, but not guaranteed.



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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST

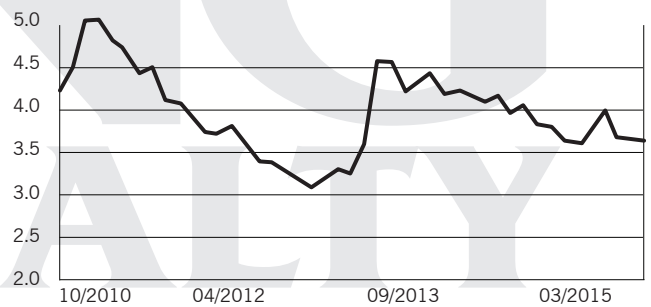


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2014	\$202,500	4.125%	\$932.34
2015	\$205,450	4.000%	\$931.81

30 YEAR FIXED MORTGAGE RATE

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

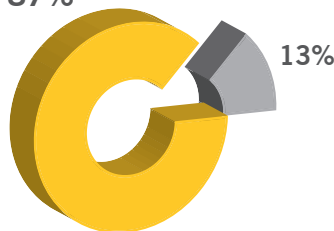


Source: Bankrate.com

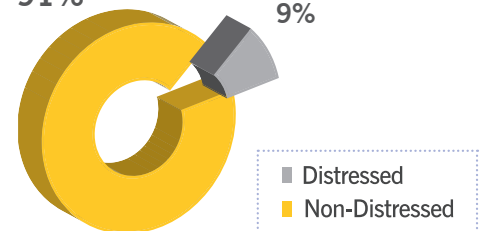
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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%





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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
		Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15			
\$1 - 49,999	4	3	5	3	7	4	4	1.0	1.0	Seller
\$50,000 - 74,999	9	6	4	2	4	4	1	9.0	2.1	Seller
\$75,000 - 99,999	22	5	8	4	4	7	6	3.7	3.6	Seller
\$100,000 - 124,999	22	15	9	8	13	5	19	1.2	1.6	Seller
\$125,000 - 149,999	71	35	30	43	29	19	29	2.4	2.7	Seller
\$150,000 - 174,999	80	35	81	68	53	50	55	1.5	1.7	Seller
\$175,000 - 199,999	132	33	46	42	51	55	53	2.5	2.7	Seller
\$200,000 - 224,999	114	40	34	35	52	40	35	3.3	2.7	Seller
\$225,000 - 249,999	133	50	43	37	44	36	33	4.0	3.4	Seller
\$250,000 - 274,999	87	28	37	36	42	21	25	3.5	3.0	Seller
\$275,000 - 299,999	108	18	23	29	27	28	21	5.1	4.3	Slightly Seller
\$300,000 - 349,999	129	29	23	44	32	27	25	5.2	4.7	Slightly Seller
\$350,000 - 399,999	95	21	21	18	22	12	15	6.3	5.8	Balanced
\$400,000 - 499,999	102	20	19	14	19	15	13	7.8	6.3	Balanced
\$500,000 - 599,999	74	7	9	7	3	7	6	12.3	13.4	Buyer
\$600,000 - 699,999	43	5	2	5	6	3	2	21.5	11.4	Buyer
\$700,000 - 799,999	23	1	4	0	2	1	3	7.7	11.5	Buyer
\$800,000 - 899,999	19	1	1	1	1	2	0	n/a	15.0	Buyer
\$900,000 - 999,999	11	1	2	1	1	0	0	n/a	38.0	Buyer
\$1,000,000 - and over	41	2	1	6	2	2	3	13.7	17.3	Buyer
TOTAL	1,319	355	402	403	414	338	348	3.8	3.6	Seller

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

Statistics based on information obtained from TARMLS and using Brokermetrics software on 10/05/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2015 - 09/30/2015. Information is believed to be reliable, but not guaranteed.



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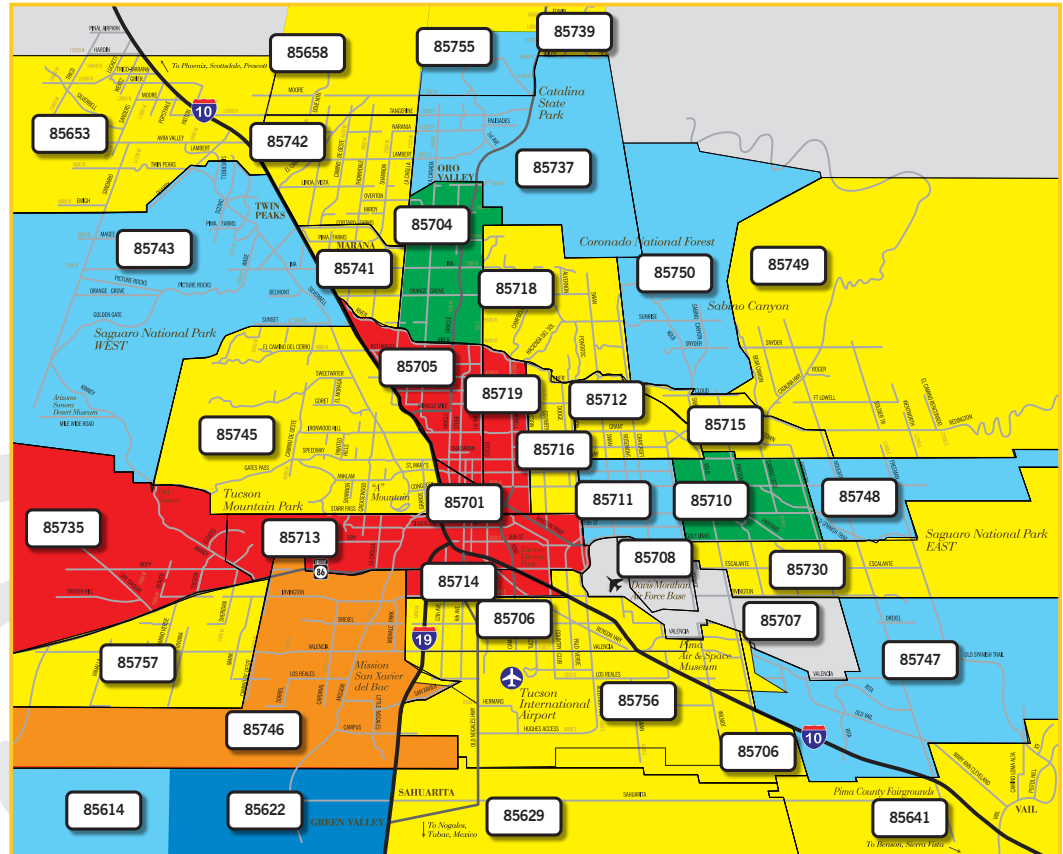
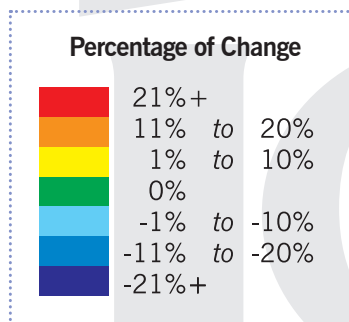


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2014-SEP 2014 TO
JUL 2015-SEP 2015

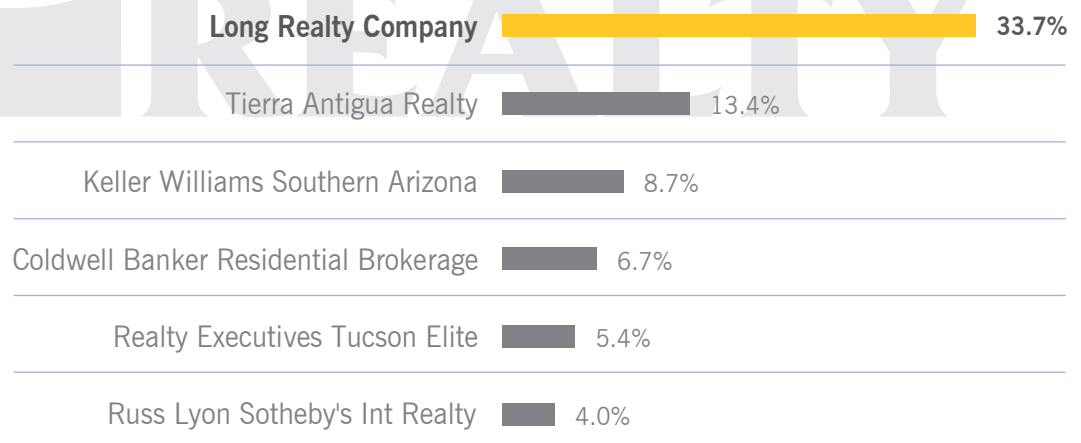
This heat map represents the percentage of change in Tucson metro median sales prices from July 2014-September 2014 to July 2015-September 2015 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2014 – 09/30/2015 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 10/05/2015. Information is believed to be reliable, but not guaranteed.