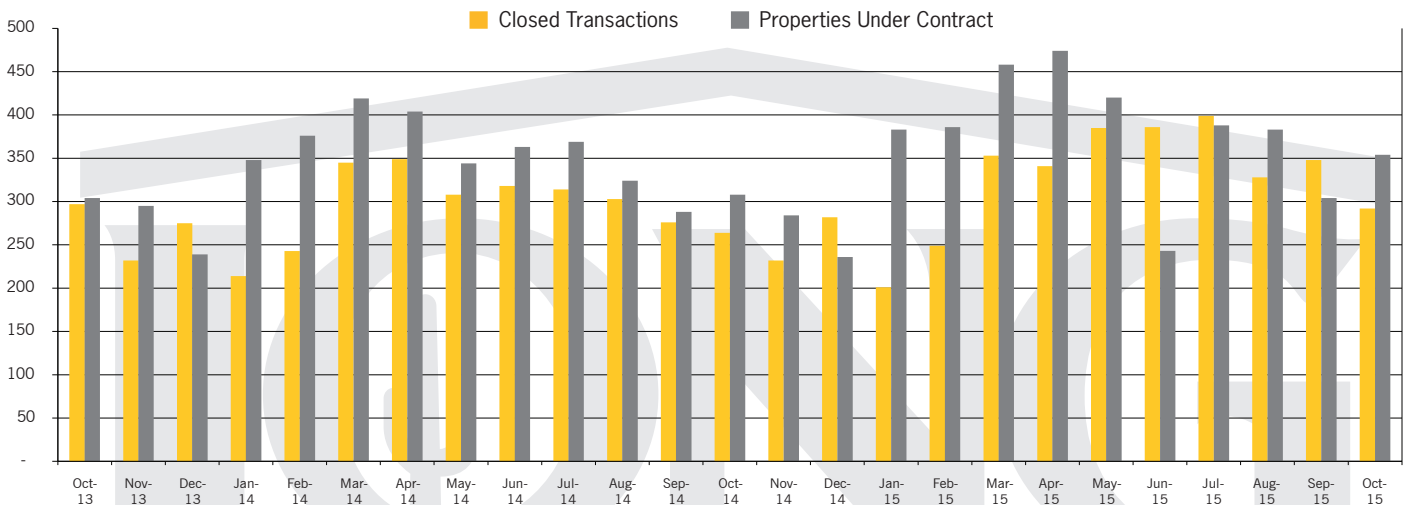




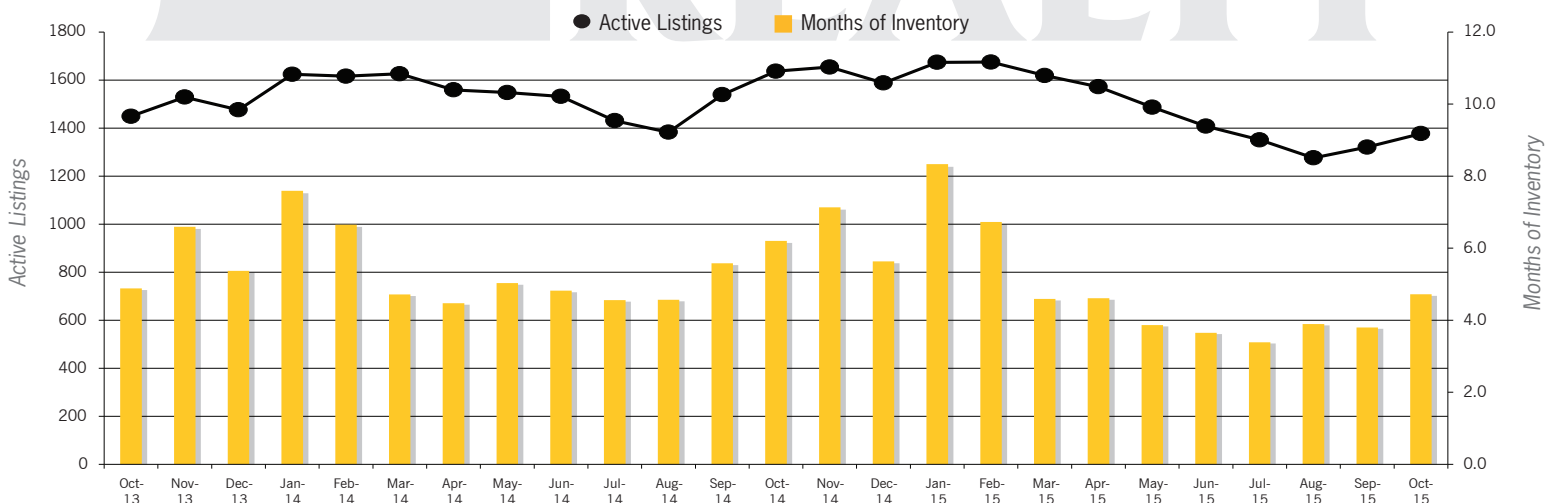
Tucson Northwest | November 2015

In the Tucson Northwest area, October 2015 active inventory was 1,377, a 16% decrease from October 2014. There were 292 closings in October 2015, an 11% increase from October 2014. Year-to-date 2015 there were 3,406 closings, virtually unchanged from year-to-date 2014. Months of Inventory was 4.7, down from 6.2 in October 2014. Median price of sold homes was \$205,000 for the month of October 2015, virtually unchanged from October 2014. The Tucson Northwest area had 354 new properties under contract in October 2015, up 15% from October 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



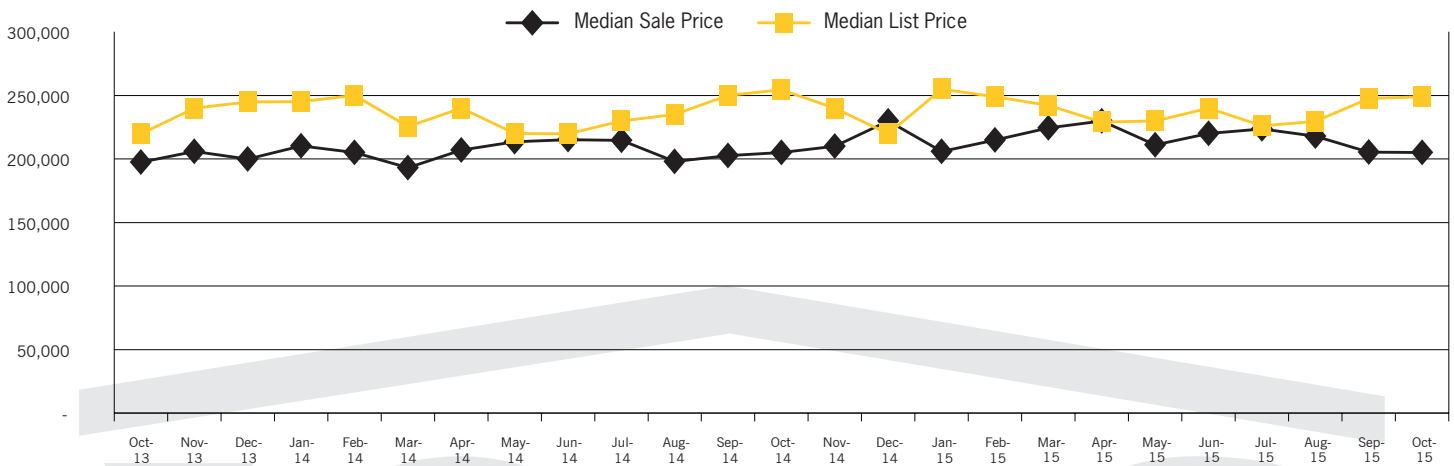
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST





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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST

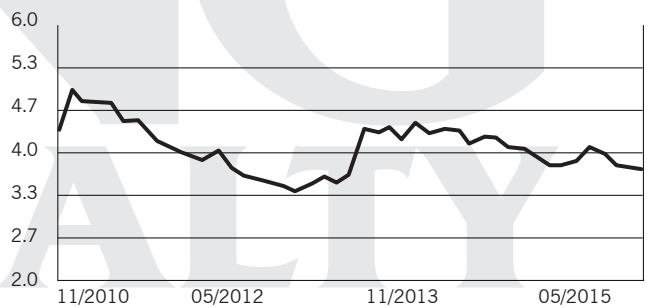


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2014	\$205,000	4.036%	\$933.81
2015	\$205,000	3.805%	\$908.01

30 YEAR FIXED MORTGAGE RATE

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



Source: Bankrate.com

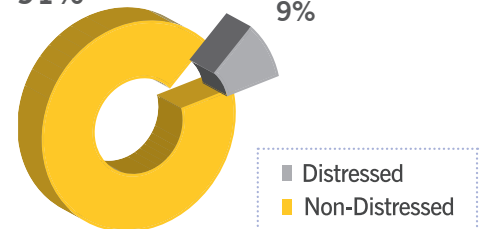
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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%





The Housing Report

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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
		May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15			
\$1 - 49,999	4	5	3	7	4	3	6	0.7	1.1	Seller
\$50,000 - 74,999	11	4	2	4	4	1	4	2.8	2.8	Seller
\$75,000 - 99,999	16	8	4	4	7	7	6	2.7	2.8	Seller
\$100,000 - 124,999	22	9	8	13	5	20	11	2.0	1.7	Seller
\$125,000 - 149,999	62	30	43	29	19	29	24	2.6	2.8	Seller
\$150,000 - 174,999	97	81	68	53	50	55	37	2.6	1.9	Seller
\$175,000 - 199,999	134	46	42	51	55	55	43	3.1	2.6	Seller
\$200,000 - 224,999	115	34	35	53	41	35	36	3.2	3.1	Seller
\$225,000 - 249,999	135	43	37	44	36	33	16	8.4	4.6	Slightly Seller
\$250,000 - 274,999	101	37	36	42	21	25	23	4.4	3.9	Seller
\$275,000 - 299,999	101	23	29	27	28	23	15	6.7	4.9	Slightly Seller
\$300,000 - 349,999	134	23	44	32	27	27	29	4.6	4.7	Slightly Seller
\$350,000 - 399,999	119	21	18	22	12	15	13	9.2	7.7	Slightly Buyer
\$400,000 - 499,999	98	19	14	19	15	13	12	8.2	7.4	Slightly Buyer
\$500,000 - 599,999	79	9	7	3	7	6	4	19.8	13.0	Buyer
\$600,000 - 699,999	45	2	5	6	3	2	5	9.0	12.7	Buyer
\$700,000 - 799,999	24	4	0	2	1	3	0	n/a	17.5	Buyer
\$800,000 - 899,999	20	1	1	1	2	0	5	4.0	7.9	Slightly Buyer
\$900,000 - 999,999	11	2	1	1	0	0	1	11.0	35.0	Buyer
\$1,000,000 - and over	48	1	6	2	2	3	2	24.0	18.0	Buyer
TOTAL	1,376	402	403	415	339	355	292	4.7	4.0	Slightly 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 11/04/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2015 - 10/31/2015. Information is believed to be reliable, but not guaranteed.

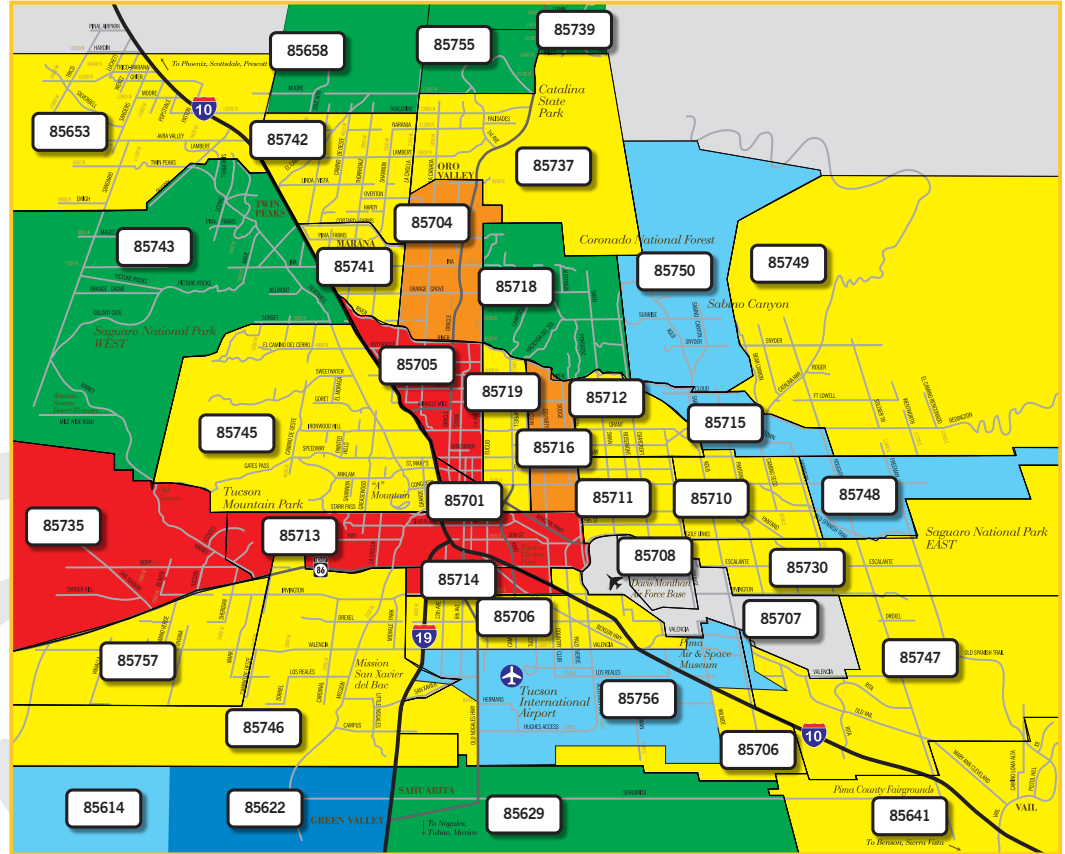
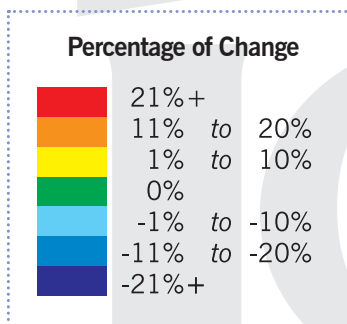


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2014-OCT 2014 TO
AUG 2015-OCT 2015

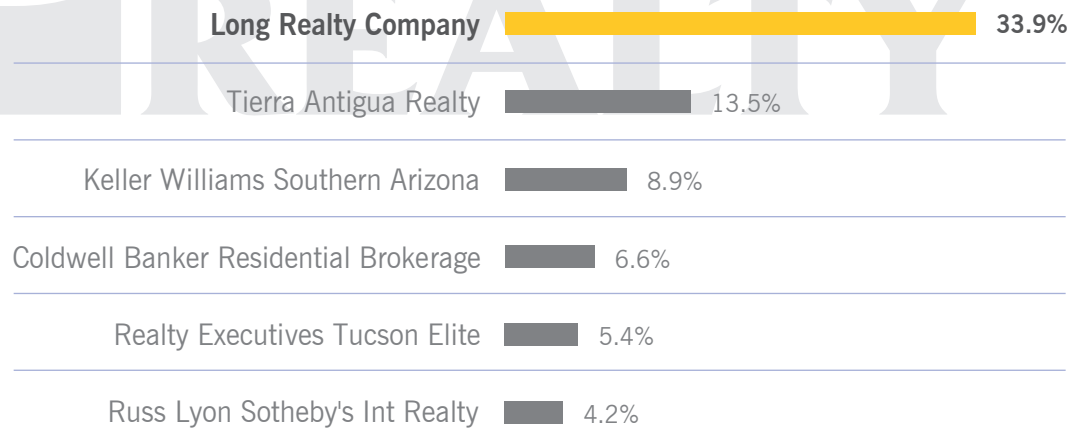
This heat map represents the percentage of change in Tucson metro median sales prices from August 2014-October 2014 to August 2015-October 2015 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market
in successful real estate sales.

Data Obtained 11/04/2015 from
TARMLS using BrokerMetrics software
for all closed residential sales volume
between 11/01/2014 – 10/31/2015
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.