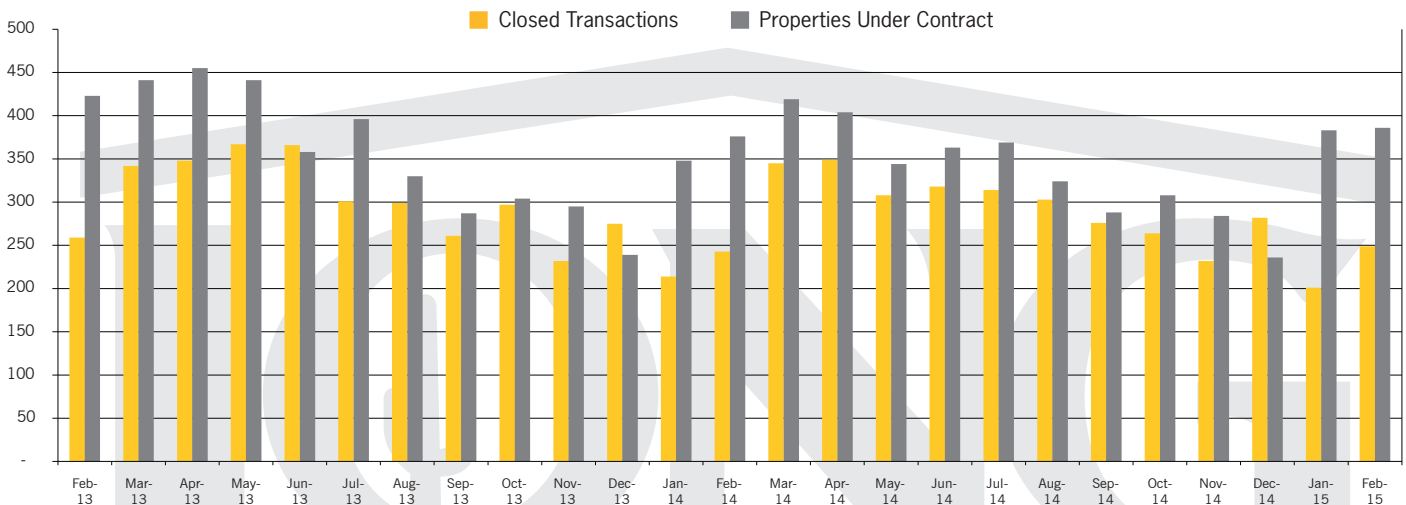




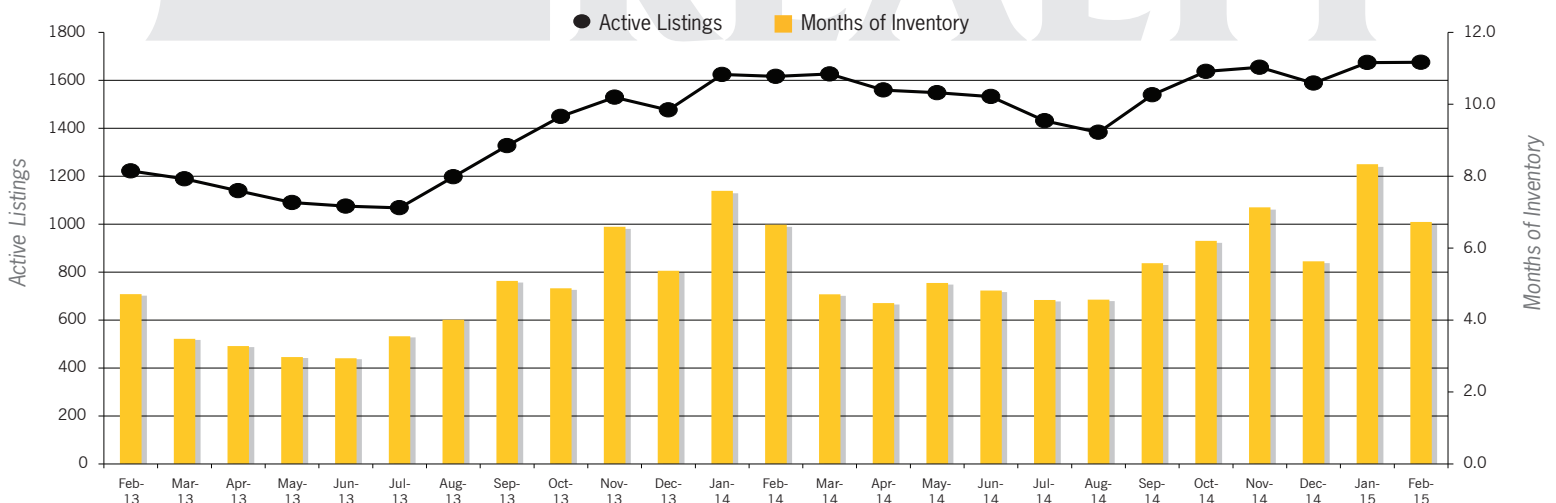
## Tucson Northwest | March 2015

In the Tucson Northwest area, February 2015 active inventory was 1,675, a 4% increase from February 2014. There were 249 closings in February 2015, a 2% increase from February 2014. Year-to-date 2015 there were 450 closings, a 2% decrease from year-to-date 2014. Months of Inventory was 6.7, virtually unchanged from February 2014. Median price of sold homes was \$215,000 for the month of February 2015, up 5% from February 2014. The Tucson Northwest area had 386 new properties under contract in February 2015, up 3% from February 2014.

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



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

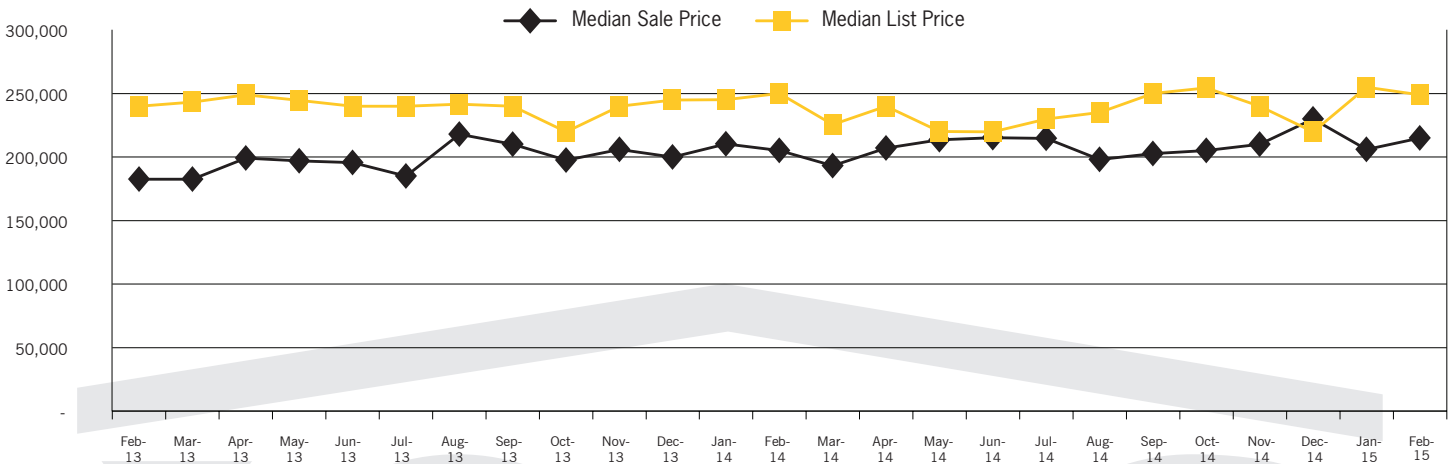


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 03/04/2015 is believed to be reliable, but not guaranteed.



Tucson Northwest | March 2015

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

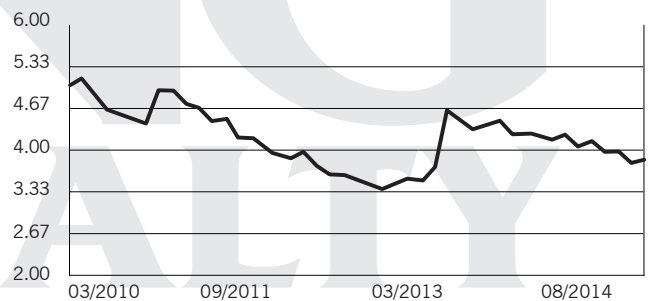


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2014	\$205,000	4.250%	\$958.05
2015	\$215,000	3.750%	\$945.91

## 30 YEAR FIXED MORTGAGE RATE

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

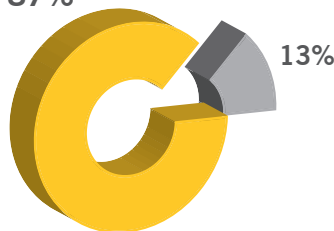


Source: Bankrate.com

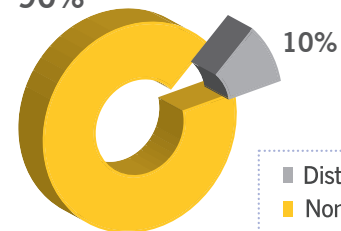
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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  
90%



■ Distressed  
■ Non-Distressed



# The Housing Report

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Tucson Northwest | March 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
		Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15			
\$1 - 49,999	12	2	2	3	5	6	2	6.0	2.5	Seller
\$50,000 - 74,999	16	7	0	1	1	3	3	5.3	7.3	Slightly Buyer
\$75,000 - 99,999	18	6	5	0	3	3	5	3.6	5.7	Balanced
\$100,000 - 124,999	29	14	13	19	14	13	10	2.9	2.7	Seller
\$125,000 - 149,999	57	26	31	21	23	21	26	2.2	2.6	Seller
\$150,000 - 174,999	126	43	52	43	36	29	36	3.5	4.0	Seller
\$175,000 - 199,999	168	45	26	26	37	25	23	7.3	6.1	Balanced
\$200,000 - 224,999	108	30	28	18	20	24	32	3.4	4.4	Slightly Seller
\$225,000 - 249,999	183	31	29	20	24	15	26	7.0	7.9	Slightly Buyer
\$250,000 - 274,999	131	14	23	18	29	22	17	7.7	5.5	Balanced
\$275,000 - 299,999	144	19	20	12	20	12	16	9.0	8.1	Slightly Buyer
\$300,000 - 349,999	161	16	16	21	30	13	14	11.5	8.8	Buyer
\$350,000 - 399,999	116	14	10	10	18	6	11	10.5	9.4	Buyer
\$400,000 - 499,999	135	9	9	11	17	8	7	19.3	12.1	Buyer
\$500,000 - 599,999	86	6	3	7	8	5	10	8.6	10.7	Buyer
\$600,000 - 699,999	54	2	7	1	2	4	5	10.8	13.4	Buyer
\$700,000 - 799,999	40	3	3	2	0	1	4	10.0	23.4	Buyer
\$800,000 - 899,999	11	2	0	1	2	0	0	n/a	17.0	Buyer
\$900,000 - 999,999	14	0	1	0	0	2	0	n/a	17.5	Buyer
\$1,000,000 - and over	64	2	1	1	3	0	2	32.0	35.2	Buyer
<b>TOTAL</b>	<b>1,673</b>	<b>291</b>	<b>279</b>	<b>235</b>	<b>292</b>	<b>212</b>	<b>249</b>	<b>6.7</b>	<b>6.6</b>	<b>Slightly Buyer</b>

				
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 03/04/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2014 - 02/28/2015. Information is believed to be reliable, but not guaranteed.

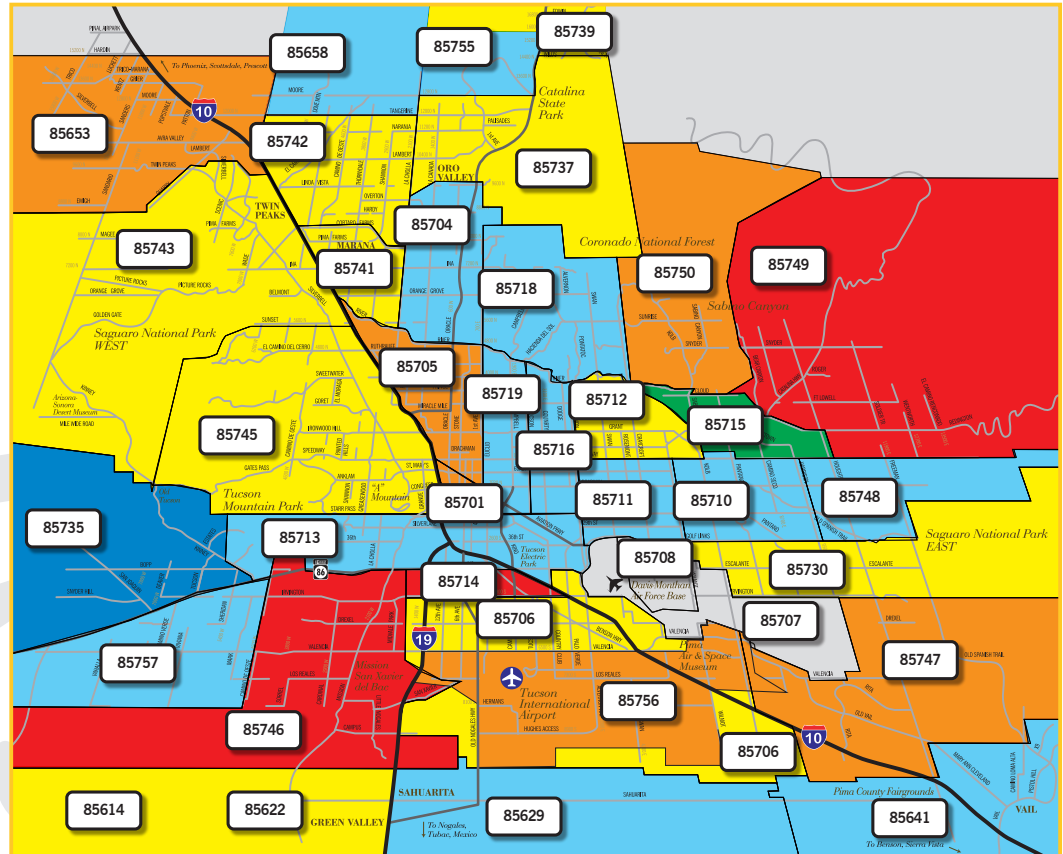
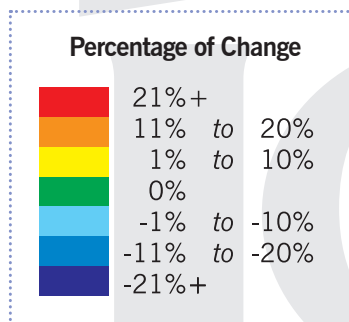


Tucson Northwest | March 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2013-FEB 2014 TO  
DEC 2014-FEB 2015

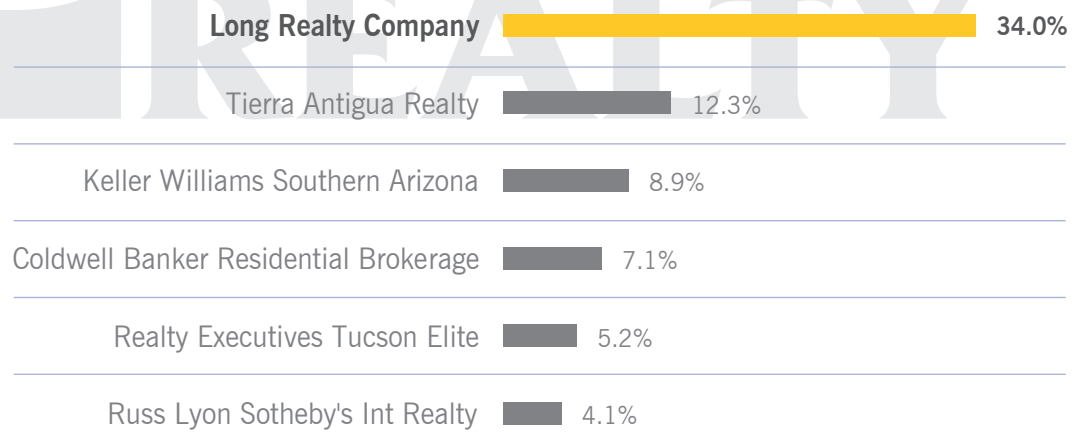
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2013-February 2014 to December 2014-February 2015 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

*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 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.