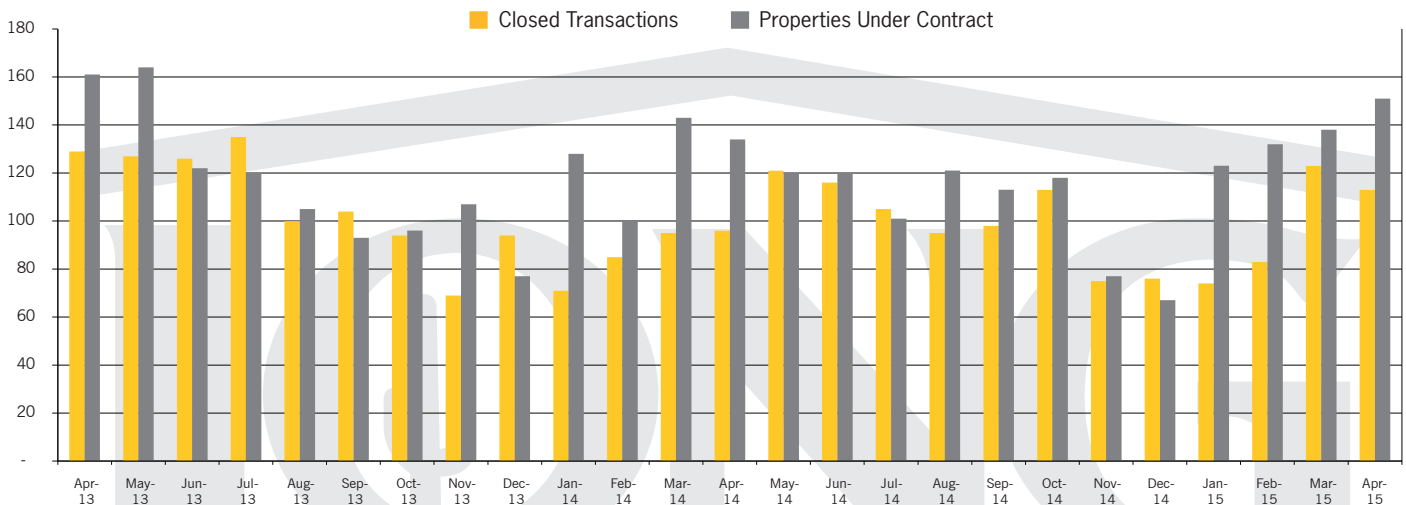




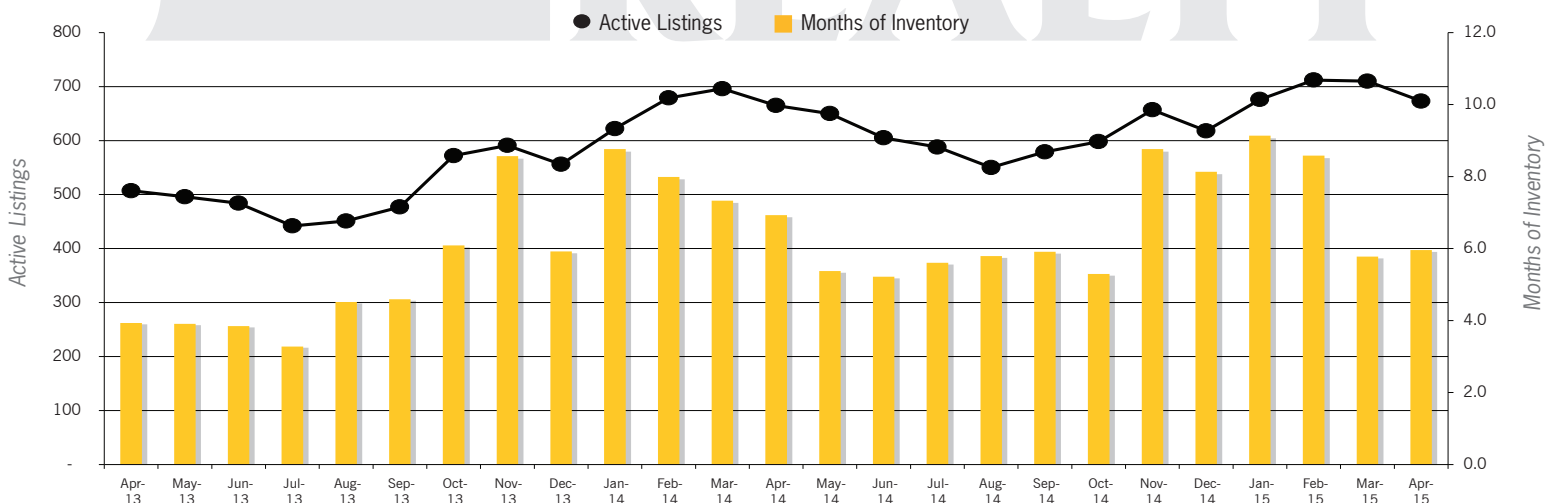
## Tucson North | May 2015

In the Tucson North area, April 2015 active inventory was 673, a 1% increase from April 2014. There were 113 closings in April 2015, an 18% increase from April 2014. Year-to-date 2015 there were 393 closings, a 13% increase from year-to-date 2014. Months of Inventory was 6.0, down from 6.9 in April 2014. Median price of sold homes was \$345,000 for the month of April 2015, up 9% from April 2014. The Tucson North area had 151 new properties under contract in April 2015, up 13% from April 2014.

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



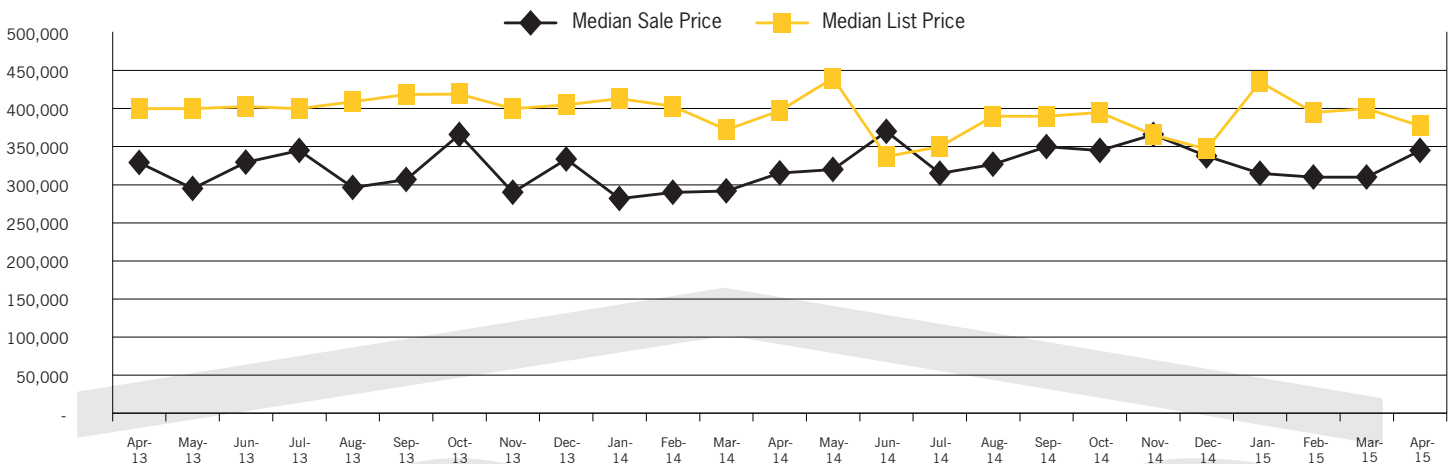
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH





Tucson North | May 2015

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

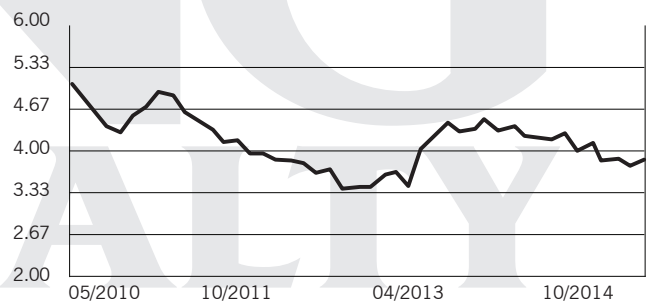


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2014	\$315,500	4.250%	\$1,474.47
2015	\$345,000	3.675%	\$1,503.95

## 30 YEAR FIXED MORTGAGE RATE

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



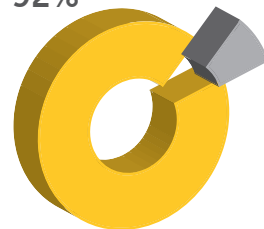
Source: Bankrate.com

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

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

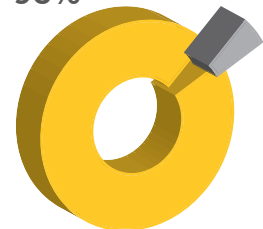
92%



8%

2015 Year to Date

95%



■ Distressed  
■ Non-Distressed



# The Housing Report

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Tucson North | May 2015

## MARKET CONDITIONS BY PRICE BAND – TUCSON NORTH

	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	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	4	2	0	2	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	8	1	4	3	3	2	1	8.0	4.5	Slightly Seller
\$100,000 - 124,999	23	4	2	6	3	1	6	3.8	7.0	Slightly Buyer
\$125,000 - 149,999	34	6	2	4	5	6	9	3.8	5.6	Balanced
\$150,000 - 174,999	33	6	5	4	8	8	8	4.1	4.5	Slightly Seller
\$175,000 - 199,999	24	2	1	3	4	8	5	4.8	4.2	Slightly Seller
\$200,000 - 224,999	6	1	4	1	5	7	2	3.0	1.8	Seller
\$225,000 - 249,999	15	1	7	2	5	6	4	3.8	3.1	Seller
\$250,000 - 274,999	25	3	8	5	8	10	9	2.8	2.9	Seller
\$275,000 - 299,999	34	5	4	7	4	11	8	4.3	4.4	Slightly Seller
\$300,000 - 349,999	51	5	10	9	7	15	5	10.2	5.1	Balanced
\$350,000 - 399,999	42	9	6	10	3	11	11	3.8	6.2	Balanced
\$400,000 - 499,999	84	12	6	7	13	17	14	6.0	5.4	Balanced
\$500,000 - 599,999	59	4	7	6	9	4	10	5.9	7.7	Slightly Buyer
\$600,000 - 699,999	61	3	7	2	3	9	9	6.8	8.6	Buyer
\$700,000 - 799,999	33	3	4	3	1	3	3	11.0	16.0	Buyer
\$800,000 - 899,999	26	3	0	0	0	2	4	6.5	14.7	Buyer
\$900,000 - 999,999	13	0	0	1	3	3	1	13.0	7.1	Slightly Buyer
\$1,000,000 - and over	98	7	3	1	3	2	4	24.5	34.0	Buyer
<b>TOTAL</b>	<b>673</b>	<b>77</b>	<b>80</b>	<b>76</b>	<b>87</b>	<b>125</b>	<b>113</b>	<b>6.0</b>	<b>6.4</b>	<b>Balanced</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 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.



# The Housing Report

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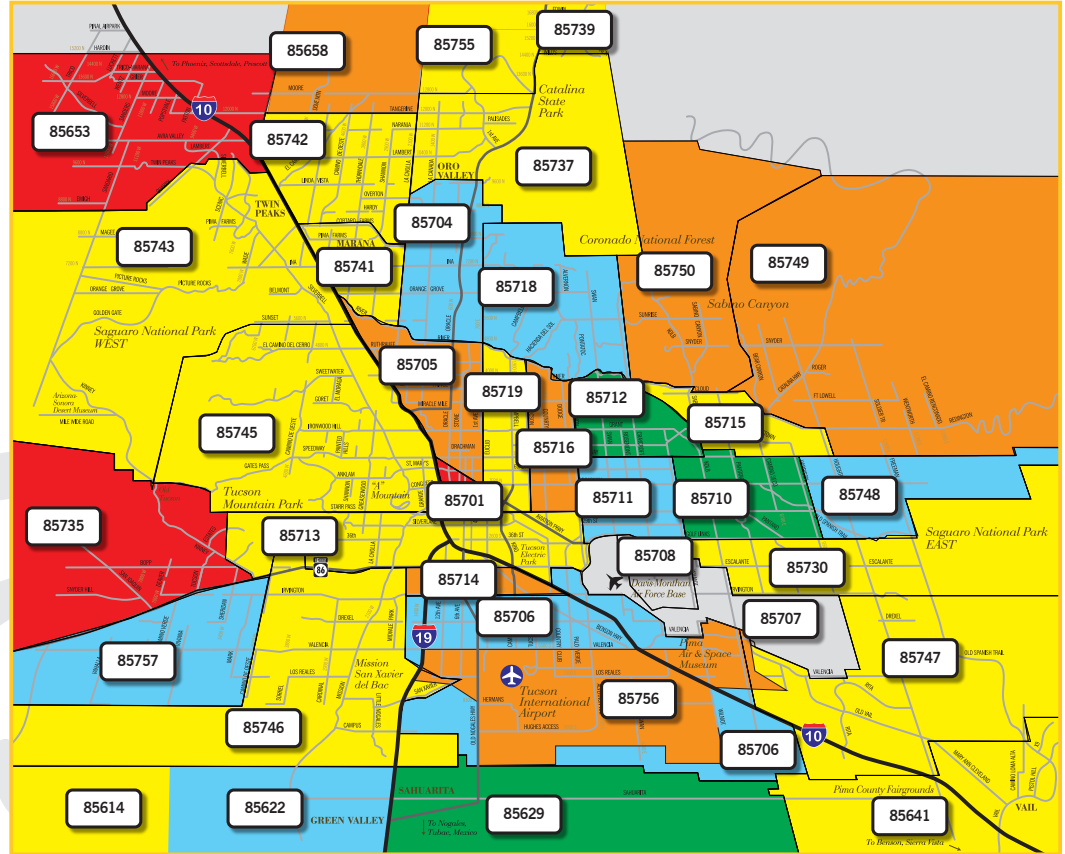
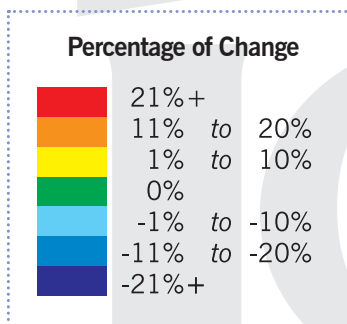


Tucson North | May 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2014-APR 2014 TO  
FEB 2015-APR 2015

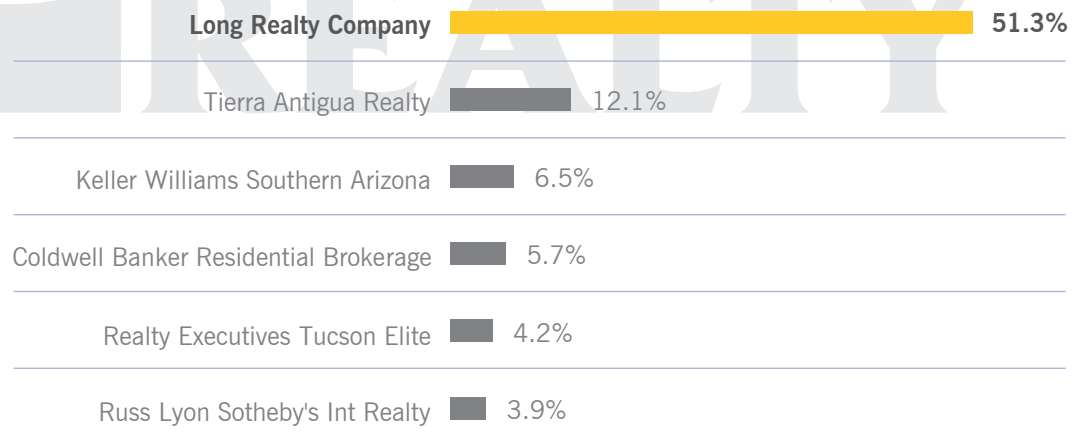
*This heat map represents the percentage of change in Tucson metro median sales prices from February 2014-April 2014 to February 2015-April 2015 by zip code.*



## MARKET SHARE – TUCSON NORTH

*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 North Housing Report is comprised of data for residential properties in the North area of Tucson as defined by TARMLS including the Catalina Foothills area. 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.*