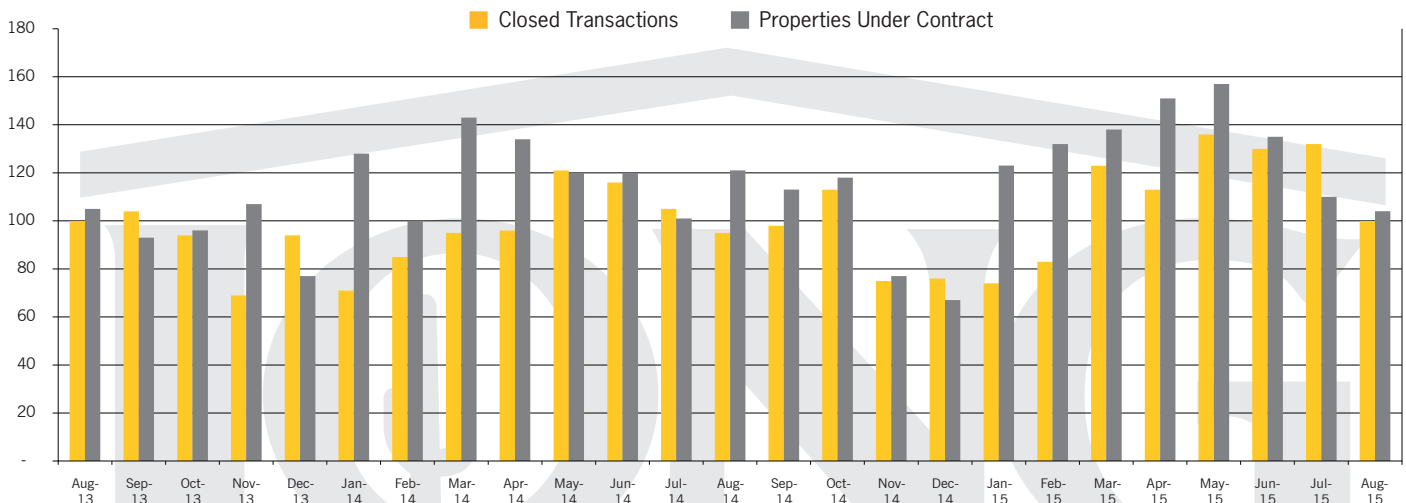




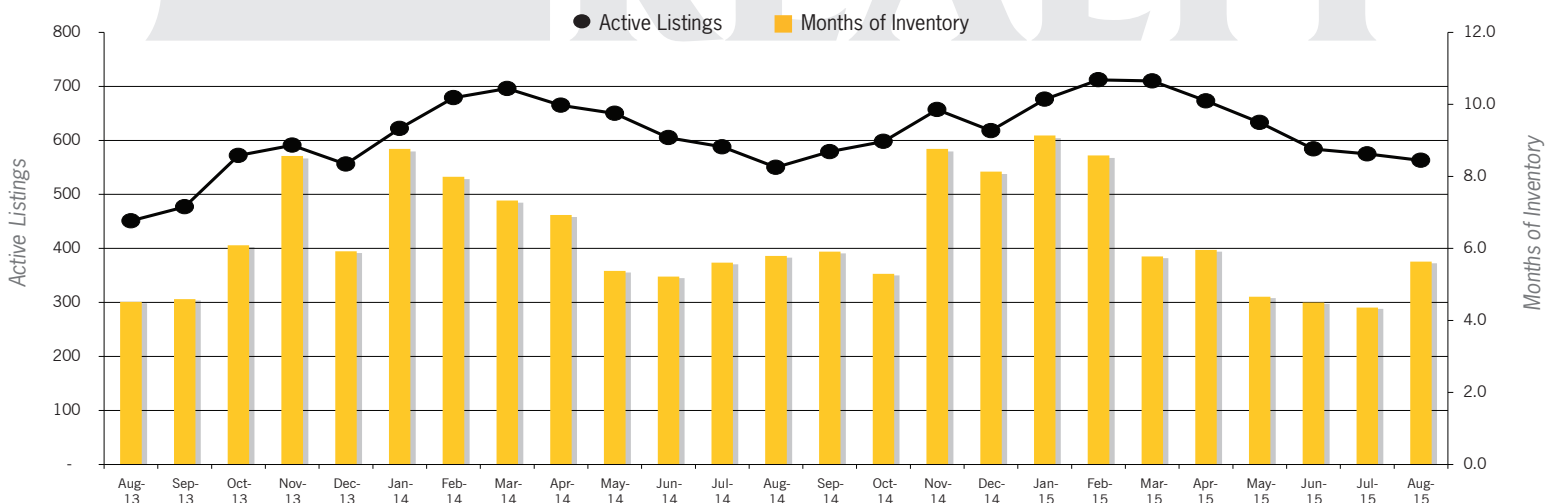
Tucson North | September 2015

In the Tucson North area, August 2015 active inventory was 563, a 2% increase from August 2014. There were 100 closings in August 2015, a 5% increase from August 2014. Year-to-date 2015 there were 917 closings, a 12% increase from year-to-date 2014. Months of Inventory was 5.6, down from 5.8 in August 2014. Median price of sold homes was \$352,250 for the month of August 2015, up 8% from August 2014. The Tucson North area had 104 new properties under contract in August 2015, down 14% from August 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



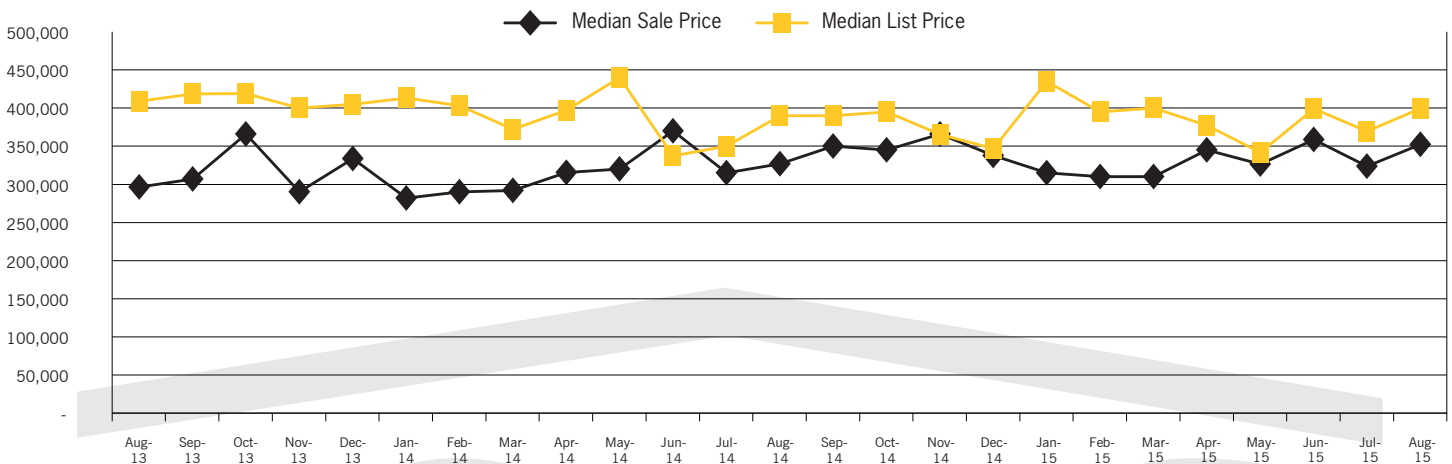
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH





Tucson North | September 2015

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

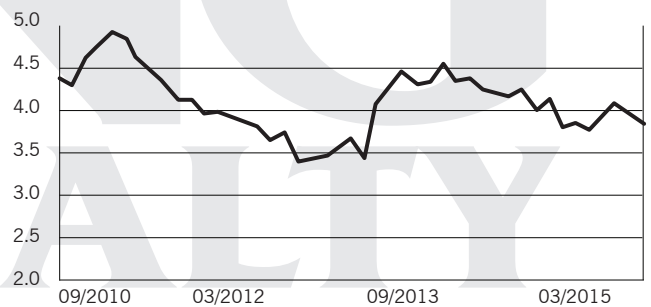


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2014	\$327,000	4.125%	\$1,505.56
2015	\$352,250	4.000%	\$1,597.61

30 YEAR FIXED MORTGAGE RATE

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



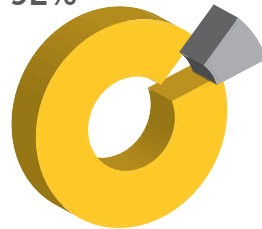
Source: Bankrate.com

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

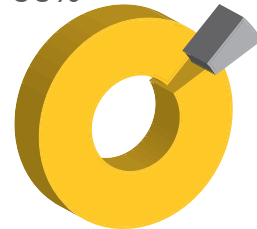
92%



8%

2015 Year to Date

95%



■ Distressed
■ Non-Distressed



The Housing Report

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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
		Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	0	1	2	1	0	n/a	2.0	Seller
\$75,000 - 99,999	8	2	2	2	3	7	3	2.7	2.0	Seller
\$100,000 - 124,999	17	1	6	8	5	5	2	8.5	4.2	Slightly Seller
\$125,000 - 149,999	31	6	10	11	9	7	10	3.1	3.6	Seller
\$150,000 - 174,999	22	8	8	13	12	14	5	4.4	2.1	Seller
\$175,000 - 199,999	19	8	5	0	2	4	2	9.5	5.9	Balanced
\$200,000 - 224,999	5	7	2	9	1	4	3	1.7	2.1	Seller
\$225,000 - 249,999	17	6	4	7	6	4	4	4.3	3.6	Seller
\$250,000 - 274,999	28	10	9	8	10	8	3	9.3	3.7	Seller
\$275,000 - 299,999	28	11	8	6	6	4	5	5.6	5.9	Balanced
\$300,000 - 349,999	43	15	6	10	11	17	11	3.9	3.6	Seller
\$350,000 - 399,999	35	11	12	14	10	12	13	2.7	3.3	Seller
\$400,000 - 499,999	70	17	14	17	15	19	14	5.0	4.7	Slightly Seller
\$500,000 - 599,999	54	4	10	13	17	8	12	4.5	4.2	Slightly Seller
\$600,000 - 699,999	40	9	10	5	10	9	1	40.0	6.3	Balanced
\$700,000 - 799,999	30	3	3	6	7	6	5	6.0	4.8	Slightly Seller
\$800,000 - 899,999	19	2	4	3	2	1	3	6.3	9.8	Buyer
\$900,000 - 999,999	22	3	1	4	4	0	1	22.0	12.2	Buyer
\$1,000,000 - and over	73	2	4	3	2	6	3	24.3	21.1	Buyer
TOTAL	563	125	118	140	134	136	100	5.6	4.7	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 09/03/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2015 - 08/31/2015. Information is believed to be reliable, but not guaranteed.

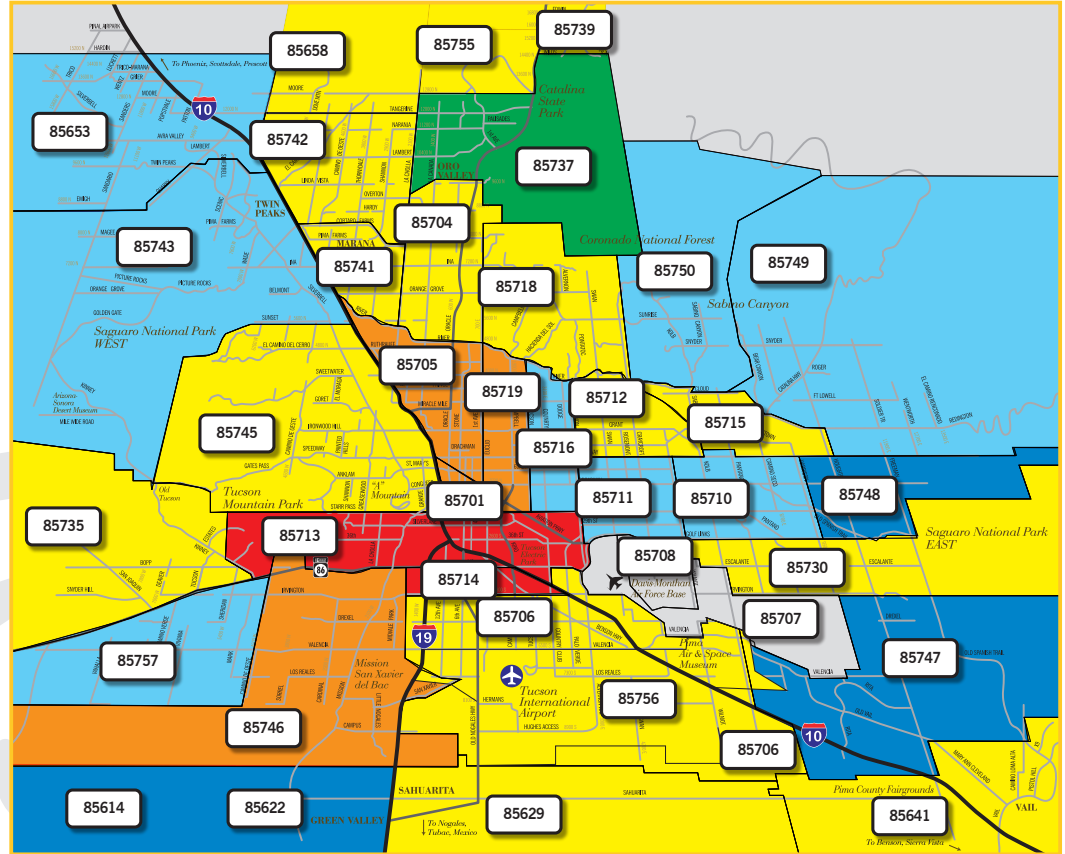
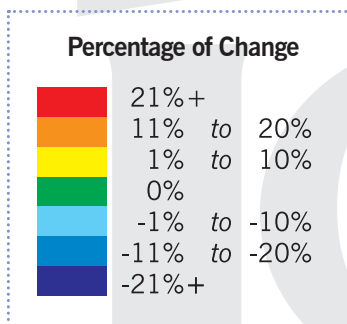


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2014-AUG 2014 TO
JUN 2015-AUG 2015

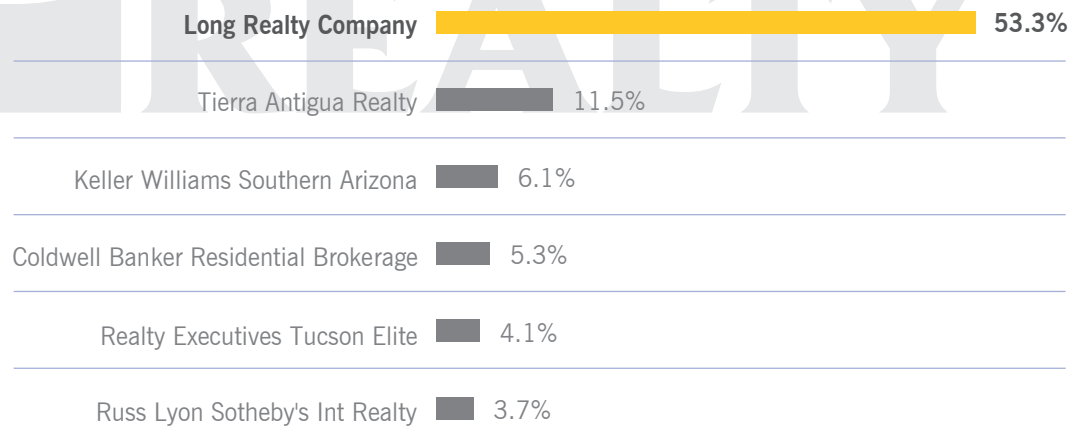
This heat map represents the percentage of change in Tucson metro median sales prices from June 2014-August 2014 to June 2015-August 2015 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 09/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 09/01/2014 – 08/31/2015 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.