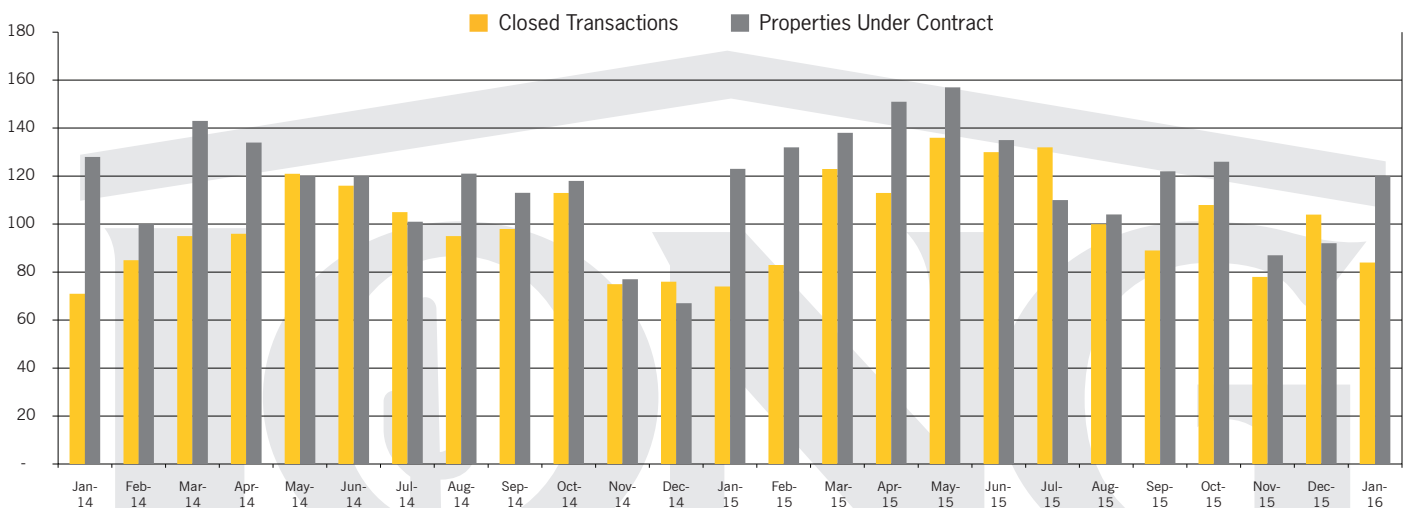




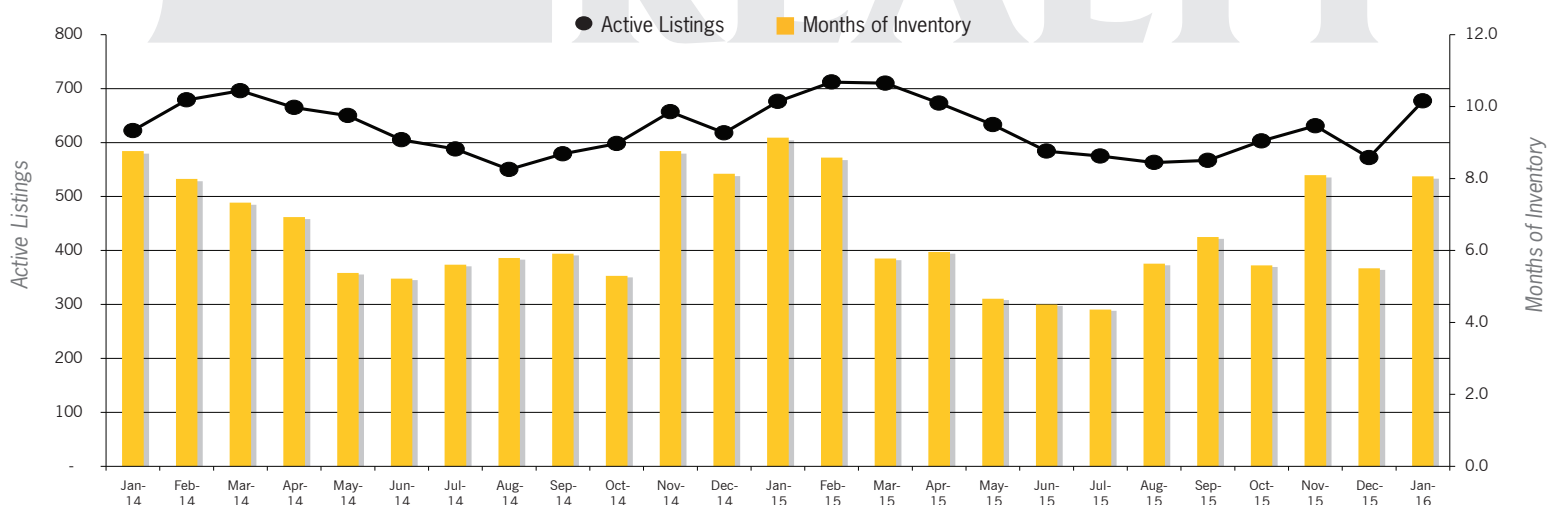
## Tucson North | February 2016

In the Tucson North area, January 2016 active inventory was 677, virtually unchanged from January 2015. There were 84 closings in January 2016, a 14% increase from January 2015. Months of Inventory was 8.1, down from 9.1 in January 2015. Median price of sold homes was \$310,250 for the month of January 2016, down 2% from January 2015. The Tucson North area had 120 new properties under contract in January 2016, down 2% from January 2015.

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



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

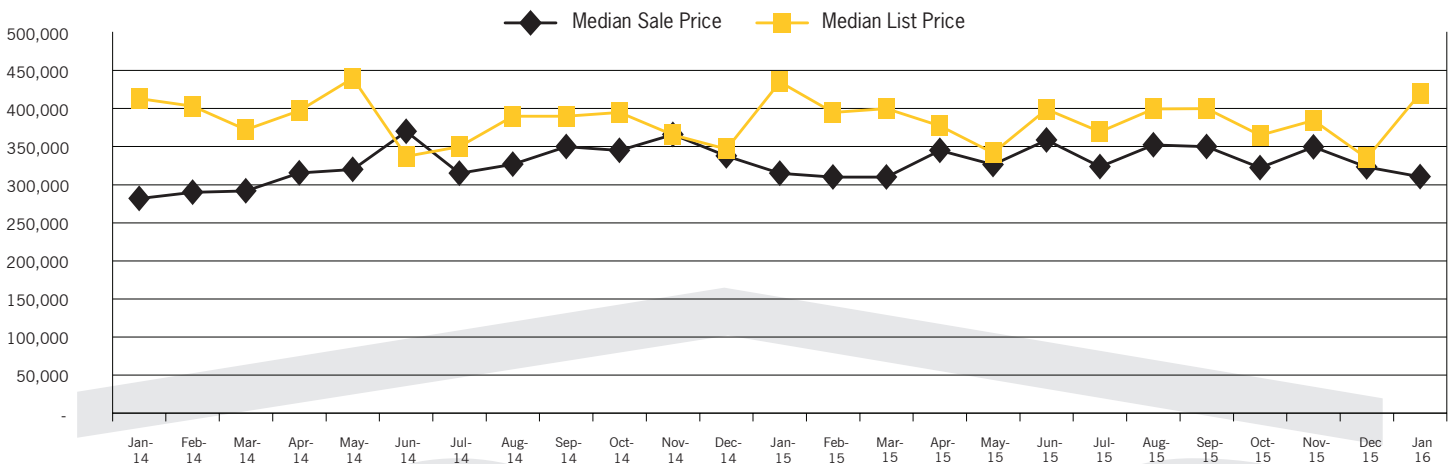


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 02/03/2016 is believed to be reliable, but not guaranteed.



Tucson North | February 2016

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

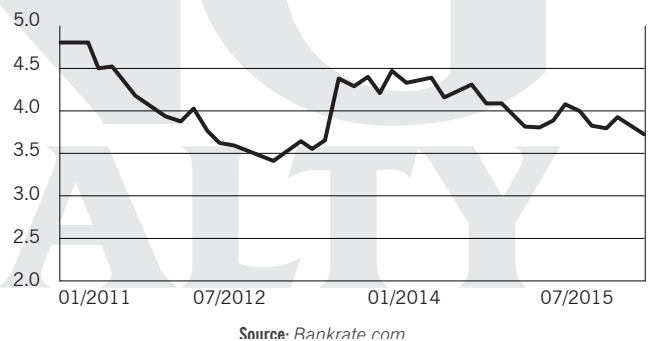


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2015	\$315,125	3.660%	\$1,371.18
2016	\$310,250	3.730%	\$1,361.63

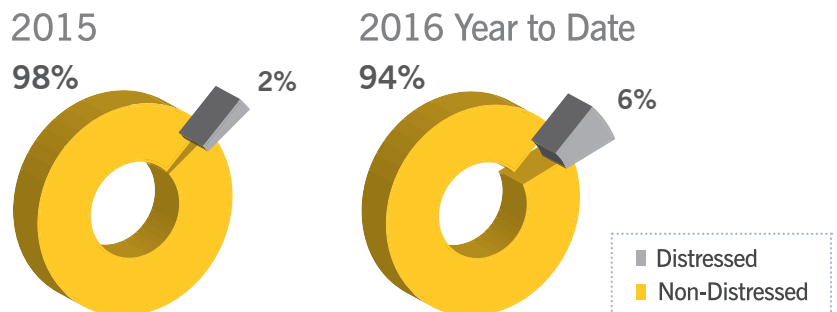
## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2011 levels.



## 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.





Tucson North | February 2016

## 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
		Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	0	0	0	3	1	2.0	0.8	Seller
\$75,000 - 99,999	8	3	4	4	4	2	3	2.7	2.1	Seller
\$100,000 - 124,999	21	2	4	5	5	3	5	4.2	4.5	Slightly Seller
\$125,000 - 149,999	43	10	5	5	5	10	0	n/a	7.9	Slightly Buyer
\$150,000 - 174,999	33	5	3	5	2	7	6	5.5	5.5	Balanced
\$175,000 - 199,999	16	2	7	9	4	6	4	4.0	3.9	Seller
\$200,000 - 224,999	9	3	0	4	2	6	9	1.0	1.6	Seller
\$225,000 - 249,999	26	4	3	7	5	4	4	6.5	5.3	Balanced
\$250,000 - 274,999	26	3	5	7	4	5	3	8.7	6.2	Balanced
\$275,000 - 299,999	32	5	6	5	5	2	6	5.3	7.2	Slightly Buyer
\$300,000 - 349,999	41	11	8	13	8	11	3	13.7	5.5	Balanced
\$350,000 - 399,999	58	13	10	9	11	11	7	8.3	6.0	Balanced
\$400,000 - 499,999	95	14	18	12	6	12	14	6.8	8.2	Slightly Buyer
\$500,000 - 599,999	62	12	7	12	6	10	5	12.4	7.7	Slightly Buyer
\$600,000 - 699,999	41	1	7	4	3	4	4	10.3	12.1	Buyer
\$700,000 - 799,999	24	5	2	4	2	4	3	8.0	7.9	Slightly Buyer
\$800,000 - 899,999	28	3	0	1	2	2	2	14.0	11.3	Buyer
\$900,000 - 999,999	25	1	1	0	2	2	2	12.5	9.5	Buyer
\$1,000,000 - and over	87	3	1	4	2	2	3	29.0	33.3	Buyer
<b>TOTAL</b>	<b>677</b>	<b>100</b>	<b>91</b>	<b>110</b>	<b>78</b>	<b>106</b>	<b>84</b>	<b>8.1</b>	<b>7.0</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 02/03/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2015 - 01/31/2016. Information is believed to be reliable, but not guaranteed.

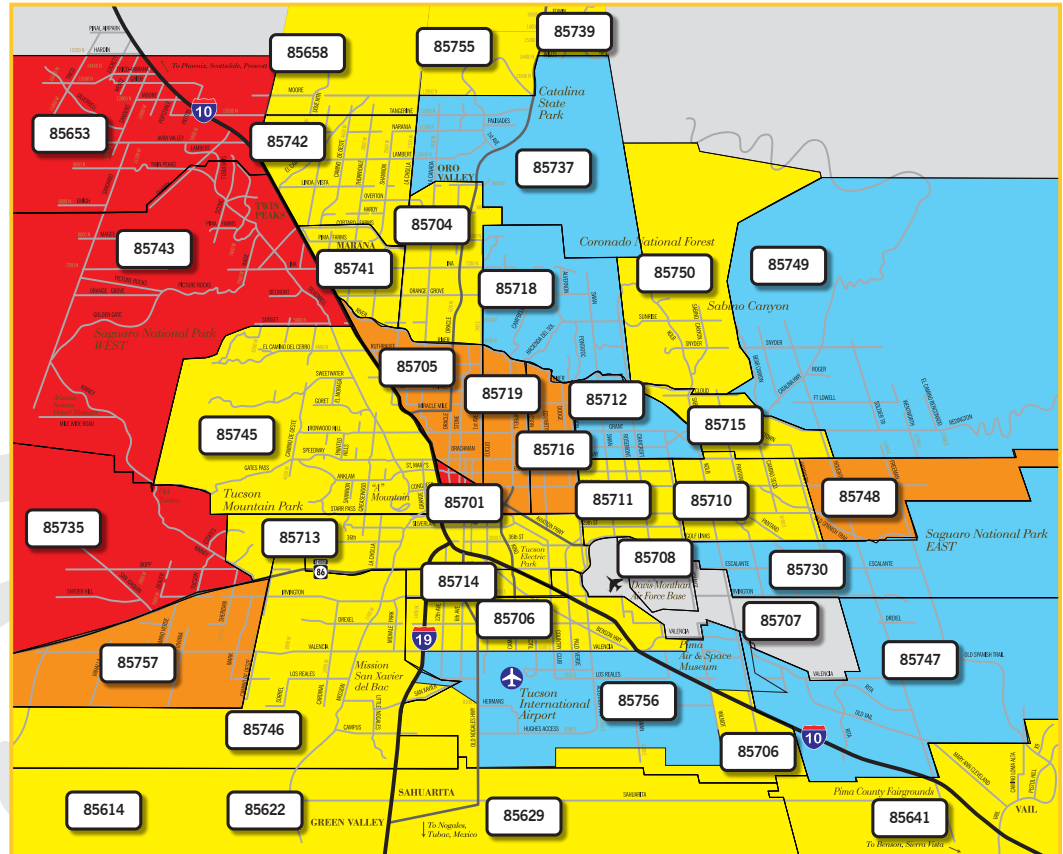
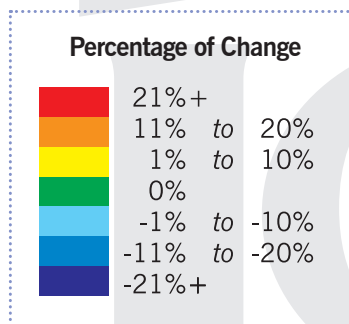


Tucson North | February 2016

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2014-JAN 2015 TO  
NOV 2015-JAN 2016

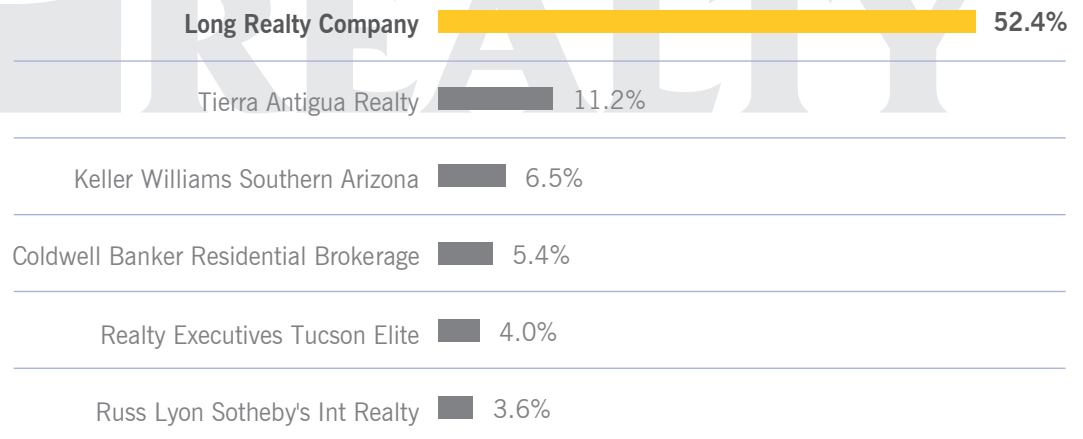
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2014-January 2015 to November 2015-January 2016 by zip code.*



## MARKET SHARE – TUCSON NORTH

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 02/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2015 – 01/31/2016 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.