



# The Housing Report

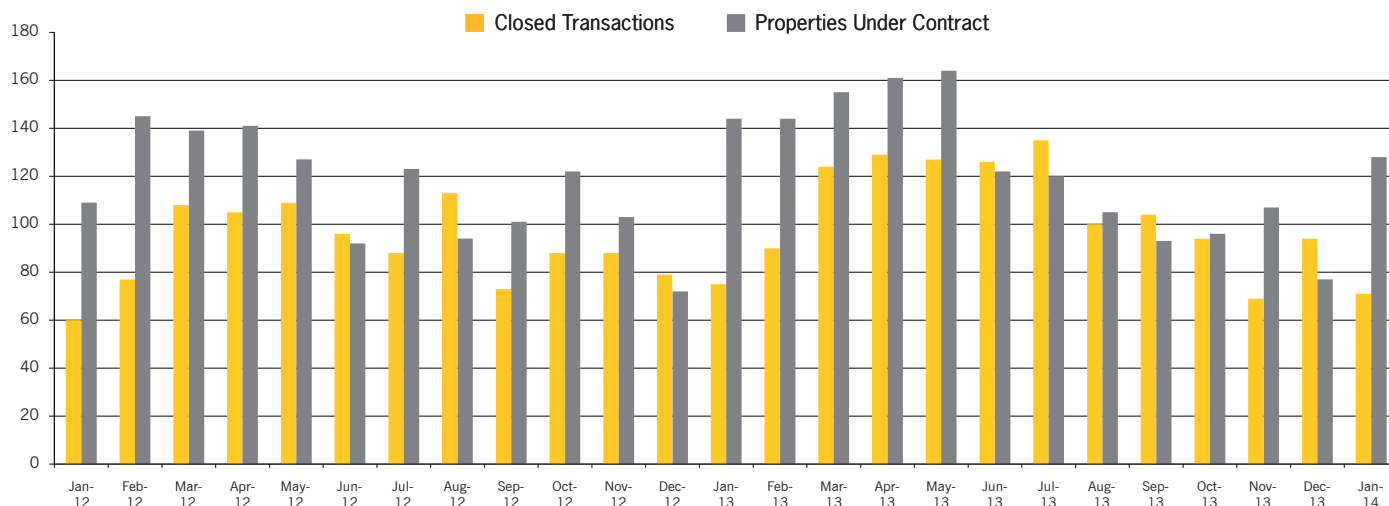


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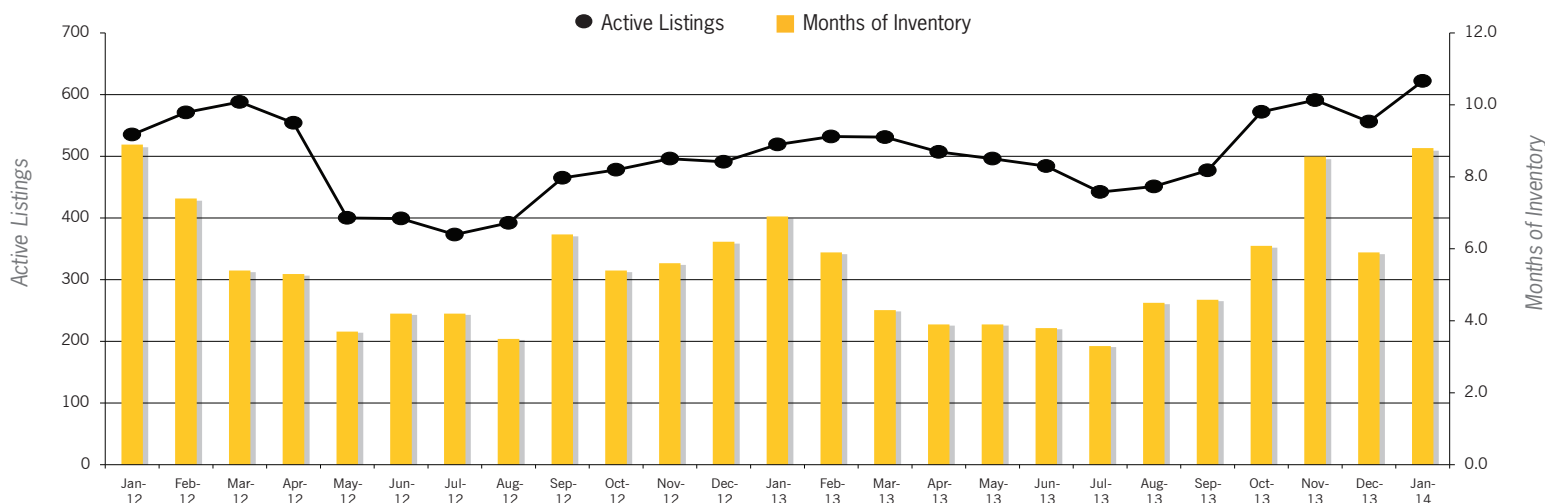
## Tucson North | February 2014

In the Tucson North area, January 2014 active inventory was 622, a 20% increase from January 2013. There were 71 closings in January 2014, a 5% decrease from January 2013. Months of Inventory was 8.8, up from 6.9 in January 2013. Median price of sold homes was \$282,000 for the month of January 2014, down 18% from January 2013. The Tucson North area had 128 new properties under contract in January 2014, down 11% from January 2013.

### 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 02/05/2014 is believed to be reliable, but not guaranteed.



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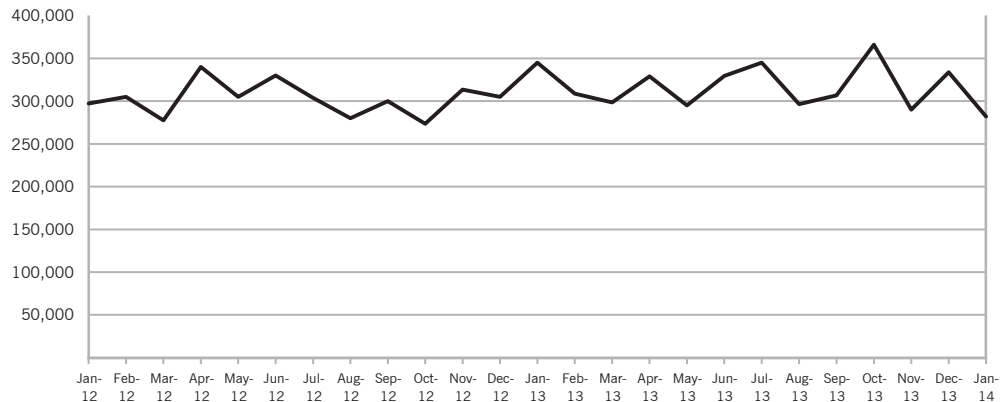


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## MEDIAN PRICE – TUCSON NORTH

*This graph represents the median sold home prices over the past two years.*



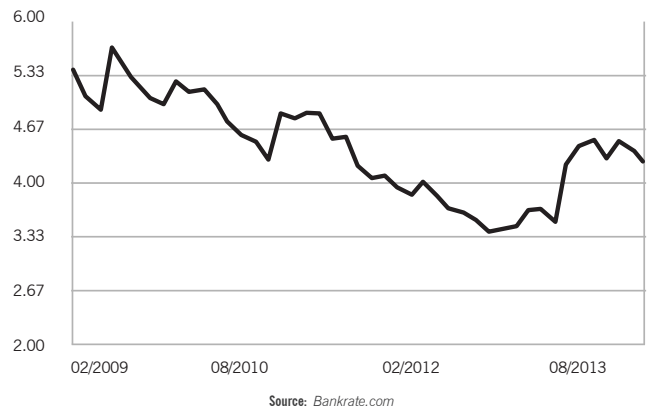
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.14%	\$2,364.64
2013	\$345,000	3.39%	\$1,451.69
2014	\$282,000	4.48%	\$1,354.23

Source: Residential median sales prices. Data obtained 02/05/2014 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

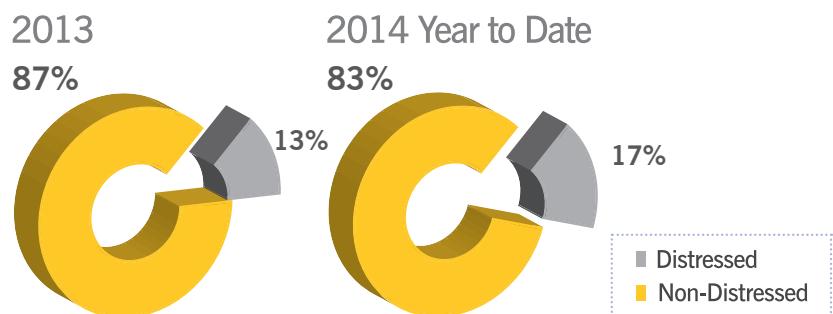
## 30 YEAR FIXED MORTGAGE RATE

*While mortgage rates have increased slightly recently, they are still well below 2009 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.*



Distressed sales and market performance data is based on information obtained from the TARMLS on 02/05/2014. Information is believed to be reliable, but not guaranteed.



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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
		Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	4	2	1	0	3	1	1.0	1.0	Seller
\$75,000 - 99,999	4	1	3	2	2	5	1	4.0	2.0	Seller
\$100,000 - 124,999	20	6	4	5	3	4	7	2.9	4.1	Slightly Seller
\$125,000 - 149,999	29	4	9	3	9	8	8	3.6	3.4	Seller
\$150,000 - 174,999	32	4	5	0	3	3	4	8.0	9.1	Buyer
\$175,000 - 199,999	22	5	4	5	1	3	3	7.3	9.0	Buyer
\$200,000 - 224,999	16	2	3	3	3	1	1	16.0	10.8	Buyer
\$225,000 - 249,999	21	6	8	5	3	6	5	4.2	3.9	Seller
\$250,000 - 274,999	21	11	2	8	3	3	5	4.2	6.1	Balanced
\$275,000 - 299,999	25	9	8	8	10	6	2	12.5	4.5	Slightly Seller
\$300,000 - 349,999	39	13	12	6	1	14	9	4.3	4.3	Slightly Seller
\$350,000 - 399,999	52	8	15	6	9	10	2	26.0	7.3	Slightly Buyer
\$400,000 - 499,999	76	16	13	14	6	12	6	12.7	8.4	Slightly Buyer
\$500,000 - 599,999	54	7	9	13	8	4	7	7.7	8.4	Slightly Buyer
\$600,000 - 699,999	30	2	2	8	1	7	2	15.0	8.8	Buyer
\$700,000 - 799,999	26	1	1	4	1	3	2	13.0	10.5	Buyer
\$800,000 - 899,999	28	2	4	0	3	4	2	14.0	8.6	Buyer
\$900,000 - 999,999	21	2	0	0	3	2	1	21.0	9.0	Buyer
\$1,000,000 - and over	105	0	0	4	1	3	3	35.0	42.6	Buyer
<b>TOTAL</b>	<b>622</b>	<b>103</b>	<b>104</b>	<b>95</b>	<b>70</b>	<b>101</b>	<b>71</b>	<b>8.8</b>	<b>7.3</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 02/05/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2013 - 1/31/2014. Information is believed to be reliable, but not guaranteed.



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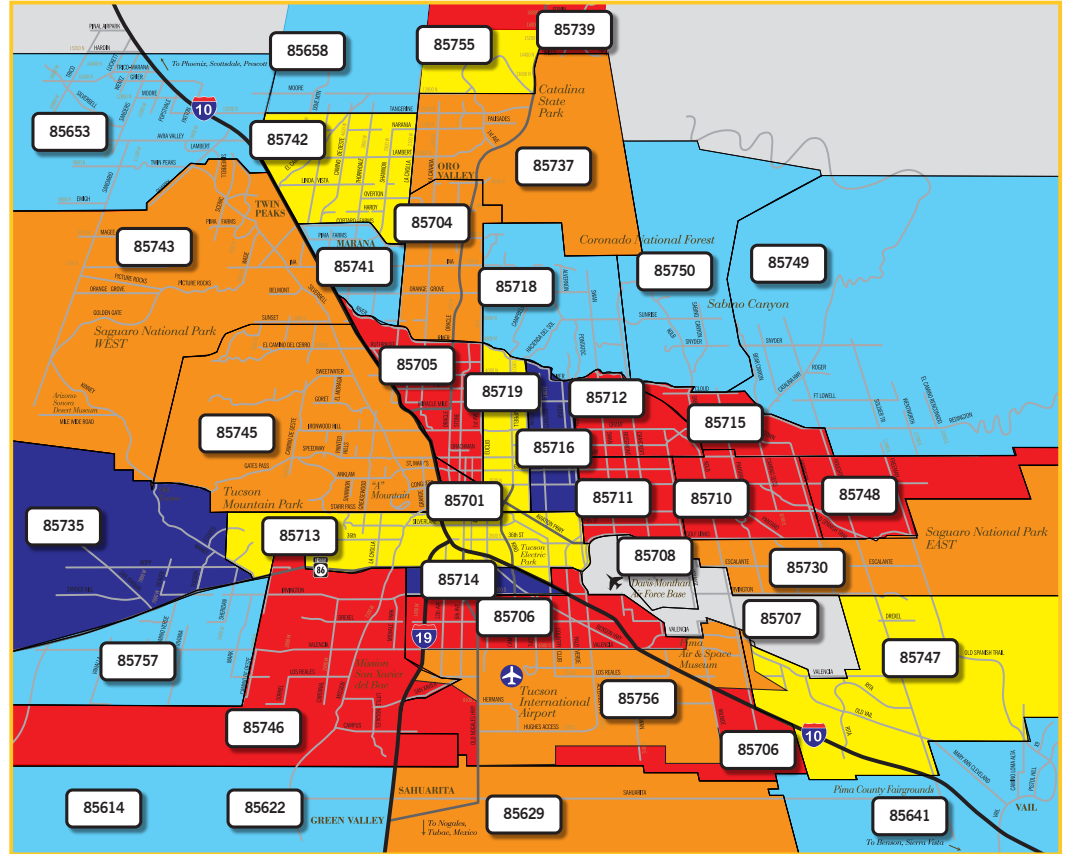
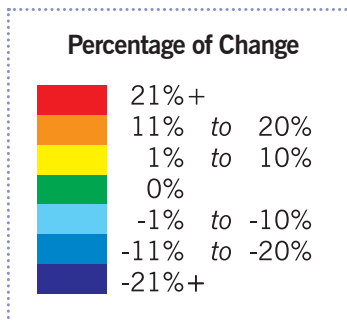
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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JANUARY 2013 TO  
JANUARY 2014

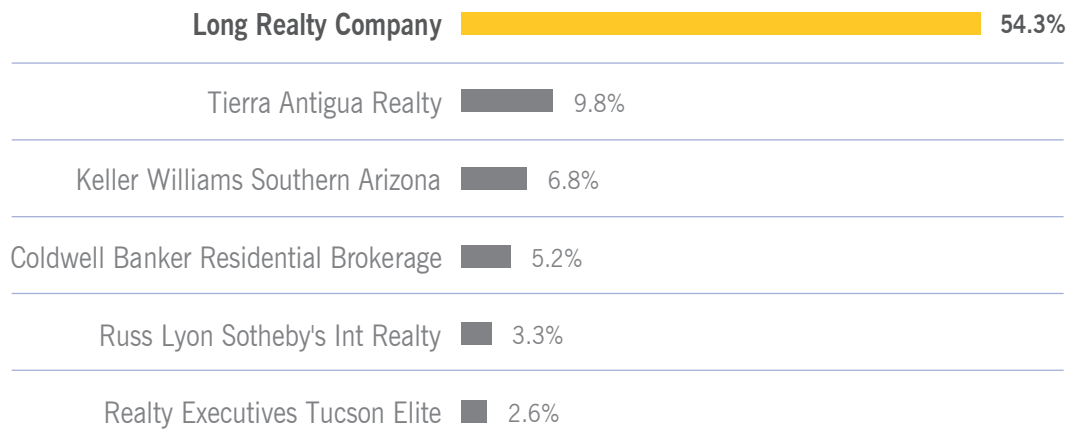
*This heat map represents the percentage of change in Tucson metro median sales prices from January 2013 to January 2014 by zip code.*



## MARKET SHARE – TUCSON NORTH

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

*Data Obtained 02/05/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2013 – 01/31/2014 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 02/05/2014. Information is believed to be reliable, but not guaranteed.*