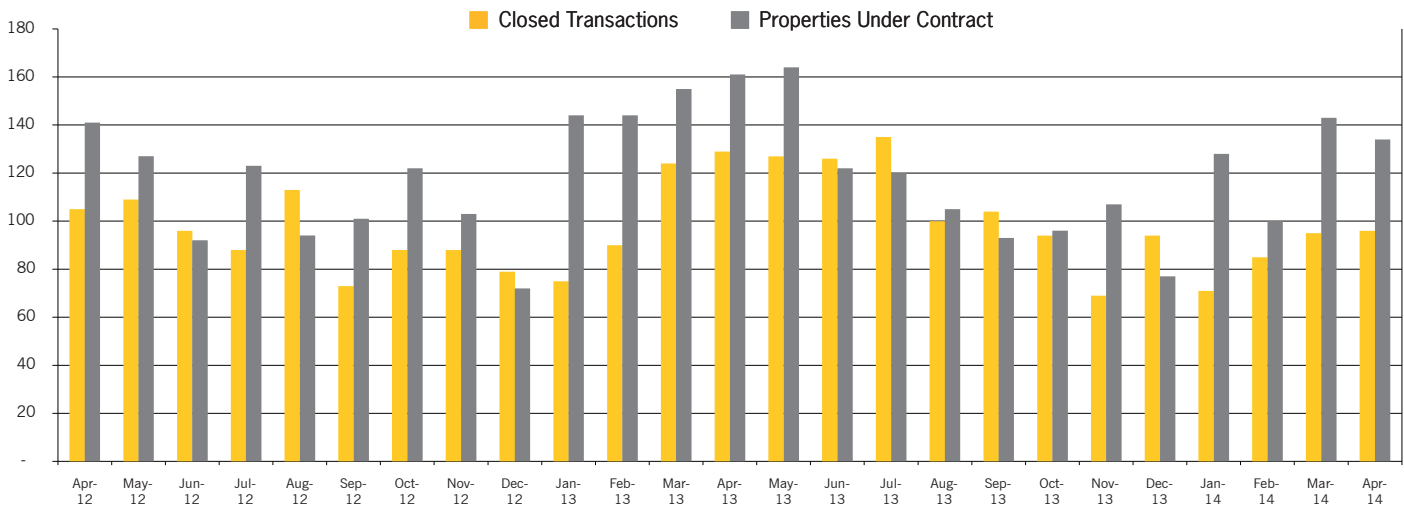




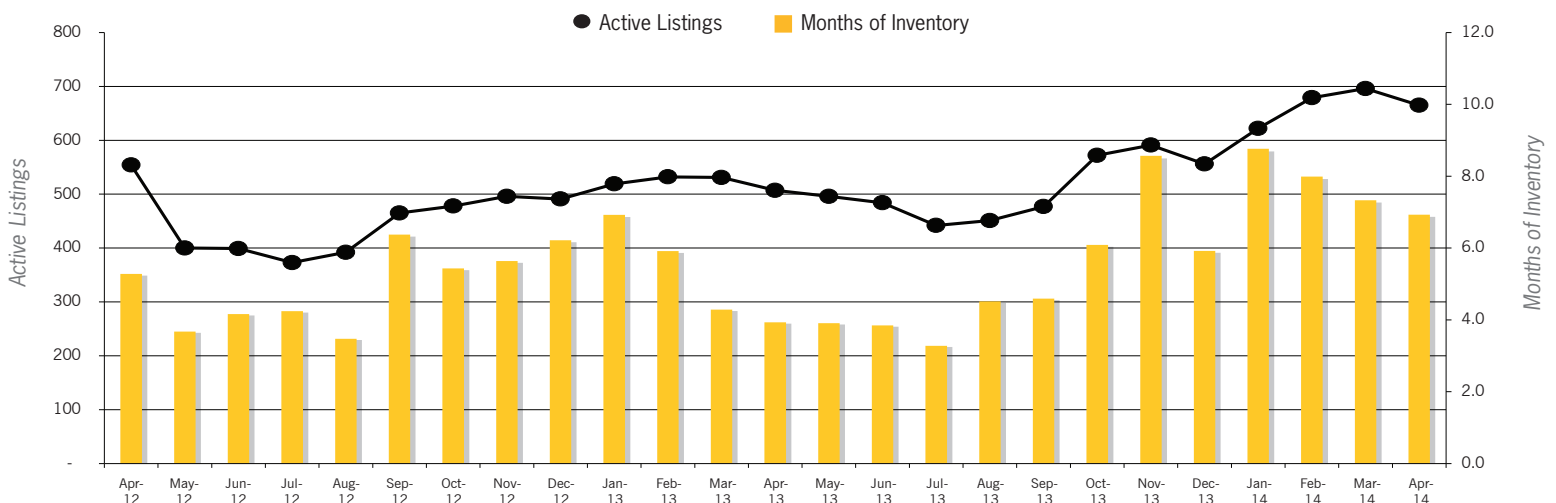
Tucson North | May 2014

In the Tucson North area, April 2014 active inventory was 665, a 31% increase from April 2013. There were 96 closings in April 2014, a 26% decrease from April 2013. Months of Inventory was 6.9, up from 3.9 in April 2013. Median price of sold homes was \$315,500 for the month of April 2014, down 4% from April 2013. The Tucson North area had 134 new properties under contract in April 2014, down 17% from April 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 05/05/2014 is believed to be reliable, but not guaranteed.*



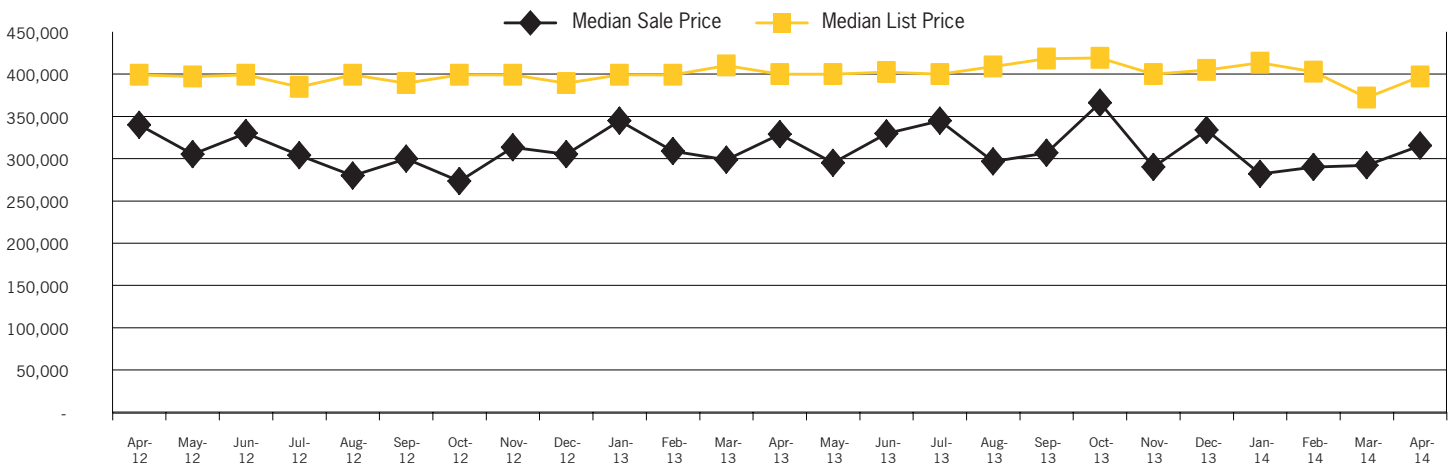
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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



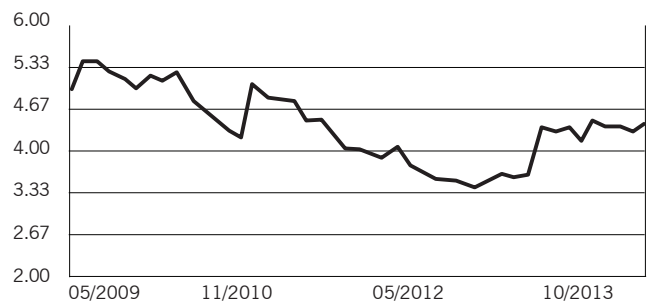
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2013	\$329,000	3.500%	\$1,403.49
2014	\$315,500	4.375%	\$1,496.48

Source: Residential median sales prices. Data obtained 05/05/2014 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.

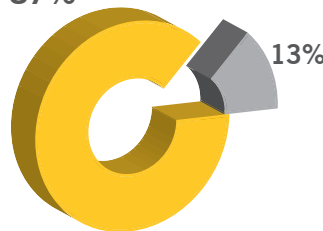


Source: Bankrate.com

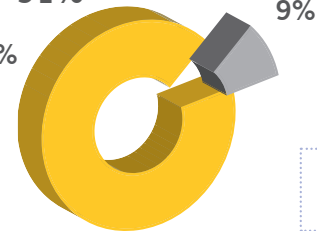
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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.

2013
87%



2014 Year to Date
91%



■ Distressed
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the TARMLS on 05/05/2014. 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
		Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	0	3	1	1	2	0	n/a	3.0	Seller
\$75,000 - 99,999	6	2	5	1	0	8	6	1.0	1.6	Seller
\$100,000 - 124,999	14	3	4	7	5	2	4	3.5	4.7	Slightly Seller
\$125,000 - 149,999	20	9	8	8	6	7	9	2.2	3.4	Seller
\$150,000 - 174,999	23	3	3	4	4	8	3	7.7	4.6	Slightly Seller
\$175,000 - 199,999	28	1	3	3	5	5	4	7.0	5.5	Balanced
\$200,000 - 224,999	11	3	1	1	8	1	4	2.8	2.5	Seller
\$225,000 - 249,999	17	3	6	6	5	8	7	2.4	3.1	Seller
\$250,000 - 274,999	20	3	3	7	5	4	5	4.0	4.0	Seller
\$275,000 - 299,999	26	10	6	2	8	5	5	5.2	4.9	Slightly Seller
\$300,000 - 349,999	64	1	14	9	4	6	7	9.1	10.6	Buyer
\$350,000 - 399,999	68	9	10	2	11	11	8	8.5	6.2	Balanced
\$400,000 - 499,999	79	6	12	7	13	9	12	6.6	7.4	Slightly Buyer
\$500,000 - 599,999	63	8	4	7	4	11	6	10.5	9.2	Buyer
\$600,000 - 699,999	39	1	7	1	4	6	8	4.9	6.4	Balanced
\$700,000 - 799,999	38	1	3	3	3	1	6	6.3	11.0	Buyer
\$800,000 - 899,999	23	3	4	2	0	1	1	23.0	39.5	Buyer
\$900,000 - 999,999	23	3	2	1	1	2	1	23.0	15.8	Buyer
\$1,000,000 - and over	100	1	3	3	3	4	0	n/a	45.7	Buyer
TOTAL	665	70	101	75	90	101	96	6.9	7.1	Slightly Buyer

				
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 05/05/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2014 - 4/30/2014. Information is believed to be reliable, but not guaranteed.



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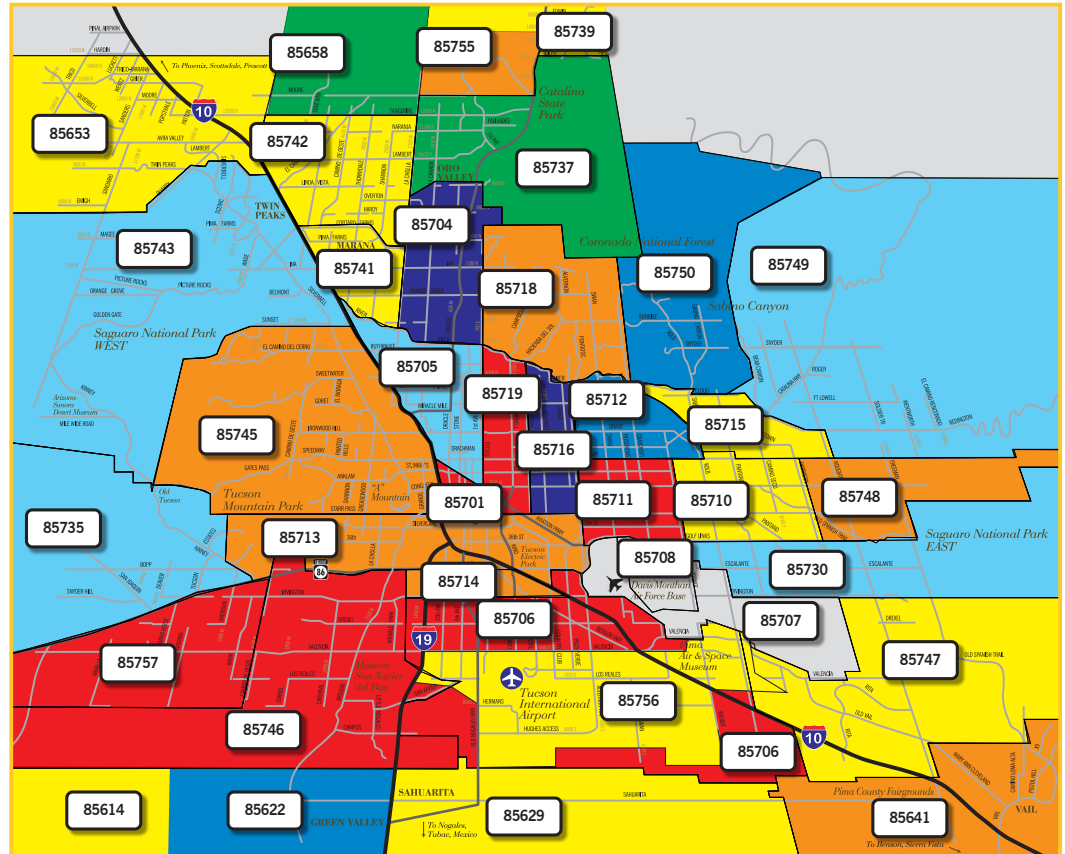
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APRIL 2013 TO
APRIL 2014

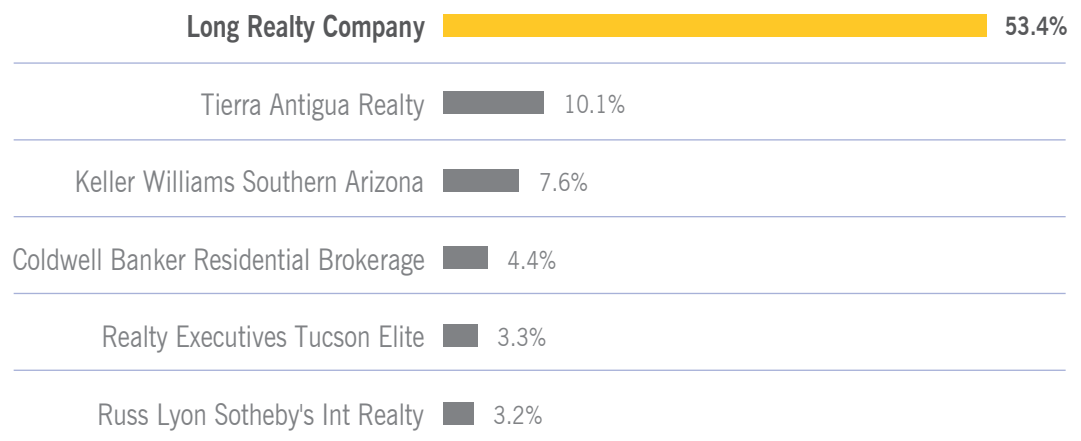
This heat map represents the percentage of change in Tucson metro median sales prices from April 2013 to April 2014 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 05/01/2013 – 04/30/2014 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 05/05/2014. Information is believed to be reliable, but not guaranteed.