



# The Housing Report

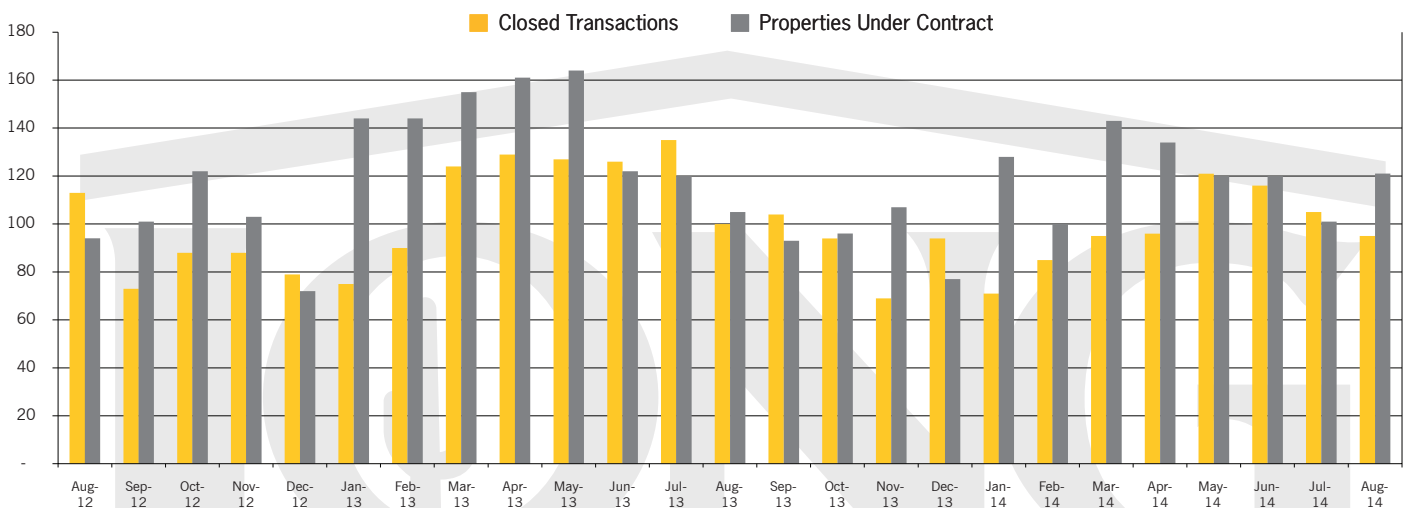


Brenda O'Brien | (520) 918-5968  
Brenda@BrendaOBrienTeam.com | brenda@LongRealty.com

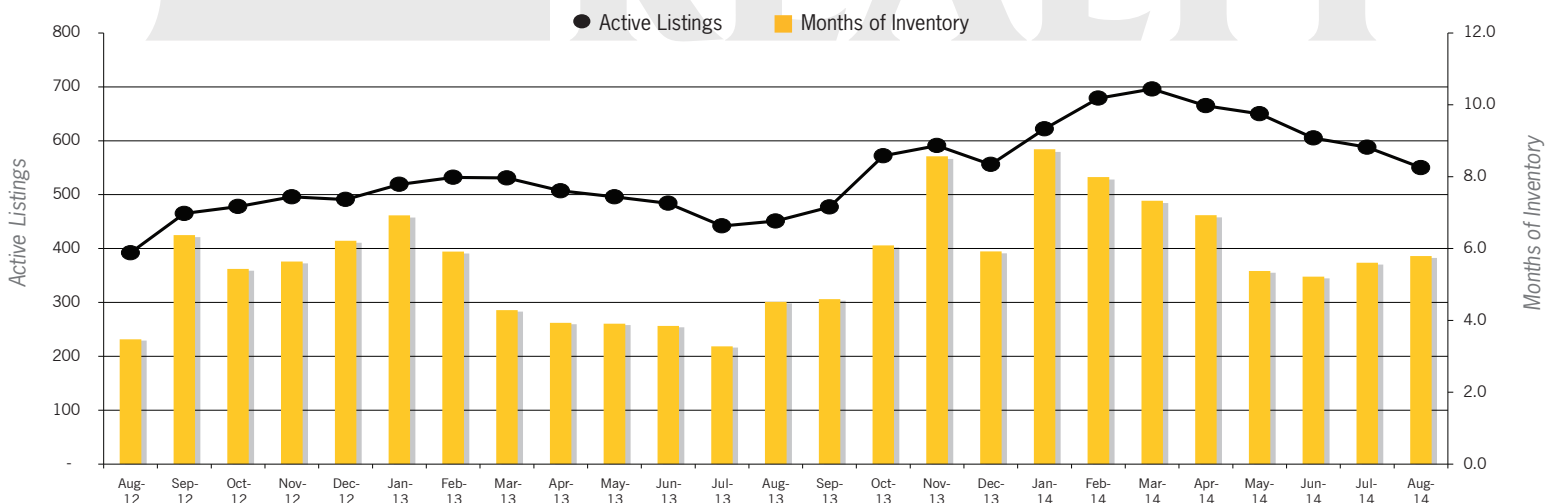
Tucson North | September 2014

In the Tucson North area, August 2014 active inventory was 550, a 22% increase from August 2013. There were 95 closings in August 2014, a 5% decrease from August 2013. Months of Inventory was 5.8, up from 4.5 in August 2013. Median price of sold homes was \$327,000 for the month of August 2014, up 10% from August 2013. The Tucson North area had 121 new properties under contract in August 2014, up 15% from August 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 09/04/2014 is believed to be reliable, but not guaranteed.



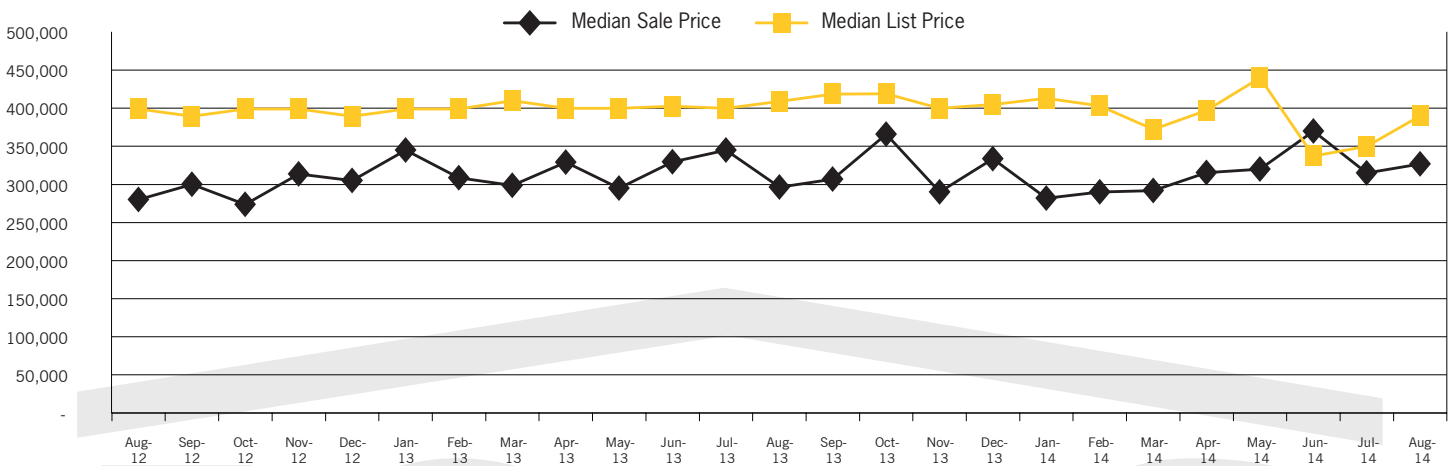
# The Housing Report



Brenda O'Brien | (520) 918-5968  
Brenda@BrendaOBrienTeam.com | brendao.LongRealty.com

Tucson North | September 2014

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

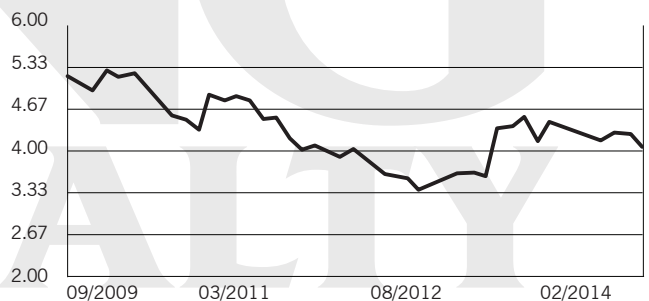


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2013	\$296,500	4.375%	\$1,406.36
2014	\$327,000	4.125%	\$1,505.56

## 30 YEAR FIXED MORTGAGE RATE

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

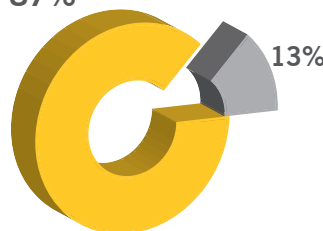


Source: Bankrate.com

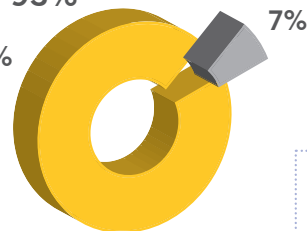
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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  
93%



■ Distressed  
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the TARMLS on 09/04/2014. Information is believed to be reliable, but not guaranteed.



# The Housing Report



Brenda O'Brien | (520) 918-5968  
Brenda@BrendaOBrienTeam.com | brendao.LongRealty.com

Tucson North | September 2014

## 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-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	2	0	1	0	1	1	3.0	5.0	Balanced
\$75,000 - 99,999	12	8	6	8	4	3	4	3.0	2.9	Seller
\$100,000 - 124,999	11	3	5	5	7	3	4	2.8	2.2	Seller
\$125,000 - 149,999	23	7	10	11	7	8	6	3.8	3.5	Seller
\$150,000 - 174,999	33	8	3	8	3	7	6	5.5	5.6	Balanced
\$175,000 - 199,999	19	5	4	2	3	2	2	9.5	8.4	Slightly Buyer
\$200,000 - 224,999	10	1	4	2	4	5	5	2.0	2.1	Seller
\$225,000 - 249,999	12	8	7	4	2	5	2	6.0	4.9	Slightly Seller
\$250,000 - 274,999	21	4	6	6	5	10	3	7.0	3.7	Seller
\$275,000 - 299,999	25	5	7	7	6	10	5	5.0	3.8	Seller
\$300,000 - 349,999	40	6	7	14	12	14	13	3.1	3.6	Seller
\$350,000 - 399,999	48	11	8	8	19	10	9	5.3	4.5	Slightly Seller
\$400,000 - 499,999	77	9	12	19	18	12	13	5.9	5.2	Balanced
\$500,000 - 599,999	46	11	6	11	12	10	6	7.7	5.0	Slightly Seller
\$600,000 - 699,999	34	6	8	5	6	2	4	8.5	9.7	Buyer
\$700,000 - 799,999	25	1	6	4	1	0	5	5.0	13.7	Buyer
\$800,000 - 899,999	20	1	1	2	4	2	2	10.0	9.3	Buyer
\$900,000 - 999,999	14	2	1	1	3	3	1	14.0	6.3	Balanced
\$1,000,000 - and over	77	4	0	6	6	3	4	19.3	18.5	Buyer
<b>TOTAL</b>	<b>550</b>	<b>102</b>	<b>101</b>	<b>124</b>	<b>122</b>	<b>110</b>	<b>95</b>	<b>5.8</b>	<b>5.3</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 09/04/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2014 - 08/31/2014. Information is believed to be reliable, but not guaranteed.



# The Housing Report



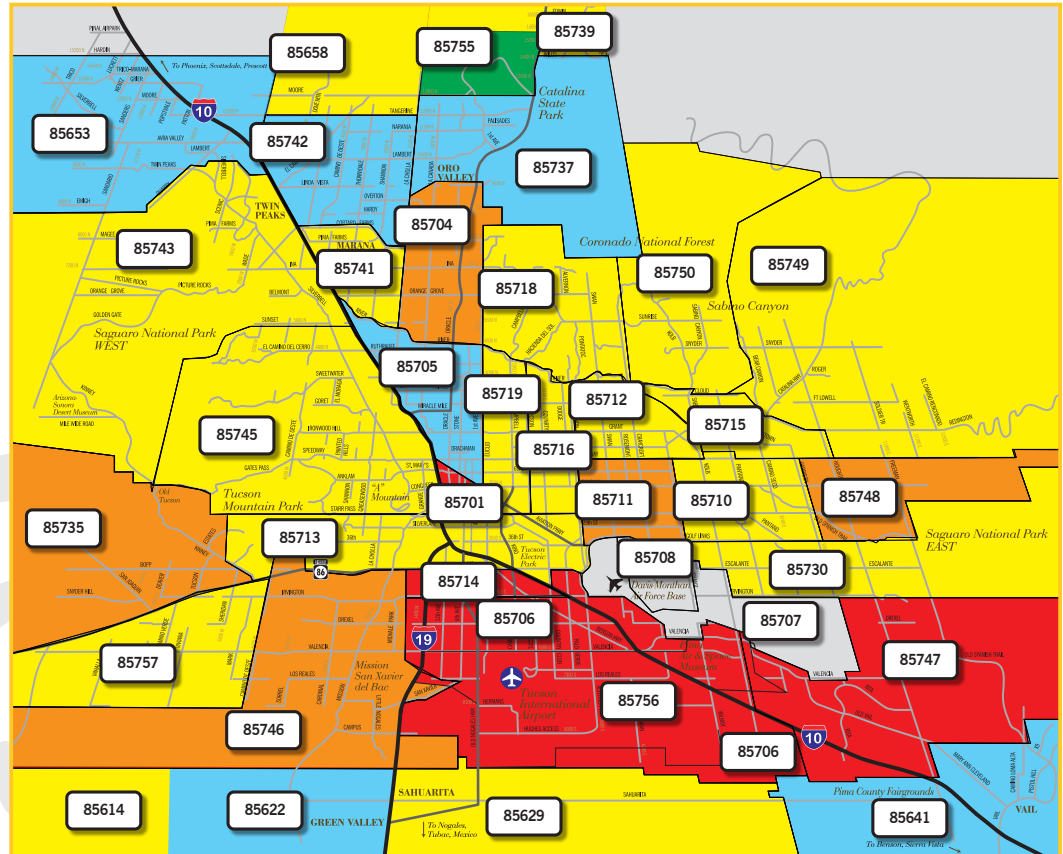
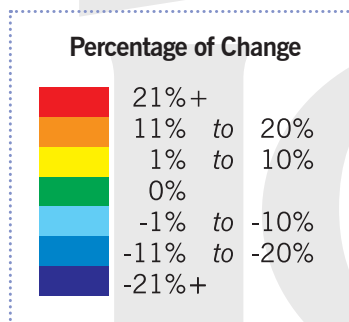
Brenda O'Brien | (520) 918-5968  
Brenda@BrendaOBrienTeam.com | brendao.LongRealty.com

Tucson North | September 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN-AUG 2013 TO  
JUN-AUG 2014

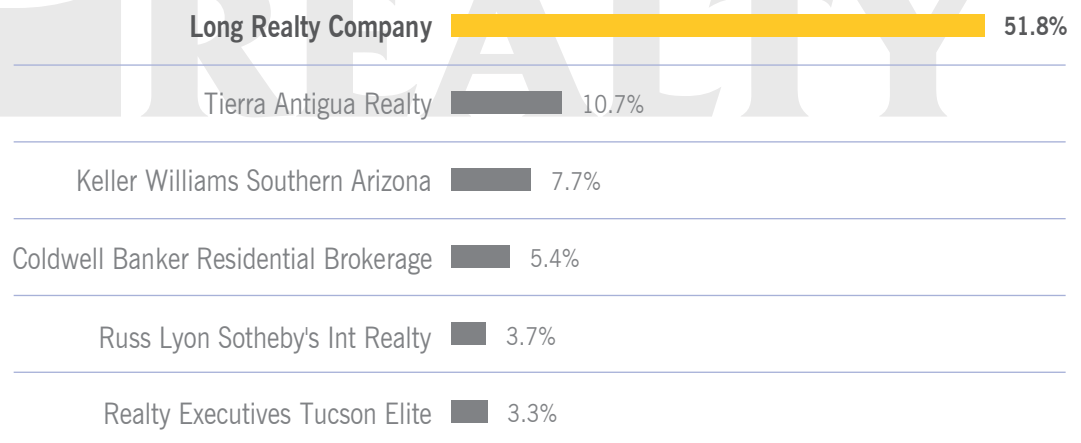
This heat map represents the percentage of change in Tucson metro median sales prices from June-August 2013 to June-August 2014 by zip code.



## MARKET SHARE – TUCSON NORTH

Long Realty leads the market  
in successful real estate sales.

Data Obtained 09/04/2014 from  
TARMLS using BrokerMetrics software  
for all closed residential sales volume  
between 09/01/2013 – 08/31/2014  
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 09/04/2014. Information is believed to be reliable, but not guaranteed.*