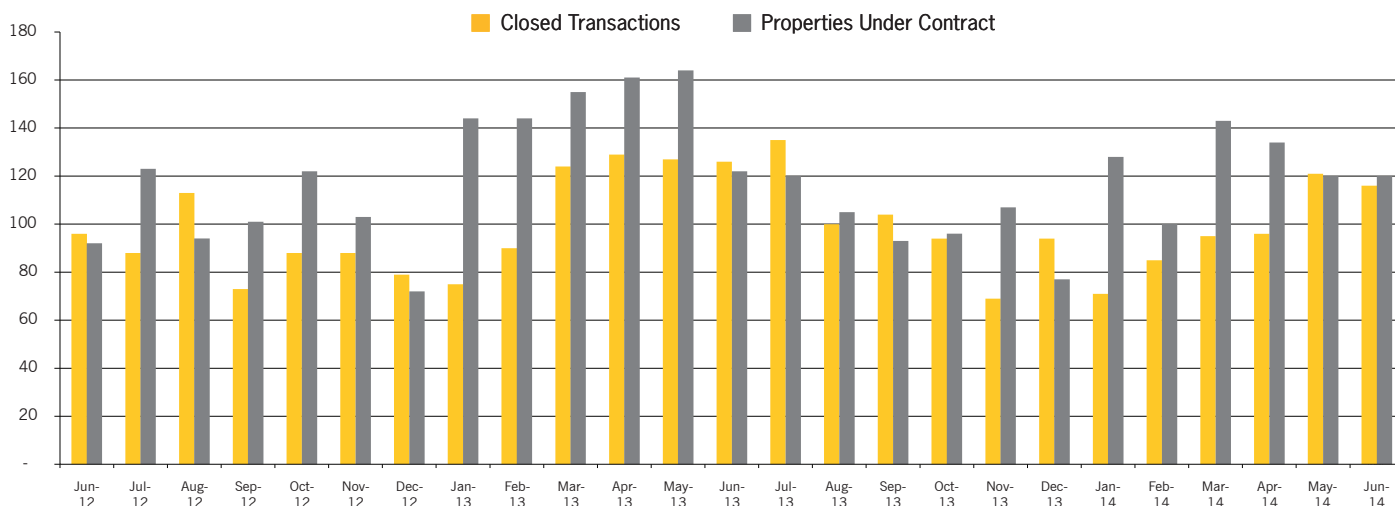




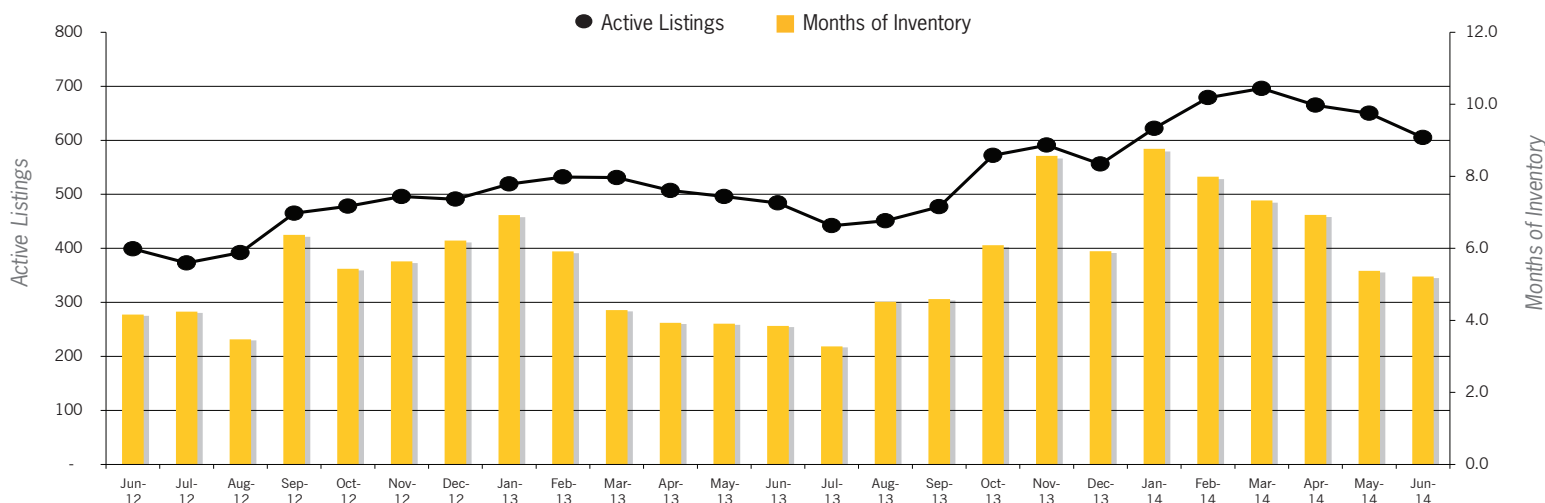
Tucson North | July 2014

In the Tucson North area, June 2014 active inventory was 605, a 25% increase from June 2013. There were 116 closings in June 2014, an 8% decrease from June 2013. Months of Inventory was 5.2, up from 3.8 in June 2013. Median price of sold homes was \$370,000 for the month of June 2014, up 12% from June 2013. The Tucson North area had 120 new properties under contract in June 2014, down 2% from June 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 07/03/2014 is believed to be reliable, but not guaranteed.*



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

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



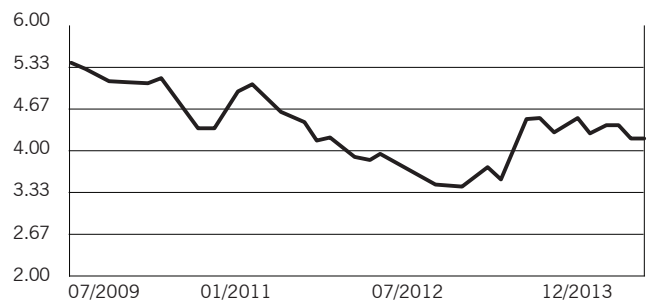
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2013	\$329,500	4.125%	\$1,517.07
2014	\$370,000	4.250%	\$1,729.17

Source: Residential median sales prices. Data obtained 07/03/2014 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.

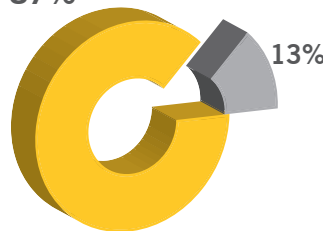


Source: Bankrate.com

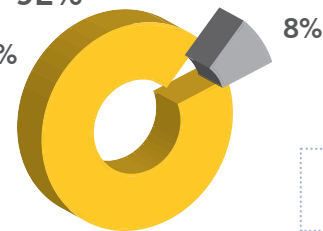
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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
92%



■ Distressed
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the TARMLS on 07/03/2014. Information is believed to be reliable, but not guaranteed.



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

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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
		Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	1	1	2	0	1	0	n/a	8.0	Slightly Buyer
\$75,000 - 99,999	9	1	0	8	6	8	4	2.3	1.1	Seller
\$100,000 - 124,999	11	7	5	3	5	5	6	1.8	2.4	Seller
\$125,000 - 149,999	25	8	6	7	10	11	7	3.6	2.5	Seller
\$150,000 - 174,999	24	4	4	8	3	8	3	8.0	4.9	Slightly Seller
\$175,000 - 199,999	20	3	5	5	4	2	3	6.7	8.2	Slightly Buyer
\$200,000 - 224,999	9	1	8	1	4	2	4	2.3	3.1	Seller
\$225,000 - 249,999	17	6	5	8	7	4	2	8.5	4.2	Slightly Seller
\$250,000 - 274,999	21	7	5	4	6	6	5	4.2	3.9	Seller
\$275,000 - 299,999	27	2	8	5	7	7	6	4.5	4.1	Slightly Seller
\$300,000 - 349,999	58	9	4	6	7	14	12	4.8	5.5	Balanced
\$350,000 - 399,999	57	2	11	11	8	8	17	3.4	5.7	Balanced
\$400,000 - 499,999	74	7	13	9	12	19	17	4.4	4.9	Slightly Seller
\$500,000 - 599,999	49	7	4	11	6	10	11	4.5	6.2	Balanced
\$600,000 - 699,999	46	1	4	6	8	5	6	7.7	6.8	Slightly Buyer
\$700,000 - 799,999	31	3	3	1	6	4	1	31.0	9.4	Buyer
\$800,000 - 899,999	27	2	0	1	1	2	3	9.0	12.7	Buyer
\$900,000 - 999,999	16	1	1	2	1	1	3	5.3	12.0	Buyer
\$1,000,000 - and over	82	3	3	4	0	6	6	13.7	22.8	Buyer
TOTAL	605	75	90	102	101	123	116	5.2	5.6	Balanced

				
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 07/03/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2014 - 6/30/2014. Information is believed to be reliable, but not guaranteed.



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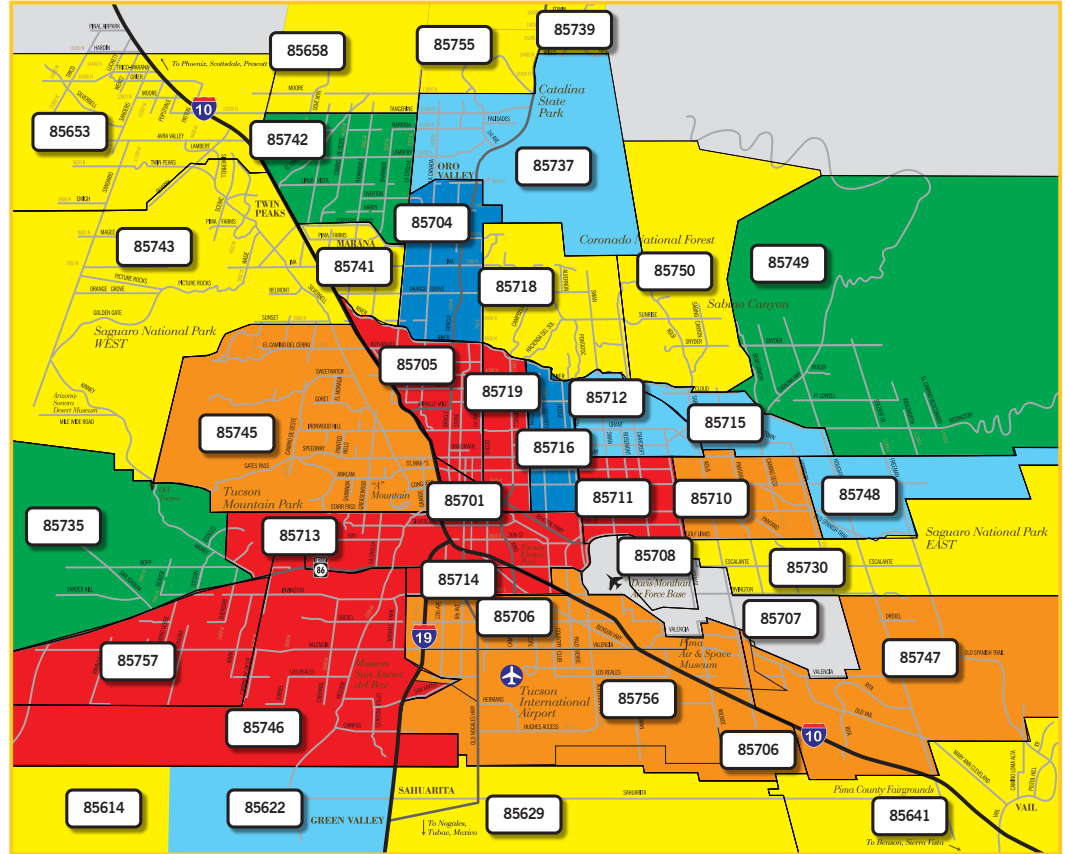
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR-JUN 2013 TO
APR-JUN 2014

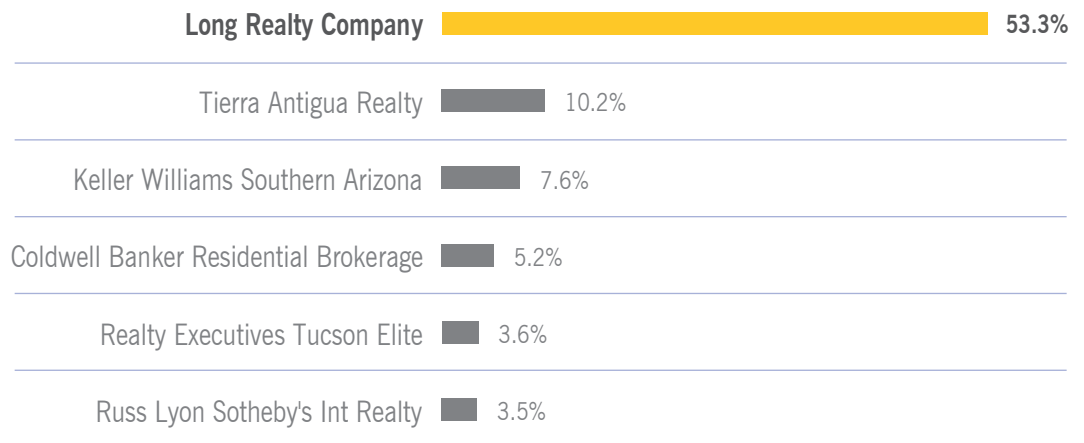
This heat map represents the percentage of change in Tucson metro median sales prices from April-June 2013 to April-June 2014 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 07/01/2013 – 06/30/2014 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 07/03/2014. Information is believed to be reliable, but not guaranteed.