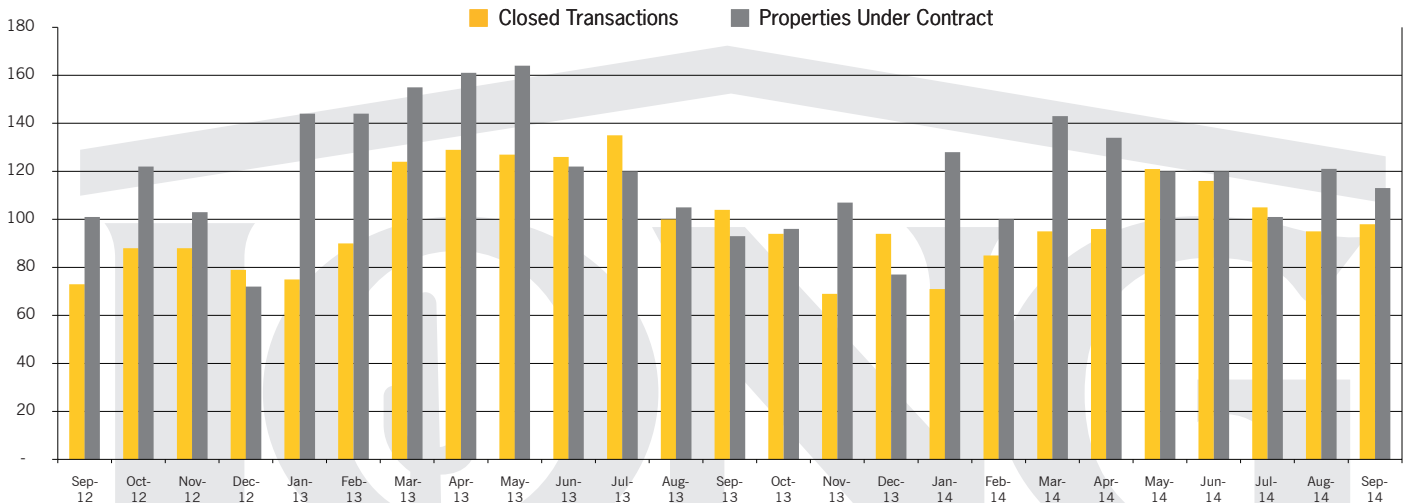




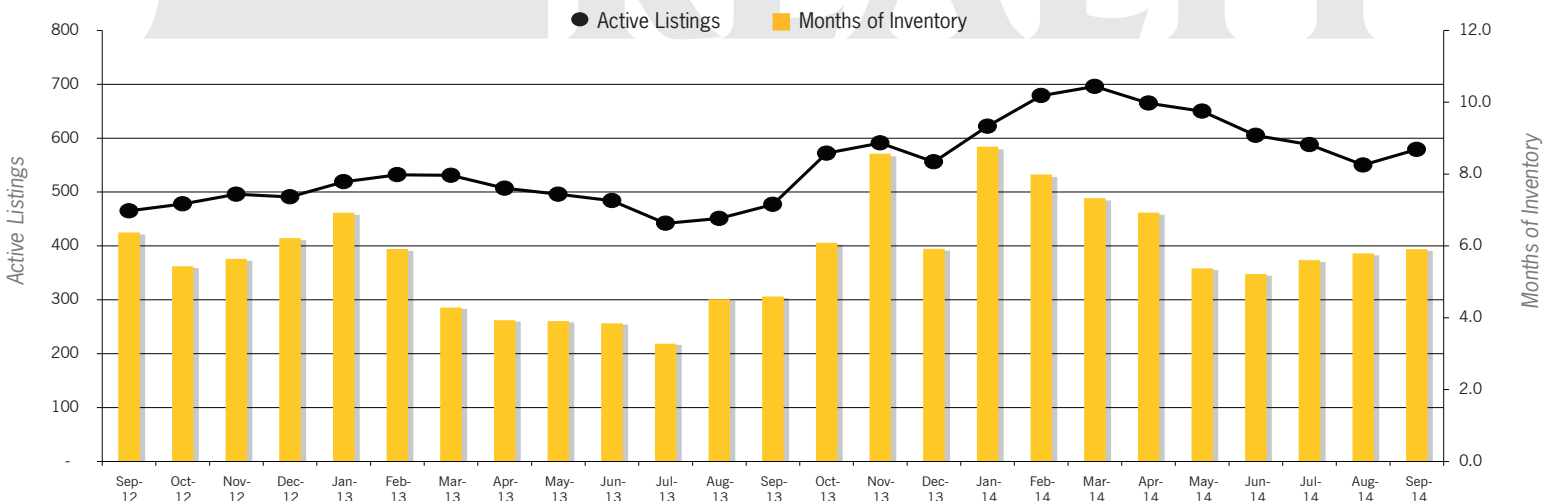
Tucson North | October 2014

In the Tucson North area, September 2014 active inventory was 579, a 21% increase from September 2013. There were 98 closings in September 2014, a 6% decrease from September 2013. Months of Inventory was 5.9, up from 4.6 in September 2013. Median price of sold homes was \$350,000 for the month of September 2014, up 14% from September 2013. The Tucson North area had 113 new properties under contract in September 2014, up 22% from September 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



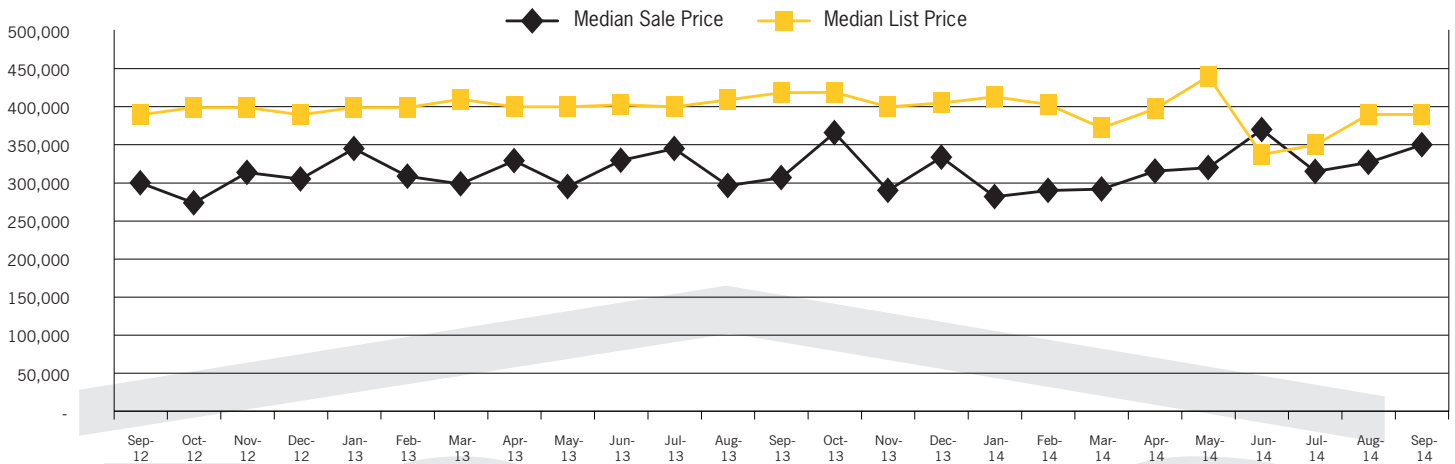
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 10/03/2014 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

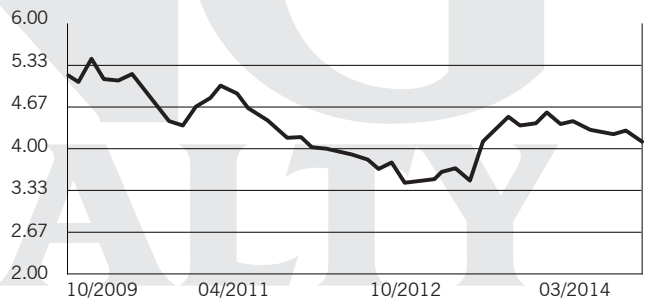


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2013	\$306,750	4.500%	\$1,476.54
2014	\$350,000	4.250%	\$1,635.70

30 YEAR FIXED MORTGAGE RATE

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

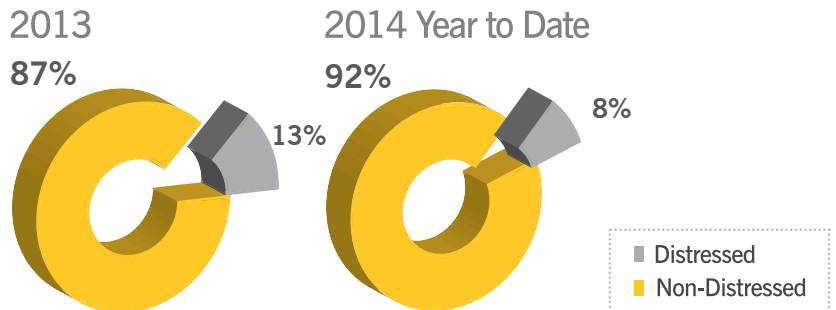


Source: Residential median sales prices. Data obtained 10/03/2014 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





The Housing Report



Brenda O'Brien | (520) 918-5968
 Brenda@BrendaOBrienTeam.com | brenda@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
		Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	0	1	0	1	1	2	1.5	2.8	Seller
\$75,000 - 99,999	10	6	8	4	3	4	3	3.3	3.3	Seller
\$100,000 - 124,999	9	5	5	7	3	4	0	n/a	4.1	Slightly Seller
\$125,000 - 149,999	35	10	11	7	8	6	9	3.9	3.6	Seller
\$150,000 - 174,999	27	3	8	3	7	6	4	6.8	5.5	Balanced
\$175,000 - 199,999	23	4	2	3	2	2	2	11.5	10.3	Buyer
\$200,000 - 224,999	12	4	2	4	5	5	2	6.0	2.7	Seller
\$225,000 - 249,999	16	7	4	2	5	2	7	2.3	3.1	Seller
\$250,000 - 274,999	16	6	6	5	10	3	3	5.3	3.8	Seller
\$275,000 - 299,999	32	7	7	6	10	5	5	6.4	4.2	Slightly Seller
\$300,000 - 349,999	38	7	14	12	14	14	11	3.5	3.1	Seller
\$350,000 - 399,999	49	8	8	19	10	9	20	2.5	4.2	Slightly Seller
\$400,000 - 499,999	76	12	19	18	12	14	11	6.9	6.1	Balanced
\$500,000 - 599,999	43	6	11	12	10	6	4	10.8	6.7	Slightly Buyer
\$600,000 - 699,999	40	8	5	6	2	4	5	8.0	10.0	Buyer
\$700,000 - 799,999	23	6	4	1	0	5	2	11.5	10.6	Buyer
\$800,000 - 899,999	25	1	2	4	2	2	5	5.0	8.0	Slightly Buyer
\$900,000 - 999,999	20	1	1	3	3	1	0	n/a	12.0	Buyer
\$1,000,000 - and over	82	0	6	6	3	4	3	27.3	24.0	Buyer
TOTAL	579	101	124	122	110	97	98	5.9	5.6	Balanced



Statistics based on information obtained from TARMLS and using Brokermetrics software on 10/03/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2014 - 09/30/2014. Information is believed to be reliable, but not guaranteed.



The Housing Report



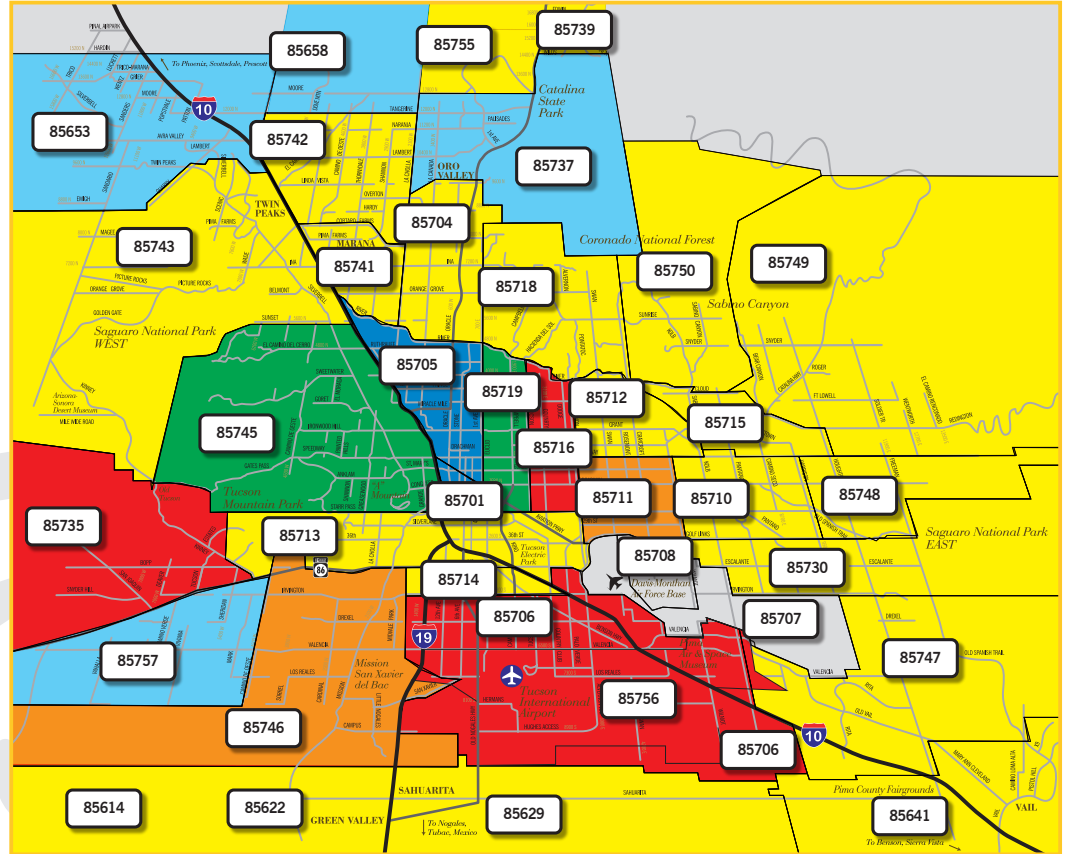
Brenda O'Brien | (520) 918-5968
 Brenda@BrendaOBrienTeam.com | brendao.LongRealty.com

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL-SEP 2013 TO JUL-SEP 2014

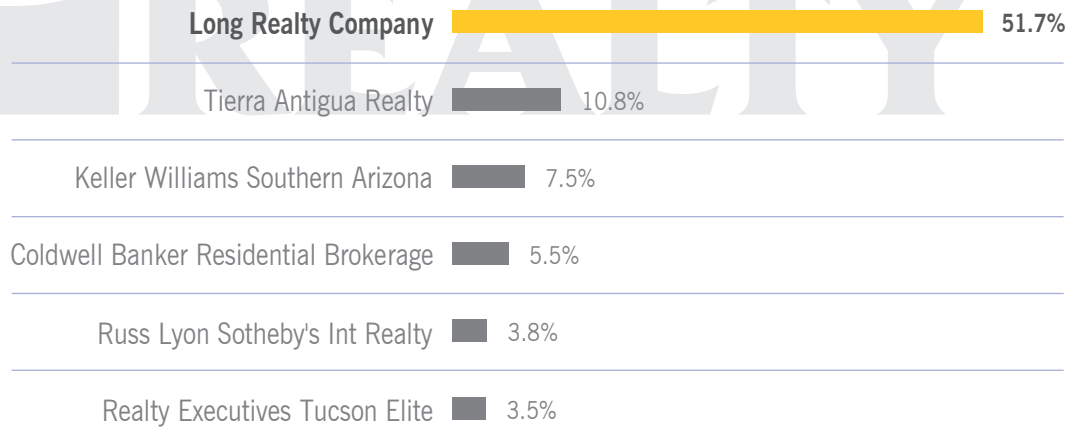
This heat map represents the percentage of change in Tucson metro median sales prices from July-September 2013 to July-September 2014 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2013 – 09/30/2014 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 10/03/2014. Information is believed to be reliable, but not guaranteed.