



The Housing Report

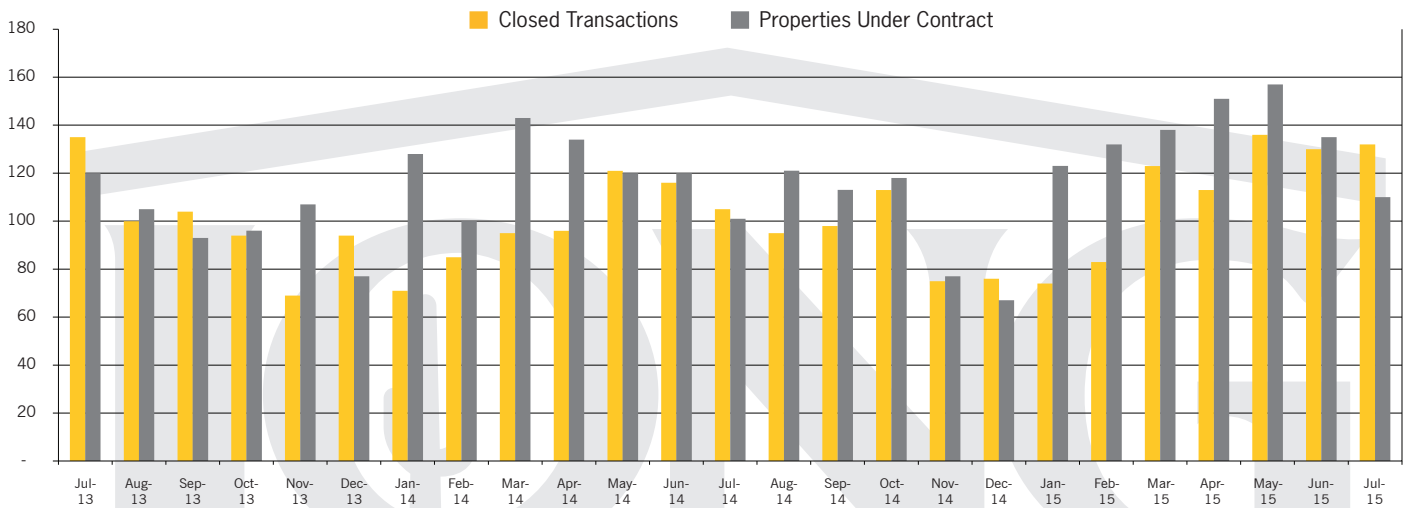


Brenda O'Brien Team | (520) 918-5968
Brenda@BrendaOBrienTeam.com | brendao.LongRealty.com

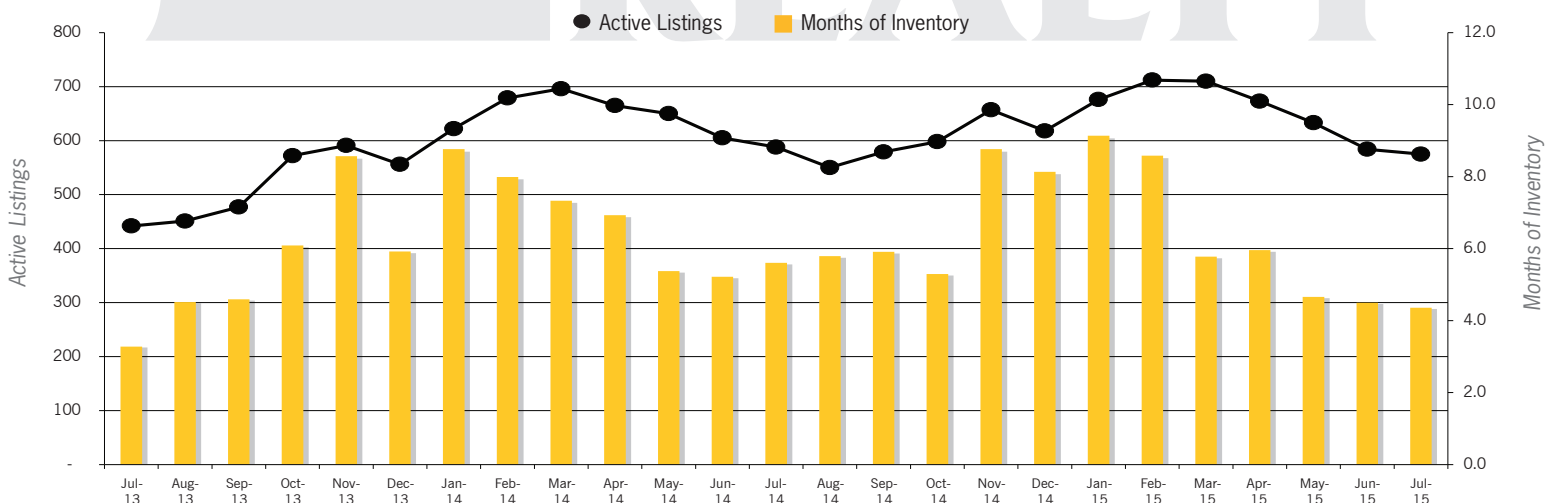
Tucson North | August 2015

In the Tucson North area, July 2015 active inventory was 575, a 2% decrease from July 2014. There were 132 closings in July 2015, a 26% increase from July 2014. Year-to-date 2015 there were 813 closings, a 12% increase from year-to-date 2014. Months of Inventory was 4.4, down from 5.6 in July 2014. Median price of sold homes was \$323,750 for the month of July 2015, up 3% from July 2014. The Tucson North area had 110 new properties under contract in July 2015, up 9% from July 2014.

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 08/05/2015 is believed to be reliable, but not guaranteed.



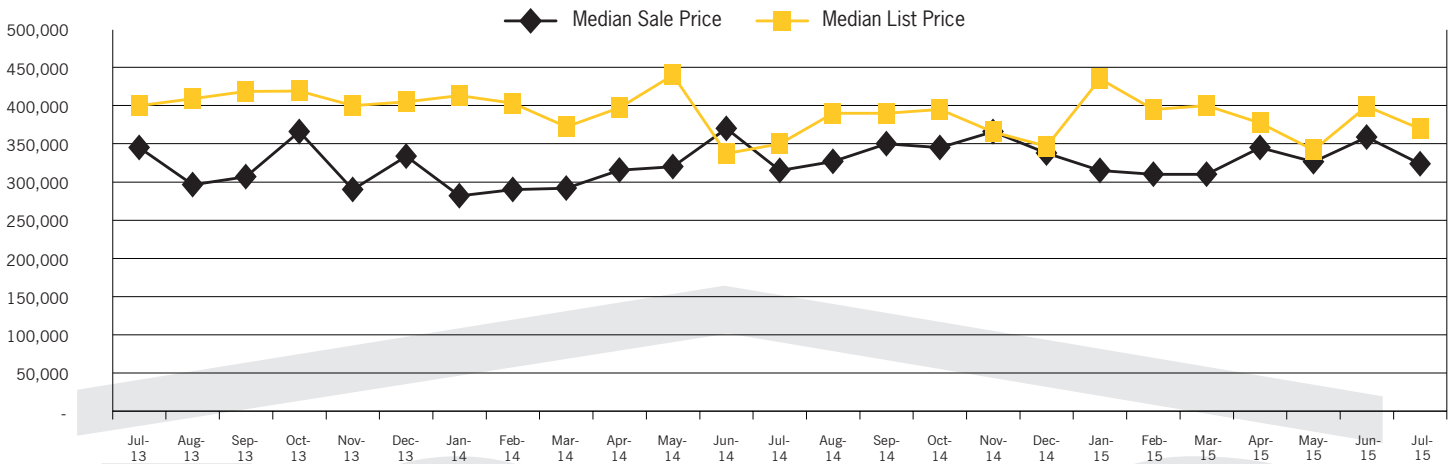
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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

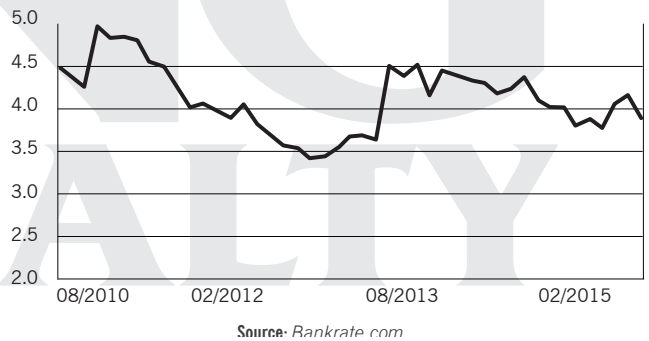


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$409,000 | 6.140% | \$2,364.64 |
| 2014 | \$315,000 | 4.125% | \$1,450.31 |
| 2015 | \$323,750 | 4.000% | \$1,468.35 |

30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 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.

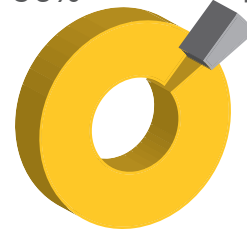
2014

92%



2015 Year to Date

96%



■ Distressed
■ Non-Distressed



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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 |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|------------------------|
| | | Feb-15 | Mar-15 | Apr-15 | May-15 | Jun-15 | Jul-15 | | | |
| \$1 - 49,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$50,000 - 74,999 | 2 | 0 | 0 | 0 | 1 | 2 | 1 | 2.0 | 2.0 | Seller |
| \$75,000 - 99,999 | 10 | 3 | 2 | 2 | 2 | 3 | 7 | 1.4 | 2.5 | Seller |
| \$100,000 - 124,999 | 17 | 3 | 1 | 6 | 8 | 5 | 4 | 4.3 | 3.2 | Seller |
| \$125,000 - 149,999 | 32 | 5 | 6 | 10 | 11 | 9 | 7 | 4.6 | 3.5 | Seller |
| \$150,000 - 174,999 | 25 | 8 | 8 | 8 | 13 | 12 | 13 | 1.9 | 1.6 | Seller |
| \$175,000 - 199,999 | 14 | 4 | 8 | 5 | 0 | 2 | 4 | 3.5 | 8.5 | Buyer |
| \$200,000 - 224,999 | 4 | 5 | 7 | 2 | 9 | 1 | 4 | 1.0 | 1.4 | Seller |
| \$225,000 - 249,999 | 17 | 5 | 6 | 4 | 7 | 6 | 4 | 4.3 | 3.2 | Seller |
| \$250,000 - 274,999 | 24 | 8 | 10 | 9 | 8 | 10 | 8 | 3.0 | 3.0 | Seller |
| \$275,000 - 299,999 | 29 | 4 | 11 | 8 | 6 | 6 | 3 | 9.7 | 6.1 | Balanced |
| \$300,000 - 349,999 | 46 | 8 | 15 | 6 | 10 | 11 | 17 | 2.7 | 3.9 | Seller |
| \$350,000 - 399,999 | 45 | 3 | 11 | 12 | 14 | 10 | 12 | 3.8 | 3.4 | Seller |
| \$400,000 - 499,999 | 75 | 13 | 17 | 14 | 17 | 15 | 18 | 4.2 | 4.7 | Slightly Seller |
| \$500,000 - 599,999 | 46 | 9 | 4 | 10 | 13 | 17 | 8 | 5.8 | 4.2 | Slightly Seller |
| \$600,000 - 699,999 | 43 | 3 | 9 | 10 | 5 | 10 | 9 | 4.8 | 5.5 | Balanced |
| \$700,000 - 799,999 | 30 | 1 | 3 | 3 | 6 | 7 | 6 | 5.0 | 4.5 | Slightly Seller |
| \$800,000 - 899,999 | 20 | 0 | 2 | 4 | 3 | 2 | 1 | 20.0 | 10.7 | Buyer |
| \$900,000 - 999,999 | 20 | 3 | 3 | 1 | 4 | 4 | 0 | n/a | 6.5 | Balanced |
| \$1,000,000 - and over | 76 | 3 | 2 | 4 | 3 | 2 | 6 | 12.7 | 23.1 | Buyer |
| TOTAL | 575 | 88 | 125 | 118 | 140 | 134 | 132 | 4.4 | 4.4 | Slightly Seller |

| | | | | |
|---|---|---|---|---|
|  |  |  |  |  |
| 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 08/05/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2015 - 07/31/2015. Information is believed to be reliable, but not guaranteed.



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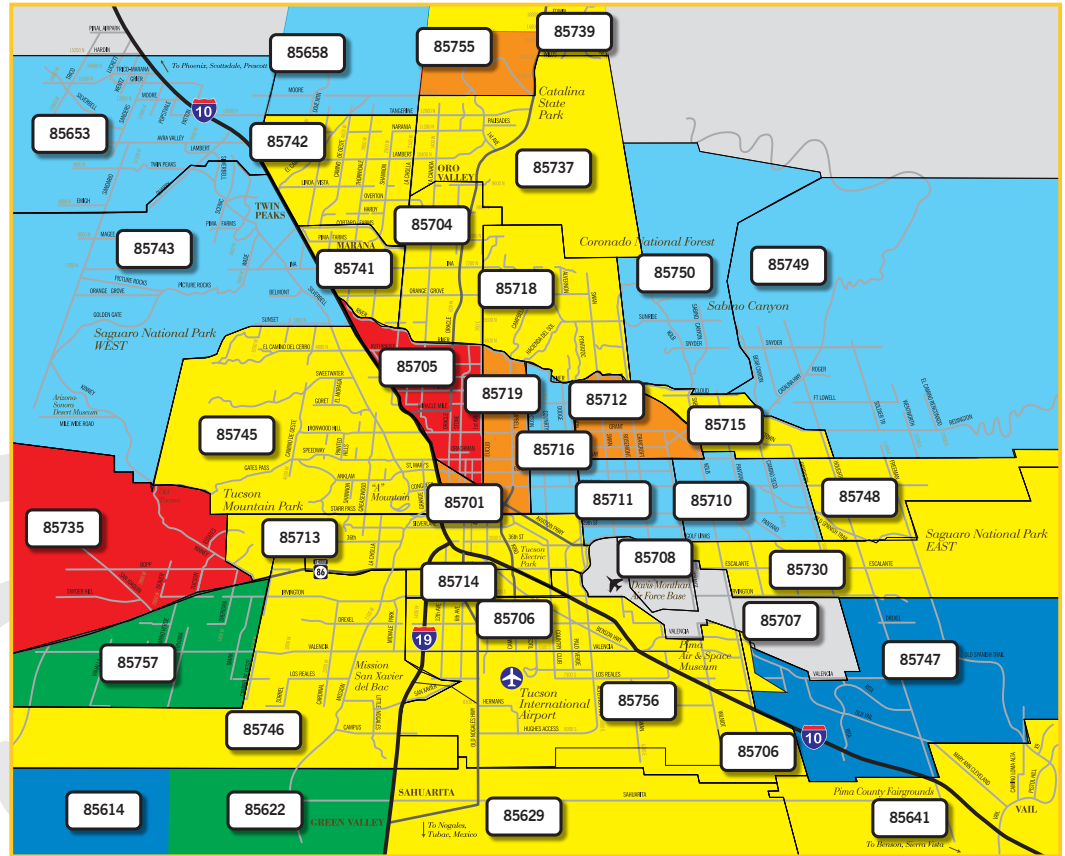
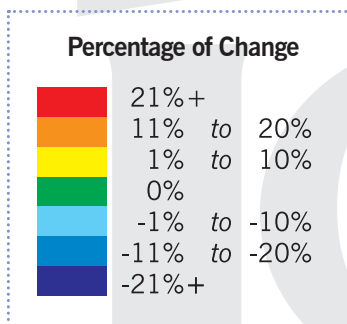
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2014-JUL 2014 TO
MAY 2015-JUL 2015

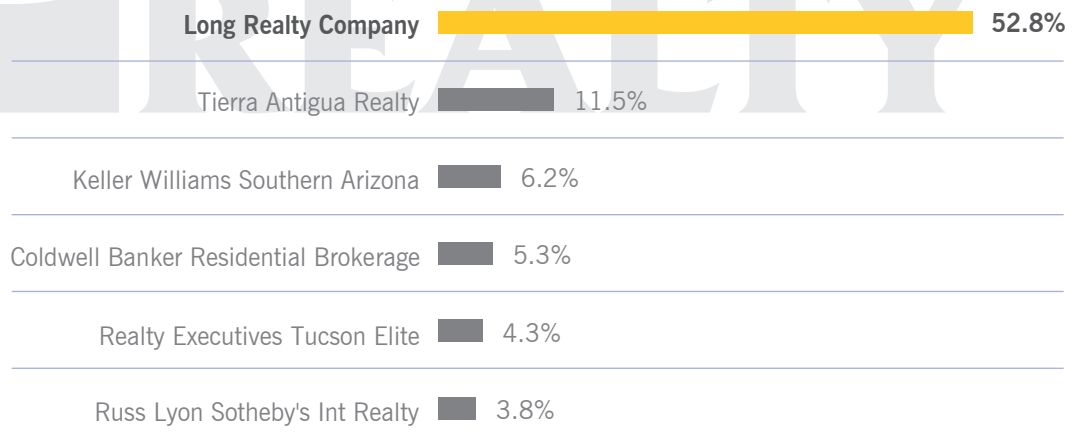
This heat map represents the percentage of change in Tucson metro median sales prices from May 2014-July 2014 to May 2015-July 2015 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 08/01/2014 – 07/31/2015 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 08/05/2015. Information is believed to be reliable, but not guaranteed.