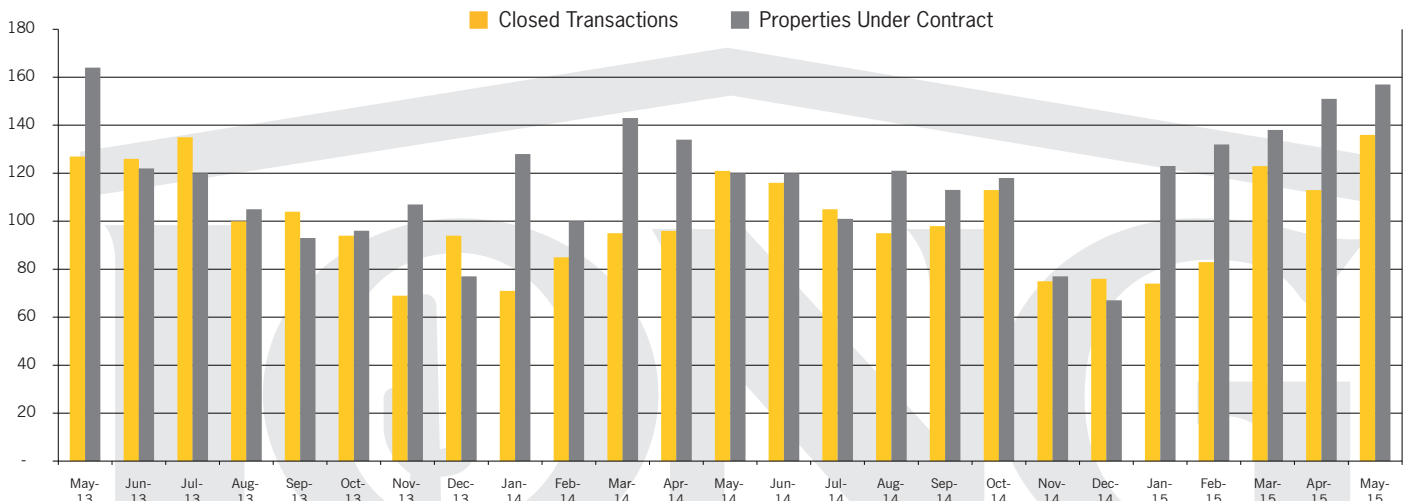




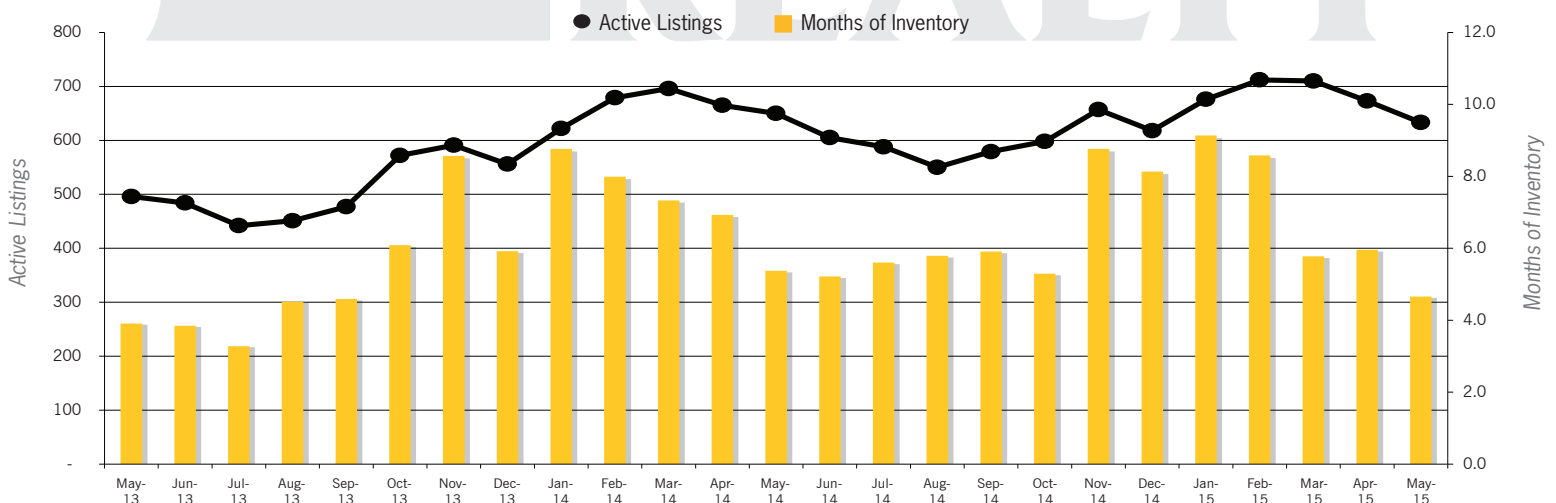
## Tucson North | June 2015

In the Tucson North area, May 2015 active inventory was 633, a 3% decrease from May 2014. There were 136 closings in May 2015, a 12% increase from May 2014. Year-to-date 2015 there were 529 closings, a 13% increase from year-to-date 2014. Months of Inventory was 4.7, down from 5.4 in May 2014. Median price of sold homes was \$326,500 for the month of May 2015, up 2% from May 2014. The Tucson North area had 157 new properties under contract in May 2015, up 31% from May 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 06/03/2015 is believed to be reliable, but not guaranteed.*



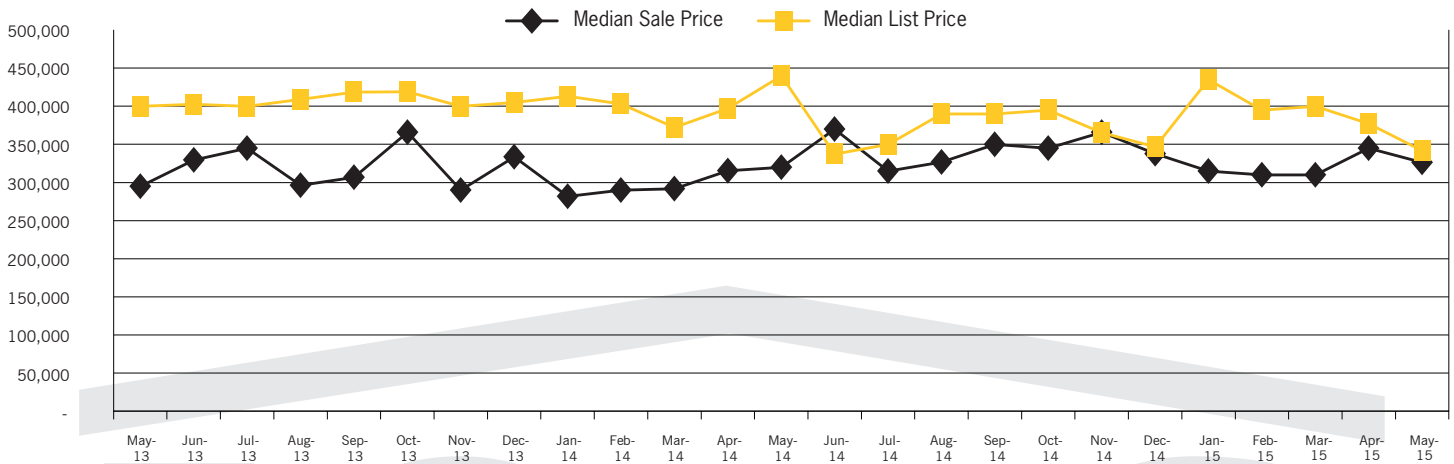
# The Housing Report



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Tucson North | June 2015

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



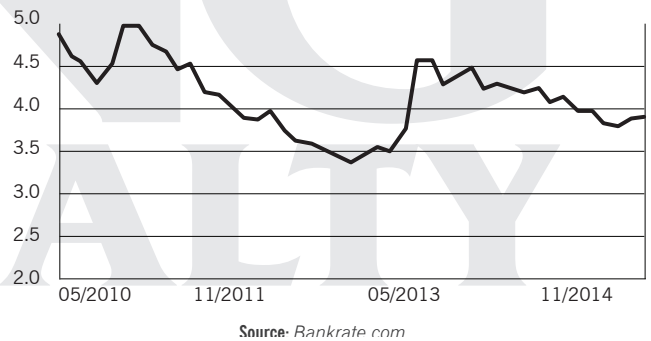
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2014	\$320,000	4.250%	\$1,495.50
2015	\$326,500	3.800%	\$1,445.28

Source: Residential median sales prices. Data obtained 06/03/2015 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

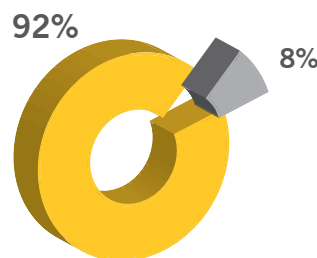
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



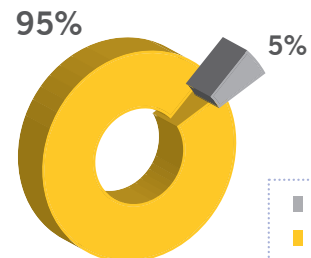
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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



2015 Year to Date



■ Distressed  
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the TARMLS on 06/03/2015. Information is believed to be reliable, but not guaranteed.



# The Housing Report



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Tucson North | June 2015

## 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
		Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	4	0	2	0	0	0	1	4.0	13.0	Buyer
\$75,000 - 99,999	12	4	3	3	2	2	2	6.0	5.2	Balanced
\$100,000 - 124,999	22	2	6	3	1	6	7	3.1	4.9	Slightly Seller
\$125,000 - 149,999	32	2	4	5	6	10	10	3.2	3.9	Seller
\$150,000 - 174,999	16	5	4	8	8	8	13	1.2	3.0	Seller
\$175,000 - 199,999	23	1	3	4	8	5	0	n/a	5.2	Balanced
\$200,000 - 224,999	7	4	1	5	7	2	9	0.8	1.2	Seller
\$225,000 - 249,999	20	7	2	5	6	4	7	2.9	3.0	Seller
\$250,000 - 274,999	27	8	5	8	10	9	7	3.9	3.0	Seller
\$275,000 - 299,999	31	4	7	4	11	8	6	5.2	4.0	Seller
\$300,000 - 349,999	51	10	9	8	15	6	10	5.1	4.6	Slightly Seller
\$350,000 - 399,999	44	6	10	3	11	12	13	3.4	3.9	Seller
\$400,000 - 499,999	77	6	7	13	17	14	17	4.5	5.0	Balanced
\$500,000 - 599,999	58	7	6	9	4	10	13	4.5	6.6	Slightly Buyer
\$600,000 - 699,999	48	7	2	3	9	10	5	9.6	7.1	Slightly Buyer
\$700,000 - 799,999	29	4	3	1	3	3	6	4.8	8.6	Buyer
\$800,000 - 899,999	24	0	0	0	2	4	3	8.0	8.6	Buyer
\$900,000 - 999,999	13	0	1	3	3	1	4	3.3	5.5	Balanced
\$1,000,000 - and over	95	3	1	3	2	4	3	31.7	33.1	Buyer
<b>TOTAL</b>	<b>633</b>	<b>80</b>	<b>76</b>	<b>88</b>	<b>125</b>	<b>118</b>	<b>136</b>	<b>4.7</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 06/03/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2015 - 05/31/2015. Information is believed to be reliable, but not guaranteed.



# The Housing Report



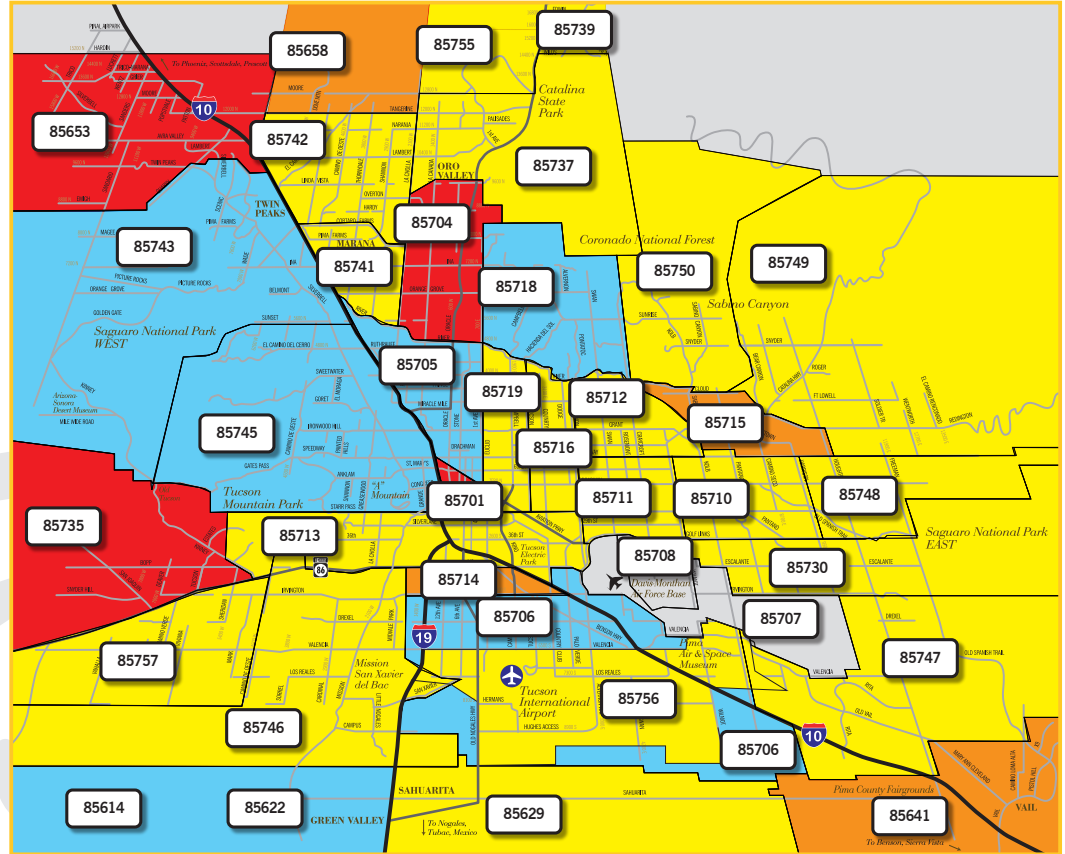
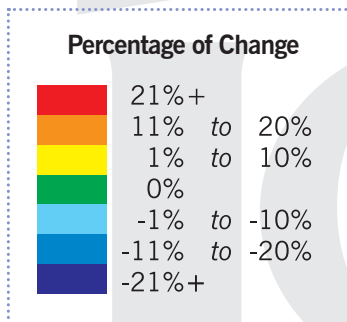
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Tucson North | June 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2014-MAY 2014 TO  
MAR 2015-MAY 2015

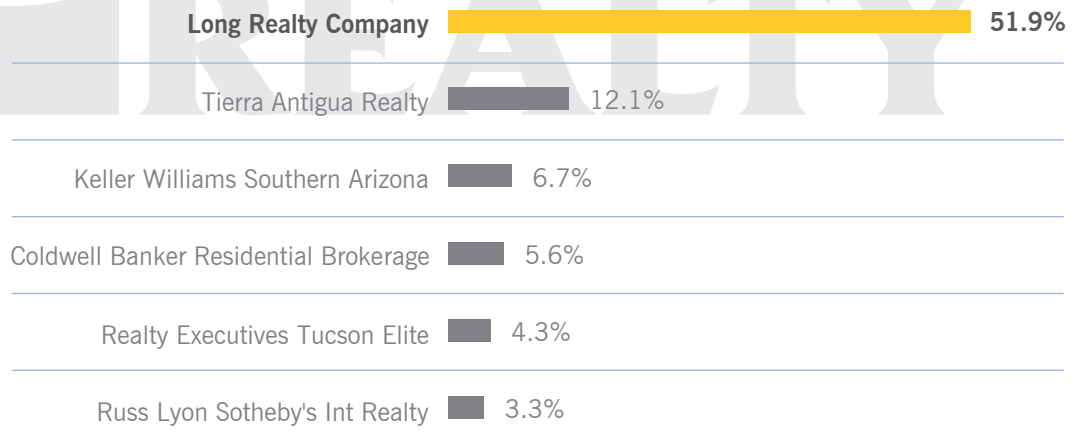
*This heat map represents the percentage of change in Tucson metro median sales prices from March 2014-May 2014 to March 2015-May 2015 by zip code.*



## MARKET SHARE – TUCSON NORTH

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 06/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 06/01/2014 – 05/31/2015 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 06/03/2015. Information is believed to be reliable, but not guaranteed.*