The Housing Report

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LONG REALTY — A BERKSHIRE HATHAWAY AFFILIATE — 90 YEARS STRONG

Tucson North | June 2017

In the Tucson North area, May 2017 active inventory was 484, a 26% decrease from May 2016. There were 145 closings in May 2017, an 8% increase from May 2016. Year-to-date 2017 there were 664 closings, a 14% increase from year-to-date 2016. Months of Inventory was 3.3, down from 4.9 in May 2016. Median price of sold homes was $330,000 for the month of May 2017, up 4% from May 2016. The Tucson North area had 150 new properties under contract in May 2017, virtually unchanged from May 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH
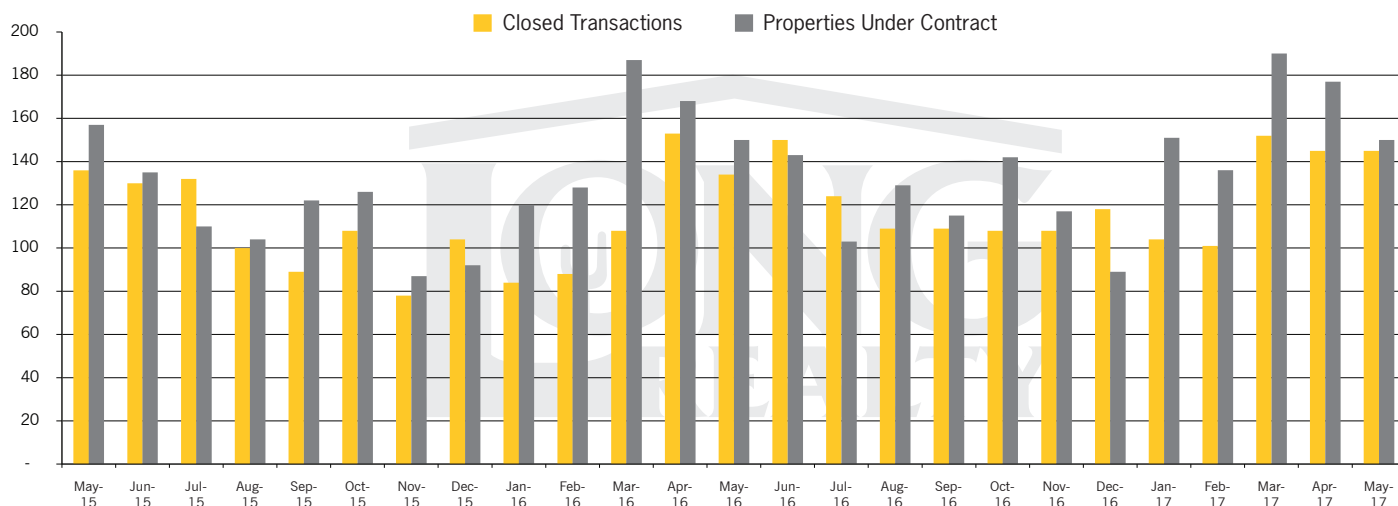
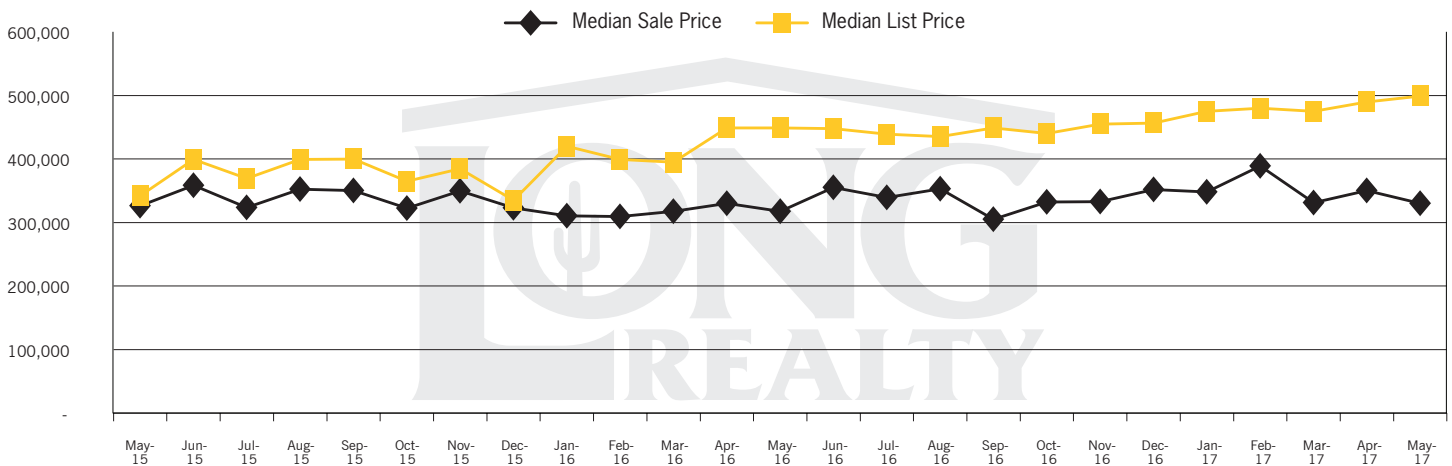## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH
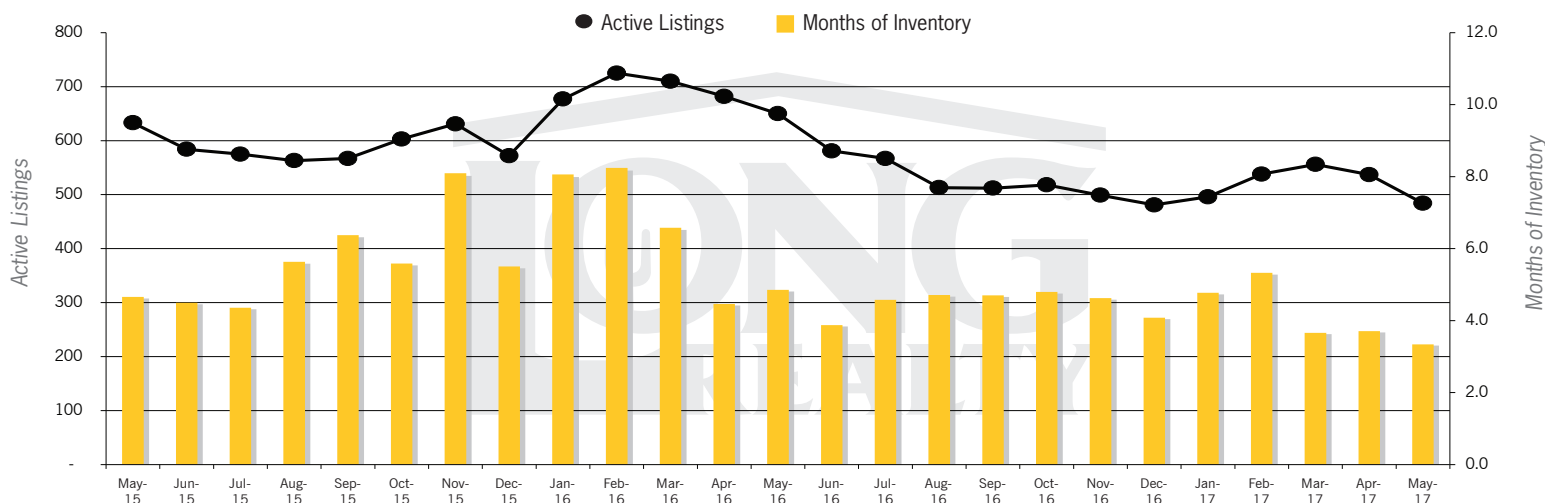
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2017 is believed to be reliable, but not guaranteed.
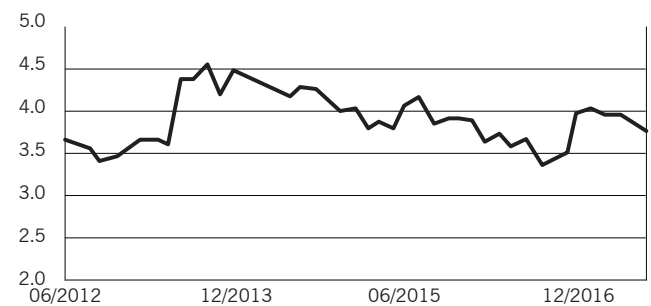
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH

MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

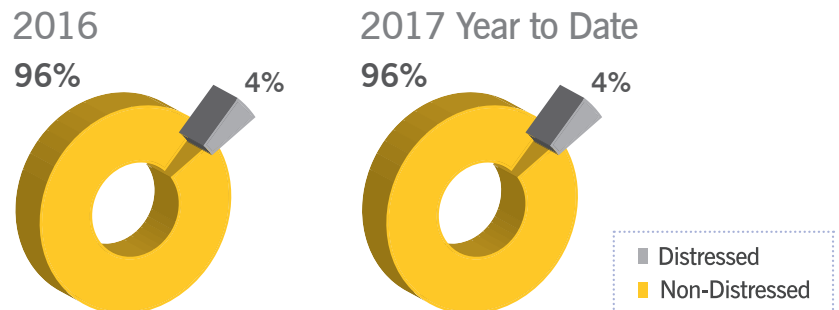| Year	Median Price	Int. Rate	MO. Payment
2006	$409,000	6.140%	$2,364.64
2016	$317,500	3.750%	$1,396.87
2017	$330,000	4.000%	$1,496.70

Source: *Residential median sales prices. Data obtained 06/05/2017 from MLSSAZ 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

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.

2016
96% 4%

2017 Year to Date
96% 4%

Distressed
Non-Distressed

Distressed sales and market performance data is based on information obtained from the MLSSAZ on 06/05/2017. Information is believed to be reliable, but not guaranteed.

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-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17			
$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
$50,000 - 74,999	1	1	0	0	0	1	2	0.5	0.7	Seller
$75,000 - 99,999	0	3	1	1	5	0	5	0.0	1.1	Seller
$100,000 - 124,999	11	3	7	3	4	6	9	1.2	1.7	Seller
$125,000 - 149,999	13	6	9	5	14	8	6	2.2	1.8	Seller
$150,000 - 174,999	18	5	7	7	13	12	8	2.3	1.7	Seller
$175,000 - 199,999	15	3	8	7	7	5	7	2.1	2.6	Seller
$200,000 - 224,999	6	4	4	3	5	8	5	1.2	1.0	Seller
$225,000 - 249,999	9	4	1	4	6	4	5	1.8	2.4	Seller
$250,000 - 274,999	5	5	3	4	8	9	5	1.0	0.9	Seller
$275,000 - 299,999	10	7	4	5	6	7	8	1.3	1.6	Seller
$300,000 - 349,999	32	17	10	7	16	15	17	1.9	1.9	Seller
$350,000 - 399,999	30	20	11	11	13	15	18	1.7	2.3	Seller
$400,000 - 499,999	71	11	19	23	27	23	16	4.4	3.2	Seller
$500,000 - 599,999	57	9	12	7	9	11	13	4.4	5.8	Balanced
$600,000 - 699,999	42	6	5	9	6	9	6	7.0	6.8	Slightly Buyer
$700,000 - 799,999	35	2	1	5	6	8	2	17.5	7.4	Slightly Buyer
$800,000 - 899,999	20	2	1	1	3	5	2	10.0	7.1	Slightly Buyer
$900,000 - 999,999	26	4	2	1	0	2	0	n/a	38.5	Buyer
$1,000,000 - and over	83	8	1	5	7	2	11	7.5	13.2	Buyer
TOTAL	**484**	**120**	**106**	**108**	**155**	**150**	**145**	**3.3**	**3.5**	Seller

Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/05/2017.
3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2017 - 05/31/2017. Information is believed to be reliable, but not guaranteed.
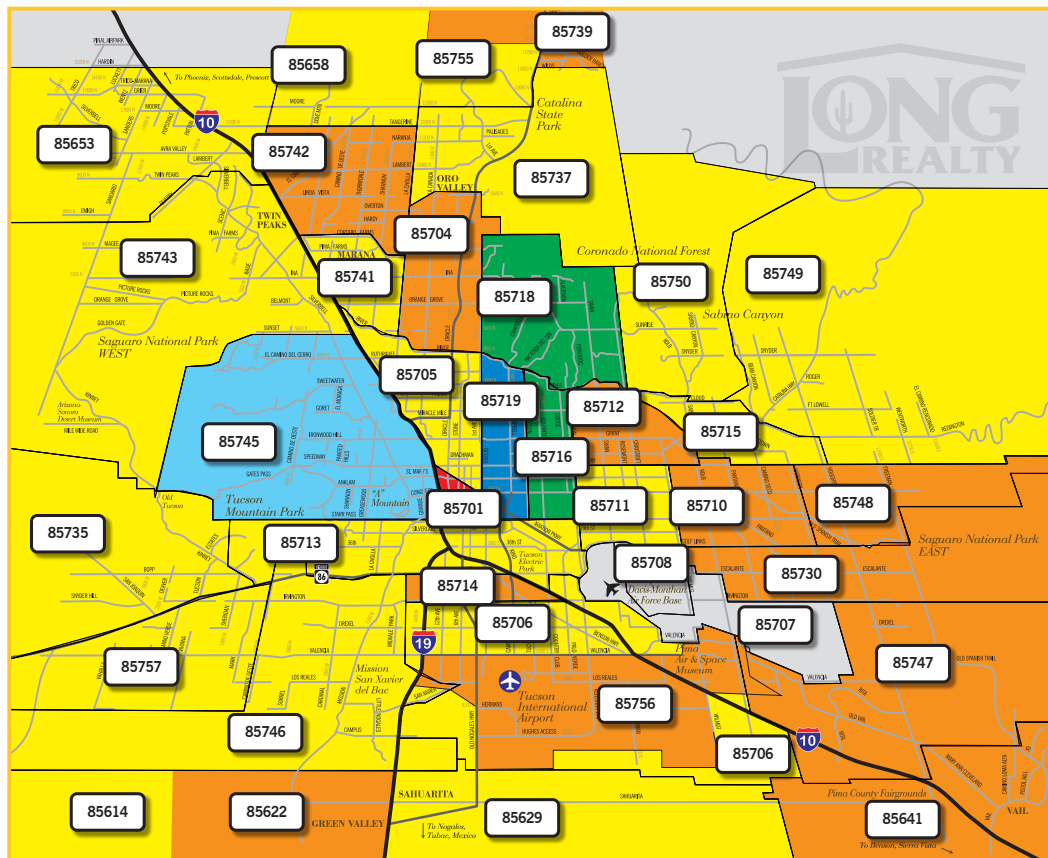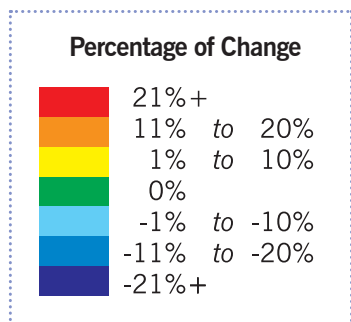
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE
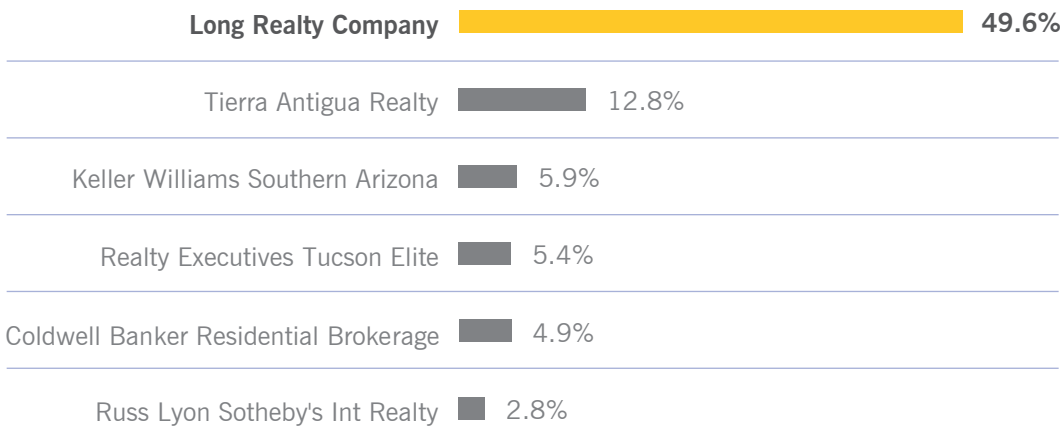
MAR 2016-MAY 2016 TO MAR 2017-MAY 2017

This heat map represents the percentage of change in Tucson metro median sales prices from March 2016-May 2016 to March 2017-May 2017 by zip code.

Percentage of Change

- 21%+
- 11% to 20%
- 1% to 10%
- 0%
- -1% to -10%
- -11% to -20%
- -21%+

MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2016 – 05/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.

Long Realty Company	**49.6%**
Tierra Antigua Realty	12.8%
Keller Williams Southern Arizona	5.9%
Realty Executives Tucson Elite	5.4%
Coldwell Banker Residential Brokerage	4.9%
Russ Lyon Sotheby's Int Realty	2.8%

The Tucson North Housing Report is comprised of data for residential properties in the North area of Tucson as defined by MLSSAZ 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 MLSSAZ and GVARMLS on 06/05/2017. Information is believed to be reliable, but not guaranteed.