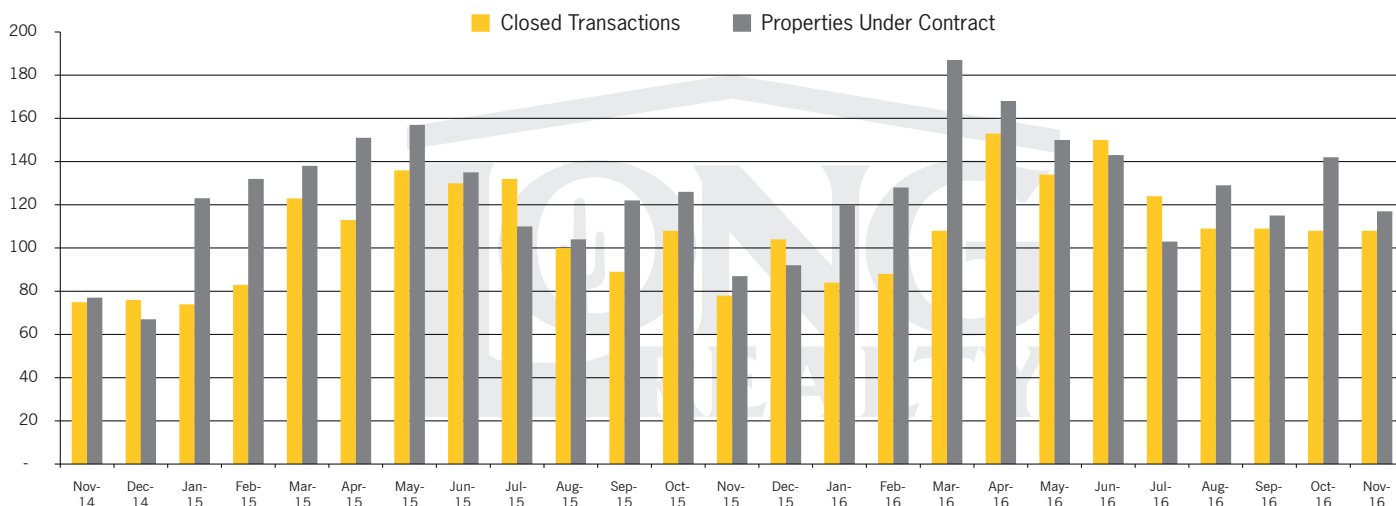




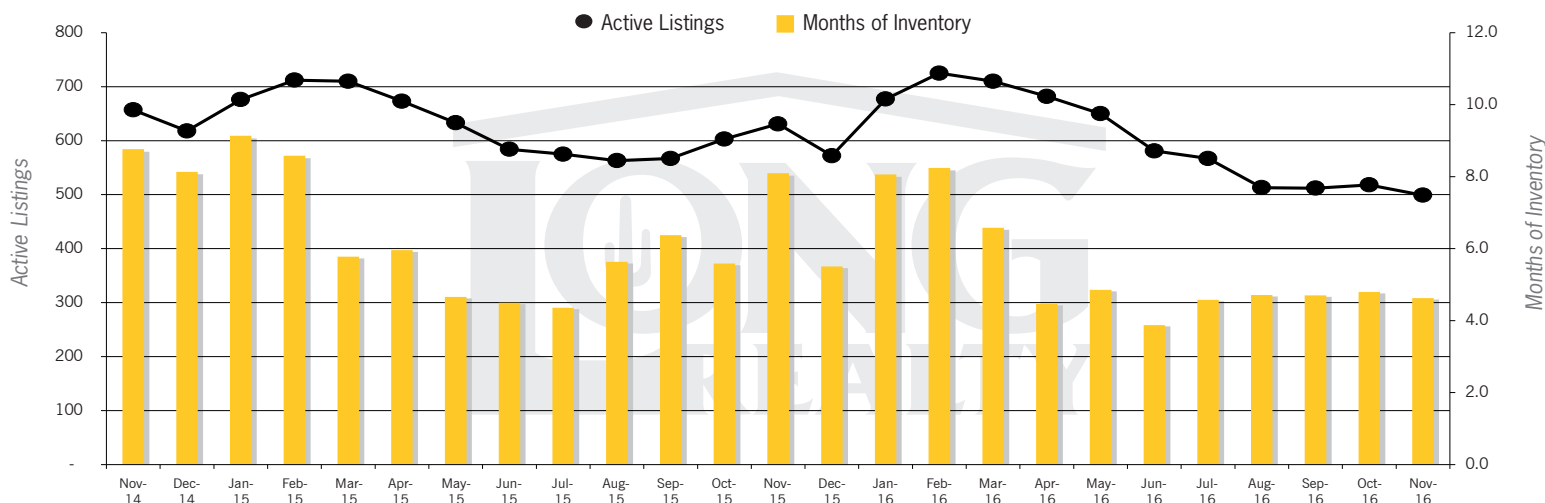
## Tucson North | December 2016

In the Tucson North area, November 2016 active inventory was 499, a 21% decrease from November 2015. There were 108 closings in November 2016, a 38% increase from November 2015. Year-to-date 2016 there were 1,306 closings, a 9% increase from year-to-date 2015. Months of Inventory was 4.6, down from 8.1 in November 2015. Median price of sold homes was \$332,975 for the month of November 2016, down 5% from November 2015. The Tucson North area had 117 new properties under contract in November 2016, up 34% from November 2015.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

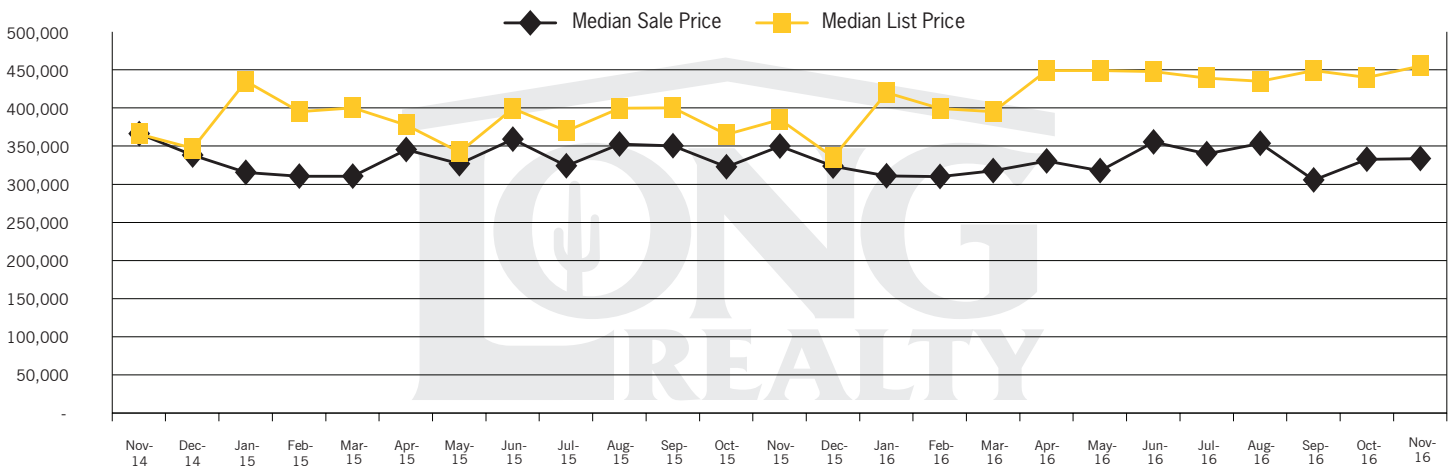


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2016 is believed to be reliable, but not guaranteed.



Tucson North | December 2016

## 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
2015	\$349,500	4.000%	\$1,585.14
2016	\$332,975	3.875%	\$1,487.48

## 30 YEAR FIXED MORTGAGE RATE

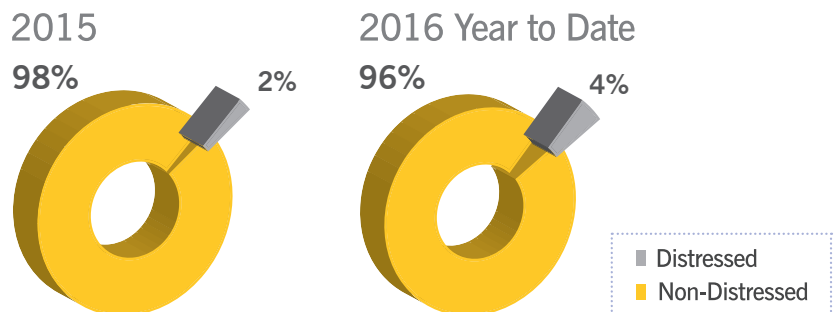


Source: Residential median sales prices. Data obtained 12/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson North | December 2016

## 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
		Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	2	2	0	1	1	0	n/a	0.5	Seller
\$75,000 - 99,999	6	3	2	4	4	3	4	1.5	2.0	Seller
\$100,000 - 124,999	14	5	7	6	7	6	5	2.8	2.4	Seller
\$125,000 - 149,999	24	8	7	5	5	8	2	12.0	4.1	Slightly Seller
\$150,000 - 174,999	29	7	8	4	13	5	7	4.1	2.9	Seller
\$175,000 - 199,999	13	7	4	1	4	4	4	3.3	2.8	Seller
\$200,000 - 224,999	9	3	5	5	1	3	5	1.8	3.8	Seller
\$225,000 - 249,999	17	8	4	6	4	7	9	1.9	2.5	Seller
\$250,000 - 274,999	8	12	7	7	6	9	6	1.3	1.8	Seller
\$275,000 - 299,999	15	10	6	5	7	2	2	7.5	4.4	Slightly Seller
\$300,000 - 349,999	34	11	13	16	12	12	17	2.0	2.4	Seller
\$350,000 - 399,999	31	17	15	14	12	12	8	3.9	3.4	Seller
\$400,000 - 499,999	66	20	17	15	17	15	16	4.1	4.4	Slightly Seller
\$500,000 - 599,999	48	13	10	4	7	10	6	8.0	6.8	Slightly Buyer
\$600,000 - 699,999	42	9	5	6	3	4	6	7.0	9.8	Buyer
\$700,000 - 799,999	27	6	6	4	7	1	2	13.5	7.4	Slightly Buyer
\$800,000 - 899,999	17	3	1	2	0	4	3	5.7	8.0	Slightly Buyer
\$900,000 - 999,999	21	2	5	2	1	2	1	21.0	16.0	Buyer
\$1,000,000 - and over	78	6	3	9	0	3	5	15.6	28.5	Buyer
<b>TOTAL</b>	<b>499</b>	<b>152</b>	<b>127</b>	<b>115</b>	<b>111</b>	<b>111</b>	<b>108</b>	<b>4.6</b>	<b>4.6</b>	<b>Slightly Seller</b>

				
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 12/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2016 - 11/30/2016. Information is believed to be reliable, but not guaranteed.

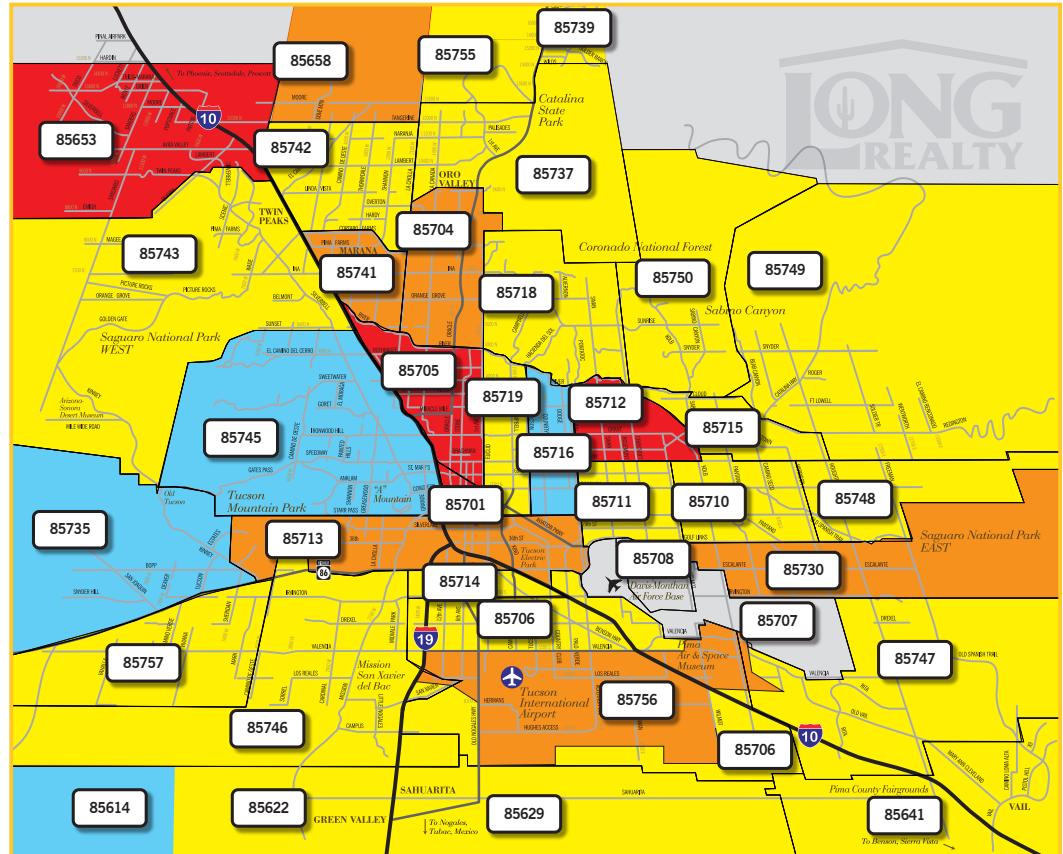


Tucson North | December 2016

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2015-NOV 2015 TO  
SEP 2016-NOV 2016

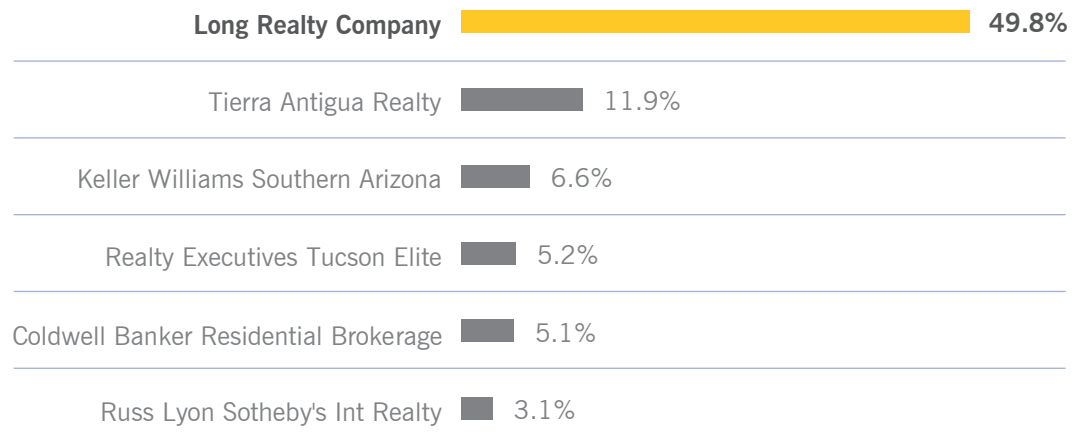
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2015-November 2015 to September 2016-November 2016 by zip code.*



## MARKET SHARE – TUCSON NORTH

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

*Data Obtained 12/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2015 – 11/30/2016 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 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.