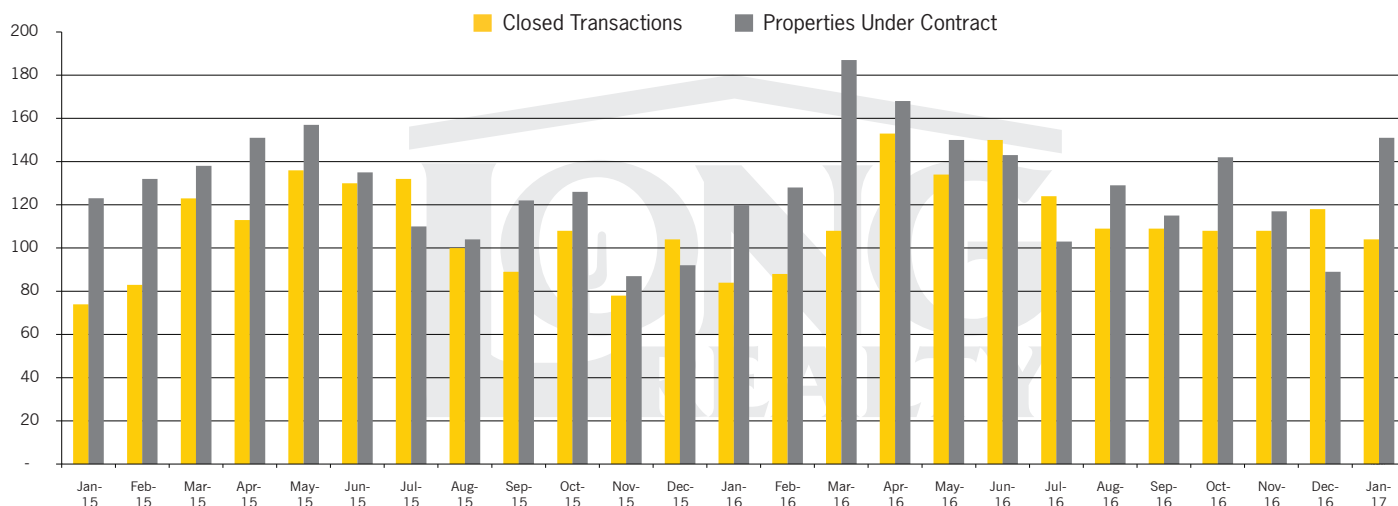




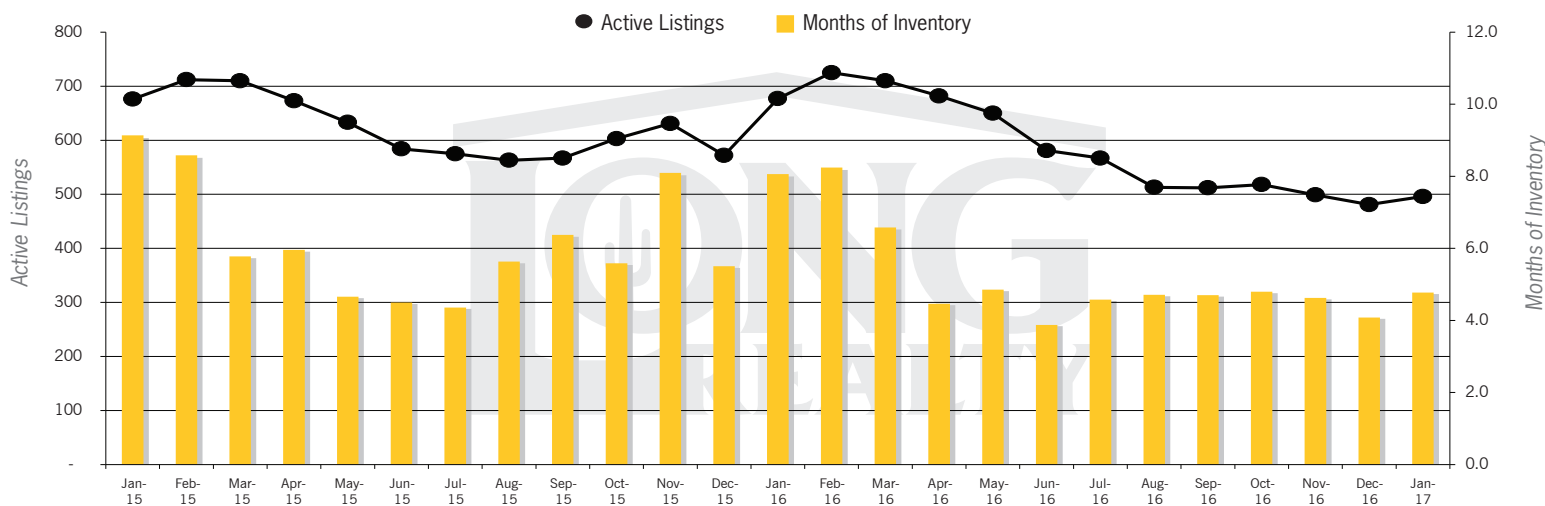
Tucson North | February 2017

In the Tucson North area, January 2017 active inventory was 496, a 27% decrease from January 2016. There were 104 closings in January 2017, a 24% increase from January 2016. Year-to-date 2017 there were 104 closings, a 24% increase from year-to-date 2016. Months of Inventory was 4.8, down from 8.1 in January 2016. Median price of sold homes was \$347,950 for the month of January 2017, up 12% from January 2016. The Tucson North area had 151 new properties under contract in January 2017, up 26% from January 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

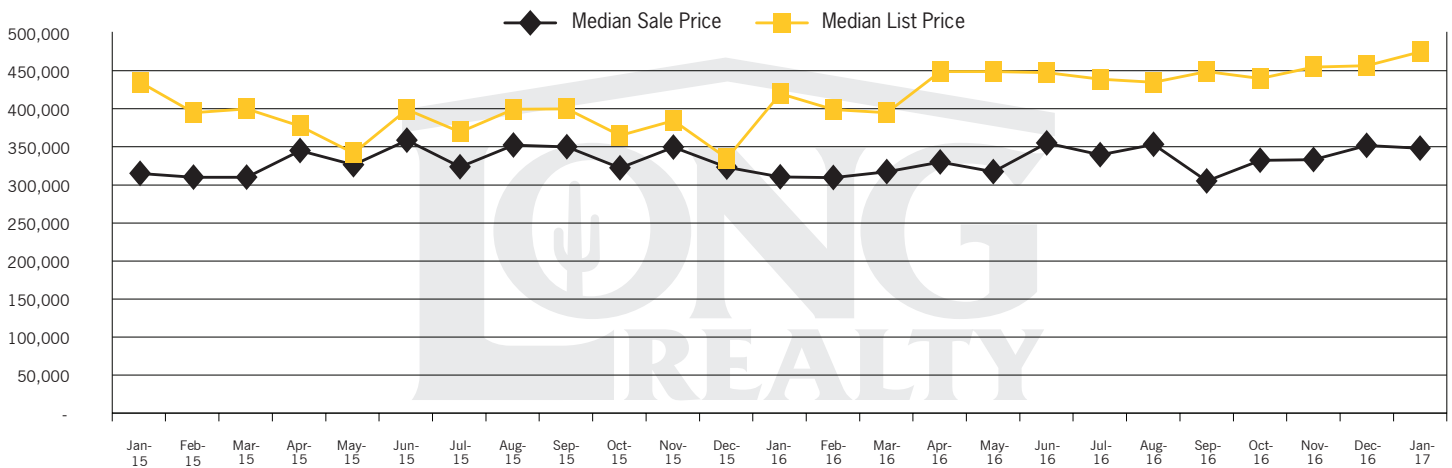


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/03/2017 is believed to be reliable, but not guaranteed.



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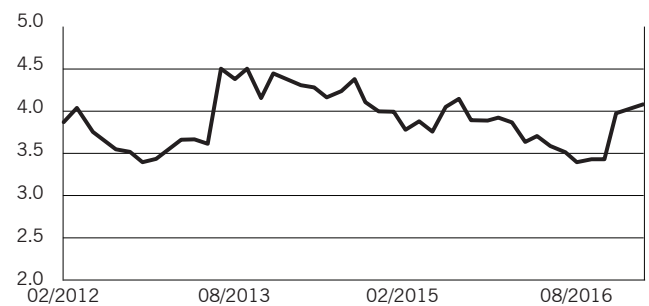
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2016	\$310,250	3.625%	\$1,344.15
2017	\$347,950	4.250%	\$1,626.12

30 YEAR FIXED MORTGAGE RATE



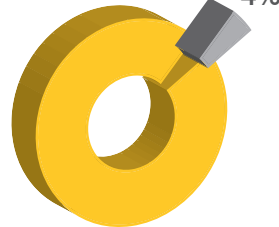
Source: Residential median sales prices. Data obtained 02/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

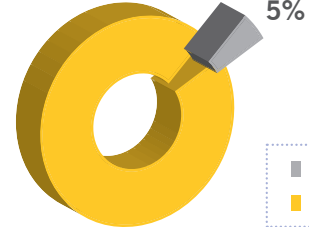
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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%



2017 Year to Date
95%



■ Distressed
■ Non-Distressed



Tucson North | February 2017

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
		Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	1	0	1	0	n/a	0.0	Seller
\$75,000 - 99,999	4	4	4	3	4	3	1	4.0	1.8	Seller
\$100,000 - 124,999	11	6	7	6	5	3	7	1.6	2.4	Seller
\$125,000 - 149,999	20	5	5	9	2	6	8	2.5	4.4	Slightly Seller
\$150,000 - 174,999	30	4	13	5	7	5	7	4.3	4.5	Slightly Seller
\$175,000 - 199,999	13	1	4	4	4	3	8	1.6	2.4	Seller
\$200,000 - 224,999	14	5	1	3	5	3	4	3.5	3.1	Seller
\$225,000 - 249,999	8	6	4	7	9	4	1	8.0	2.6	Seller
\$250,000 - 274,999	9	7	6	9	7	5	2	4.5	1.8	Seller
\$275,000 - 299,999	11	5	7	2	2	7	4	2.8	2.9	Seller
\$300,000 - 349,999	28	16	12	12	18	17	10	2.8	2.1	Seller
\$350,000 - 399,999	40	14	12	12	8	20	11	3.6	2.8	Seller
\$400,000 - 499,999	52	15	17	15	16	11	19	2.7	3.7	Seller
\$500,000 - 599,999	53	4	7	10	6	9	12	4.4	5.4	Balanced
\$600,000 - 699,999	42	6	3	4	6	6	5	8.4	7.7	Slightly Buyer
\$700,000 - 799,999	37	4	7	1	2	2	1	37.0	18.8	Buyer
\$800,000 - 899,999	15	2	0	4	3	2	1	15.0	8.2	Slightly Buyer
\$900,000 - 999,999	24	2	1	2	1	4	2	12.0	9.3	Buyer
\$1,000,000 - and over	85	9	0	3	5	8	1	85.0	16.9	Buyer
TOTAL	496	115	111	112	110	119	104	4.8	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 MLSSAZ and using Brokermetrics software on 02/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2016 - 01/31/2017. Information is believed to be reliable, but not guaranteed.

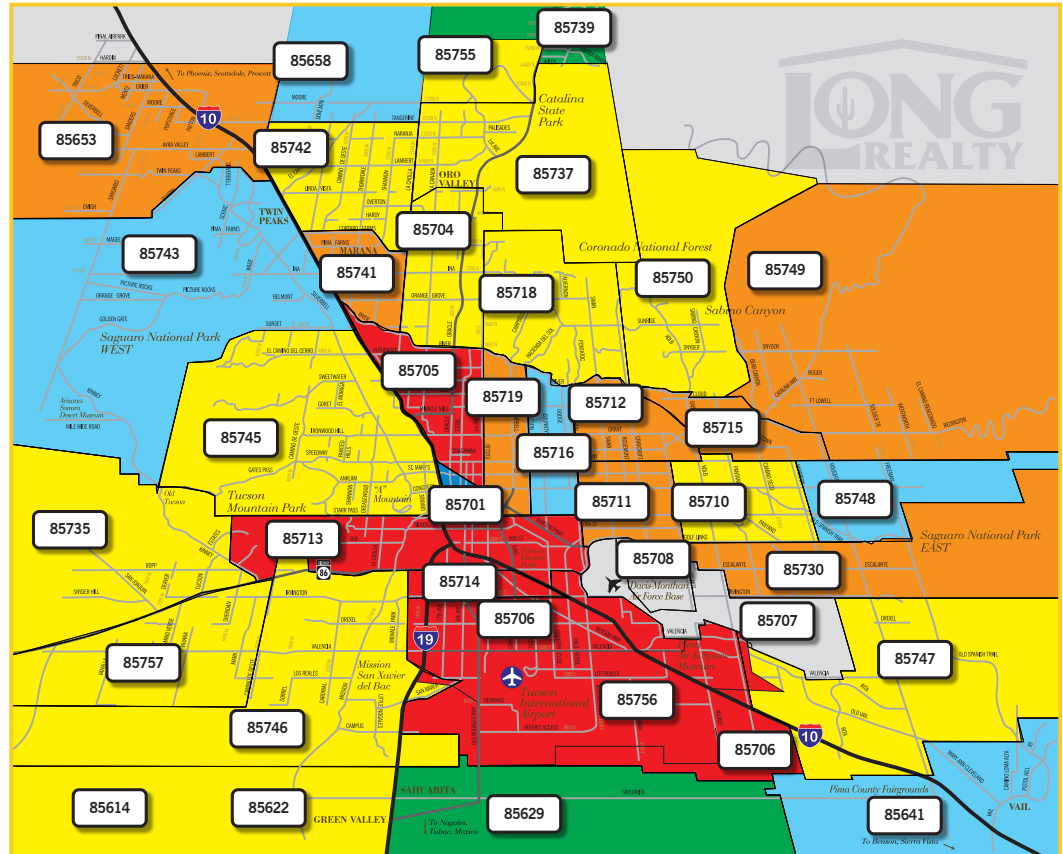


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2015-JAN 2016 TO
NOV 2016-JAN 2017

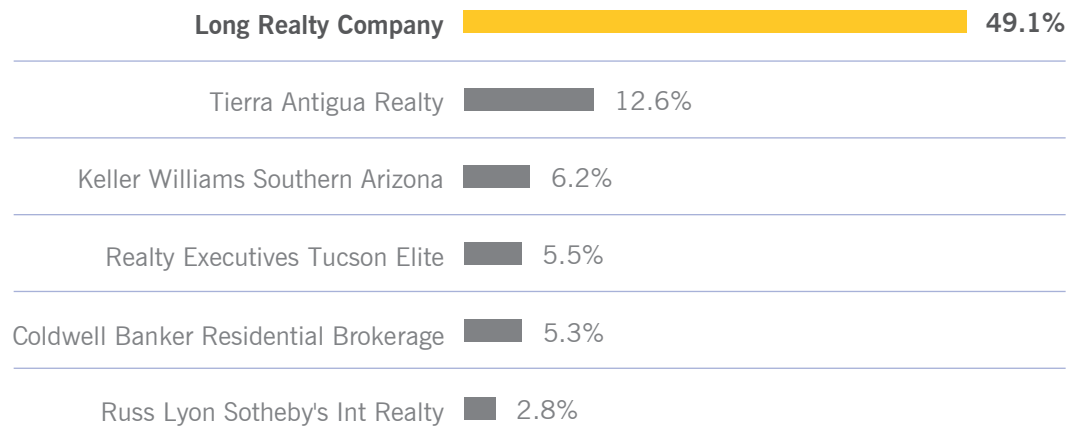
This heat map represents the percentage of change in Tucson metro median sales prices from November 2015-January 2016 to November 2016-January 2017 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 02/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2016 – 01/31/2017 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.