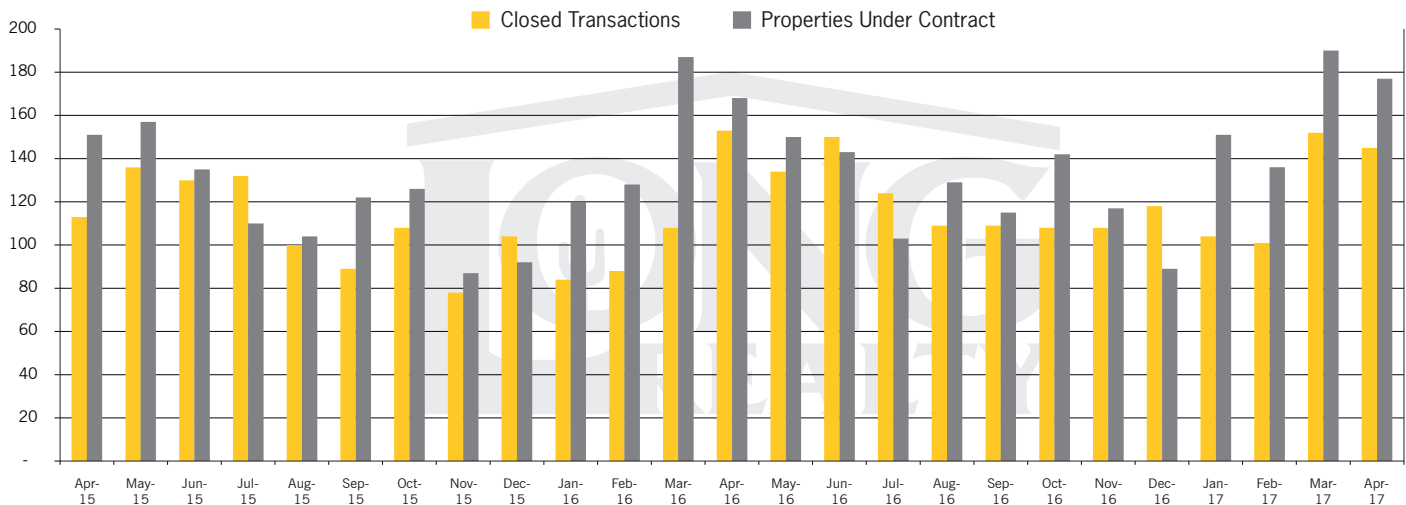




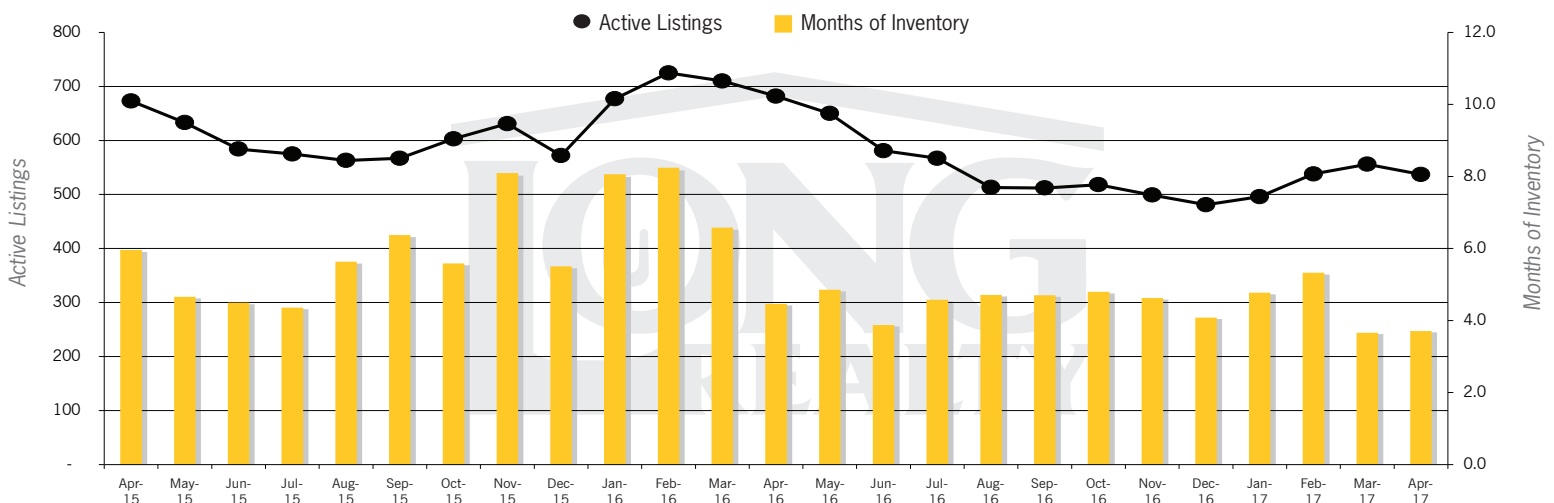
## Tucson North | May 2017

In the Tucson North area, April 2017 active inventory was 537, a 21% decrease from April 2016. There were 145 closings in April 2017, a 5% decrease from April 2016. Year-to-date 2017 there were 514 closings, a 16% increase from year-to-date 2016. Months of Inventory was 3.7, down from 4.5 in April 2016. Median price of sold homes was \$350,000 for the month of April 2017, up 6% from April 2016. The Tucson North area had 177 new properties under contract in April 2017, up 5% from April 2016.

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



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

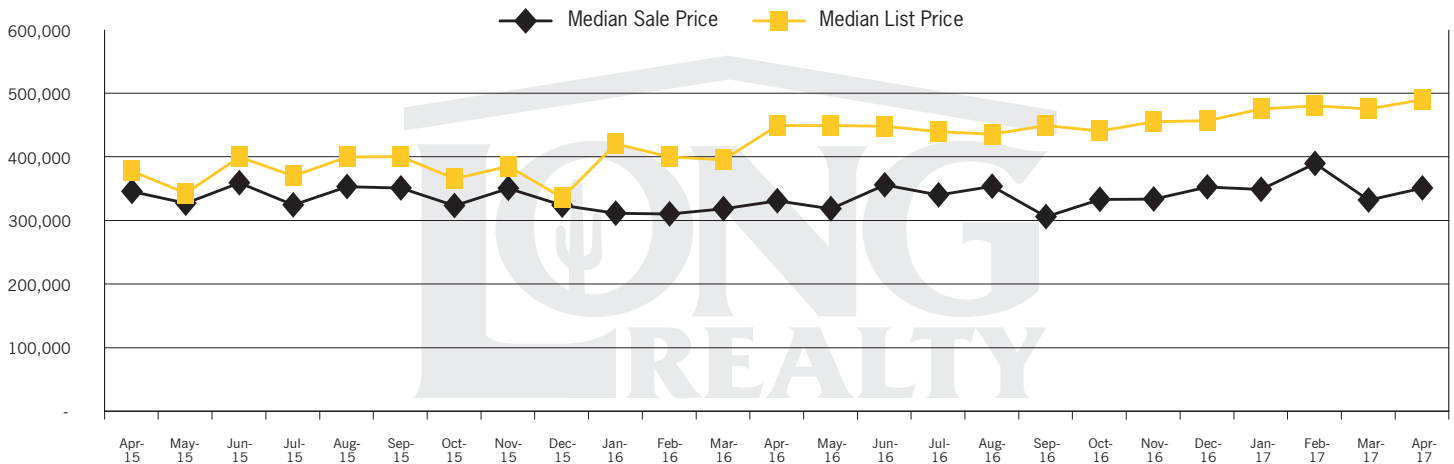


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.



Tucson North | May 2017

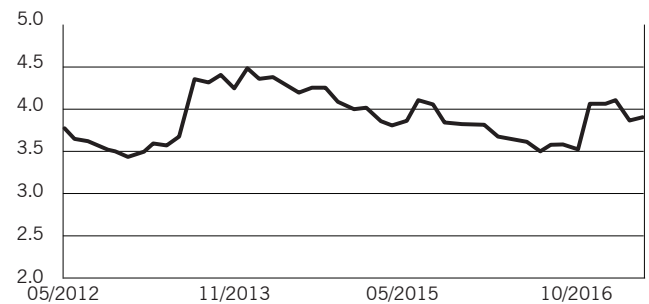
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



## 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	\$330,000	3.500%	\$1,407.76
2017	\$350,000	4.125%	\$1,611.46

## 30 YEAR FIXED MORTGAGE RATE



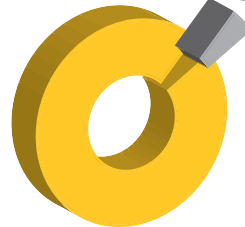
Source: Residential median sales prices. Data obtained 05/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

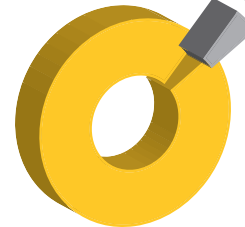
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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  
96%



■ Distressed  
■ Non-Distressed



Tucson North | May 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
		Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	0	0	0	1	0.0	3.0	Seller
\$75,000 - 99,999	5	4	3	1	1	5	0	n/a	2.8	Seller
\$100,000 - 124,999	9	5	3	7	3	4	5	1.8	2.6	Seller
\$125,000 - 149,999	17	2	6	9	5	14	8	2.1	2.3	Seller
\$150,000 - 174,999	19	7	5	7	7	13	12	1.6	2.2	Seller
\$175,000 - 199,999	18	4	3	8	7	7	5	3.6	2.5	Seller
\$200,000 - 224,999	6	5	4	4	3	5	8	0.8	1.5	Seller
\$225,000 - 249,999	11	9	4	1	4	6	4	2.8	2.9	Seller
\$250,000 - 274,999	6	7	5	3	4	8	8	0.8	1.2	Seller
\$275,000 - 299,999	10	2	7	4	5	6	7	1.4	2.1	Seller
\$300,000 - 349,999	30	18	17	10	7	16	13	2.3	2.5	Seller
\$350,000 - 399,999	39	8	20	11	11	13	15	2.6	2.9	Seller
\$400,000 - 499,999	67	16	11	19	23	27	22	3.0	2.7	Seller
\$500,000 - 599,999	66	6	9	12	7	9	11	6.0	7.0	Slightly Buyer
\$600,000 - 699,999	49	6	6	5	9	6	9	5.4	6.1	Balanced
\$700,000 - 799,999	42	2	2	1	5	6	8	5.3	6.5	Balanced
\$800,000 - 899,999	29	3	2	1	1	3	5	5.8	8.0	Slightly Buyer
\$900,000 - 999,999	26	1	4	2	1	0	2	13.0	24.3	Buyer
\$1,000,000 - and over	88	5	8	1	5	7	2	44.0	19.5	Buyer
<b>TOTAL</b>	<b>537</b>	<b>110</b>	<b>120</b>	<b>106</b>	<b>108</b>	<b>155</b>	<b>145</b>	<b>3.7</b>	<b>4.0</b>	<b>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 05/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2017 - 04/30/2017. Information is believed to be reliable, but not guaranteed.

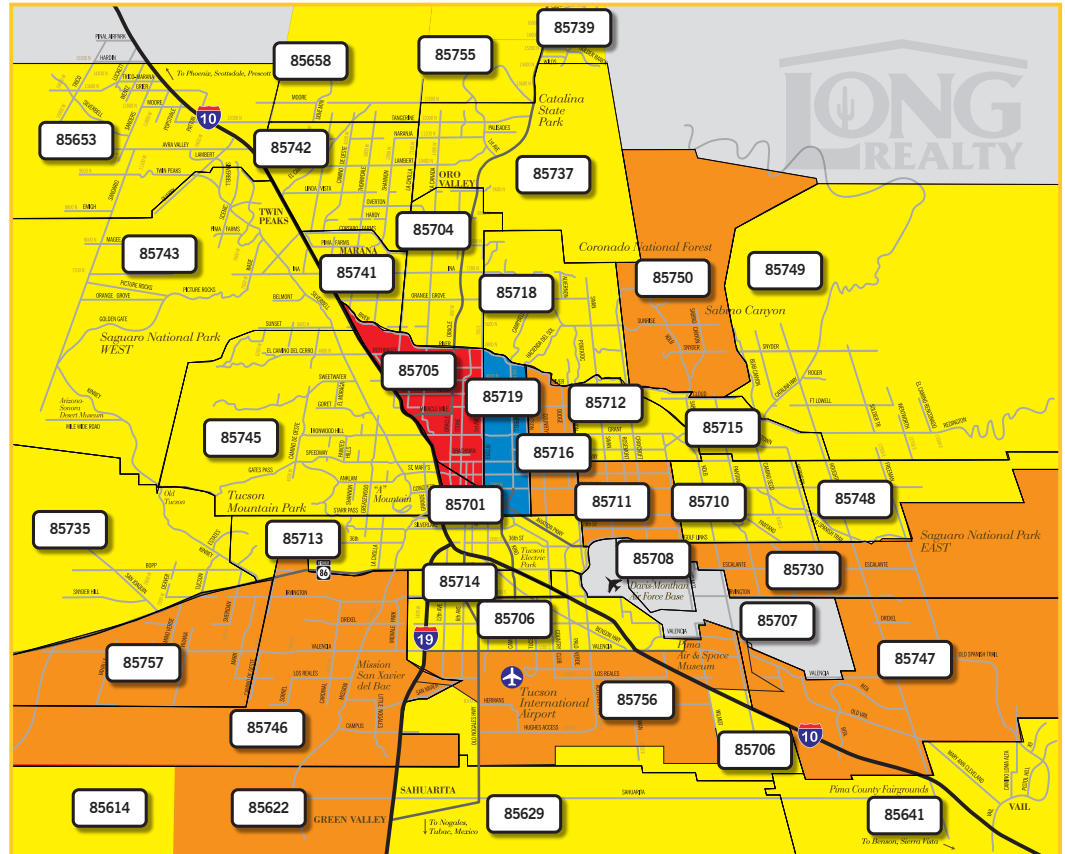


Tucson North | May 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO  
FEB 2017-APR 2017

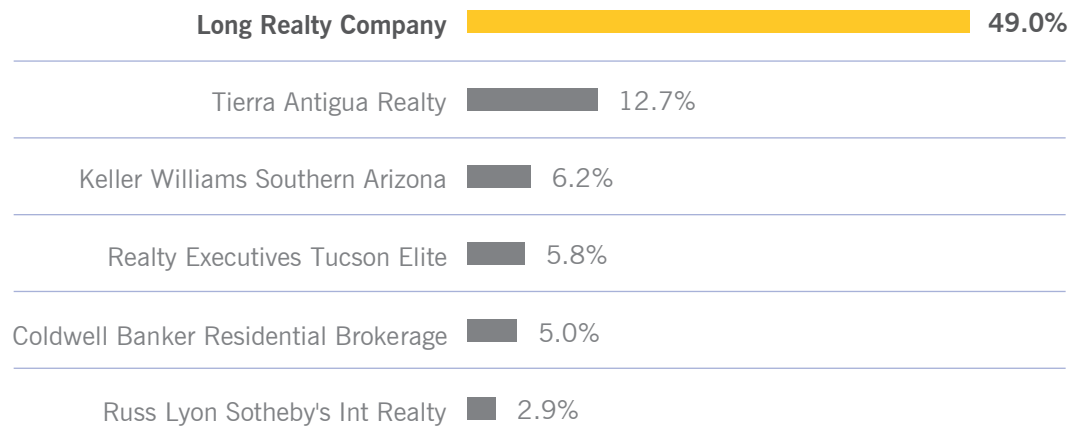
*This heat map represents the percentage of change in Tucson metro median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.*



## MARKET SHARE – TUCSON NORTH

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

*Data Obtained 05/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2016 – 04/30/2017 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.