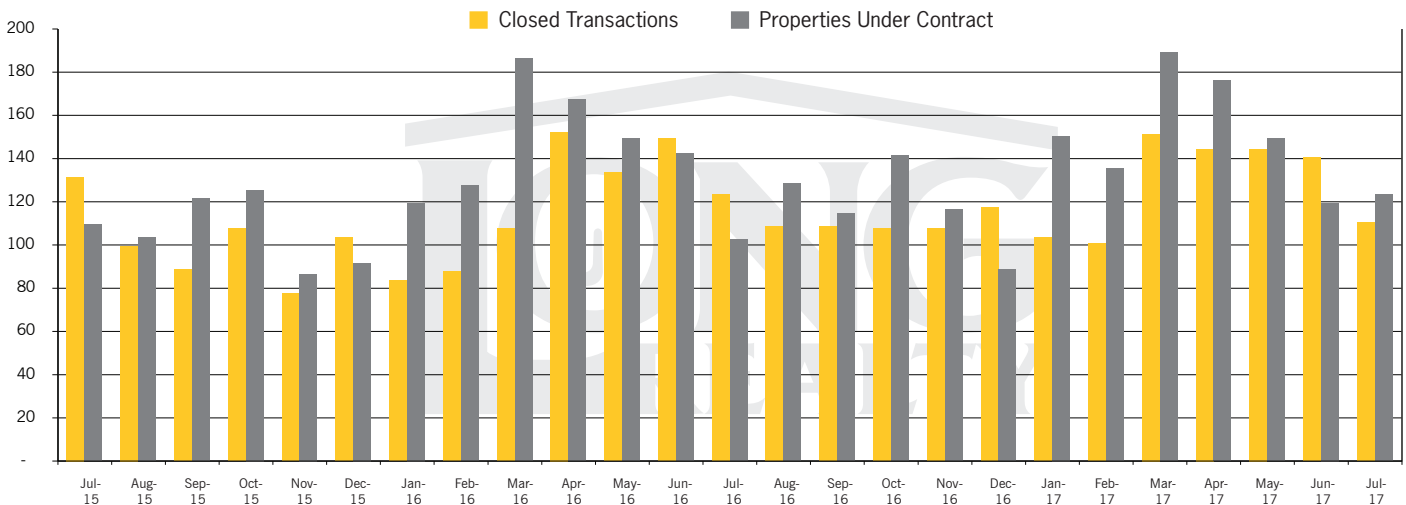




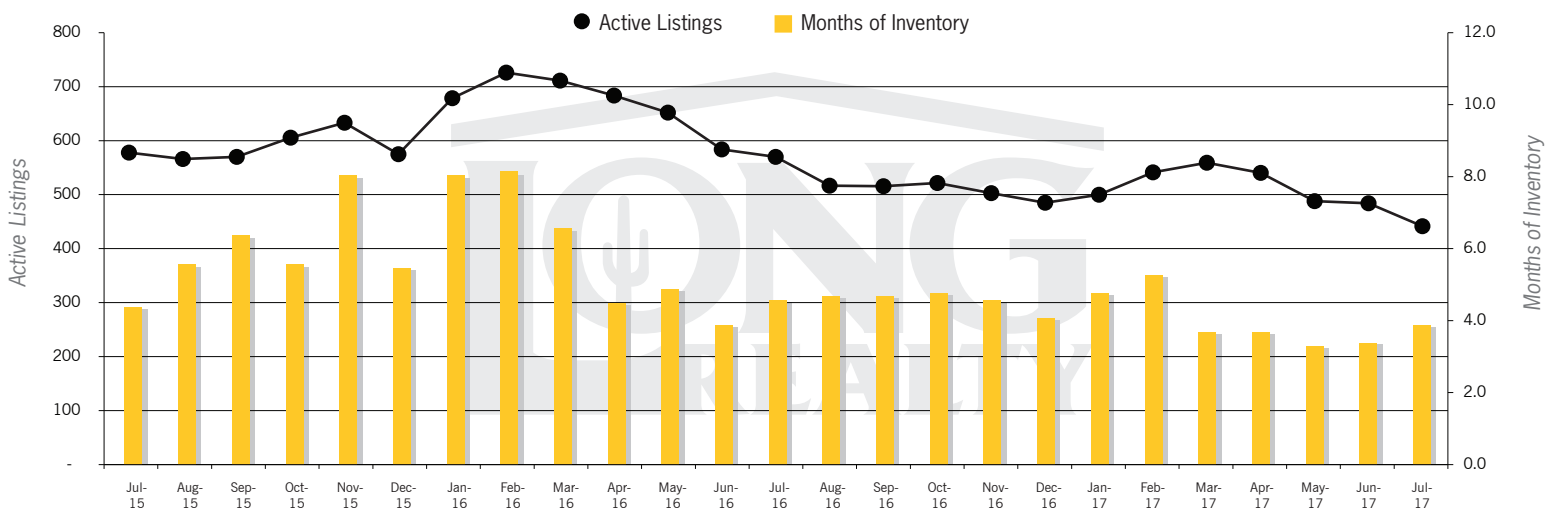
Tucson North | August 2017

In the Tucson North area, July 2017 active inventory was 437, a 23% decrease from July 2016. There were 111 closings in July 2017, a 10% decrease from July 2016. Year-to-date 2017 there were 924 closings, a 7% increase from year-to-date 2016. Months of Inventory was 3.9, down from 4.6 in July 2016. Median price of sold homes was \$354,000 for the month of July 2017, up 4% from July 2016. The Tucson North area had 124 new properties under contract in July 2017, up 20% from July 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

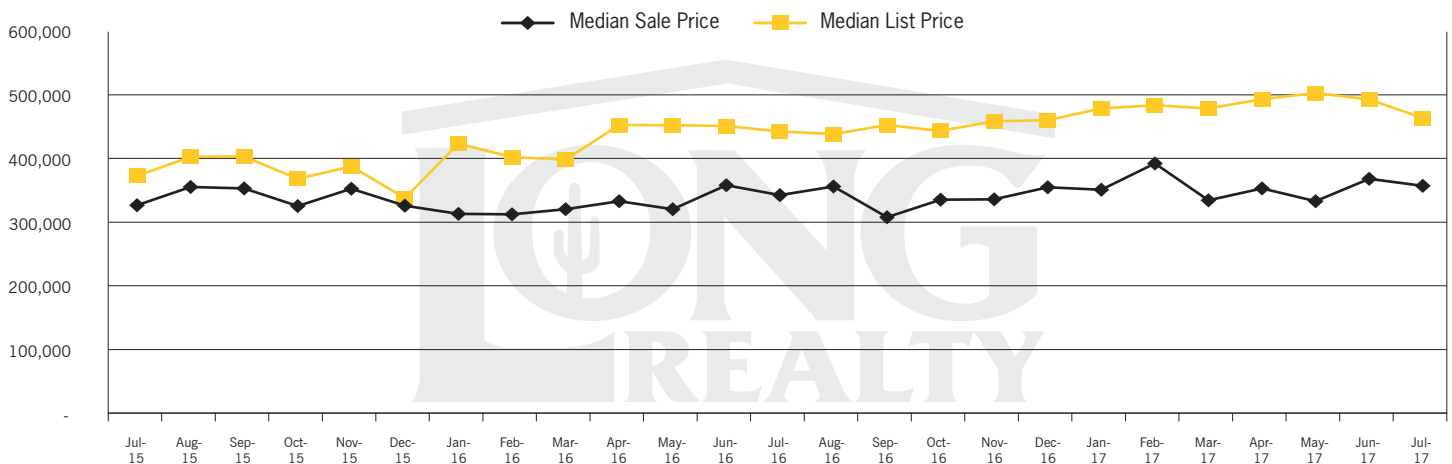


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/03/2017 is believed to be reliable, but not guaranteed.



Tucson North | August 2017

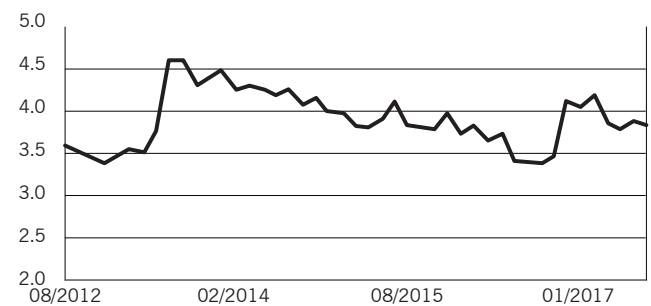
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$339,500	3.557%	\$1,458.56
2017	\$354,000	4.140%	\$1,632.81

30 YEAR FIXED MORTGAGE RATE

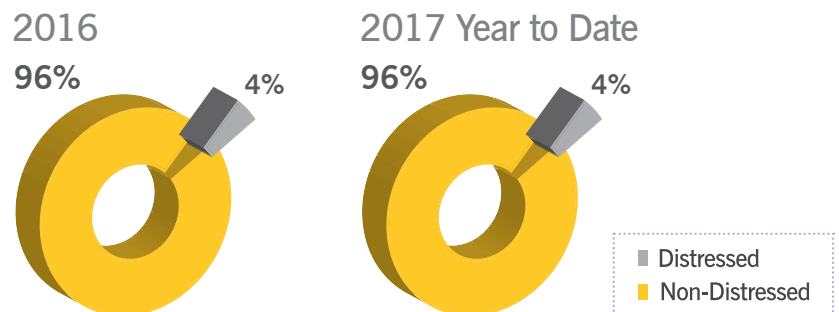


Source: Residential median sales prices. Data obtained 08/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson North | August 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
		Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	1	2	0	1	0.0	0.7	Seller
\$75,000 - 99,999	1	1	5	0	6	5	0	n/a	0.2	Seller
\$100,000 - 124,999	9	3	4	6	10	3	2	4.5	2.1	Seller
\$125,000 - 149,999	18	5	14	8	6	9	7	2.6	2.4	Seller
\$150,000 - 174,999	14	7	13	12	9	8	5	2.8	2.3	Seller
\$175,000 - 199,999	20	7	7	5	7	10	7	2.9	2.2	Seller
\$200,000 - 224,999	8	3	5	8	6	2	3	2.7	1.9	Seller
\$225,000 - 249,999	4	4	6	4	5	10	7	0.6	1.0	Seller
\$250,000 - 274,999	5	4	8	9	5	6	4	1.3	0.9	Seller
\$275,000 - 299,999	10	5	6	7	8	7	5	2.0	1.8	Seller
\$300,000 - 349,999	27	7	16	15	18	9	12	2.3	2.2	Seller
\$350,000 - 399,999	33	11	13	15	18	14	13	2.5	2.2	Seller
\$400,000 - 499,999	74	23	27	23	16	21	16	4.6	4.2	Slightly Seller
\$500,000 - 599,999	40	7	9	11	13	12	16	2.5	3.5	Seller
\$600,000 - 699,999	34	9	6	9	6	12	5	6.8	4.8	Slightly Seller
\$700,000 - 799,999	38	5	6	8	2	7	3	12.7	9.3	Buyer
\$800,000 - 899,999	10	1	3	5	2	2	2	5.0	7.2	Slightly Buyer
\$900,000 - 999,999	23	1	0	2	0	2	1	23.0	25.0	Buyer
\$1,000,000 - and over	69	5	7	2	11	5	2	34.5	12.6	Buyer
TOTAL	437	108	155	150	150	144	111	3.9	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 08/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2017 - 07/31/2017. Information is believed to be reliable, but not guaranteed.

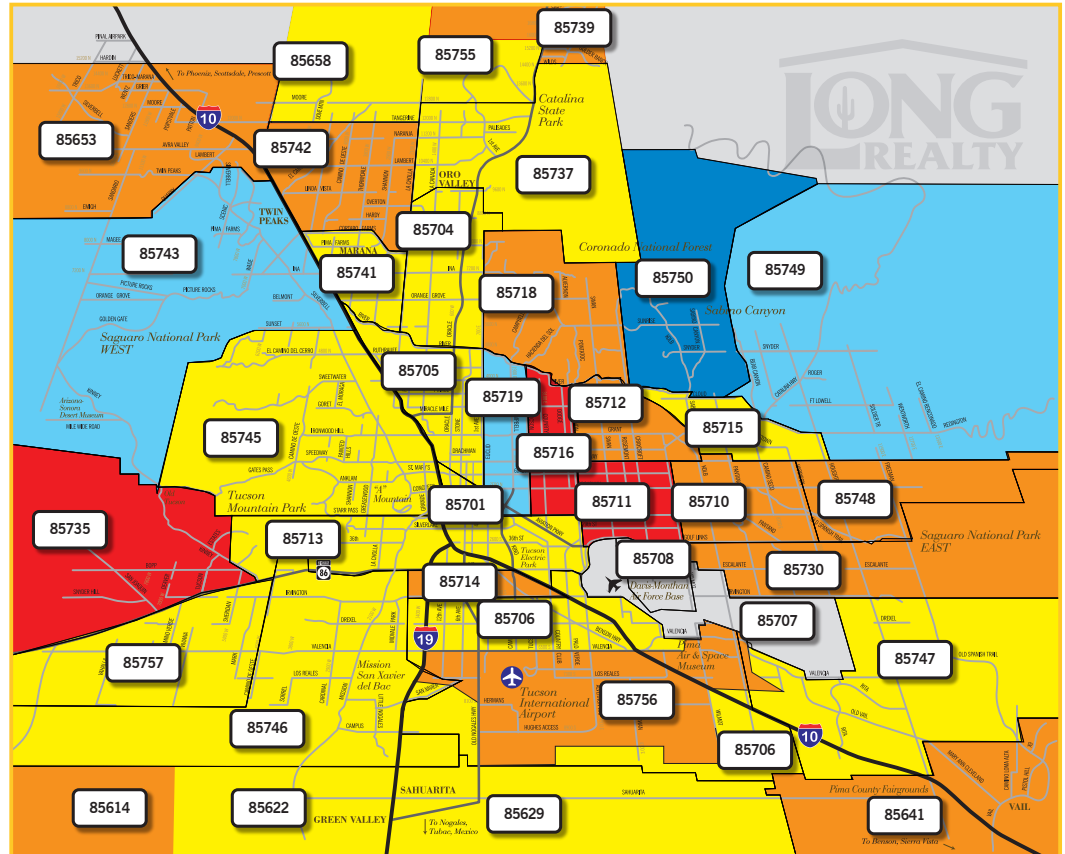


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2016-JUL 2016 TO
MAY 2017-JUL 2017

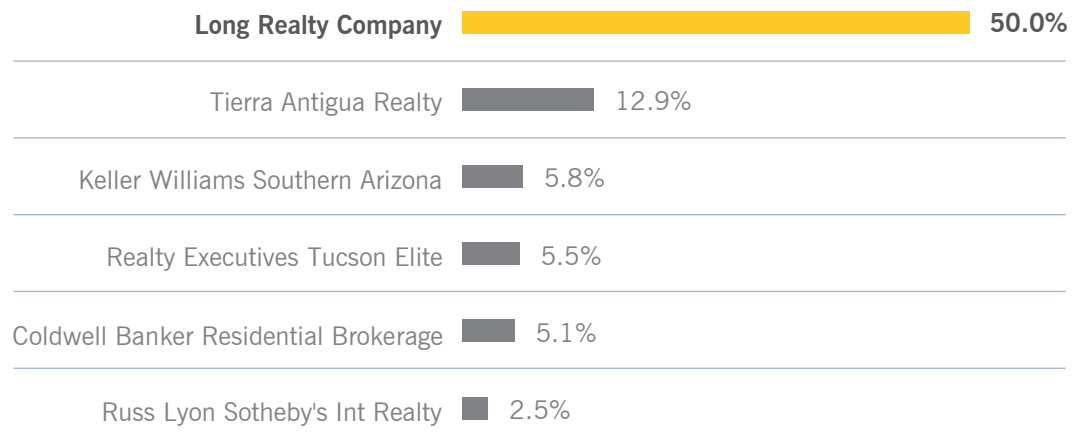
This heat map represents the percentage of change in Tucson metro median sales prices from May 2016-July 2016 to May 2017-July 2017 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2016 – 07/31/2017 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.