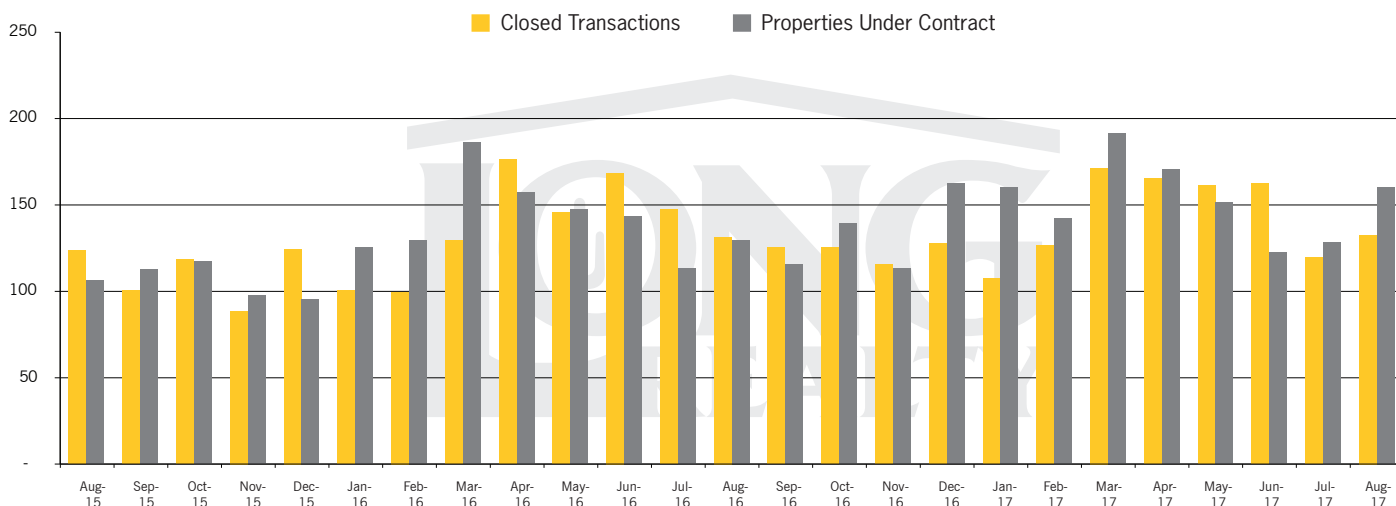




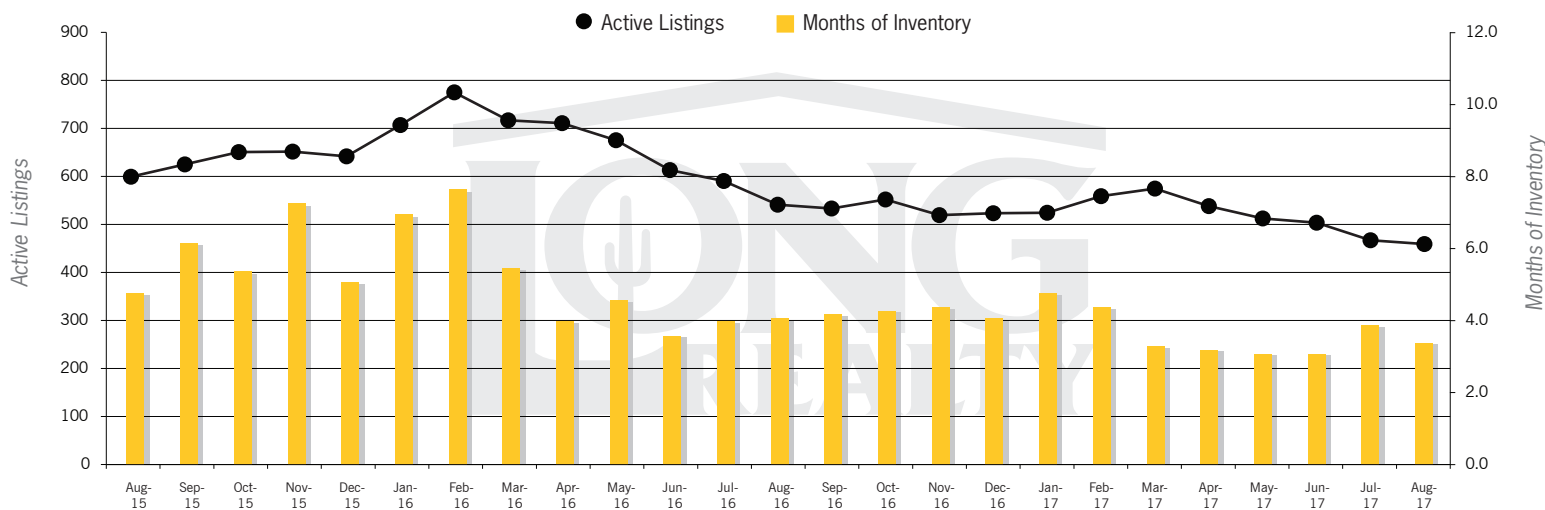
Tucson North | September 2017

In the Tucson North area, August 2017 active inventory was 454, a 15% decrease from August 2016. There were 133 closings in August 2017, virtually unchanged from August 2016. Year-to-date 2017 there were 1,152 closings, a 5% increase from year-to-date 2016. Months of Inventory was 3.4, down from 4.1 in August 2016. Median price of sold homes was \$329,000 for the month of August 2017, up 1% from August 2016. The Tucson North area had 161 new properties under contract in August 2017, up 24% from August 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

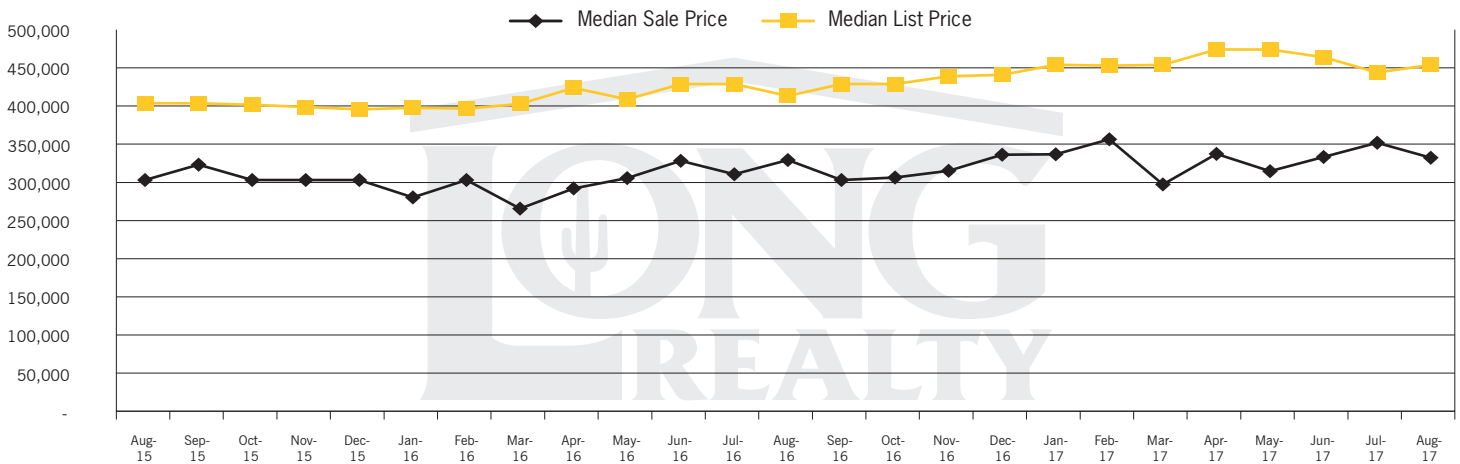


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/06/2017 is believed to be reliable, but not guaranteed.



Tucson North | September 2017

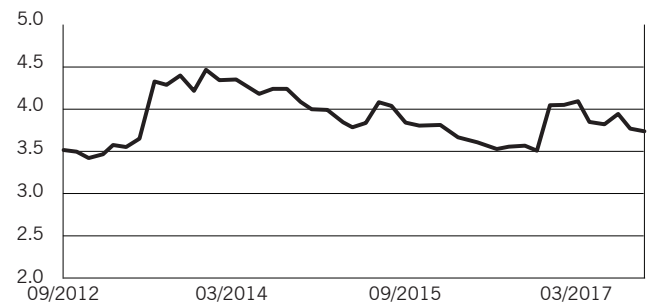
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2016	\$326,017	3.500%	\$1,390.76
2017	\$329,000	4.000%	\$1,492.16

30 YEAR FIXED MORTGAGE RATE



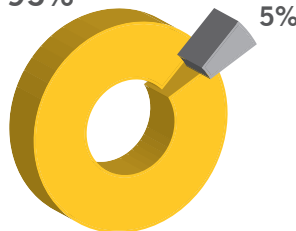
Source: Residential median sales prices. Data obtained 09/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

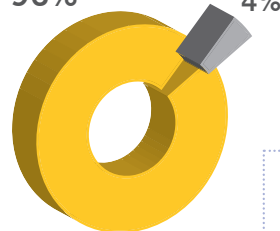
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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
95%



2017 Year to Date
96%



■ Distressed
■ Non-Distressed



Tucson North | September 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
		Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17			
\$1 - 49,999	2	1	1	1	1	0	3	0.7	2.0	Seller
\$50,000 - 74,999	2	1	2	2	0	5	1	2.0	2.0	Seller
\$75,000 - 99,999	3	6	0	6	5	0	0	n/a	1.6	Seller
\$100,000 - 124,999	14	4	7	11	3	3	6	2.3	2.9	Seller
\$125,000 - 149,999	20	17	11	10	9	6	7	2.9	2.8	Seller
\$150,000 - 174,999	18	16	13	8	10	5	6	3.0	2.5	Seller
\$175,000 - 199,999	17	10	8	9	15	10	8	2.1	2.1	Seller
\$200,000 - 224,999	9	11	11	7	7	3	7	1.3	1.4	Seller
\$225,000 - 249,999	6	6	5	5	11	9	7	0.9	0.7	Seller
\$250,000 - 274,999	4	8	10	6	6	3	6	0.7	0.9	Seller
\$275,000 - 299,999	13	7	8	10	8	5	8	1.6	1.7	Seller
\$300,000 - 349,999	37	16	14	19	11	12	10	3.7	2.9	Seller
\$350,000 - 399,999	32	12	17	17	16	13	17	1.9	2.4	Seller
\$400,000 - 499,999	62	27	22	17	21	17	16	3.9	3.9	Seller
\$500,000 - 599,999	45	9	11	13	12	17	10	4.5	3.4	Seller
\$600,000 - 699,999	32	5	9	6	12	5	6	5.3	4.5	Slightly Seller
\$700,000 - 799,999	35	6	8	2	7	3	7	5.0	6.4	Balanced
\$800,000 - 899,999	13	3	5	2	2	2	1	13.0	7.0	Slightly Buyer
\$900,000 - 999,999	22	0	2	0	2	1	4	5.5	10.0	Buyer
\$1,000,000 - and over	68	7	2	11	5	2	3	22.7	20.9	Buyer
TOTAL	454	172	166	162	163	121	133	3.4	3.4	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 09/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2017 - 08/31/2017. Information is believed to be reliable, but not guaranteed.

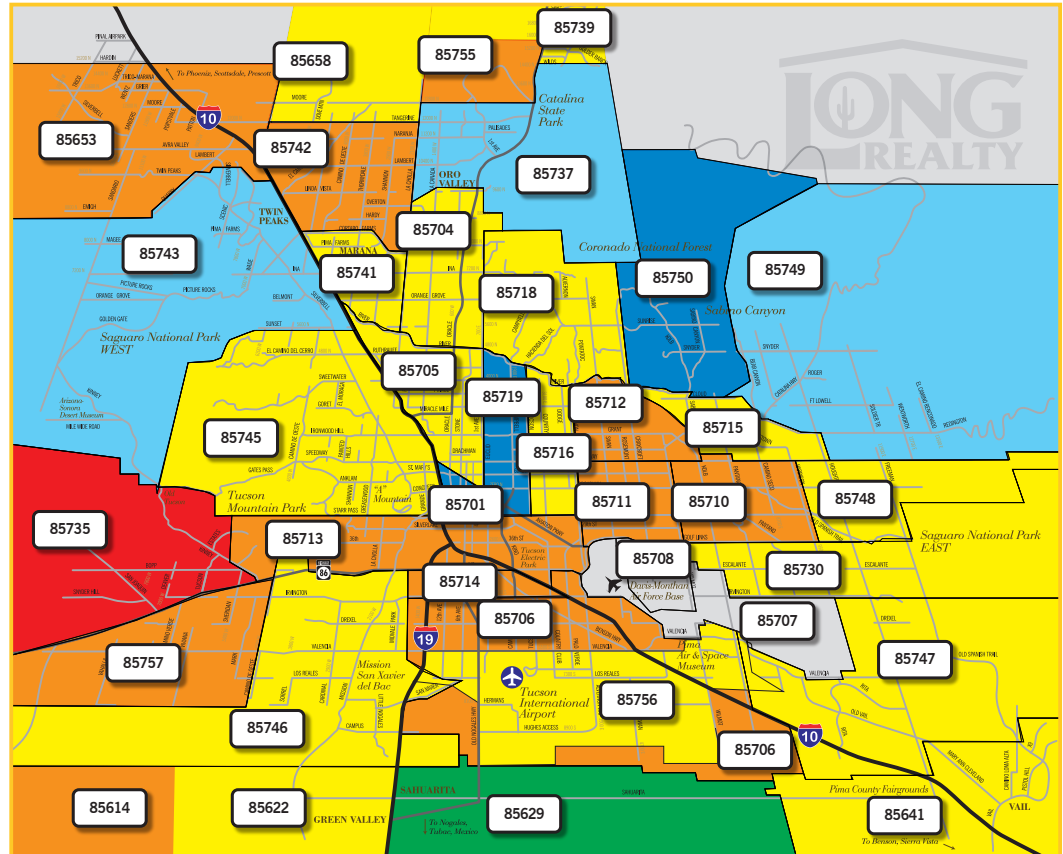


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2016-AUG 2016 TO
JUN 2017-AUG 2017

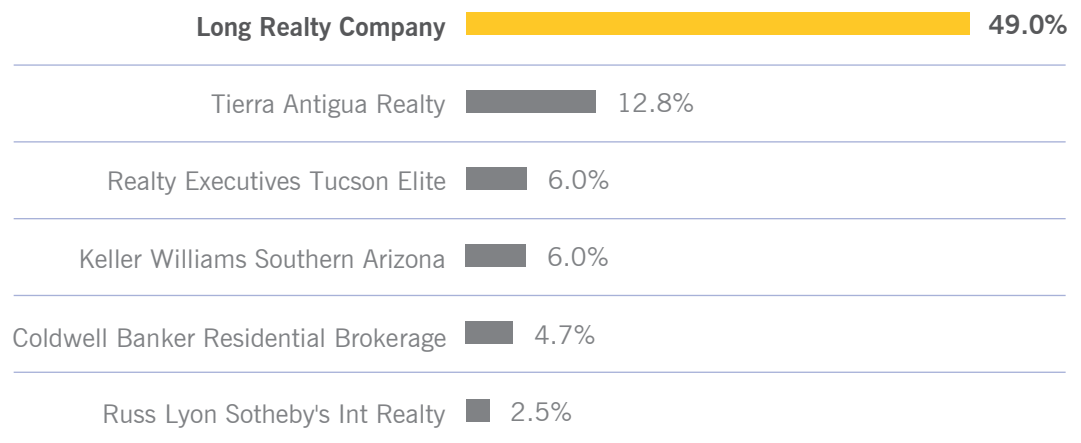
This heat map represents the percentage of change in Tucson metro median sales prices from June 2016-August 2016 to June 2017-August 2017 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2016 – 08/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.



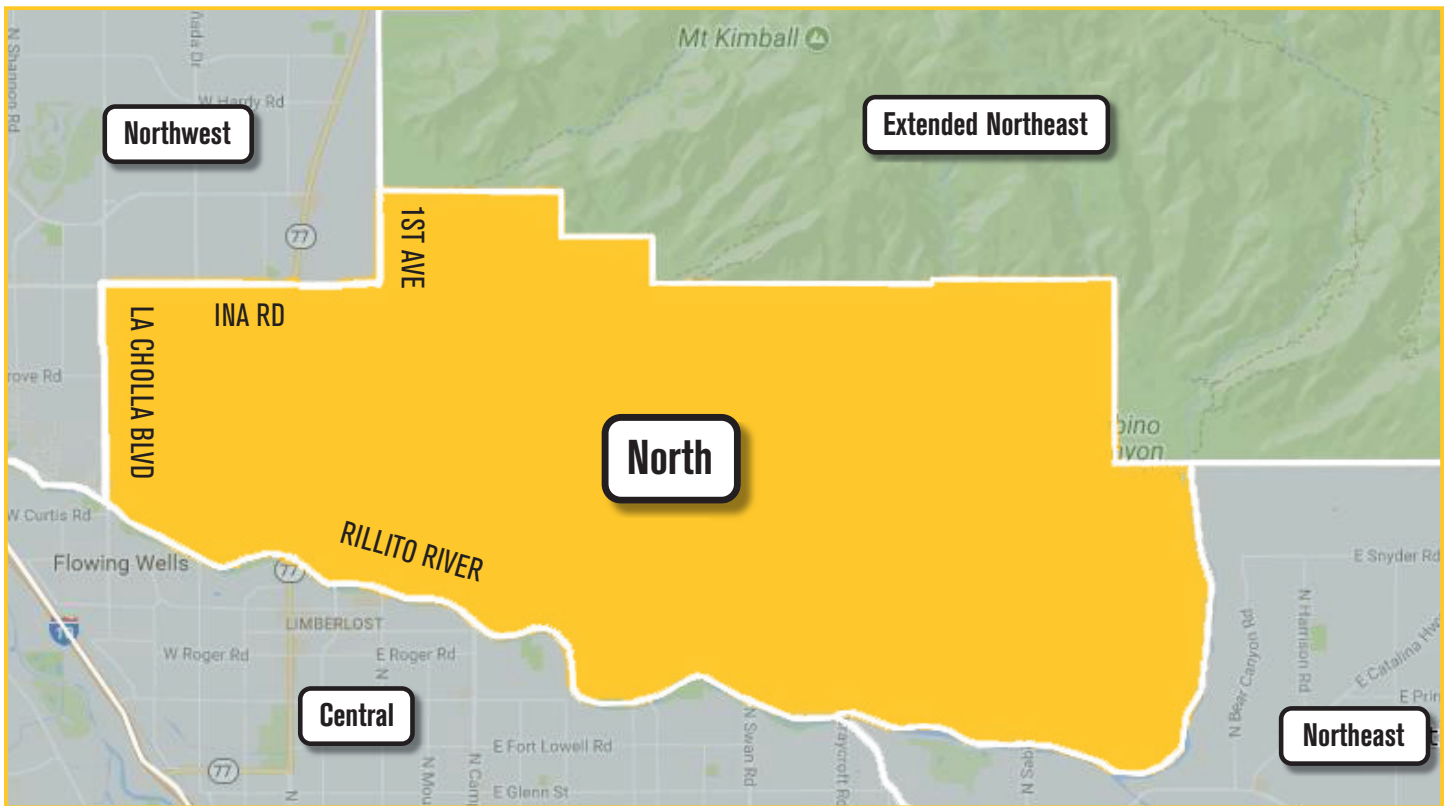
The Tucson North Housing Report is comprised of data for residential properties in the North area of Tucson as defined by MLSSAZ including the Catalina Foothills area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.



Tucson North | September 2017

The MLS of Southern Arizona made changes to the MLS Area boundaries in August of 2017. Those changes affected the area defined as "Tucson North". The western boundary of the North area previously stopped at Oracle. It now extends out to La Cholla, shown below.

All of the current and historical data have been updated to reflect the new boundaries.



IF YOU HAVE ANY QUESTIONS ABOUT THE LOCAL HOUSING MARKET, TALK TO ME.

How's the market?

You have questions,
I have the answers.

Talk To Me.

Where Every Home & Every Person *Matters*