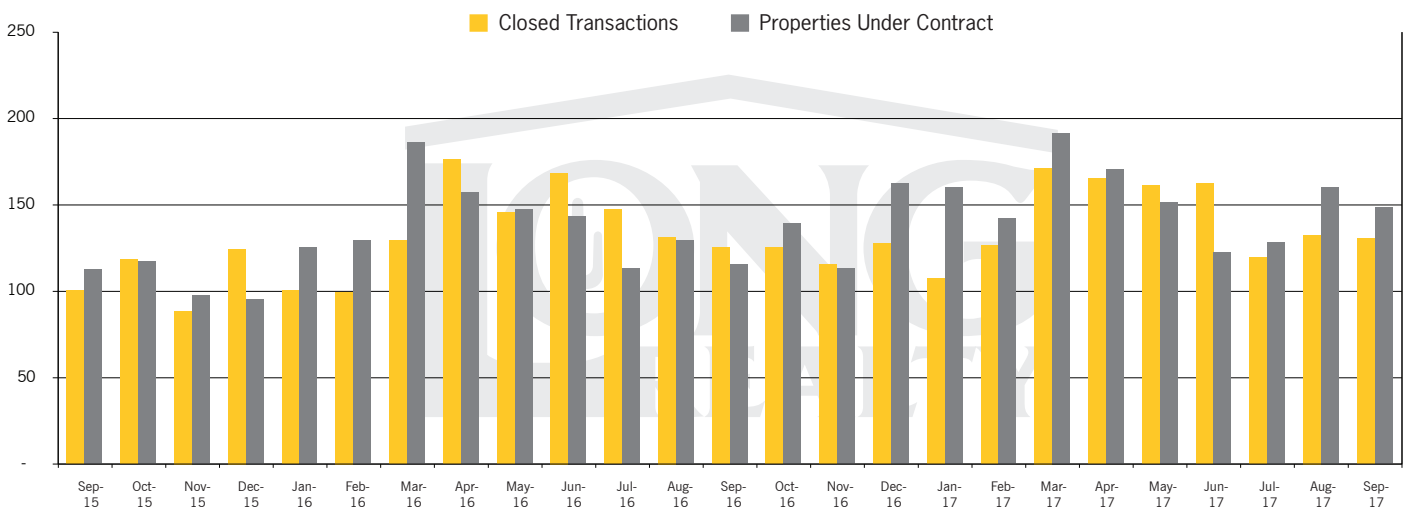




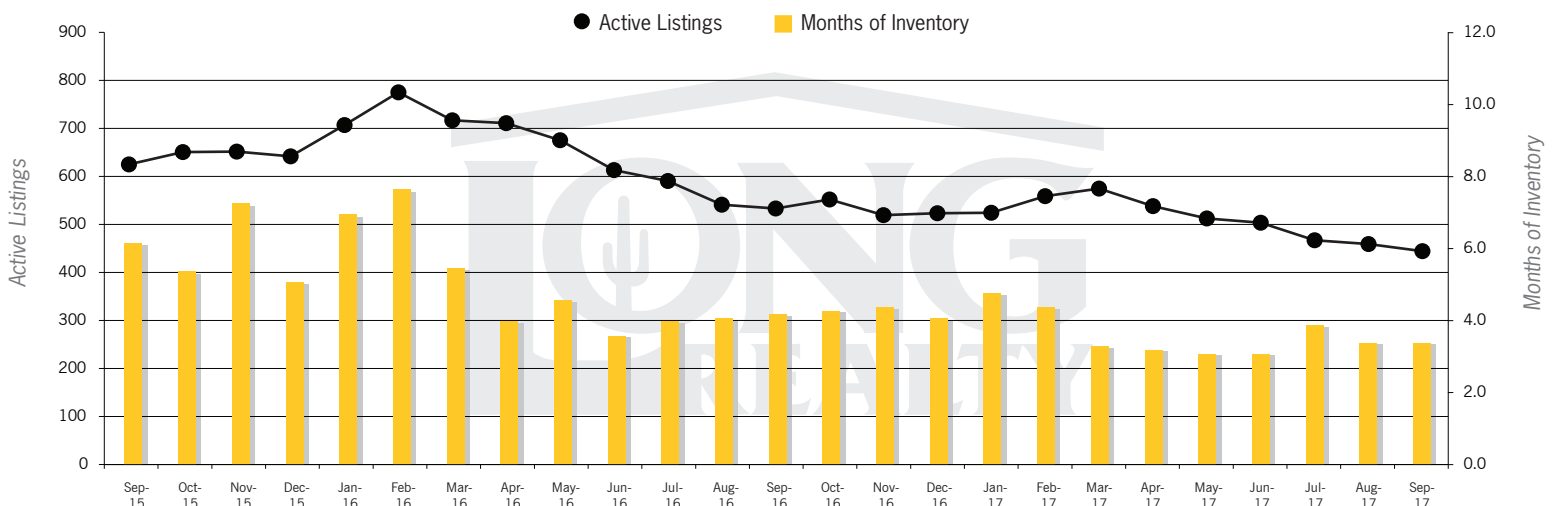
Tucson North | October 2017

In the Tucson North area, September 2017 active inventory was 439, a 17% decrease from September 2016. There were 131 closings in September 2017, a 4% increase from September 2016. Year-to-date 2017 there were 1,287 closings, a 5% increase from year-to-date 2016. Months of Inventory was 3.4, down from 4.2 in September 2016. Median price of sold homes was \$347,900 for the month of September 2017, up 16% from September 2016. The Tucson North area had 149 new properties under contract in September 2017, up 28% from September 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

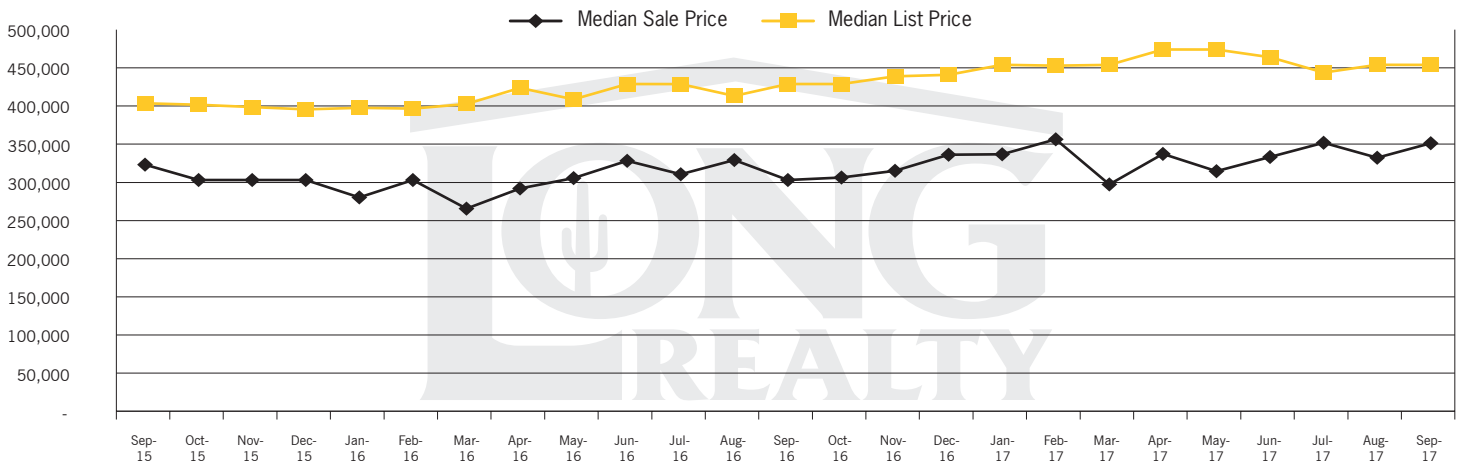


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.



Tucson North | October 2017

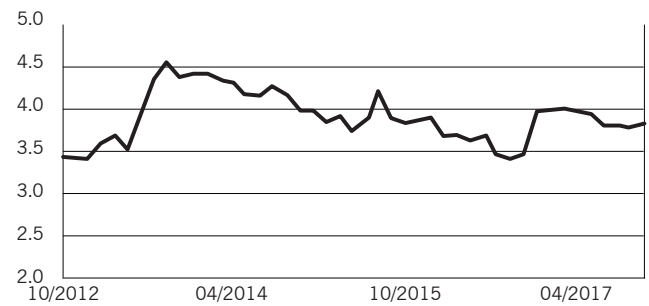
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$300,000	3.460%	\$1,273.42
2017	\$347,900	3.930%	\$1,564.57

30 YEAR FIXED MORTGAGE RATE



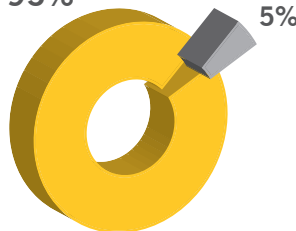
Source: Residential median sales prices. Data obtained 10/04/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

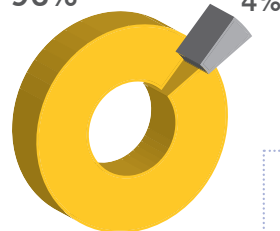
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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 | October 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
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17			
\$1 - 49,999	3	1	1	1	0	3	2	1.5	1.6	Seller
\$50,000 - 74,999	2	2	2	0	5	1	0	n/a	1.2	Seller
\$75,000 - 99,999	2	0	6	5	0	0	2	1.0	4.0	Seller
\$100,000 - 124,999	16	7	11	3	3	6	3	5.3	3.3	Seller
\$125,000 - 149,999	16	11	10	9	6	8	8	2.0	2.6	Seller
\$150,000 - 174,999	14	13	8	10	5	6	7	2.0	2.7	Seller
\$175,000 - 199,999	12	8	9	15	10	8	7	1.7	2.3	Seller
\$200,000 - 224,999	5	11	7	7	3	7	5	1.0	1.4	Seller
\$225,000 - 249,999	7	5	5	11	9	7	6	1.2	0.8	Seller
\$250,000 - 274,999	9	10	6	6	3	6	7	1.3	1.2	Seller
\$275,000 - 299,999	14	8	10	8	5	8	4	3.5	2.1	Seller
\$300,000 - 349,999	40	14	19	11	12	11	15	2.7	2.8	Seller
\$350,000 - 399,999	33	17	17	16	13	19	17	1.9	2.1	Seller
\$400,000 - 499,999	47	22	17	21	17	16	17	2.8	3.6	Seller
\$500,000 - 599,999	41	11	13	12	17	10	13	3.2	3.2	Seller
\$600,000 - 699,999	36	9	6	12	5	6	12	3.0	4.5	Slightly Seller
\$700,000 - 799,999	35	8	2	7	3	7	1	35.0	9.7	Buyer
\$800,000 - 899,999	17	5	2	2	2	1	2	8.5	8.0	Slightly Buyer
\$900,000 - 999,999	20	2	0	2	1	4	0	n/a	13.0	Buyer
\$1,000,000 - and over	70	2	11	5	2	3	3	23.3	26.0	Buyer
TOTAL	439	166	162	163	121	137	131	3.4	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 10/04/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2017 - 09/30/2017. Information is believed to be reliable, but not guaranteed.

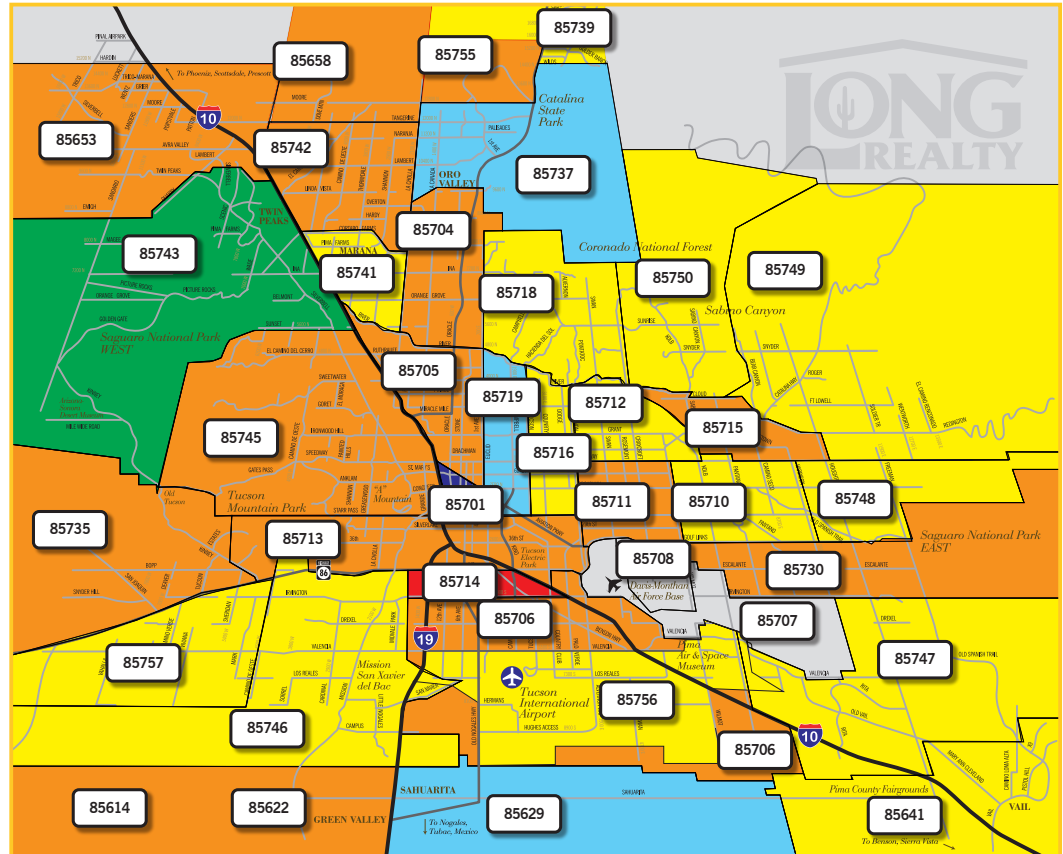
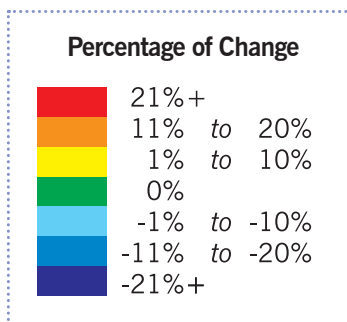


Tucson North | October 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2016-SEP 2016 TO
JUL 2017-SEP 2017

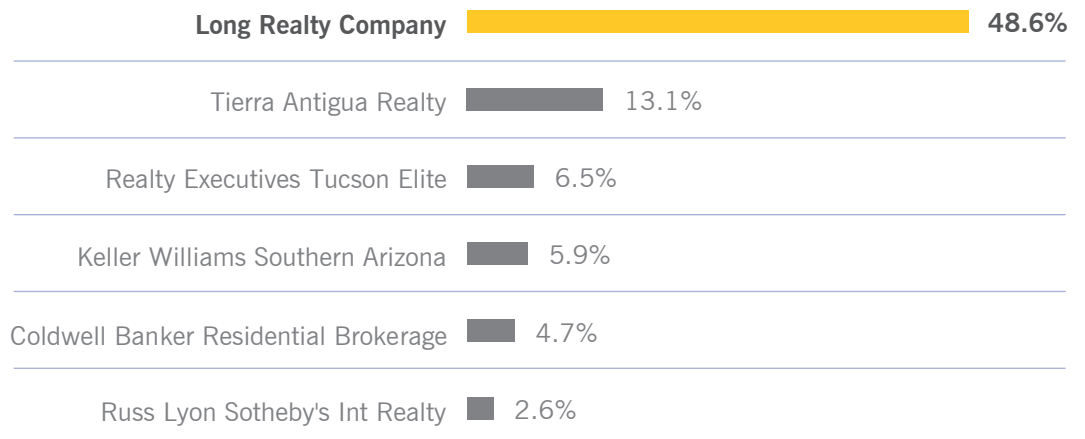
This heat map represents the percentage of change in Tucson metro median sales prices from July 2016-September 2016 to July 2017-September 2017 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 10/04/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2016 – 09/30/2017 rounded to the nearest tenth of one percent and deemed to be correct.



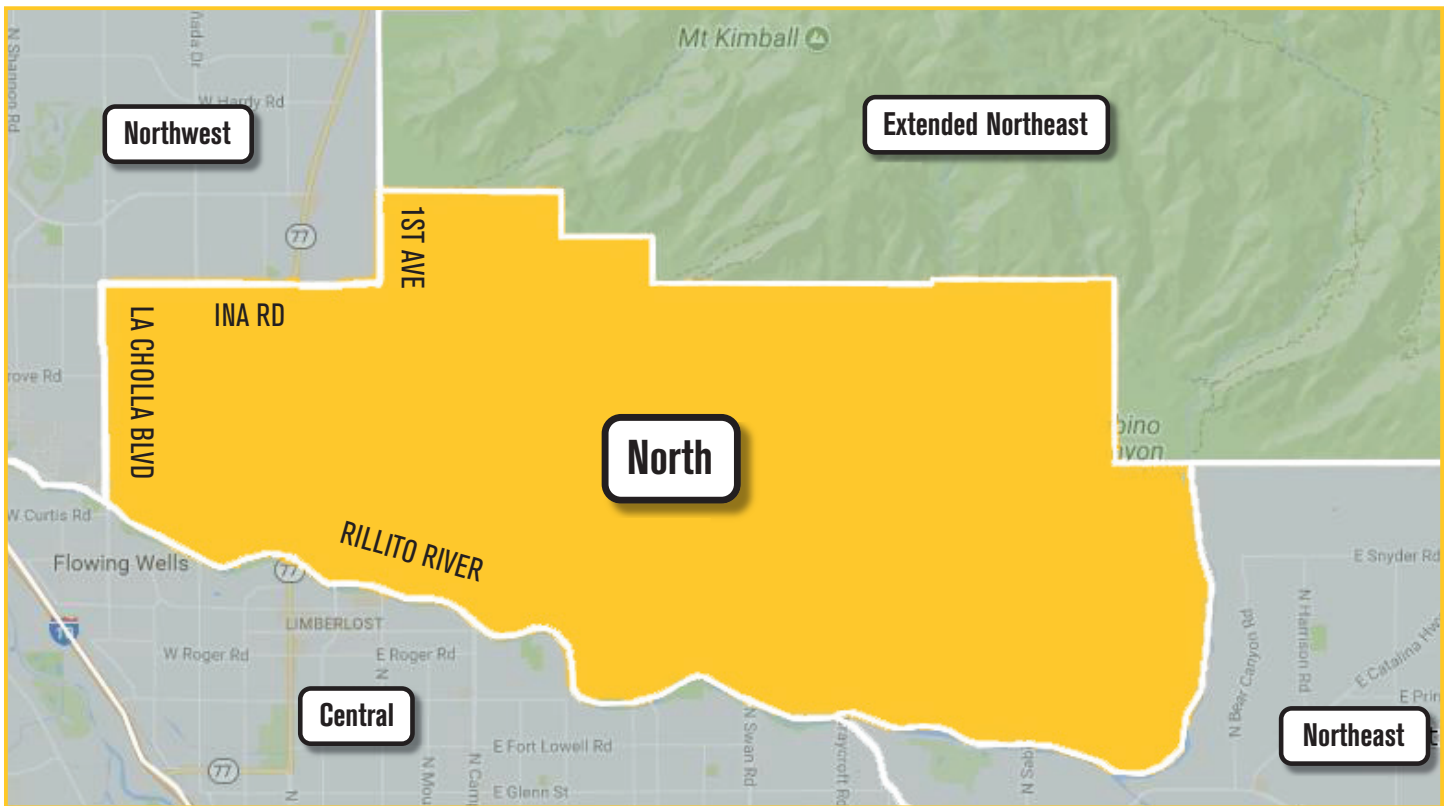
The Tucson North Housing Report is comprised of data for residential properties in the North area of Tucson as defined by MLSSAZ including the Catalina Foothills area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please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



Tucson North | October 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*