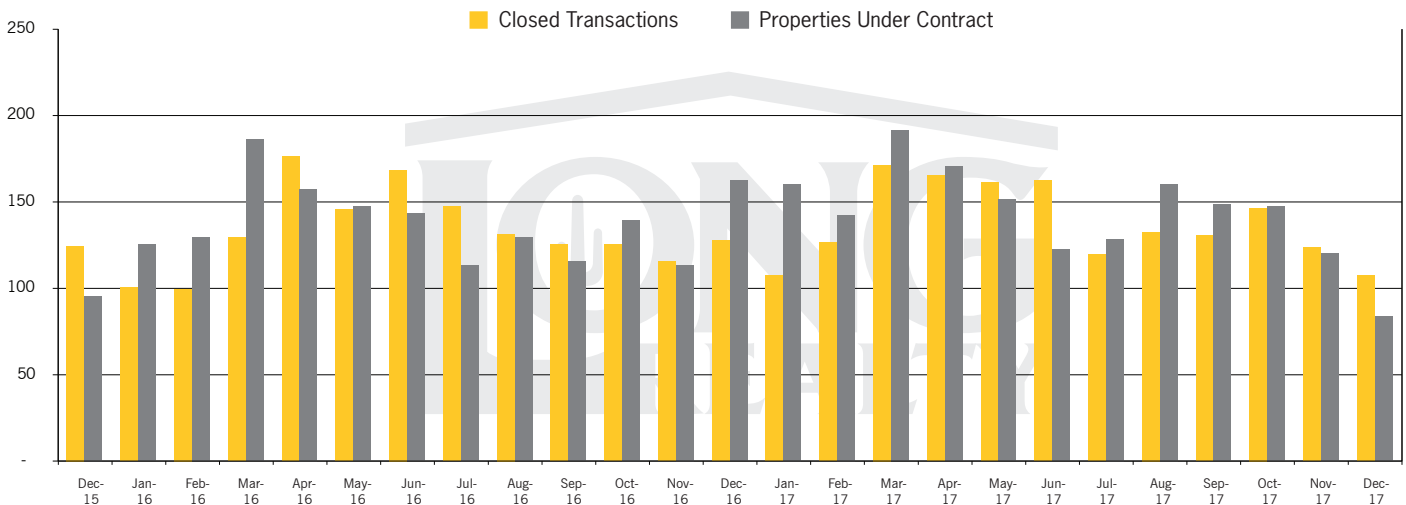




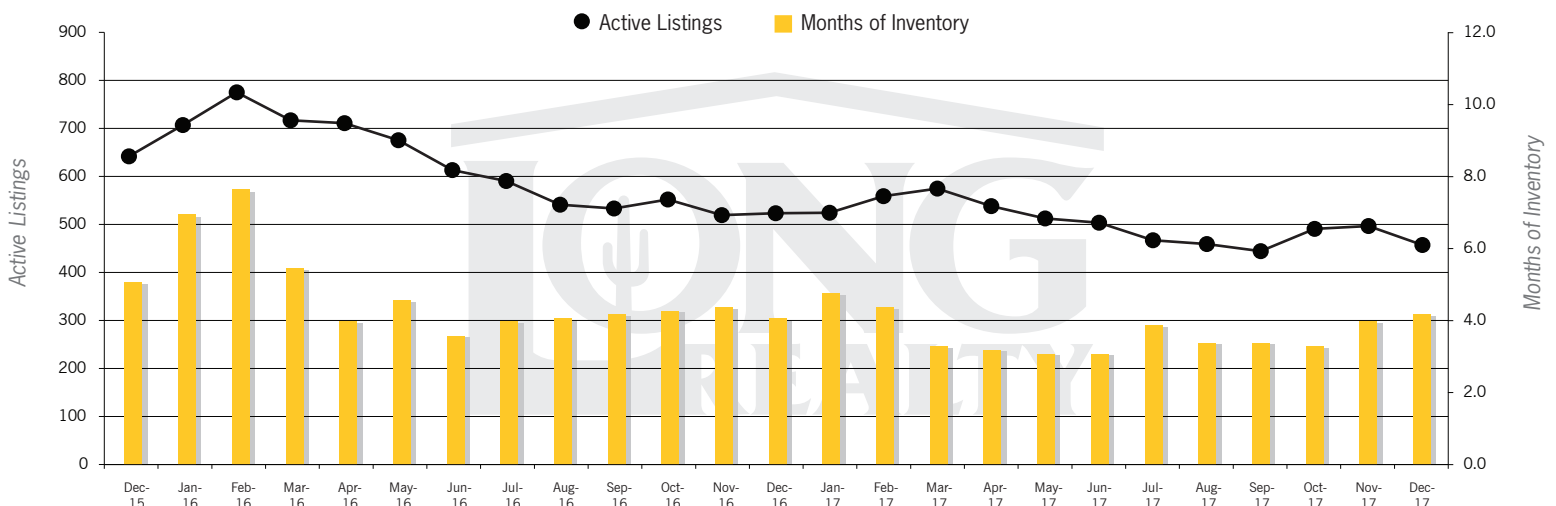
Tucson North | January 2018

In the Tucson North area, December 2017 active inventory was 452, a 13% decrease from December 2016. There were 108 closings in December 2017, a 16% decrease from December 2016. Year-to-date 2017 there were 1,678 closings, a 5% increase from year-to-date 2016. Months of Inventory was 4.2, up from 4.1 in December 2016. Median price of sold homes was \$345,000 for the month of December 2017, up 4% from December 2016. The Tucson North area had 84 new properties under contract in December 2017, down 48% from December 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

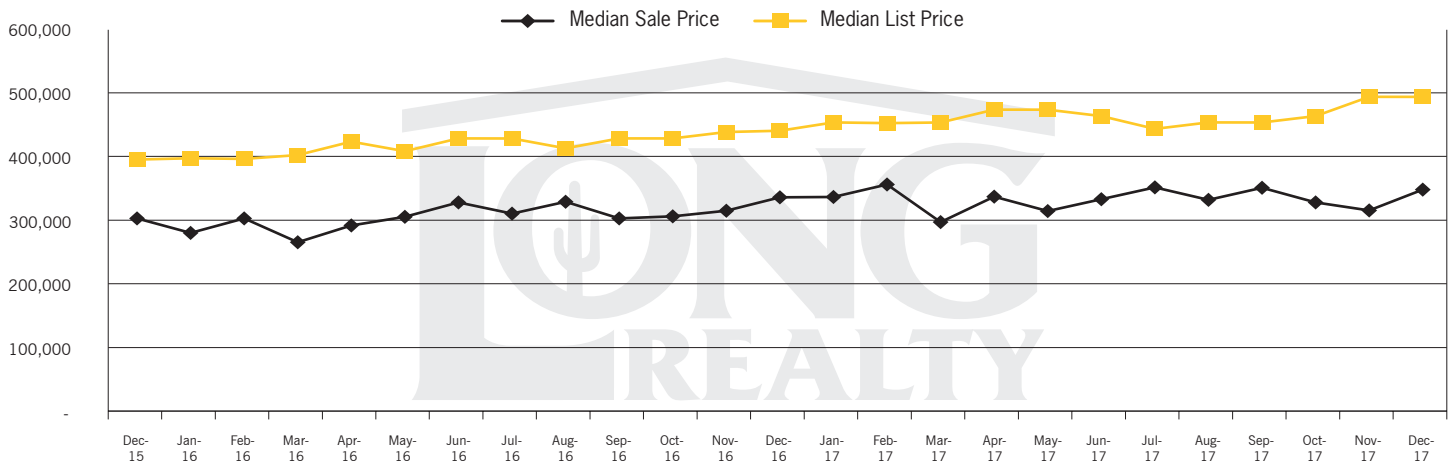


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/04/2018 is believed to be reliable, but not guaranteed.



Tucson North | January 2018

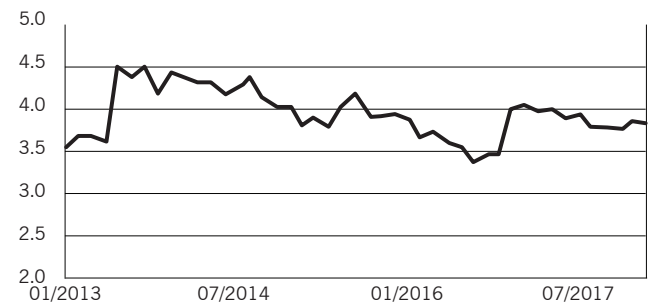
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$332,950	4.125%	\$1,532.96
2017	\$345,000	4.000%	\$1,564.73

30 YEAR FIXED MORTGAGE RATE

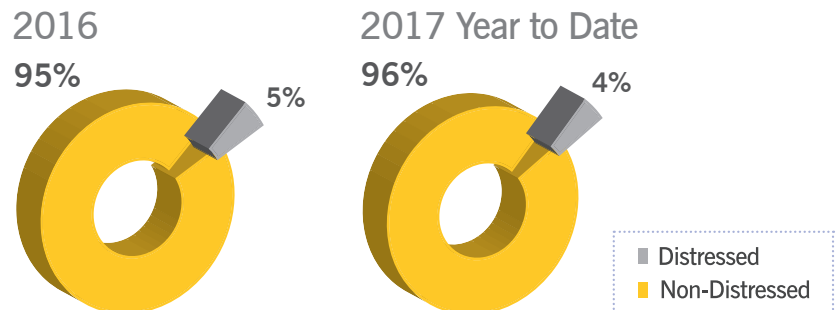


Source: Residential median sales prices. Data obtained 01/04/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





The Housing Report

Stephen Woodall | (520) 818-4504
Stephen@TeamWoodall.com | TeamWoodall.com



Tucson North | January 2018

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
		Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17			
\$1 - 49,999	1	0	3	2	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	4	5	1	0	1	2	2	2.0	2.0	Seller
\$75,000 - 99,999	0	0	0	2	2	3	1	0.0	0.0	Seller
\$100,000 - 124,999	12	3	6	3	7	3	4	3.0	2.5	Seller
\$125,000 - 149,999	15	6	8	8	12	7	7	2.1	1.8	Seller
\$150,000 - 174,999	22	5	6	8	10	11	7	3.1	2.2	Seller
\$175,000 - 199,999	15	10	8	7	7	7	7	2.1	1.7	Seller
\$200,000 - 224,999	9	3	7	6	8	2	3	3.0	2.0	Seller
\$225,000 - 249,999	9	9	7	6	4	5	2	4.5	2.2	Seller
\$250,000 - 274,999	8	3	6	7	4	8	6	1.3	1.6	Seller
\$275,000 - 299,999	14	5	8	4	11	14	6	2.3	1.5	Seller
\$300,000 - 349,999	23	12	11	15	11	10	9	2.6	2.6	Seller
\$350,000 - 399,999	33	13	19	18	20	14	9	3.7	2.4	Seller
\$400,000 - 499,999	52	17	16	18	24	18	14	3.7	3.0	Seller
\$500,000 - 599,999	41	17	10	13	11	6	6	6.8	6.3	Balanced
\$600,000 - 699,999	46	5	6	12	5	6	7	6.6	8.1	Slightly Buyer
\$700,000 - 799,999	30	3	7	1	3	4	9	3.3	6.6	Slightly Buyer
\$800,000 - 899,999	25	2	1	2	3	2	5	5.0	7.5	Slightly Buyer
\$900,000 - 999,999	15	1	4	0	3	0	1	15.0	13.8	Buyer
\$1,000,000 - and over	78	2	3	3	3	8	3	26.0	17.0	Buyer
TOTAL	452	121	137	135	149	130	108	4.2	3.7	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 01/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2017 - 12/31/2017. Information is believed to be reliable, but not guaranteed.

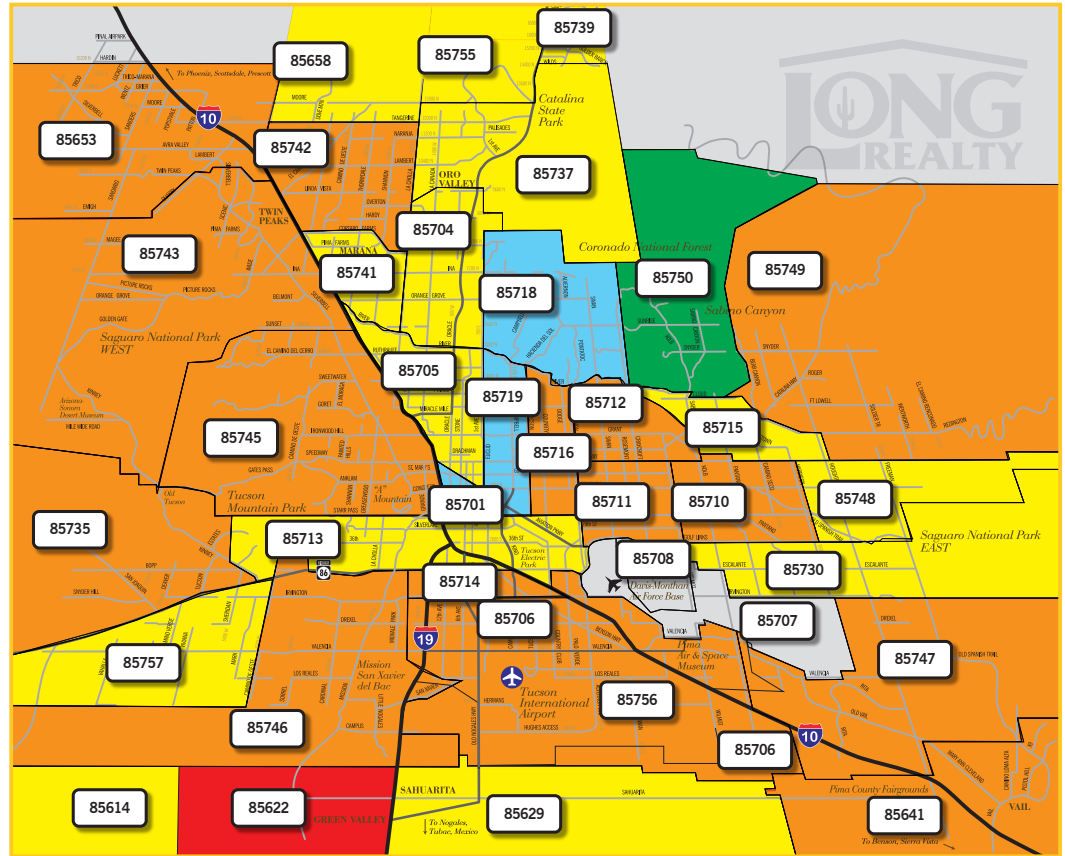


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2016-DEC 2016 TO
OCT 2017-DEC 2017

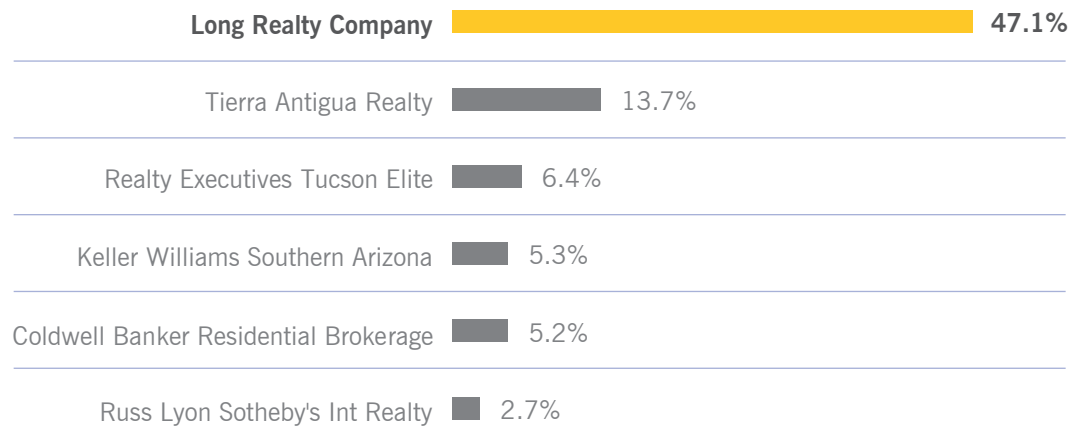
This heat map represents the percentage of change in Tucson metro median sales prices from October 2016-December 2016 to October 2017-December 2017 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 01/04/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2017 – 12/31/2017 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.