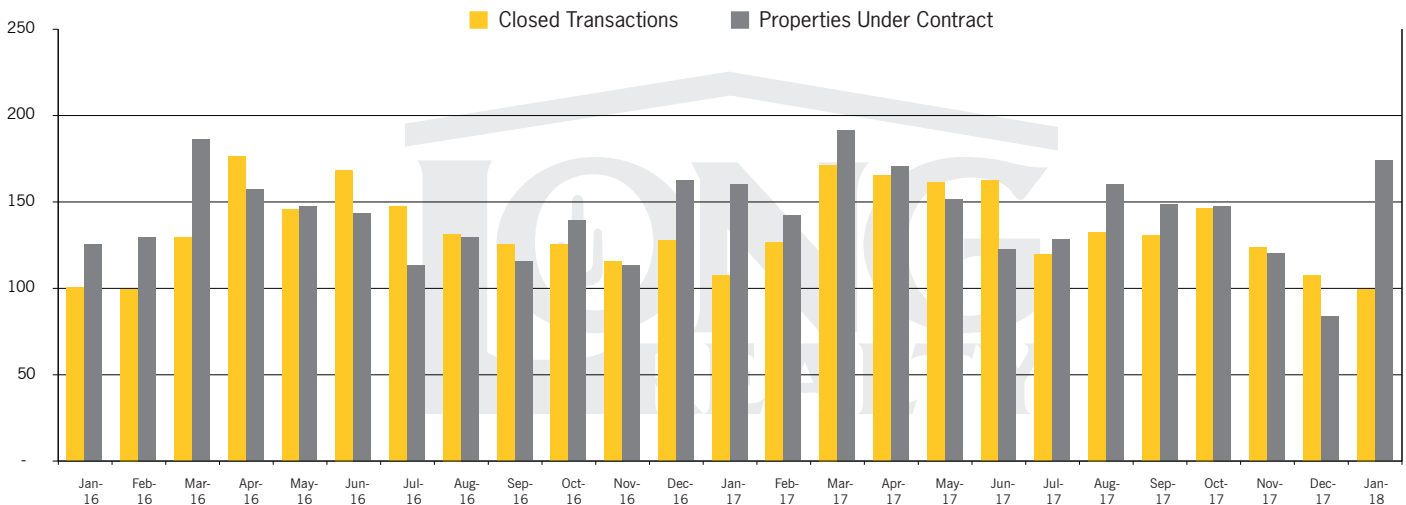




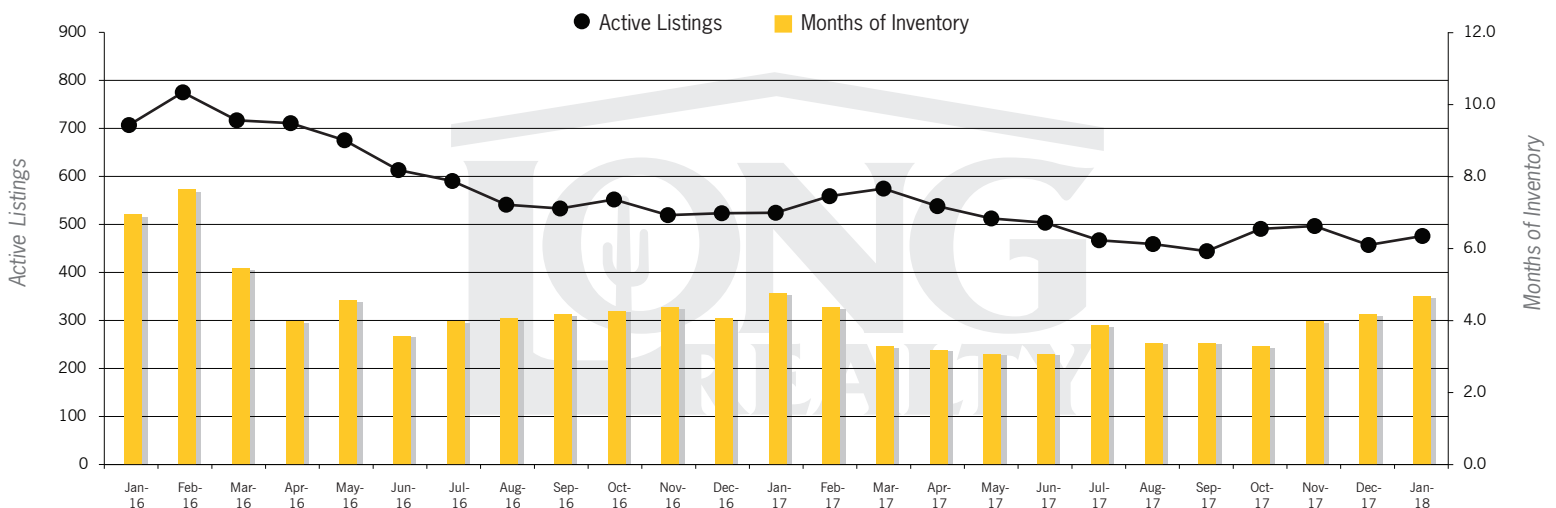
## Tucson North | February 2018

In the Tucson North area, January 2018 active inventory was 471, a 9% decrease from January 2017. There were 100 closings in January 2018, a 7% decrease from January 2017. Year-to-date 2018 there were 100 closings, a 7% decrease from year-to-date 2017. Months of Inventory was 4.7, down from 4.8 in January 2017. Median price of sold homes was \$311,500 for the month of January 2018, down 7% from January 2017. The Tucson North area had 175 new properties under contract in January 2018, up 9% from January 2017.

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



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

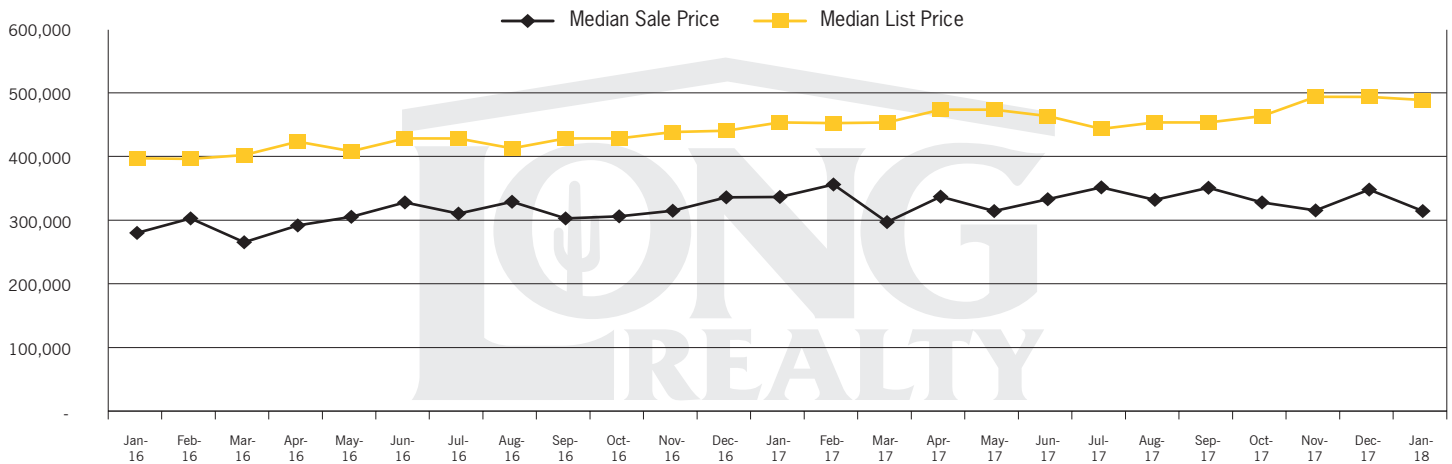


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2018 is believed to be reliable, but not guaranteed.



Tucson North | February 2018

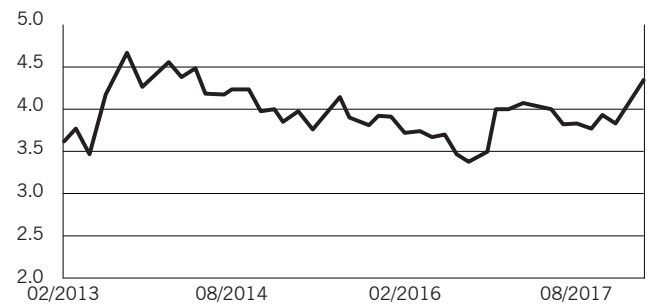
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2017	\$333,500	4.124%	\$1,535.31
2018	\$311,500	4.250%	\$1,455.77

## 30 YEAR FIXED MORTGAGE RATE



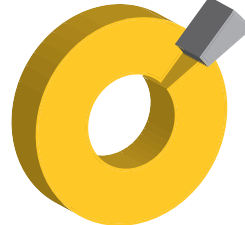
Source: Residential median sales prices. Data obtained 02/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

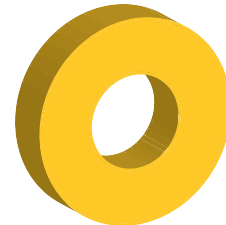
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

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.

2017  
96%



2018 Year to Date  
100%



■ Distressed  
■ Non-Distressed



# The Housing Report

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Tucson North | February 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
		Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18			
\$1 - 49,999	1	3	2	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	1	0	1	2	2	1	2.0	1.8	Seller
\$75,000 - 99,999	0	0	2	2	3	1	1	0.0	0.0	Seller
\$100,000 - 124,999	5	6	3	7	3	4	6	0.8	2.1	Seller
\$125,000 - 149,999	11	8	8	12	7	7	10	1.1	1.8	Seller
\$150,000 - 174,999	15	6	8	10	11	7	3	5.0	2.8	Seller
\$175,000 - 199,999	17	8	7	7	7	7	8	2.1	2.0	Seller
\$200,000 - 224,999	9	7	6	8	2	3	1	9.0	4.7	Slightly Seller
\$225,000 - 249,999	12	7	6	4	5	3	5	2.4	2.2	Seller
\$250,000 - 274,999	9	6	7	4	8	6	5	1.8	1.4	Seller
\$275,000 - 299,999	16	8	4	11	14	6	6	2.7	1.8	Seller
\$300,000 - 349,999	20	11	15	11	10	9	8	2.5	2.4	Seller
\$350,000 - 399,999	38	19	18	20	14	9	8	4.8	3.4	Seller
\$400,000 - 499,999	54	16	18	24	18	15	9	6.0	4.0	Seller
\$500,000 - 599,999	53	10	13	11	7	6	6	8.8	7.7	Slightly Buyer
\$600,000 - 699,999	54	6	12	5	6	7	9	6.0	7.0	Slightly Buyer
\$700,000 - 799,999	33	7	1	3	4	9	3	11.0	6.1	Balanced
\$800,000 - 899,999	19	1	2	3	2	5	2	9.5	7.9	Slightly Buyer
\$900,000 - 999,999	20	4	0	3	0	1	5	4.0	8.8	Buyer
\$1,000,000 - and over	83	3	3	3	8	3	4	20.8	16.3	Buyer
<b>TOTAL</b>	<b>471</b>	<b>137</b>	<b>135</b>	<b>149</b>	<b>131</b>	<b>110</b>	<b>100</b>	<b>4.7</b>	<b>4.1</b>	<b>Slightly 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 02/05/2018.  
3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2017 - 01/31/2018. Information is believed to be reliable, but not guaranteed.

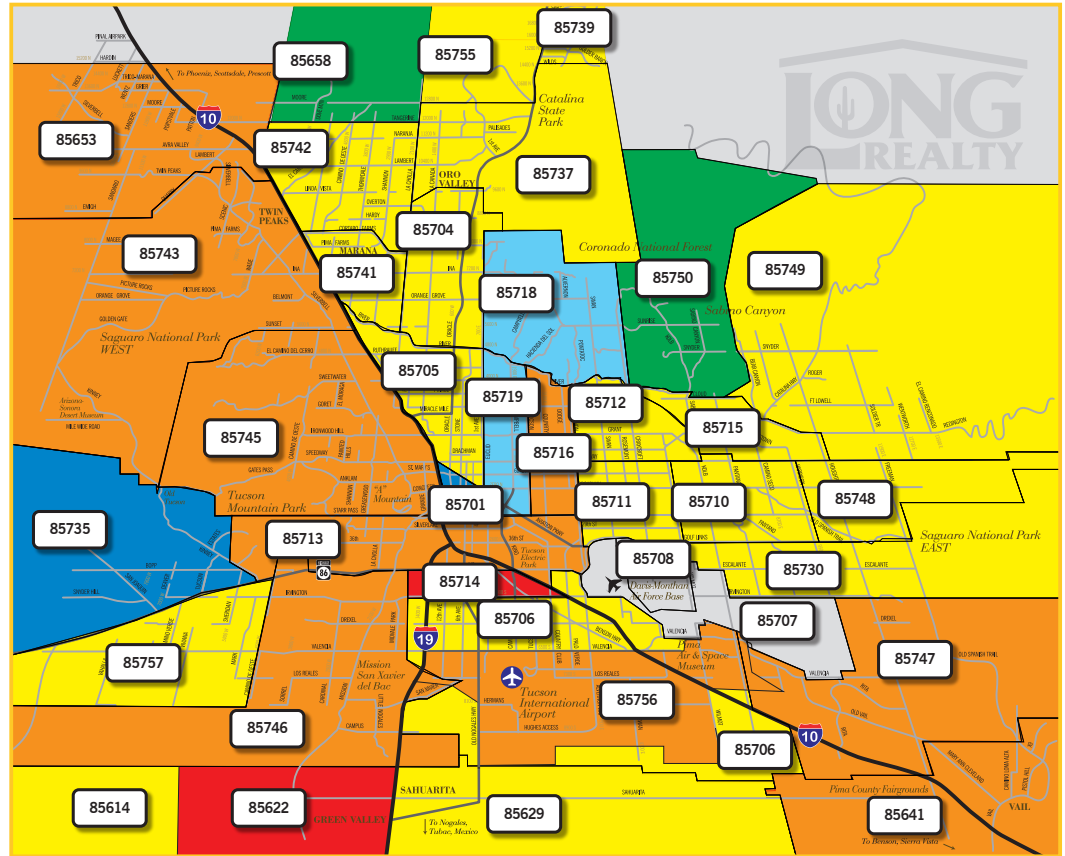


Tucson North | February 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2016-JAN 2017 TO  
NOV 2017-JAN 2018

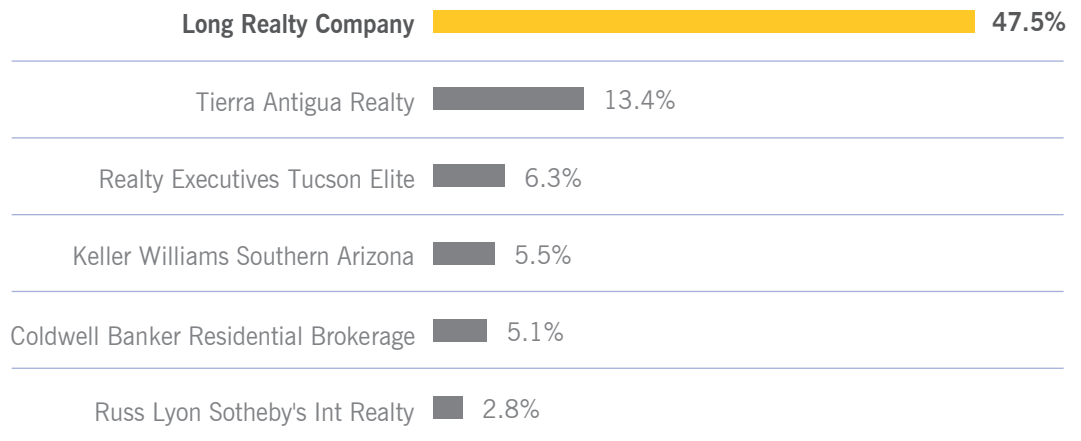
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2016-January 2017 to November 2017-January 2018 by zip code.*



## MARKET SHARE – TUCSON NORTH

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

*Data Obtained 02/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2017 – 01/31/2018 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.