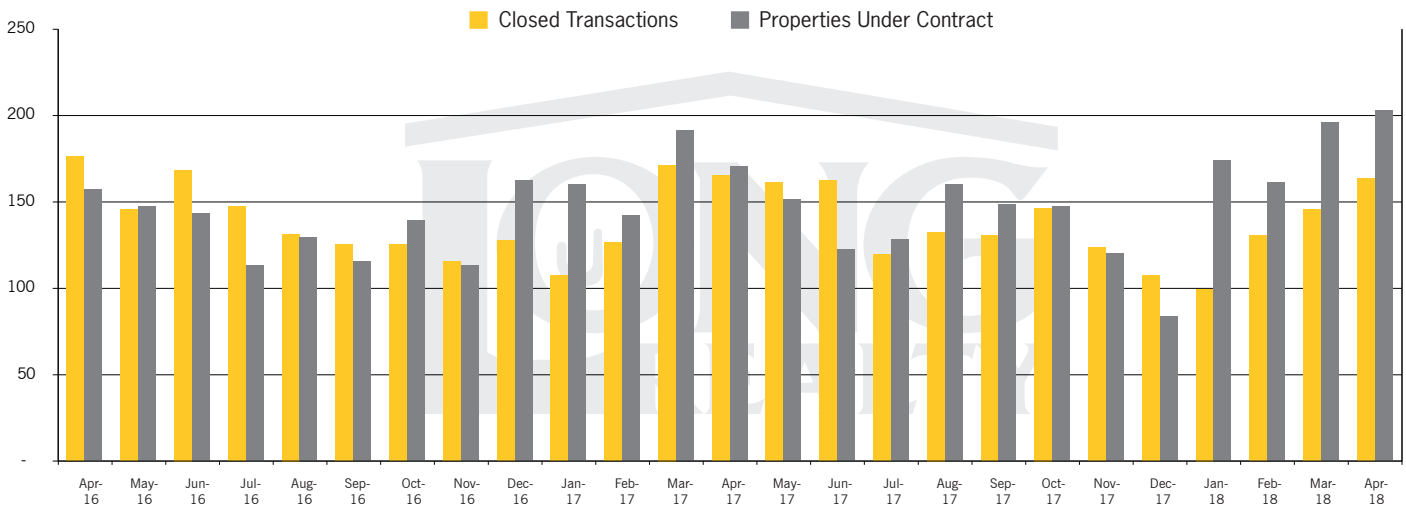




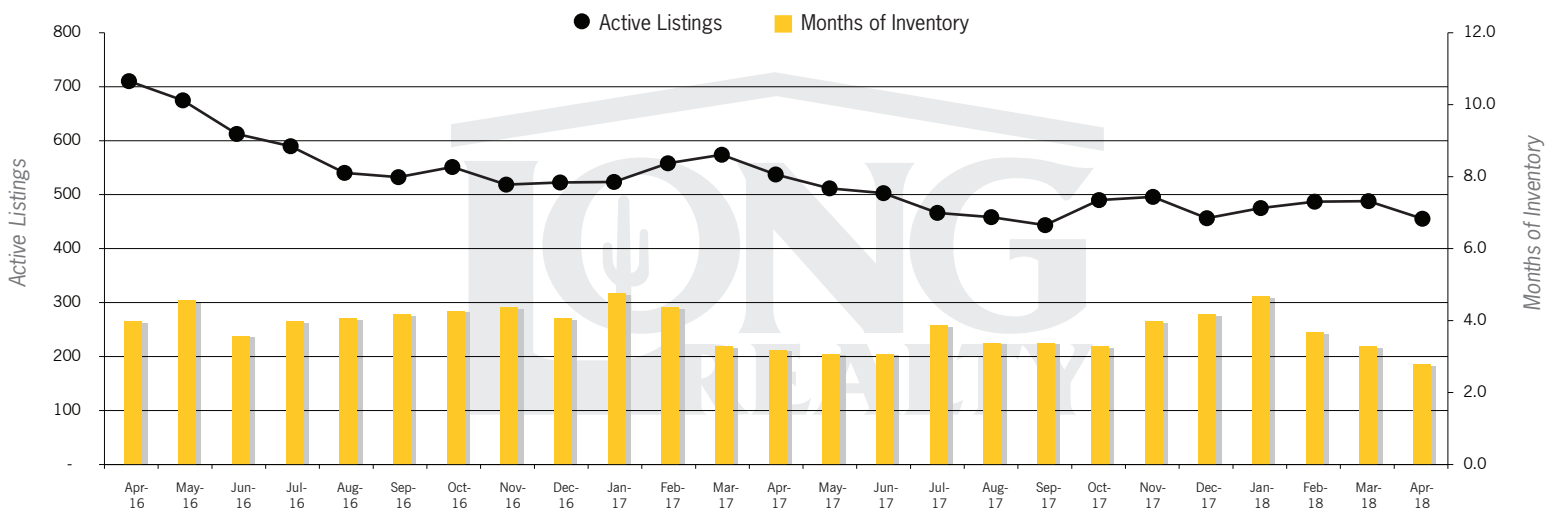
Tucson North | May 2018

In the Tucson North area, April 2018 active inventory was 451, a 16% decrease from April 2017. There were 164 closings in April 2018, a 1% decrease from April 2017. Year-to-date 2018 there were 557 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 2.8, down from 3.2 in April 2017. Median price of sold homes was \$327,000 for the month of April 2018, down 2% from April 2017. The Tucson North area had 204 new properties under contract in April 2018, up 19% from April 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

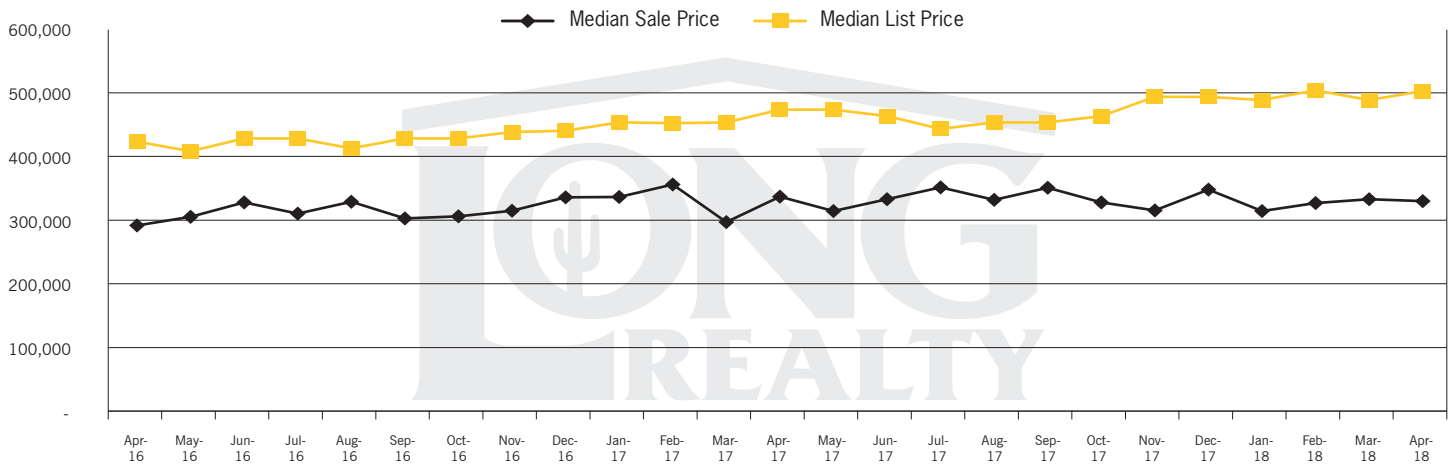


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/04/2018 is believed to be reliable, but not guaranteed.



Tucson North | May 2018

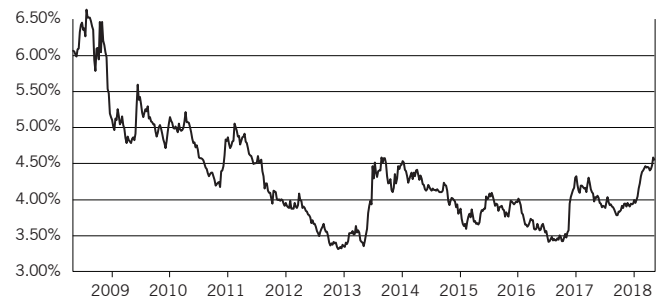
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



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	\$334,000	4.050%	\$1,524.00
2018	\$327,000	4.470%	\$1,568.49

30 YEAR FIXED MORTGAGE RATE

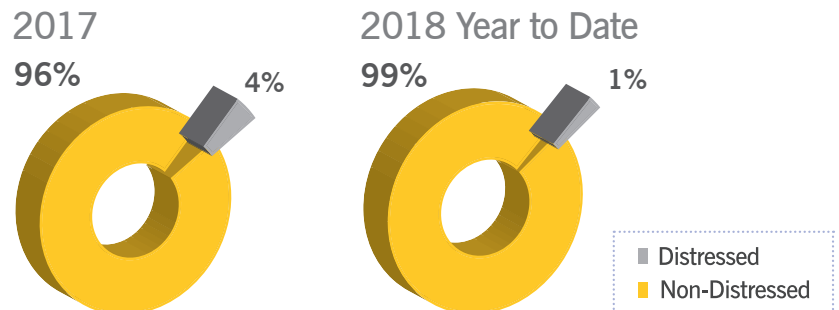


Source: Residential median sales prices. Data obtained 05/04/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.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

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Tucson North | May 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
		Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18			
\$1 - 49,999	0	0	0	0	0	1	1	0.0	0.5	Seller
\$50,000 - 74,999	2	2	2	2	1	0	3	0.7	1.8	Seller
\$75,000 - 99,999	2	3	1	1	1	1	1	2.0	1.0	Seller
\$100,000 - 124,999	6	3	4	6	6	6	7	0.9	1.3	Seller
\$125,000 - 149,999	9	7	7	10	10	10	9	1.0	1.6	Seller
\$150,000 - 174,999	7	11	7	4	10	14	13	0.5	0.9	Seller
\$175,000 - 199,999	18	7	7	8	4	9	14	1.3	1.7	Seller
\$200,000 - 224,999	7	2	3	2	8	7	8	0.9	1.0	Seller
\$225,000 - 249,999	12	5	3	5	3	8	3	4.0	2.1	Seller
\$250,000 - 274,999	3	8	6	5	8	8	6	0.5	1.1	Seller
\$275,000 - 299,999	13	14	6	6	10	4	12	1.1	1.5	Seller
\$300,000 - 349,999	26	10	9	8	15	19	12	2.2	1.8	Seller
\$350,000 - 399,999	32	14	9	9	10	16	14	2.3	2.5	Seller
\$400,000 - 499,999	53	18	15	9	17	20	18	2.9	2.9	Seller
\$500,000 - 599,999	52	7	6	7	8	9	14	3.7	5.1	Balanced
\$600,000 - 699,999	43	6	7	9	9	6	13	3.3	5.1	Balanced
\$700,000 - 799,999	35	4	9	3	6	4	5	7.0	7.4	Slightly Buyer
\$800,000 - 899,999	24	2	5	2	2	5	4	6.0	6.1	Balanced
\$900,000 - 999,999	27	0	1	5	1	2	2	13.5	14.4	Buyer
\$1,000,000 - and over	80	8	3	4	4	4	5	16.0	19.1	Buyer
TOTAL	451	131	110	105	133	153	164	2.8	3.2	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 05/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2018 - 04/30/2018. Information is believed to be reliable, but not guaranteed.

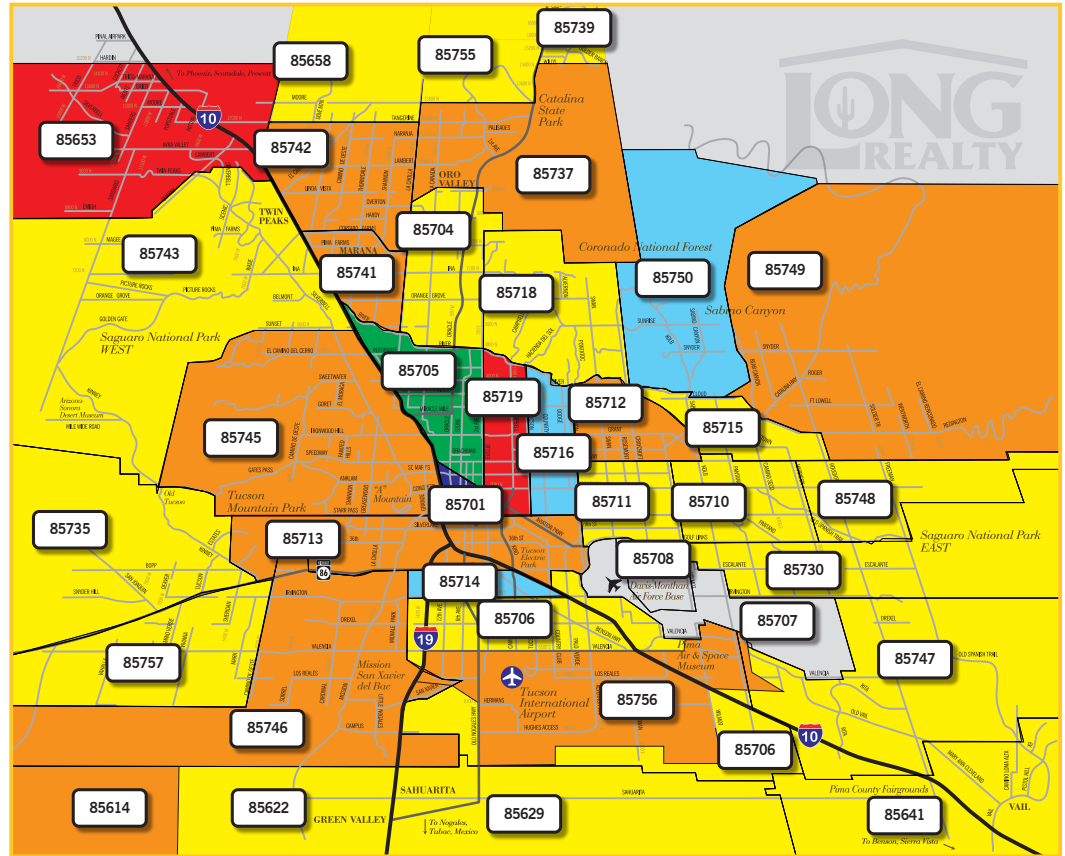


Tucson North | May 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2017-APR 2017 TO
FEB 2018-APR 2018

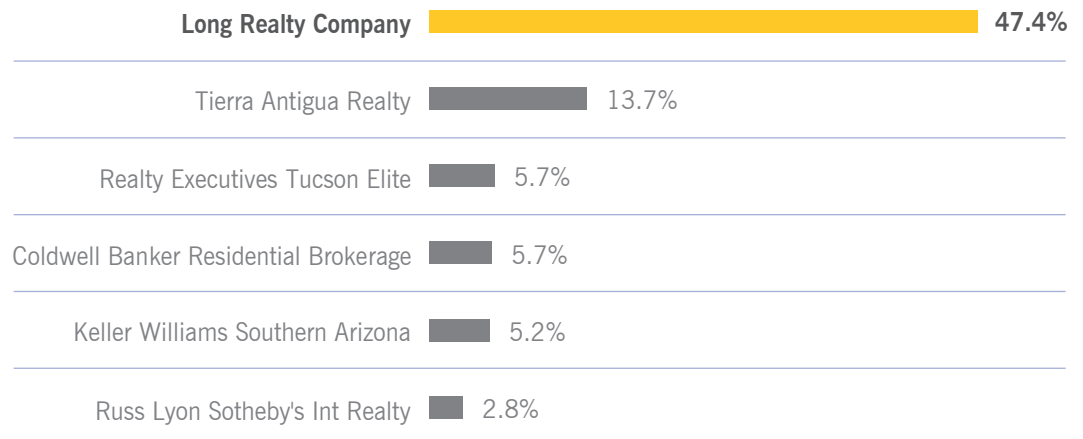
This heat map represents the percentage of change in Tucson metro median sales prices from February 2017-April 2017 to February 2018-April 2018 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market
in successful real estate sales.

Data Obtained 05/04/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 05/01/2017 – 04/30/2018
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.