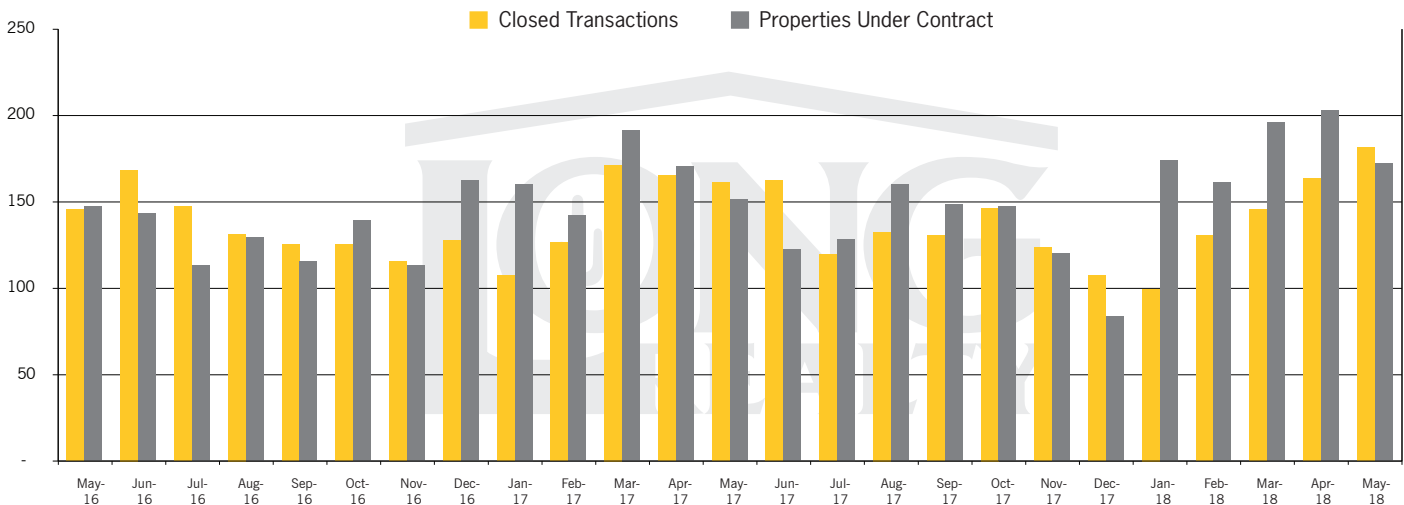




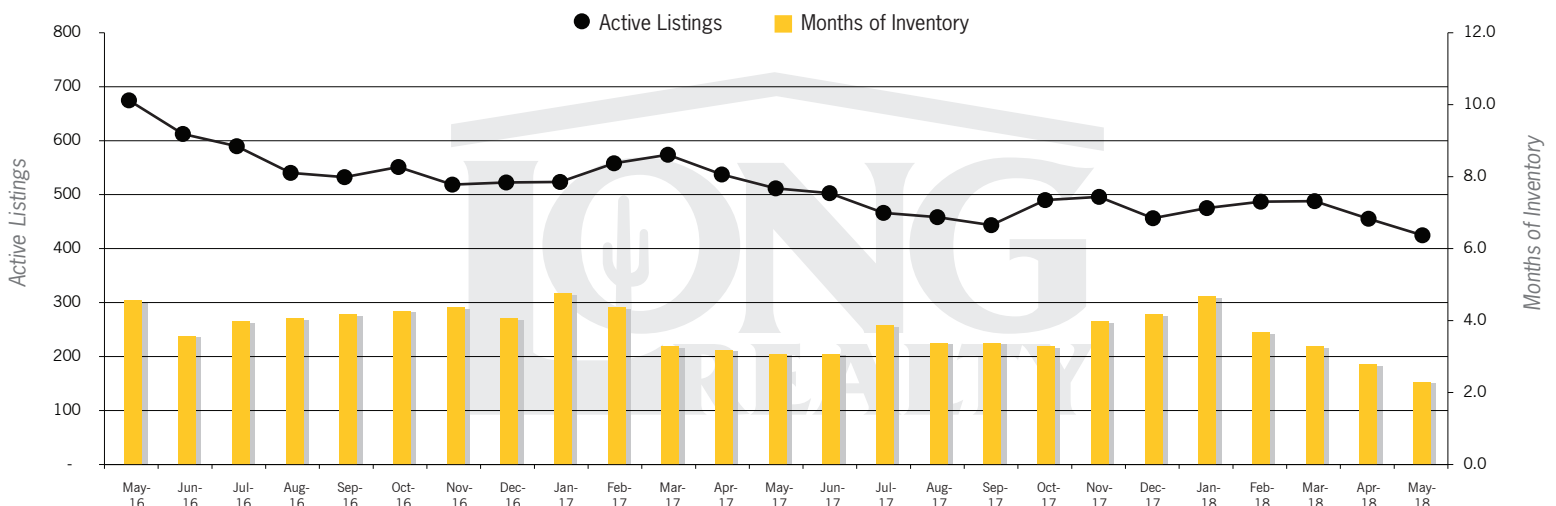
## Tucson North | June 2018

In the Tucson North area, May 2018 active inventory was 420, a 17% decrease from May 2017. There were 182 closings in May 2018, a 12% increase from May 2017. Year-to-date 2018 there were 741 closings, a 1% increase from year-to-date 2017. Months of Inventory was 2.3, down from 3.1 in May 2017. Median price of sold homes was \$351,000 for the month of May 2018, up 13% from May 2017. The Tucson North area had 173 new properties under contract in May 2018, up 14% from May 2017.

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



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

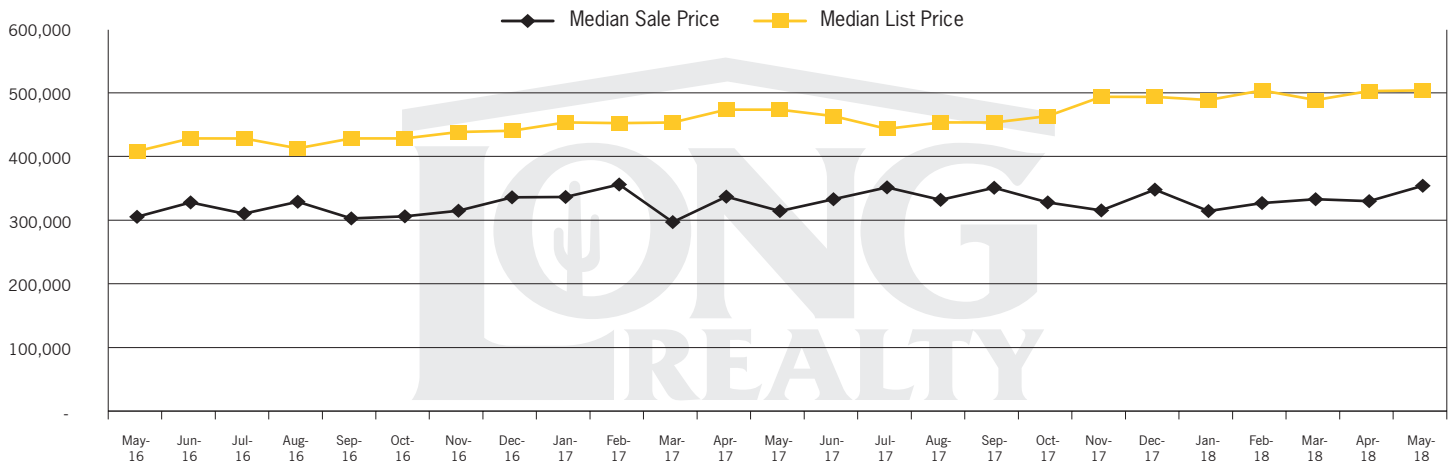


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



Tucson North | June 2018

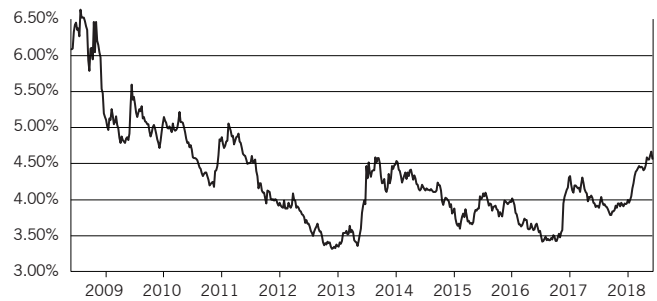
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



## 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	\$311,500	4.010%	\$1,414.50
2018	\$351,000	4.580%	\$1,705.43

## 30 YEAR FIXED MORTGAGE RATE

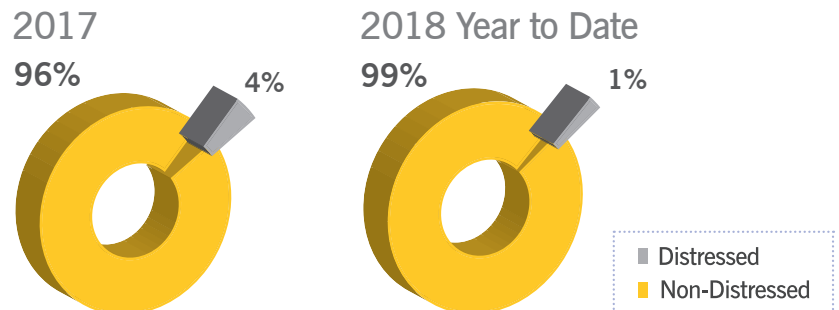


Source: Residential median sales prices. Data obtained 06/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: 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 | June 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
		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18			
\$1 - 49,999	0	0	0	0	1	1	0	n/a	0.0	Seller
\$50,000 - 74,999	1	2	2	1	0	3	2	0.5	1.2	Seller
\$75,000 - 99,999	1	1	1	1	1	1	1	1.0	1.3	Seller
\$100,000 - 124,999	5	4	6	6	6	7	10	0.5	1.0	Seller
\$125,000 - 149,999	6	7	10	10	10	9	13	0.5	1.1	Seller
\$150,000 - 174,999	8	7	4	10	14	13	7	1.1	0.8	Seller
\$175,000 - 199,999	15	7	9	4	9	15	7	2.1	1.6	Seller
\$200,000 - 224,999	8	3	2	8	7	9	6	1.3	1.0	Seller
\$225,000 - 249,999	8	3	5	3	8	3	12	0.7	1.3	Seller
\$250,000 - 274,999	7	6	5	8	8	6	5	1.4	1.1	Seller
\$275,000 - 299,999	12	6	6	10	4	12	10	1.2	1.5	Seller
\$300,000 - 349,999	29	9	8	15	19	12	18	1.6	1.7	Seller
\$350,000 - 399,999	22	9	9	10	16	15	14	1.6	1.9	Seller
\$400,000 - 499,999	64	15	9	17	20	18	27	2.4	2.6	Seller
\$500,000 - 599,999	45	6	7	8	9	14	19	2.4	3.5	Seller
\$600,000 - 699,999	34	7	9	9	6	13	9	3.8	4.5	Slightly Seller
\$700,000 - 799,999	35	9	3	6	4	5	4	8.8	8.4	Slightly Buyer
\$800,000 - 899,999	20	5	2	2	5	4	6	3.3	4.5	Slightly Seller
\$900,000 - 999,999	27	1	5	1	2	2	0	n/a	19.0	Buyer
\$1,000,000 - and over	73	3	4	4	4	5	12	6.1	11.0	Buyer
<b>TOTAL</b>	<b>420</b>	<b>110</b>	<b>106</b>	<b>133</b>	<b>153</b>	<b>167</b>	<b>182</b>	<b>2.3</b>	<b>2.7</b>	<b>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 06/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.

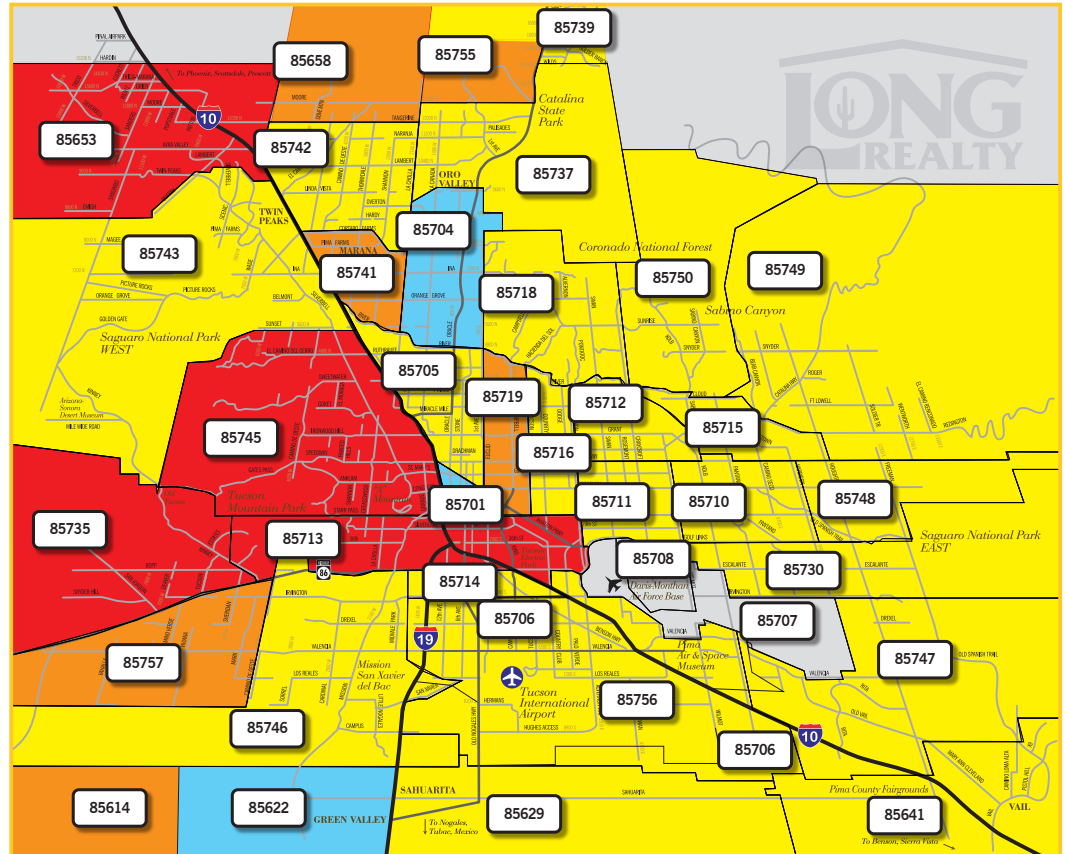


Tucson North | June 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2017-MAY 2017 TO  
MAR 2018-MAY 2018

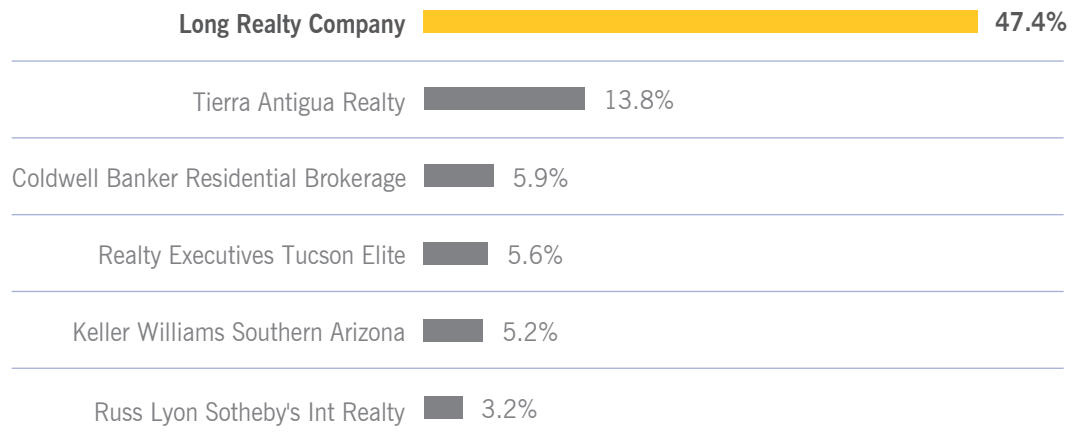
*This heat map represents the percentage of change in Tucson metro median sales prices from March 2017-May 2017 to March 2018-May 2018 by zip code.*



## MARKET SHARE – TUCSON NORTH

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

*Data Obtained 06/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2017 – 05/31/2018 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.