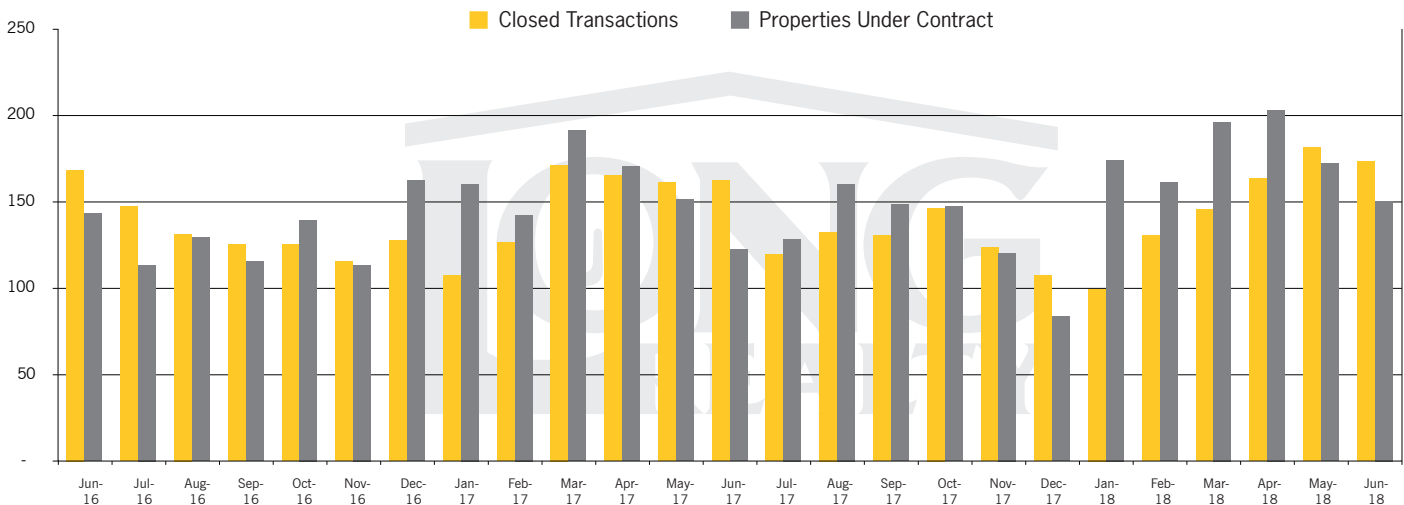




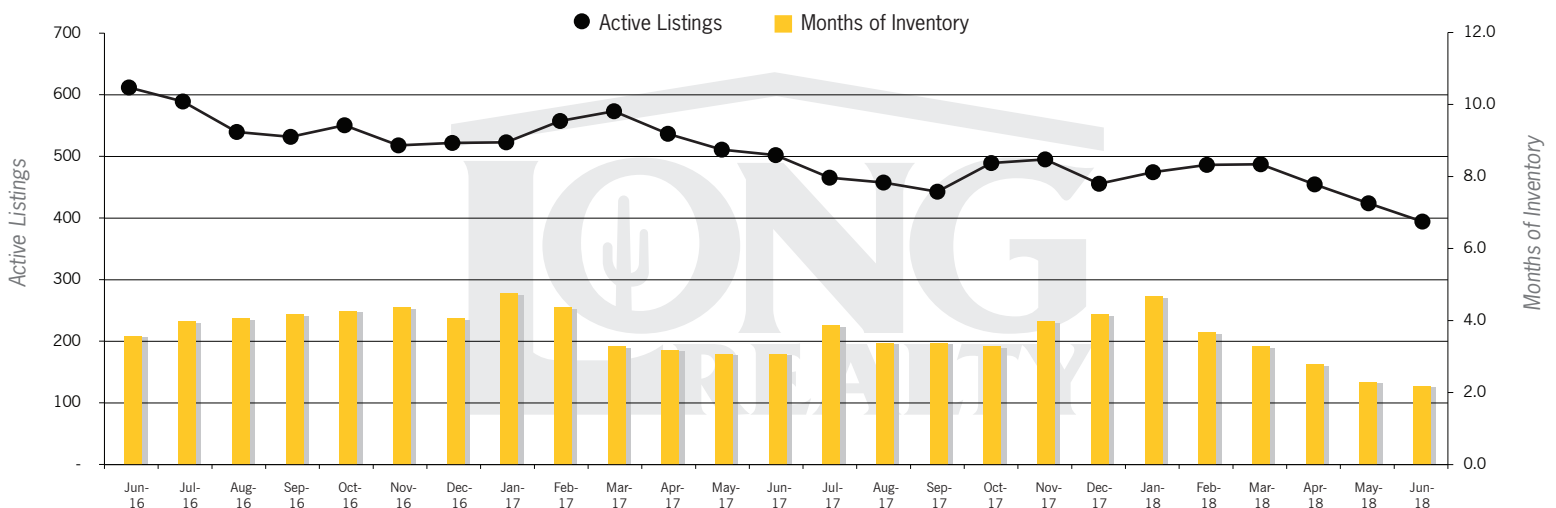
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In the Tucson North area, June 2018 active inventory was 390, a 22% decrease from June 2017. There were 174 closings in June 2018, a 7% increase from June 2017. Year-to-date 2018 there were 919 closings, a 2% increase from year-to-date 2017. Months of Inventory was 2.2, down from 3.1 in June 2017. Median price of sold homes was \$344,000 for the month of June 2018, up 4% from June 2017. The Tucson North area had 151 new properties under contract in June 2018, up 23% from June 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

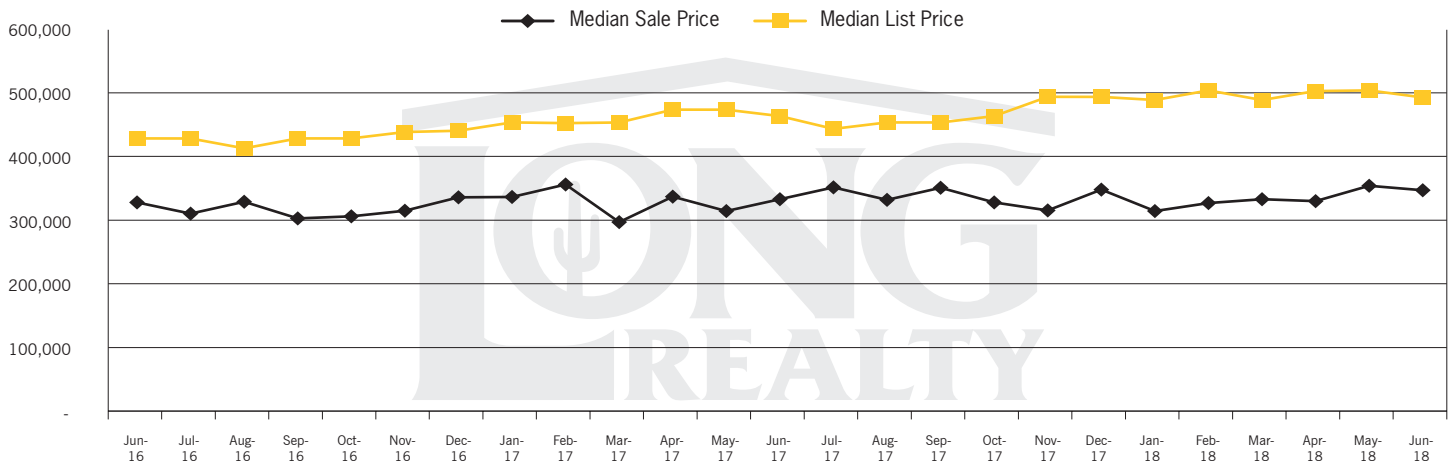


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2018 is believed to be reliable, but not guaranteed.



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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	\$330,000	3.900%	\$1,478.68
2018	\$344,000	4.570%	\$1,669.47

30 YEAR FIXED MORTGAGE RATE

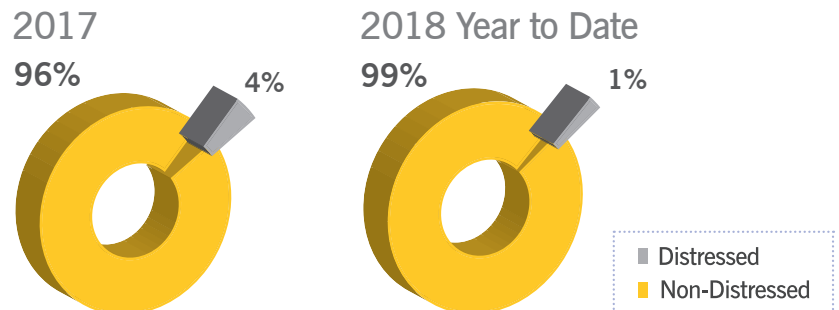


Source: Residential median sales prices. Data obtained 07/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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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
		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18			
\$1 - 49,999	0	0	0	1	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	1	2	1	0	3	2	2	0.5	0.6	Seller
\$75,000 - 99,999	1	1	1	1	1	1	5	0.2	0.6	Seller
\$100,000 - 124,999	1	6	6	6	7	10	5	0.2	0.5	Seller
\$125,000 - 149,999	6	10	10	10	9	14	13	0.5	0.6	Seller
\$150,000 - 174,999	11	4	10	14	13	7	13	0.8	0.8	Seller
\$175,000 - 199,999	18	9	4	9	15	7	10	1.8	1.6	Seller
\$200,000 - 224,999	9	2	8	7	9	7	7	1.3	1.0	Seller
\$225,000 - 249,999	7	5	3	9	3	13	3	2.3	1.4	Seller
\$250,000 - 274,999	7	5	8	8	6	5	7	1.0	0.9	Seller
\$275,000 - 299,999	16	6	10	4	12	10	6	2.7	1.5	Seller
\$300,000 - 349,999	25	8	15	19	12	19	18	1.4	1.6	Seller
\$350,000 - 399,999	25	9	10	16	15	14	13	1.9	1.9	Seller
\$400,000 - 499,999	57	9	17	20	18	29	26	2.2	2.4	Seller
\$500,000 - 599,999	42	7	8	9	14	19	18	2.3	2.7	Seller
\$600,000 - 699,999	31	9	9	6	13	9	11	2.8	3.3	Seller
\$700,000 - 799,999	31	3	6	4	5	4	6	5.2	6.7	Slightly Buyer
\$800,000 - 899,999	19	2	2	5	4	6	5	3.8	4.2	Slightly Seller
\$900,000 - 999,999	25	5	1	2	2	0	3	8.3	15.8	Buyer
\$1,000,000 - and over	58	4	4	4	5	12	3	19.3	10.6	Buyer
TOTAL	390	106	133	154	167	188	174	2.2	2.4	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 07/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2018 - 06/30/2018. Information is believed to be reliable, but not guaranteed.

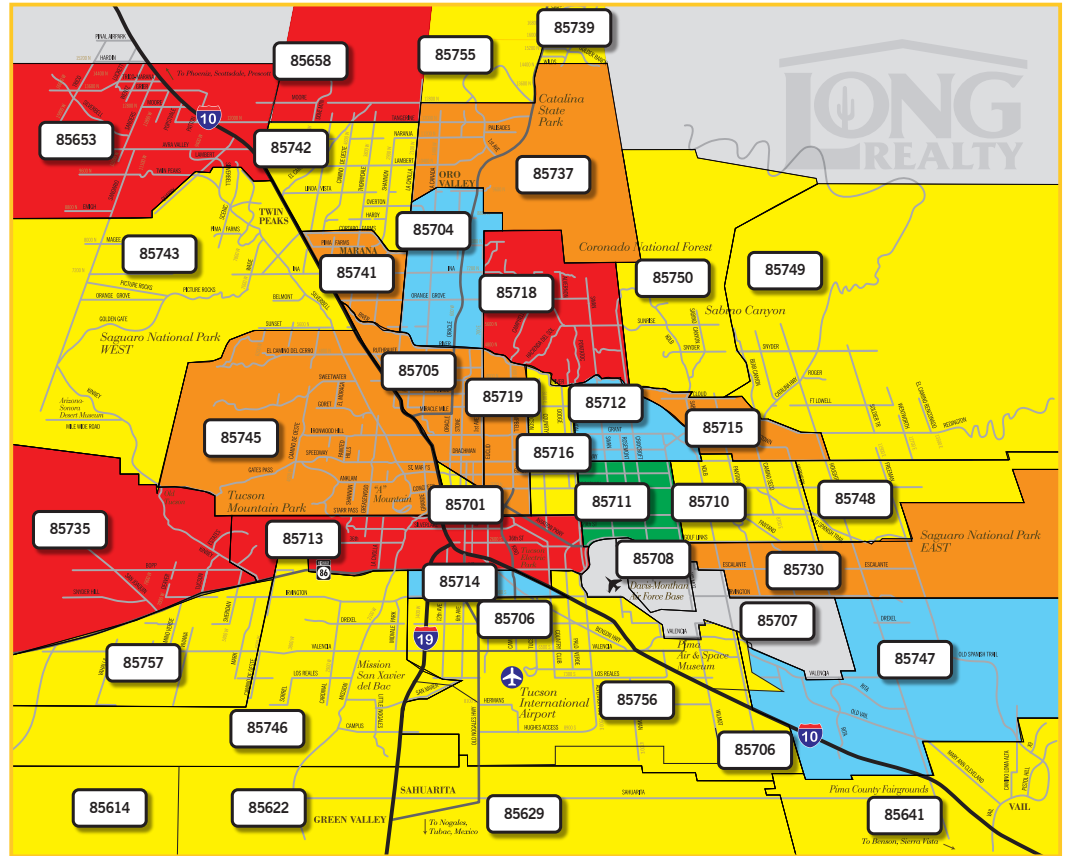


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2017-JUN 2017 TO
APR 2018-JUN 2018

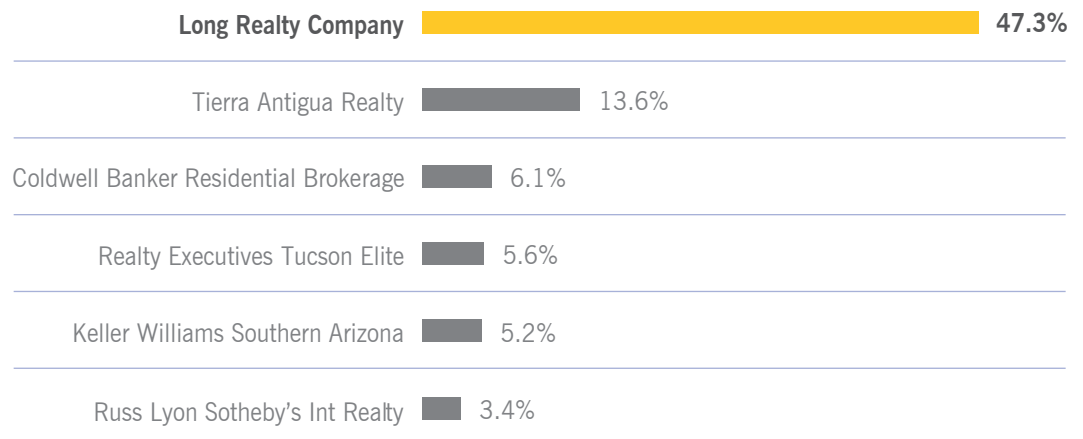
This heat map represents the percentage of change in Tucson metro median sales prices from April 2017-June 2017 to April 2018-June 2018 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2017 – 06/30/2018 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.