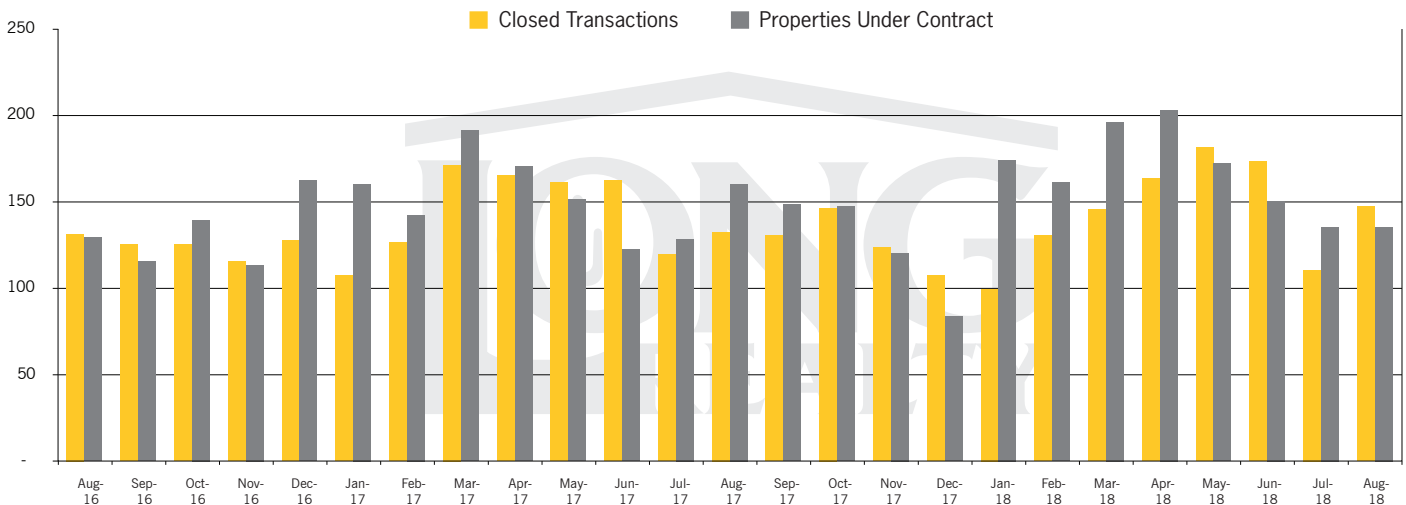




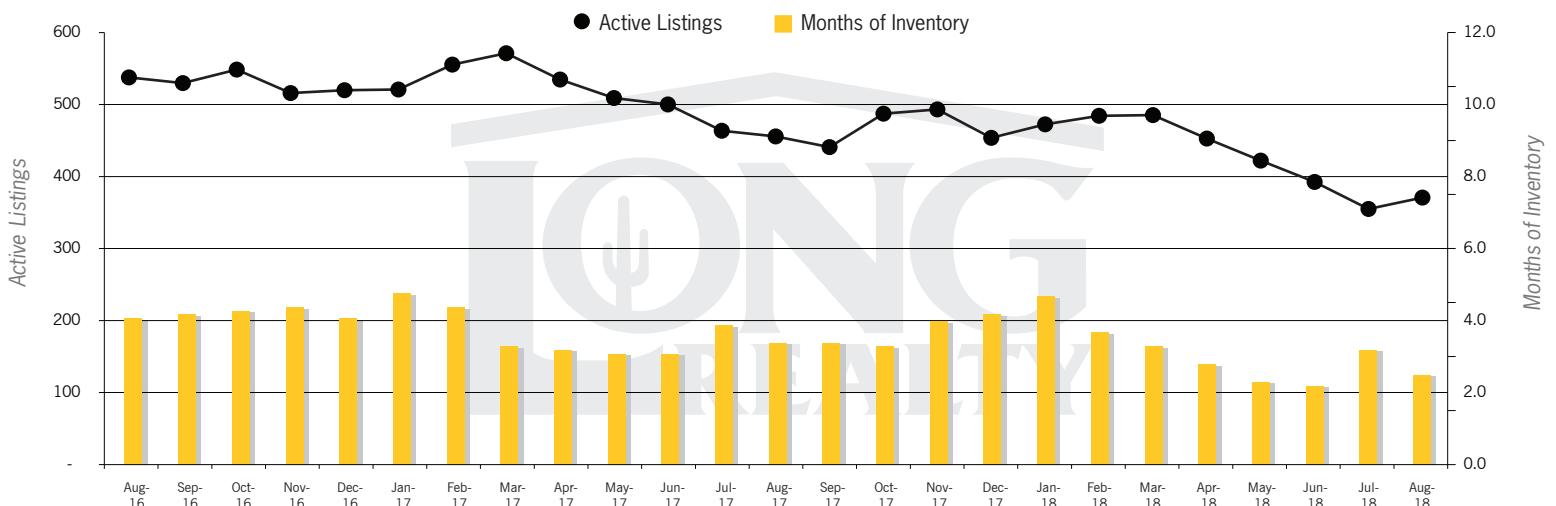
## Tucson North | September 2018

In the Tucson North area, August 2018 active inventory was 368, a 19% decrease from August 2017. There were 148 closings in August 2018, a 11% increase from August 2017. Year-to-date 2018 there were 1,191 closings, a 3% increase from year-to-date 2017. Months of Inventory was 2.5, down from 3.4 in August 2017. Median price of sold homes was \$376,500 for the month of August 2018, up 14% from August 2017. The Tucson North area had 136 new properties under contract in August 2018, down 16% from August 2017.

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



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

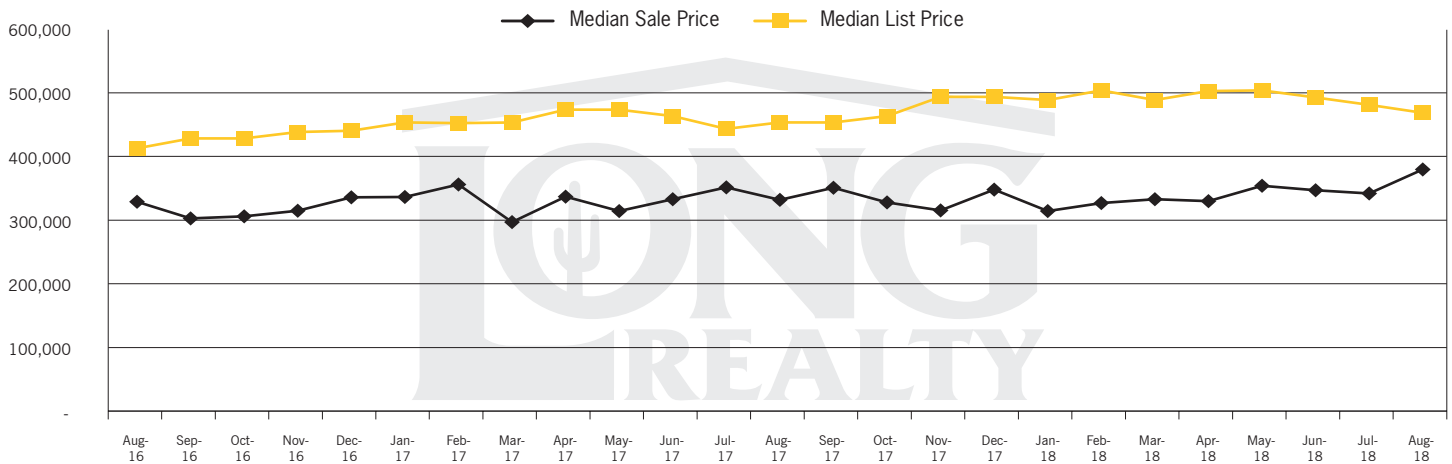


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/06/2018 is believed to be reliable, but not guaranteed.*



Tucson North | September 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	\$329,000	3.890%	\$1,472.41
2018	\$376,500	4.550%	\$1,822.93

## 30 YEAR FIXED MORTGAGE RATE

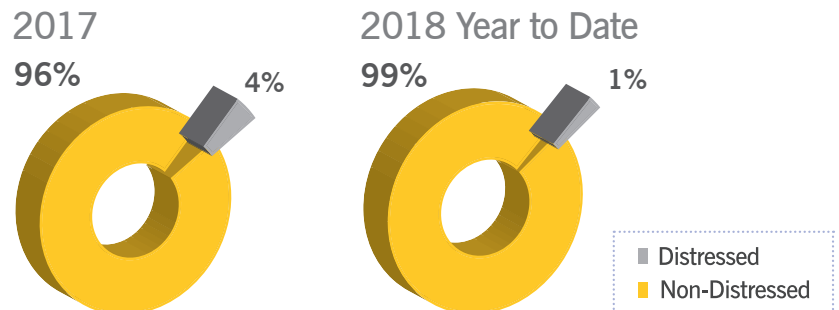


Source: Residential median sales prices. Data obtained 09/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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Tucson North | September 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
		Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18			
\$1 - 49,999	0	1	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	3	2	2	4	2	0.5	0.4	Seller
\$75,000 - 99,999	1	1	1	1	5	1	1	1.0	0.4	Seller
\$100,000 - 124,999	4	6	7	10	5	7	8	0.5	0.3	Seller
\$125,000 - 149,999	8	10	9	14	13	6	9	0.9	0.8	Seller
\$150,000 - 174,999	8	14	13	7	13	13	3	2.7	1.0	Seller
\$175,000 - 199,999	15	9	15	7	12	8	13	1.2	1.4	Seller
\$200,000 - 224,999	9	7	9	7	7	4	5	1.8	1.6	Seller
\$225,000 - 249,999	6	9	3	13	3	1	6	1.0	1.8	Seller
\$250,000 - 274,999	8	8	6	5	7	3	7	1.1	1.2	Seller
\$275,000 - 299,999	15	4	12	10	7	5	7	2.1	2.2	Seller
\$300,000 - 349,999	20	19	12	19	19	10	7	2.9	1.9	Seller
\$350,000 - 399,999	23	16	15	14	13	8	14	1.6	2.1	Seller
\$400,000 - 499,999	52	20	18	29	27	13	28	1.9	2.4	Seller
\$500,000 - 599,999	41	9	14	19	18	11	9	4.6	3.4	Seller
\$600,000 - 699,999	29	6	13	9	12	9	11	2.6	2.5	Seller
\$700,000 - 799,999	36	4	5	4	6	2	5	7.2	7.3	Slightly Buyer
\$800,000 - 899,999	25	5	4	6	5	2	6	4.2	4.7	Slightly Seller
\$900,000 - 999,999	19	2	2	0	3	0	2	9.5	13.4	Buyer
\$1,000,000 - and over	48	4	5	12	3	8	5	9.6	9.8	Buyer
<b>TOTAL</b>	<b>368</b>	<b>154</b>	<b>167</b>	<b>188</b>	<b>180</b>	<b>115</b>	<b>148</b>	<b>2.5</b>	<b>2.5</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 09/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2018-08/31/2018. Information is believed to be reliable, but not guaranteed.

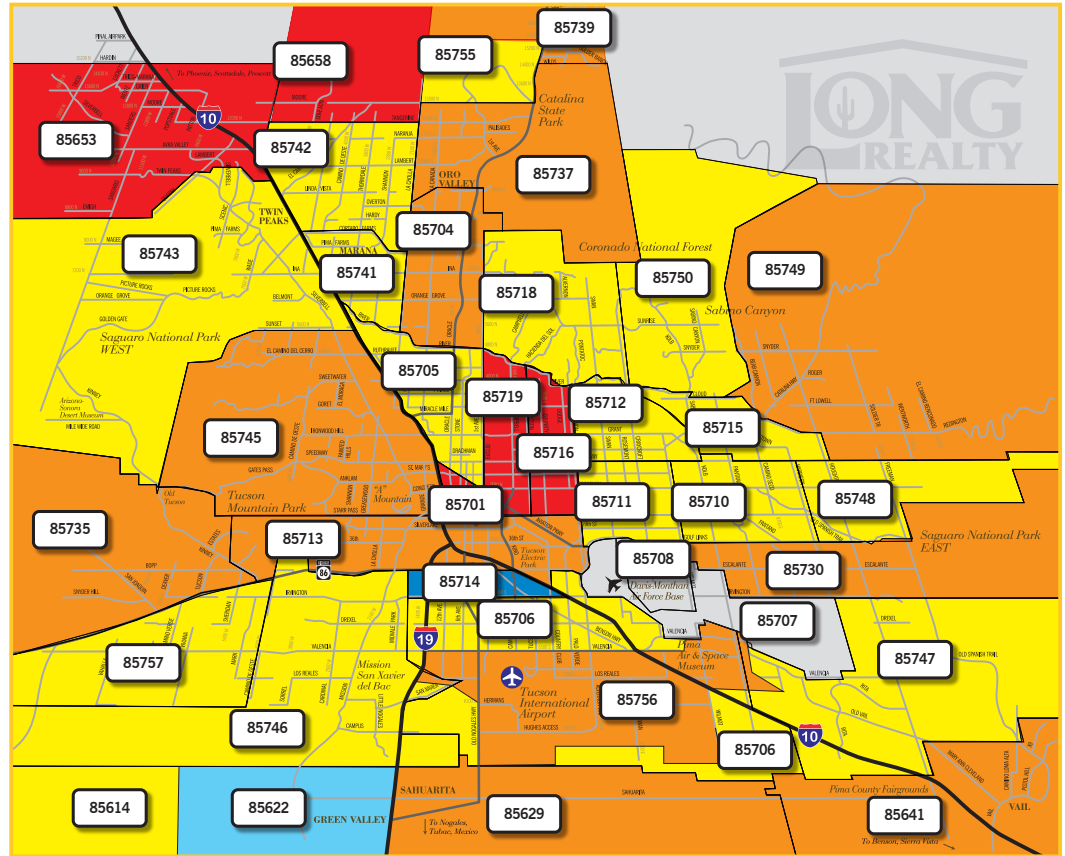


Tucson North | September 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2017-AUG 2017 TO  
JUN 2018-AUG 2018

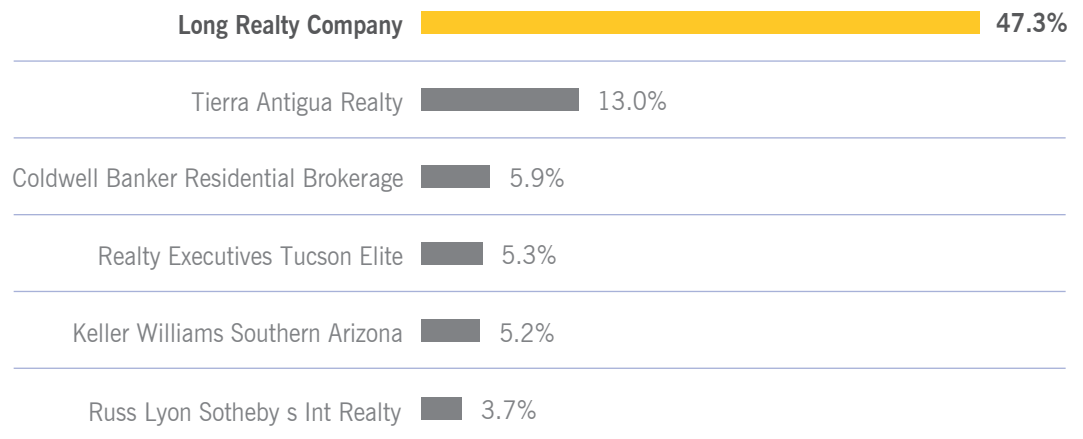
*This heat map represents the percentage of change in Tucson metro median sales prices from June 2017-August 2017 to June 2018-August 2018 by zip code.*



## MARKET SHARE – TUCSON NORTH

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

*Data Obtained 09/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2017 – 08/31/2018 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.