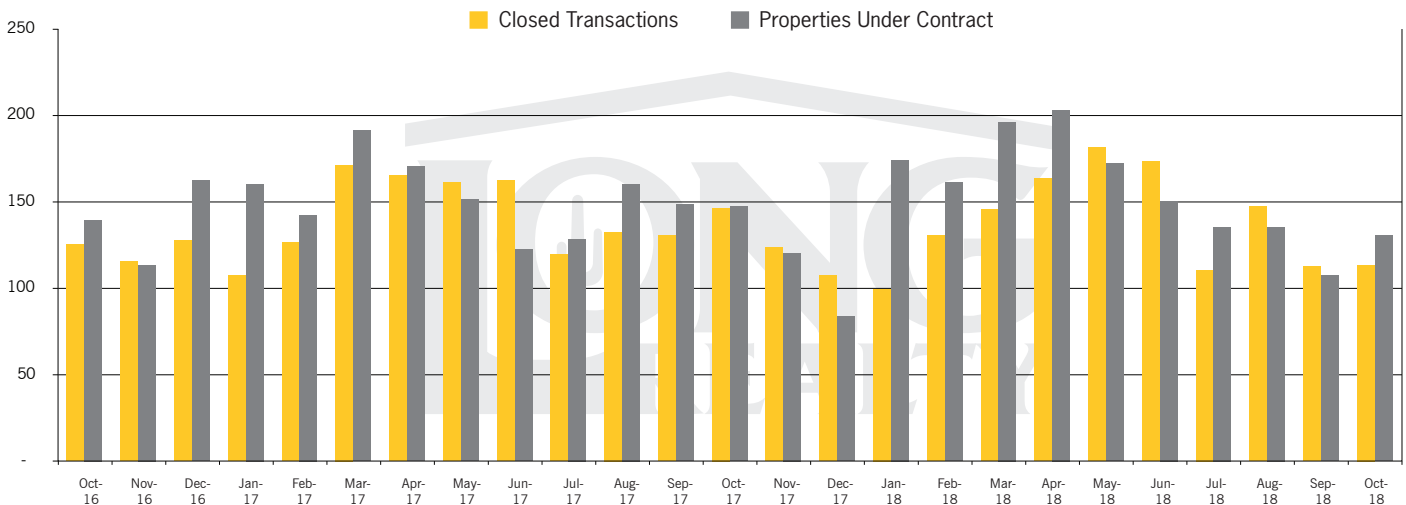




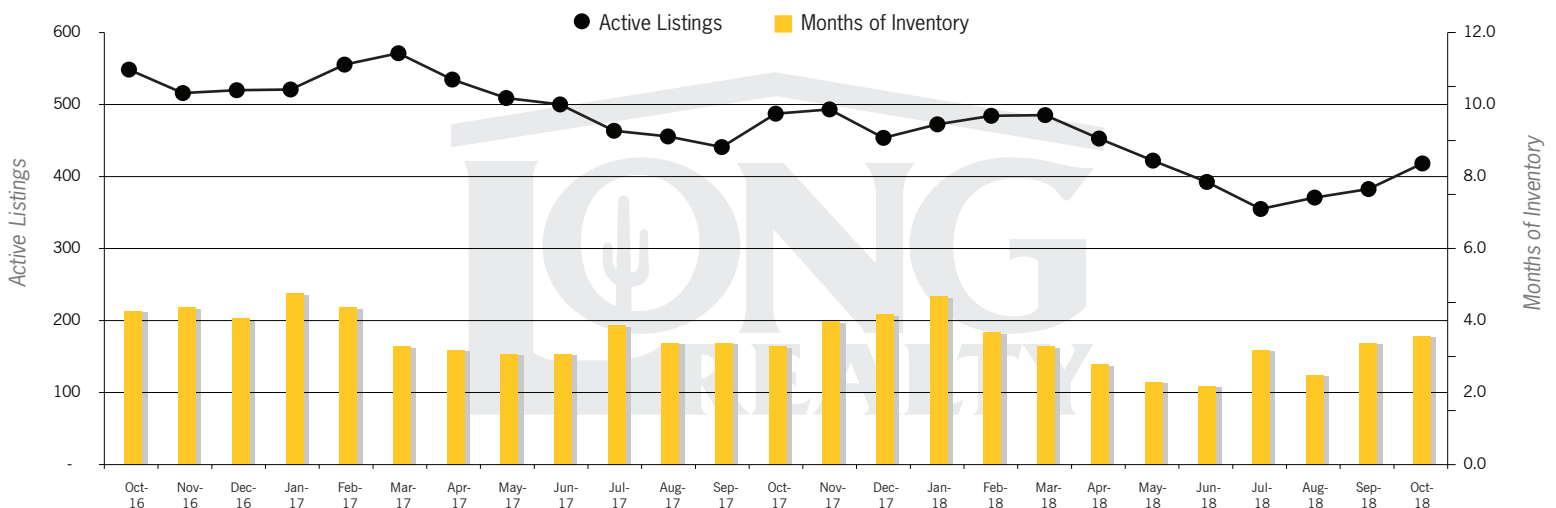
Tucson North | November 2018

In the Tucson North area, October 2018 active inventory was 416, a 14% decrease from October 2017. There were 114 closings in October 2018, a 22% decrease from October 2017. Year-to-date 2018 there were 1,426 closings, a 1% decrease from year-to-date 2017. Months of Inventory was 3.6, up from 3.3 in October 2017. Median price of sold homes was \$311,000 for the month of October 2018, down 4% from October 2017. The Tucson North area had 131 new properties under contract in October 2018, down 11% from October 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



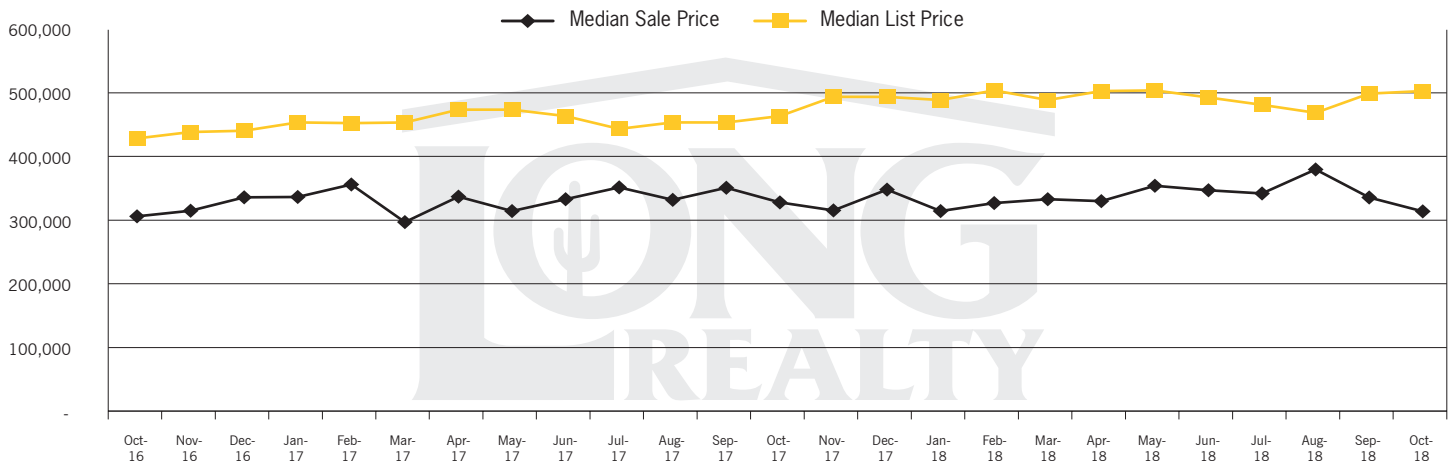
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH





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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	\$325,000	4.250%	\$1,518.86
2018	\$311,000	5.125%	\$1,608.69

30 YEAR FIXED MORTGAGE RATE

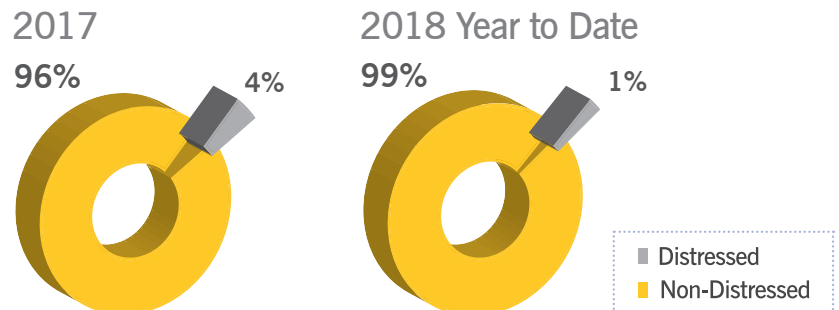


Source: Residential median sales prices. Data obtained 11/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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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
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	2	2	4	2	2	0	n/a	0.8	Seller
\$75,000 - 99,999	2	1	5	1	1	4	1	2.0	0.7	Seller
\$100,000 - 124,999	3	10	5	7	8	2	2	1.5	0.8	Seller
\$125,000 - 149,999	4	14	13	6	9	5	4	1.0	0.9	Seller
\$150,000 - 174,999	14	7	13	13	3	8	12	1.2	1.6	Seller
\$175,000 - 199,999	16	7	12	8	13	8	8	2.0	1.5	Seller
\$200,000 - 224,999	9	7	7	4	5	3	6	1.5	1.8	Seller
\$225,000 - 249,999	6	13	3	1	6	5	5	1.2	1.3	Seller
\$250,000 - 274,999	11	5	7	3	7	5	7	1.6	1.4	Seller
\$275,000 - 299,999	11	10	7	5	8	7	9	1.2	1.5	Seller
\$300,000 - 349,999	16	19	19	10	7	11	11	1.5	1.8	Seller
\$350,000 - 399,999	30	14	13	8	15	12	9	3.3	2.2	Seller
\$400,000 - 499,999	67	29	27	13	28	15	12	5.6	3.3	Seller
\$500,000 - 599,999	43	19	18	11	9	13	12	3.6	3.6	Seller
\$600,000 - 699,999	46	9	12	9	11	4	5	9.2	5.5	Balanced
\$700,000 - 799,999	33	4	6	2	5	4	6	5.5	6.9	Slightly Buyer
\$800,000 - 899,999	25	6	5	2	7	1	2	12.5	7.6	Slightly Buyer
\$900,000 - 999,999	14	0	3	0	2	3	1	14.0	8.3	Slightly Buyer
\$1,000,000 - and over	64	12	3	8	6	5	2	32.0	12.8	Buyer
TOTAL	416	188	180	115	152	117	114	3.6	3.0	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 11/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.

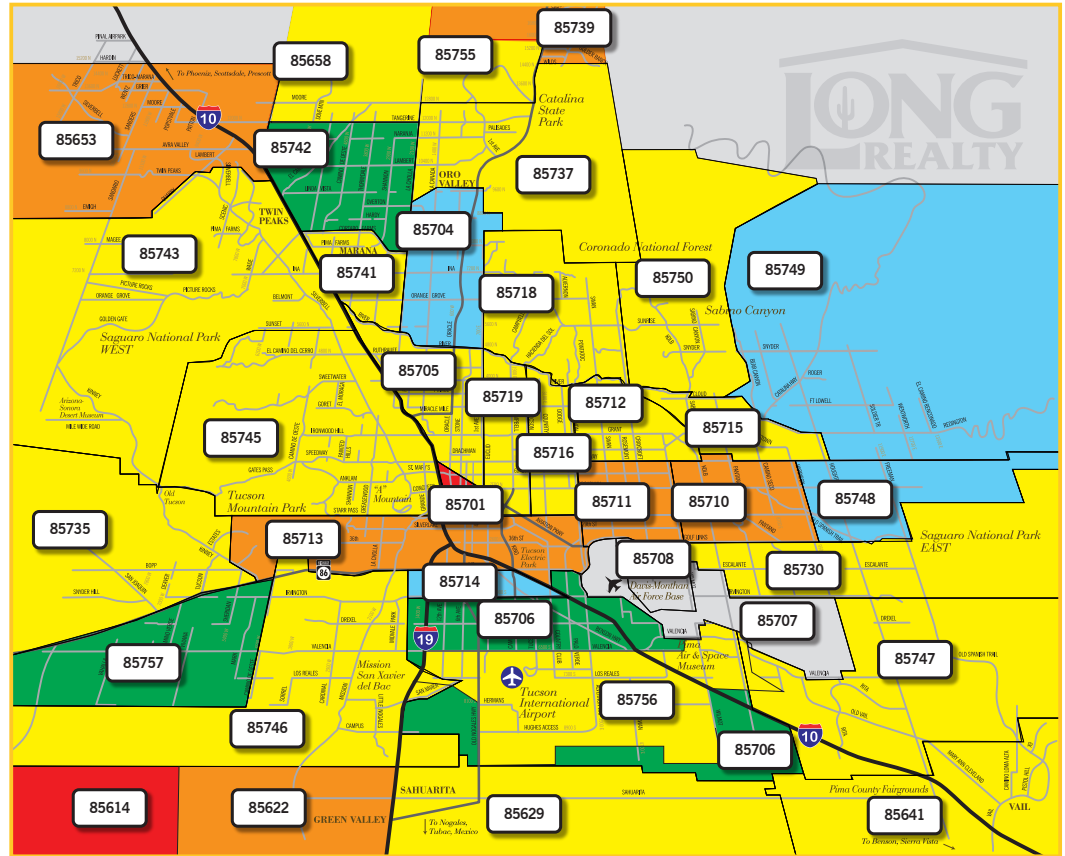
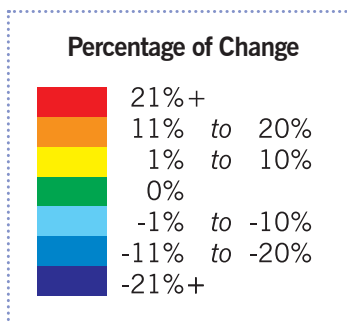


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2017-OCT 2017 TO
AUG 2018-OCT 2018

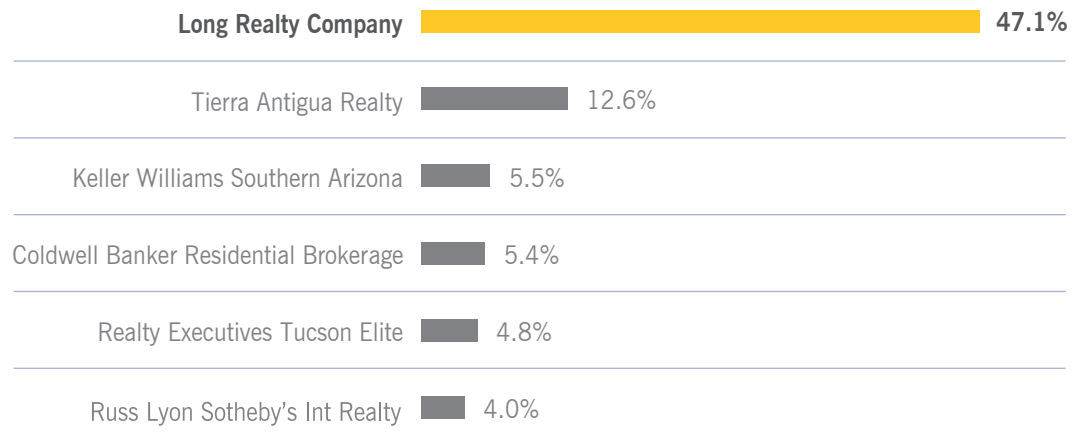
This heat map represents the percentage of change in Tucson metro median sales prices from August 2017-October 2017 to August 2018-October 2018 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market
in successful real estate sales.

Data Obtained 11/05/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 11/01/2017 – 10/31/2018
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.