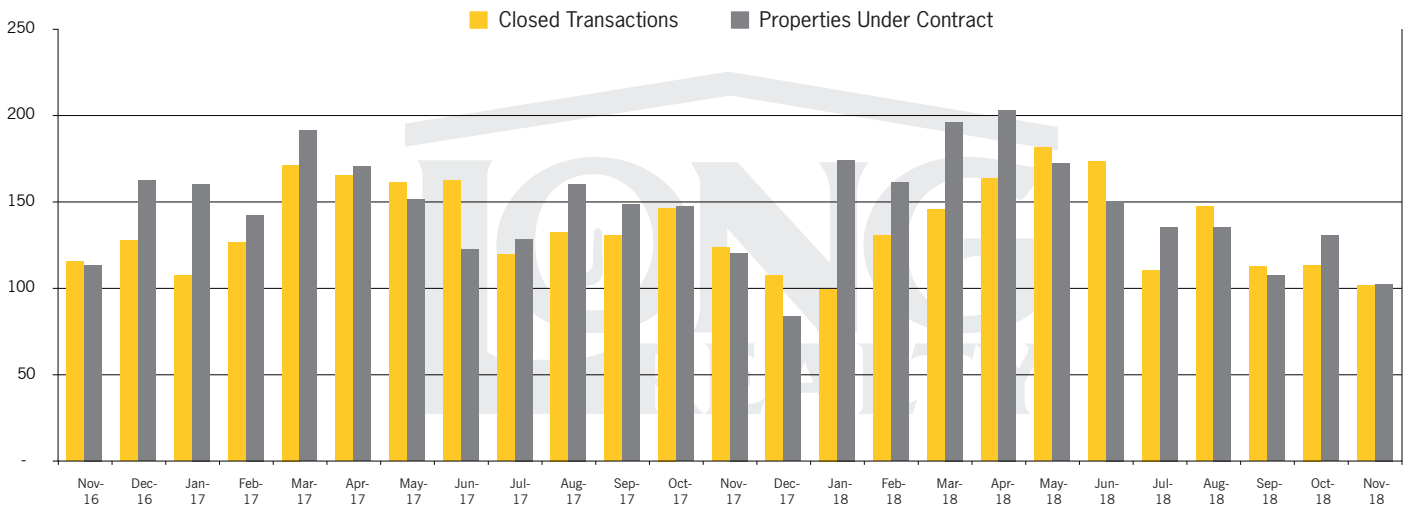




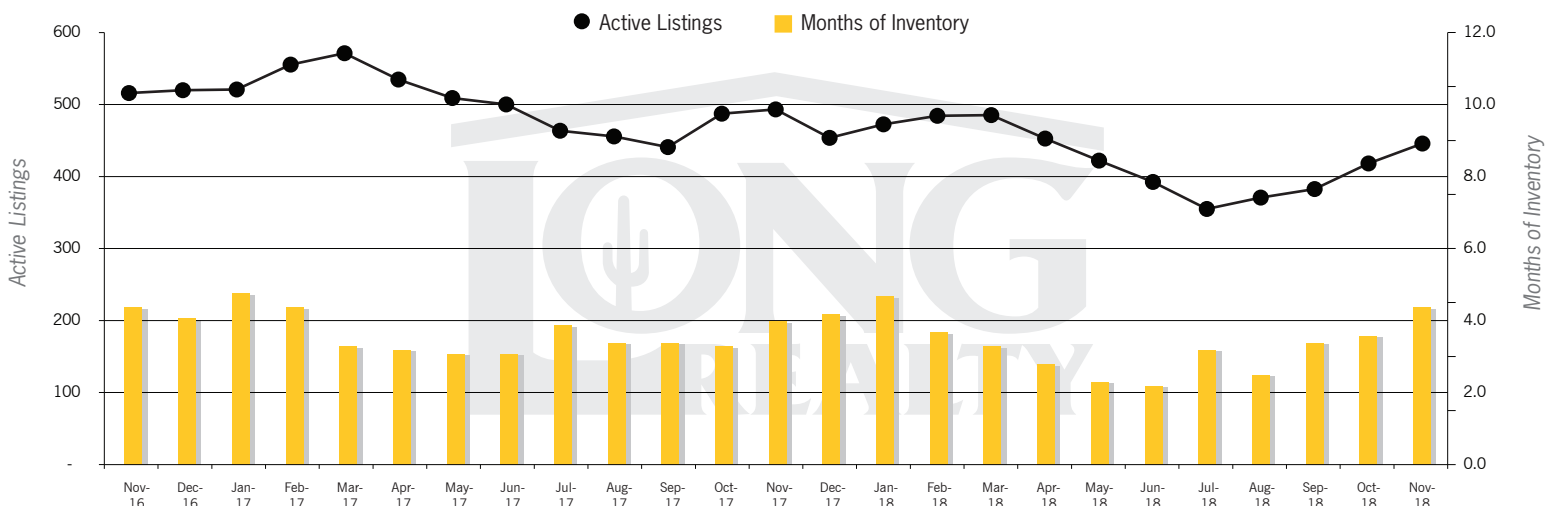
Tucson North | December 2018

In the Tucson North area, November 2018 active inventory was 444, a 10% decrease from November 2017. There were 102 closings in November 2018, a 18% decrease from November 2017. Year-to-date 2018 there were 1,532 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 4.4, up from 4.0 in November 2017. Median price of sold homes was \$388,500 for the month of November 2018, up 24% from November 2017. The Tucson North area had 103 new properties under contract in November 2018, down 15% from November 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

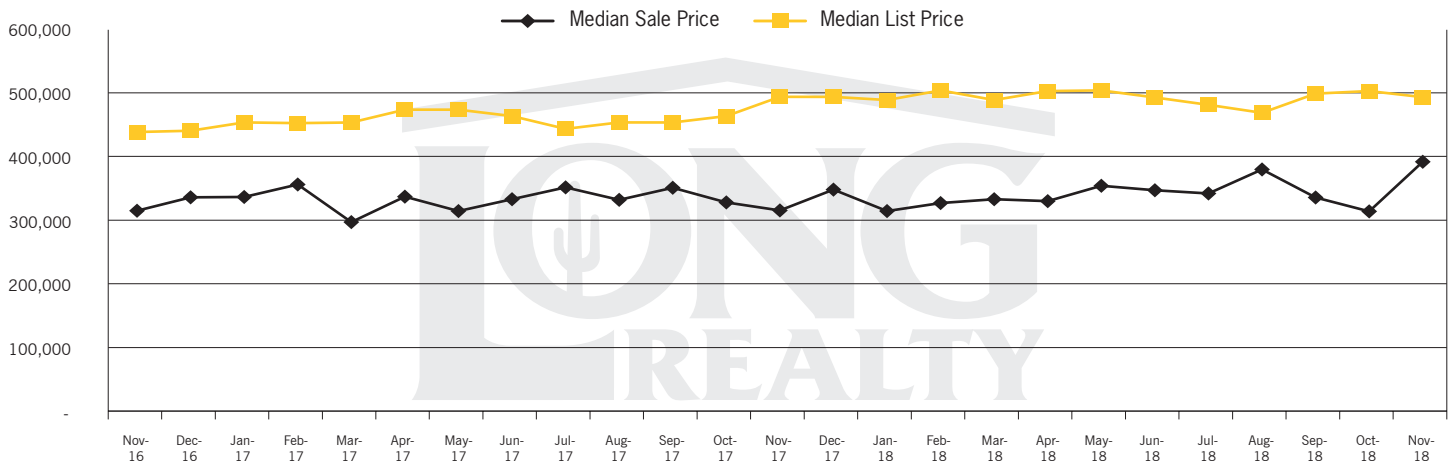


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2018 is believed to be reliable, but not guaranteed.*



Tucson North | December 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 | \$312,500 | 4.250% | \$1,460.45 |
| 2018 | \$388,500 | 5.125% | \$2,009.57 |

30 YEAR FIXED MORTGAGE RATE

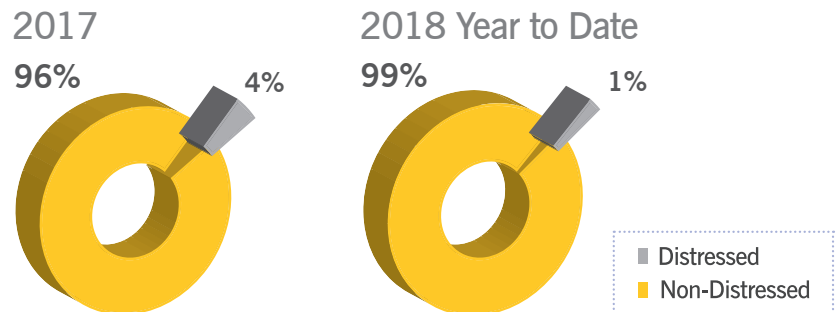


Source: Residential median sales prices. Data obtained 12/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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

Stephen Woodall | (520) 818-4504
Stephen@TeamWoodall.com | TeamWoodall.com



Tucson North | December 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 |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Nov-18 | | | |
| \$1 - 49,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$50,000 - 74,999 | 3 | 2 | 4 | 2 | 2 | 0 | 0 | n/a | 2.5 | Seller |
| \$75,000 - 99,999 | 0 | 5 | 1 | 1 | 4 | 1 | 0 | n/a | 0.6 | Seller |
| \$100,000 - 124,999 | 2 | 5 | 7 | 8 | 2 | 2 | 2 | 1.0 | 1.3 | Seller |
| \$125,000 - 149,999 | 10 | 13 | 6 | 9 | 5 | 5 | 3 | 3.3 | 1.5 | Seller |
| \$150,000 - 174,999 | 18 | 13 | 13 | 3 | 8 | 13 | 4 | 4.5 | 1.8 | Seller |
| \$175,000 - 199,999 | 15 | 12 | 8 | 13 | 8 | 8 | 8 | 1.9 | 1.8 | Seller |
| \$200,000 - 224,999 | 7 | 7 | 4 | 5 | 3 | 6 | 6 | 1.2 | 1.5 | Seller |
| \$225,000 - 249,999 | 12 | 3 | 1 | 6 | 5 | 5 | 3 | 4.0 | 2.1 | Seller |
| \$250,000 - 274,999 | 11 | 7 | 3 | 7 | 5 | 7 | 7 | 1.6 | 1.5 | Seller |
| \$275,000 - 299,999 | 12 | 7 | 5 | 8 | 7 | 9 | 2 | 6.0 | 1.9 | Seller |
| \$300,000 - 349,999 | 19 | 19 | 10 | 7 | 11 | 12 | 7 | 2.7 | 1.7 | Seller |
| \$350,000 - 399,999 | 35 | 13 | 8 | 15 | 12 | 9 | 10 | 3.5 | 2.9 | Seller |
| \$400,000 - 499,999 | 69 | 27 | 13 | 28 | 15 | 13 | 25 | 2.8 | 3.8 | Seller |
| \$500,000 - 599,999 | 48 | 18 | 11 | 9 | 13 | 12 | 6 | 8.0 | 4.2 | Slightly Seller |
| \$600,000 - 699,999 | 50 | 12 | 9 | 11 | 4 | 5 | 4 | 12.5 | 10.0 | Buyer |
| \$700,000 - 799,999 | 28 | 6 | 2 | 5 | 4 | 6 | 8 | 3.5 | 5.3 | Balanced |
| \$800,000 - 899,999 | 27 | 5 | 2 | 7 | 1 | 2 | 2 | 13.5 | 15.6 | Buyer |
| \$900,000 - 999,999 | 13 | 3 | 0 | 2 | 3 | 1 | 0 | n/a | 11.0 | Buyer |
| \$1,000,000 - and over | 65 | 3 | 8 | 6 | 5 | 2 | 5 | 13.0 | 15.3 | Buyer |
| TOTAL | 444 | 180 | 115 | 152 | 117 | 118 | 102 | 4.4 | 3.7 | 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 12/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2018-11/30/2018. Information is believed to be reliable, but not guaranteed.

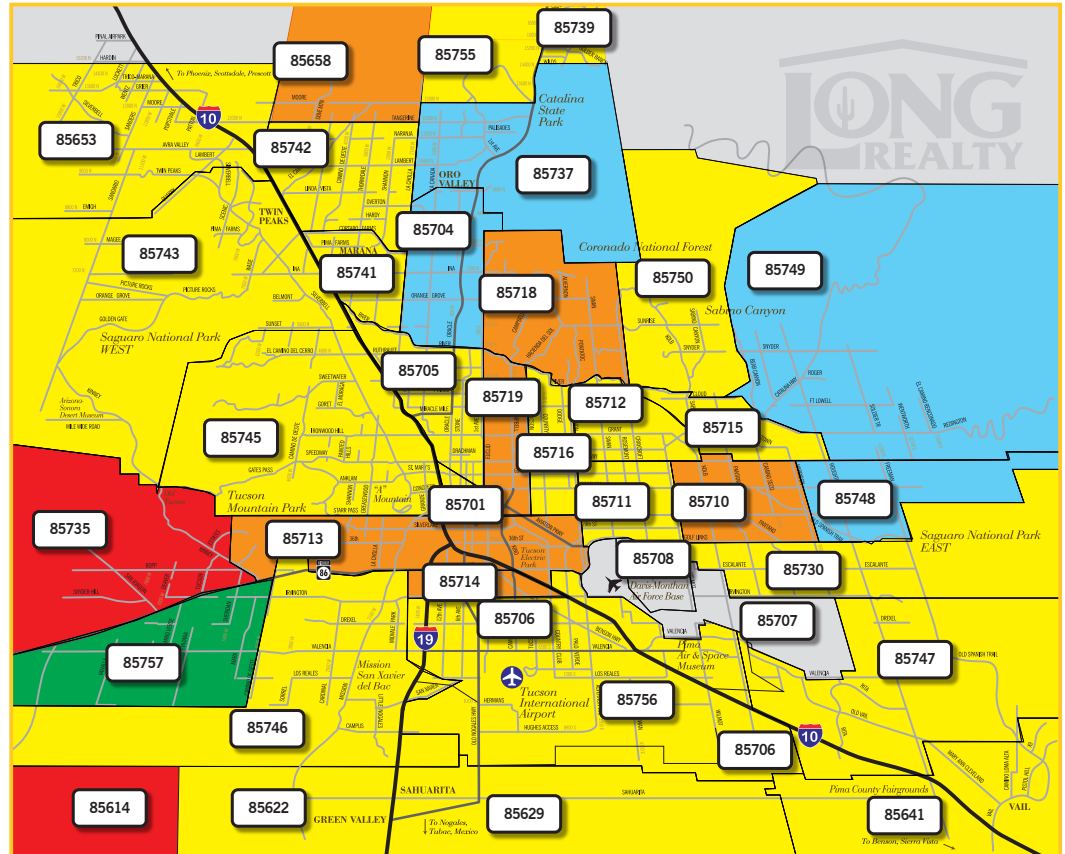


Tucson North | December 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2017-NOV 2017 TO
SEP 2018-NOV 2018

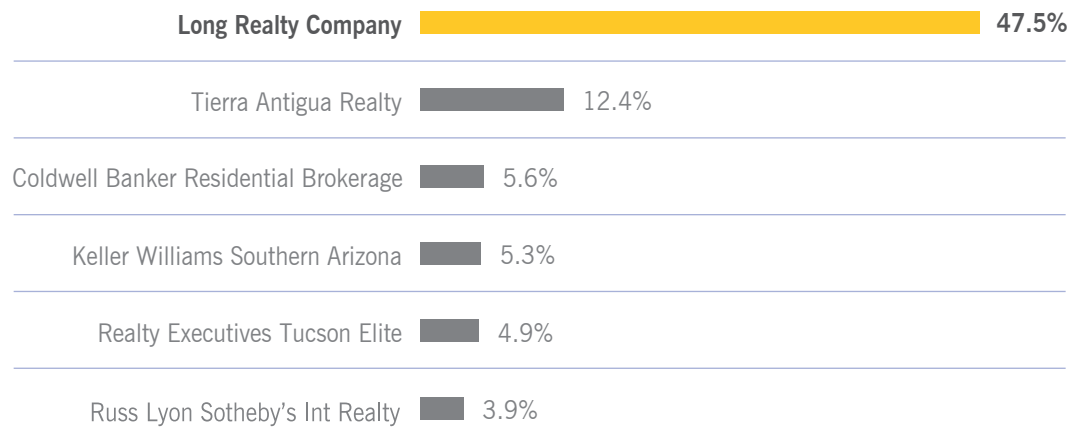
This heat map represents the percentage of change in Tucson metro median sales prices from September 2017-November 2017 to September 2018-November 2018 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2017 – 11/30/2018 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.