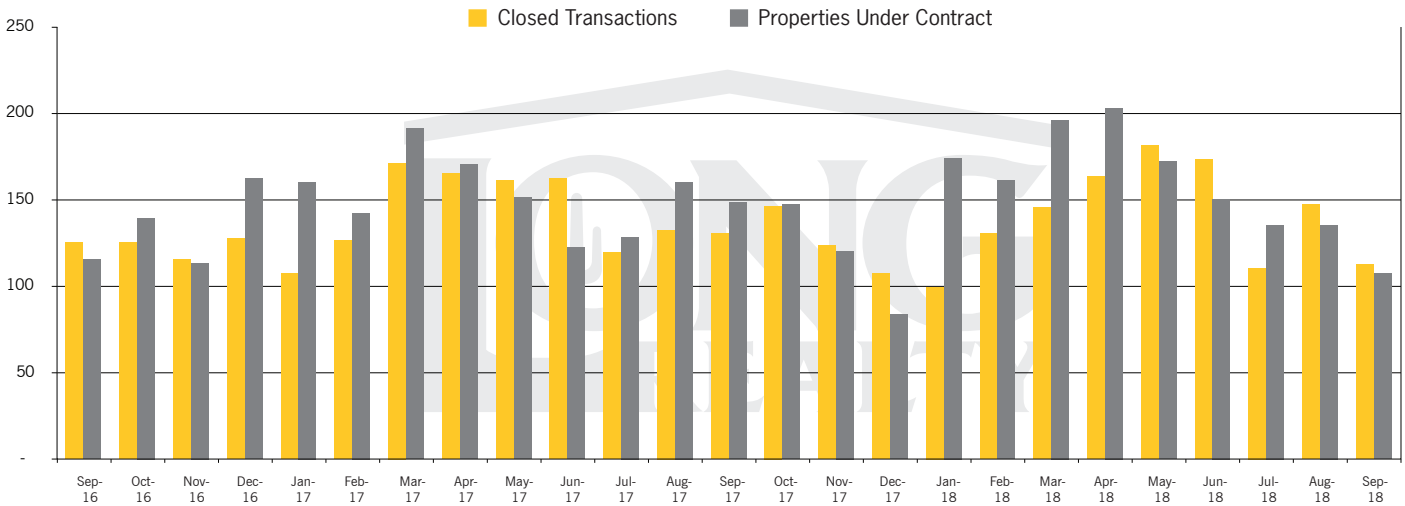


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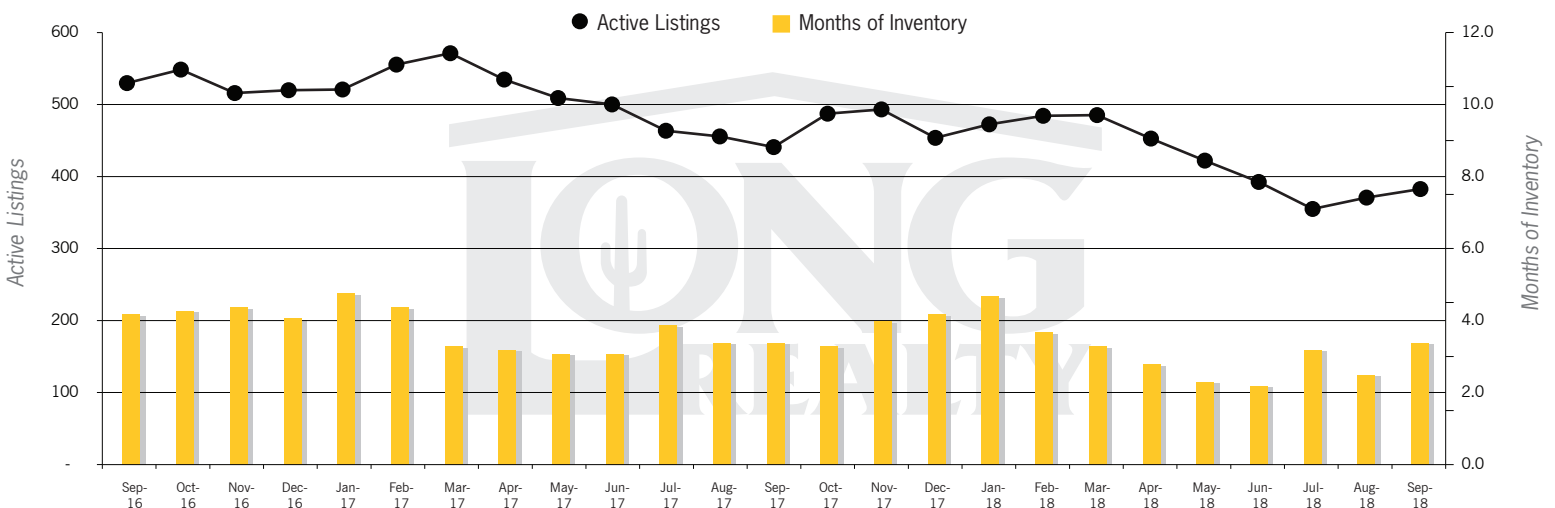
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In the Tucson North area, September 2018 active inventory was 380, a 13% decrease from September 2017. There were 113 closings in September 2018, a 14% decrease from September 2017. Year-to-date 2018 there were 1,308 closings, a 1% increase from year-to-date 2017. Months of Inventory was 3.4, unchanged from 3.4 in September 2017. Median price of sold homes was \$332,700 for the month of September 2018, down 4% from September 2017. The Tucson North area had 108 new properties under contract in September 2018, down 28% from September 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

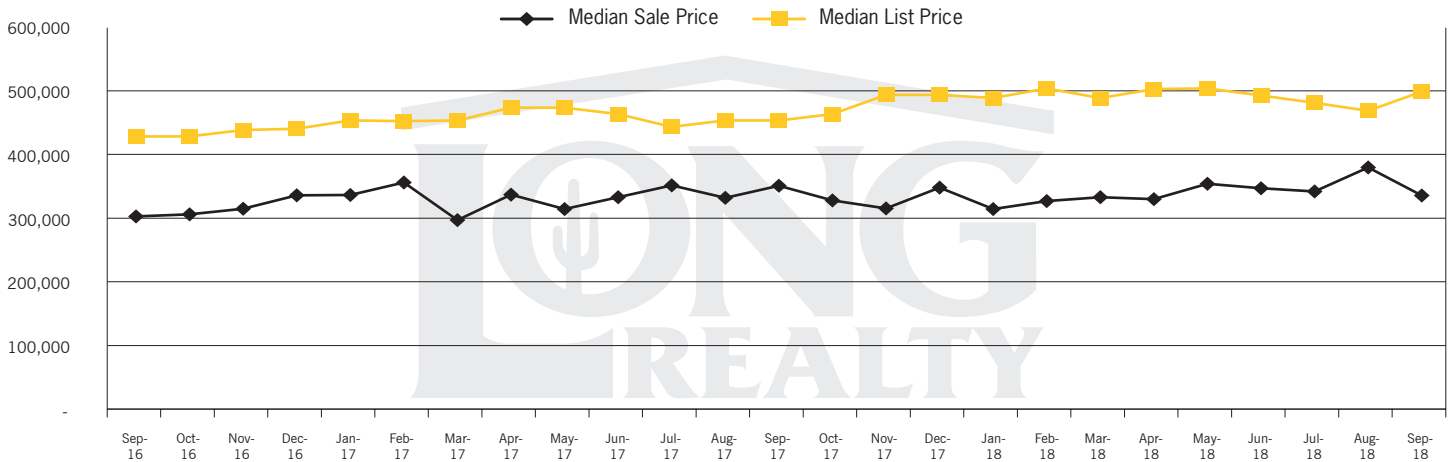


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2018 is believed to be reliable, but not guaranteed.

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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	\$347,900	3.800%	\$1,540.01
2018	\$332,700	4.875%	\$1,672.64

30 YEAR FIXED MORTGAGE RATE

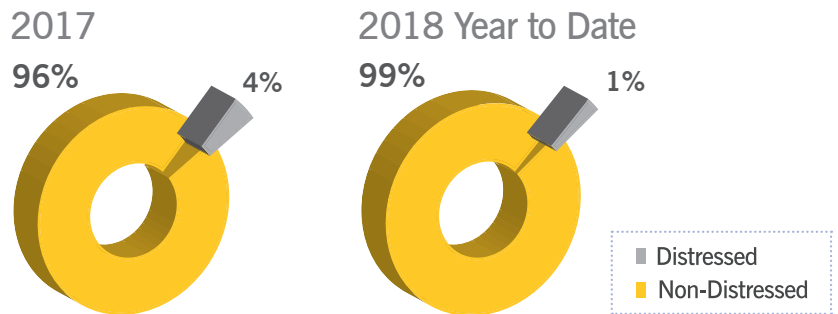


Source: Residential median sales prices. Data obtained 10/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 10/03/2018. Information is believed to be reliable, but not guaranteed.

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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
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18			
\$1 - 49,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	3	2	2	4	2	2	0.0	0.3	Seller
\$75,000 - 99,999	1	1	1	5	1	1	4	0.3	0.5	Seller
\$100,000 - 124,999	3	7	10	5	7	8	2	1.5	0.5	Seller
\$125,000 - 149,999	5	9	14	13	6	9	5	1.0	1.1	Seller
\$150,000 - 174,999	14	13	7	13	13	3	7	2.0	1.4	Seller
\$175,000 - 199,999	13	15	7	12	8	13	7	1.9	1.5	Seller
\$200,000 - 224,999	7	9	7	7	4	5	3	2.3	1.9	Seller
\$225,000 - 249,999	9	3	13	3	1	6	5	1.8	1.7	Seller
\$250,000 - 274,999	7	6	5	7	3	7	5	1.4	1.4	Seller
\$275,000 - 299,999	11	12	10	7	5	8	7	1.6	1.8	Seller
\$300,000 - 349,999	17	12	19	19	10	7	11	1.5	2.1	Seller
\$350,000 - 399,999	25	15	14	13	8	15	11	2.3	2.1	Seller
\$400,000 - 499,999	64	18	29	27	13	28	14	4.6	3.1	Seller
\$500,000 - 599,999	39	14	19	18	11	9	13	3.0	3.8	Seller
\$600,000 - 699,999	34	13	9	12	9	11	4	8.5	3.5	Seller
\$700,000 - 799,999	34	5	4	6	2	5	4	8.5	8.9	Buyer
\$800,000 - 899,999	26	4	6	5	2	7	1	26.0	6.8	Slightly Buyer
\$900,000 - 999,999	17	2	0	3	0	2	3	5.7	11.8	Buyer
\$1,000,000 - and over	54	5	12	3	8	6	5	10.8	8.0	Slightly Buyer
TOTAL	380	167	188	180	115	152	113	3.4	2.9	Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2018-09/30/2018. Information is believed to be reliable, but not guaranteed.

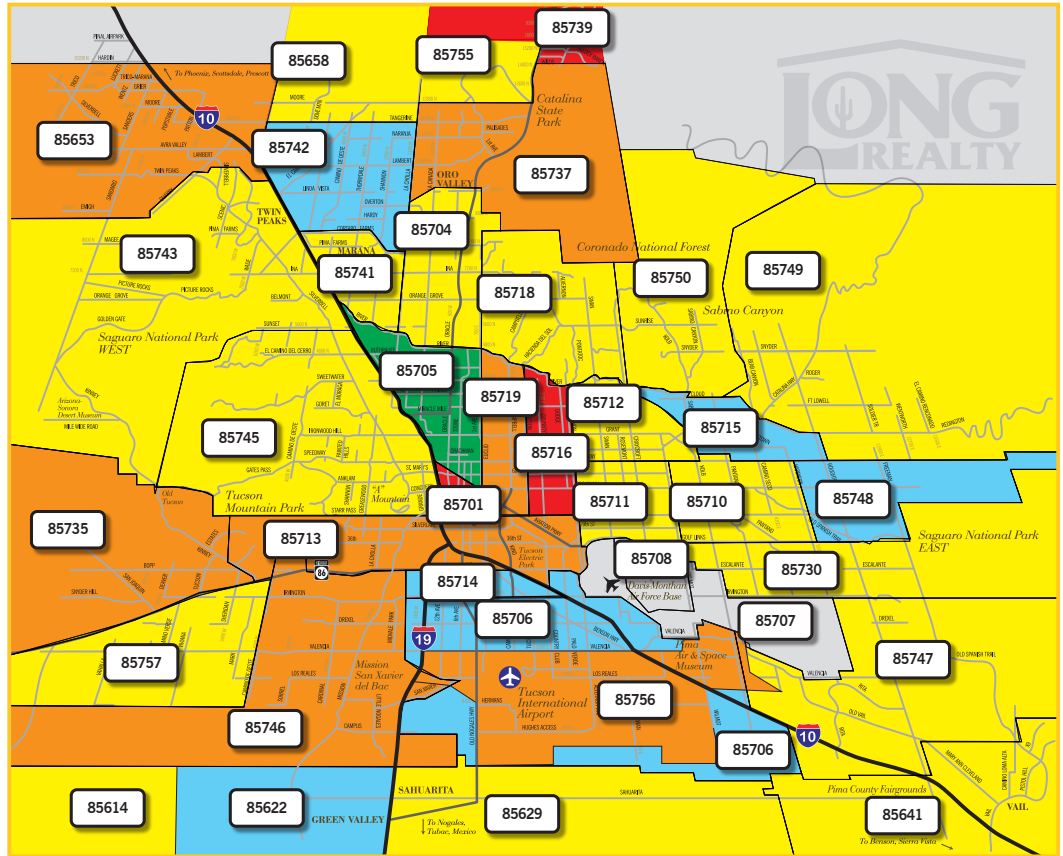
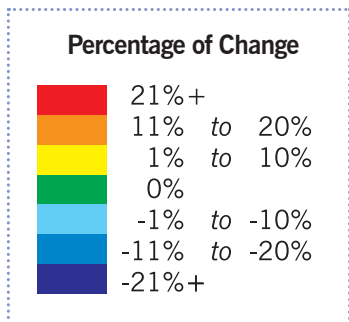
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2017-SEP 2017 TO JUL 2018-SEP 2018

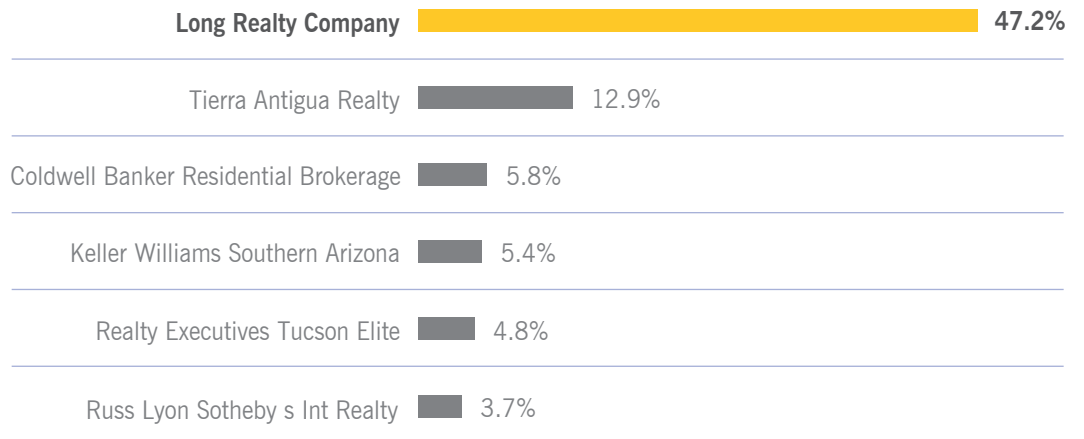
This heat map represents the percentage of change in Tucson metro median sales prices from July 2017-September 2017 to July 2018-September 2018 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2017 – 09/30/2018 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.

These statistics are based on information obtained from MLSSAZ on 10/03/2018. Information is believed to be reliable, but not guaranteed.