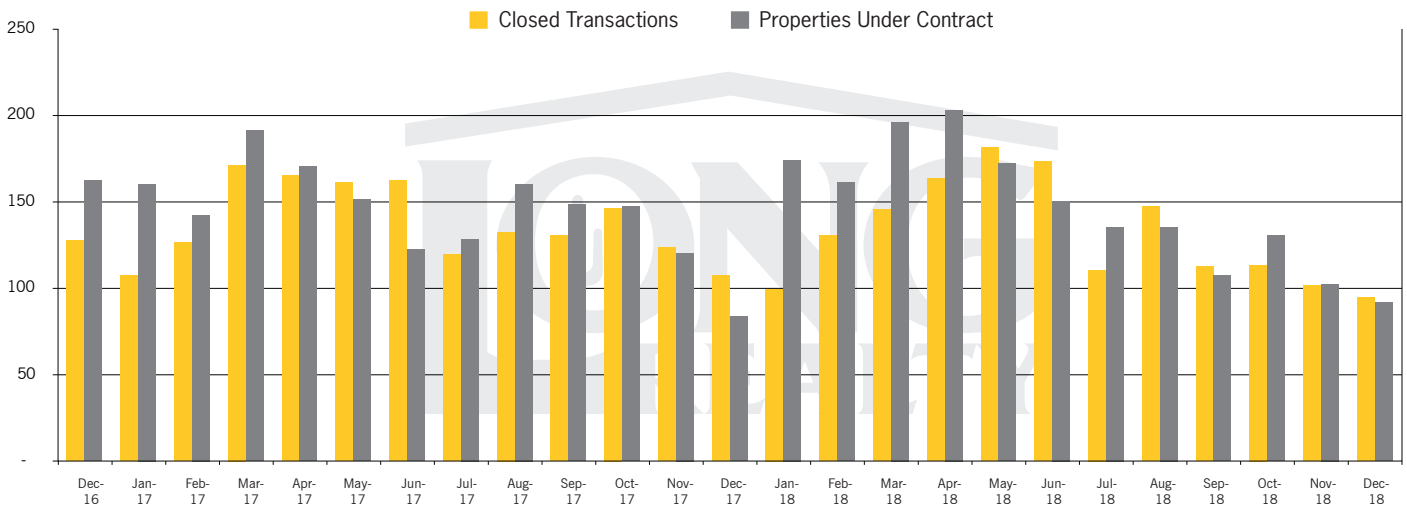


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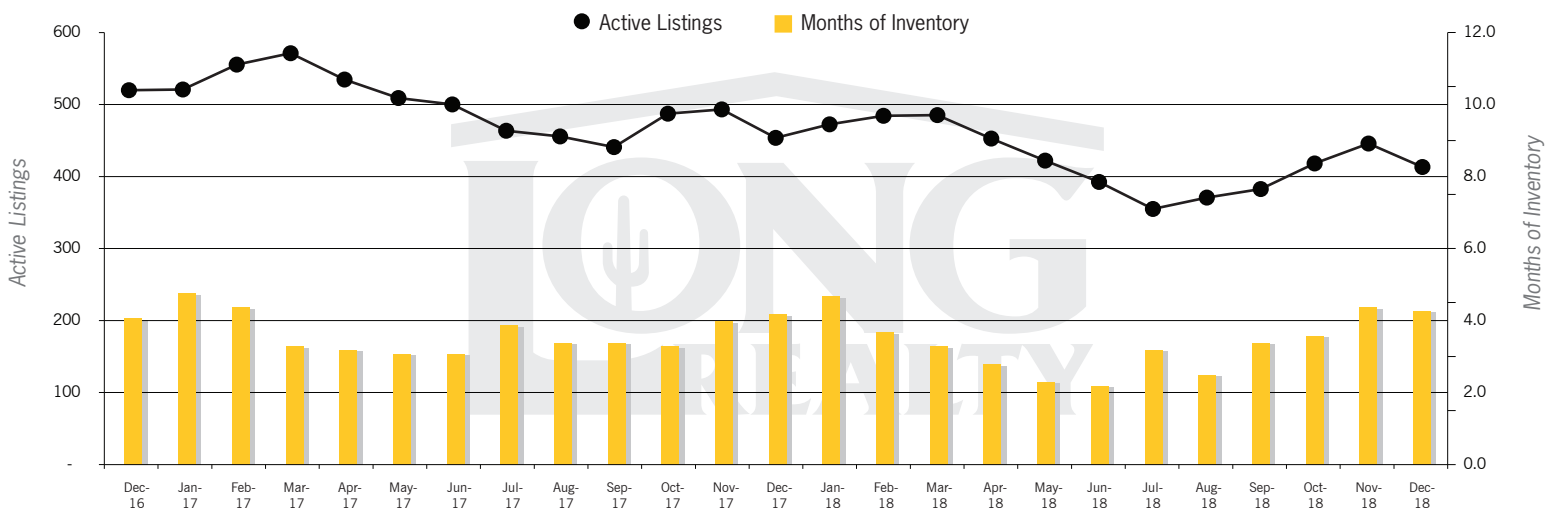
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In the Tucson North area, December 2018 active inventory was 411, a 9% decrease from December 2017. There were 95 closings in December 2018, a 12% decrease from December 2017. Year-to-date 2018 there were 1,628 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 4.3, up from 4.2 in December 2017. Median price of sold homes was \$314,750 for the month of December 2018, down 9% from December 2017. The Tucson North area had 92 new properties under contract in December 2018, up 10% from December 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH

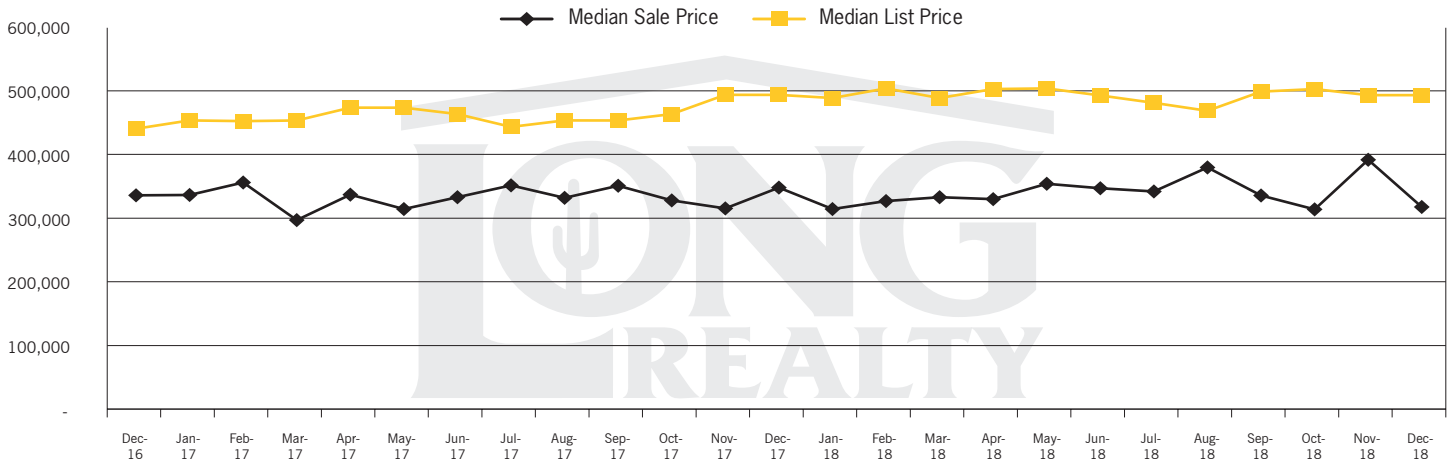


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 01/04/2019 is believed to be reliable, but not guaranteed.

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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	\$345,000	4.250%	\$1,612.33
2018	\$314,750	4.875%	\$1,582.40

30 YEAR FIXED MORTGAGE RATE

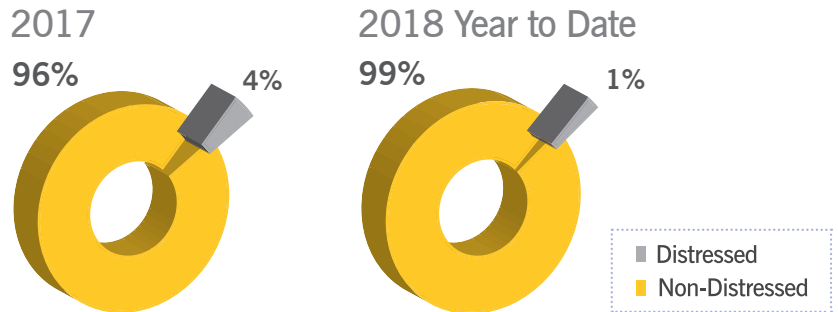


Source: Residential median sales prices. Data obtained 01/04/2019 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 01/04/2019. 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
		Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	4	2	2	0	0	1	1.0	6.0	Balanced
\$75,000 - 99,999	0	1	1	4	1	0	2	0.0	0.7	Seller
\$100,000 - 124,999	3	7	8	2	2	2	2	1.5	1.3	Seller
\$125,000 - 149,999	12	6	9	5	5	3	10	1.2	1.4	Seller
\$150,000 - 174,999	16	13	3	8	13	4	8	2.0	1.9	Seller
\$175,000 - 199,999	14	8	13	8	8	8	7	2.0	2.0	Seller
\$200,000 - 224,999	6	4	5	3	6	6	4	1.5	1.4	Seller
\$225,000 - 249,999	10	1	6	5	5	3	2	5.0	2.8	Seller
\$250,000 - 274,999	10	3	7	5	7	7	3	3.3	1.9	Seller
\$275,000 - 299,999	13	5	8	7	9	2	4	3.3	2.4	Seller
\$300,000 - 349,999	19	10	7	11	12	7	7	2.7	2.1	Seller
\$350,000 - 399,999	29	8	15	12	9	11	7	4.1	3.5	Seller
\$400,000 - 499,999	71	13	28	15	13	25	13	5.5	4.1	Slightly Seller
\$500,000 - 599,999	44	11	9	13	12	6	7	6.3	5.4	Balanced
\$600,000 - 699,999	40	9	11	4	5	4	5	8.0	9.7	Buyer
\$700,000 - 799,999	22	2	5	4	6	8	3	7.3	4.9	Slightly Seller
\$800,000 - 899,999	21	2	7	1	2	2	3	7.0	10.4	Buyer
\$900,000 - 999,999	14	0	2	3	1	0	3	4.7	10.3	Buyer
\$1,000,000 - and over	66	8	6	5	2	5	4	16.5	17.7	Buyer
TOTAL	411	115	152	117	118	103	95	4.3	4.0	Slightly Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 01/04/2019.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2018-12/31/2018. Information is believed to be reliable, but not guaranteed.

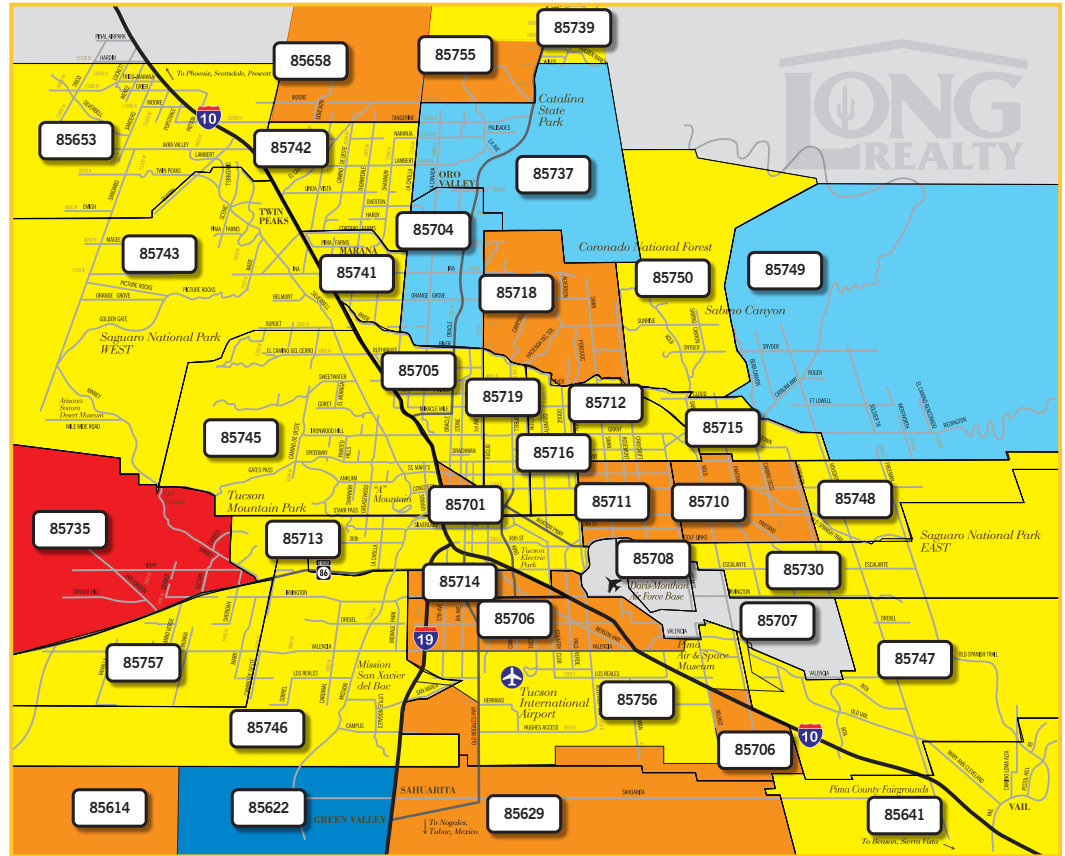
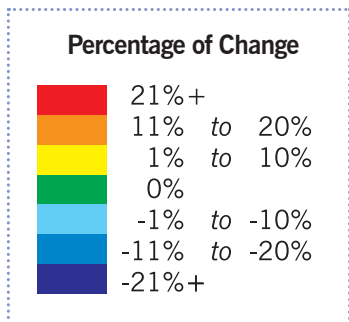
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2017-DEC 2017 TO OCT 2018-DEC 2018

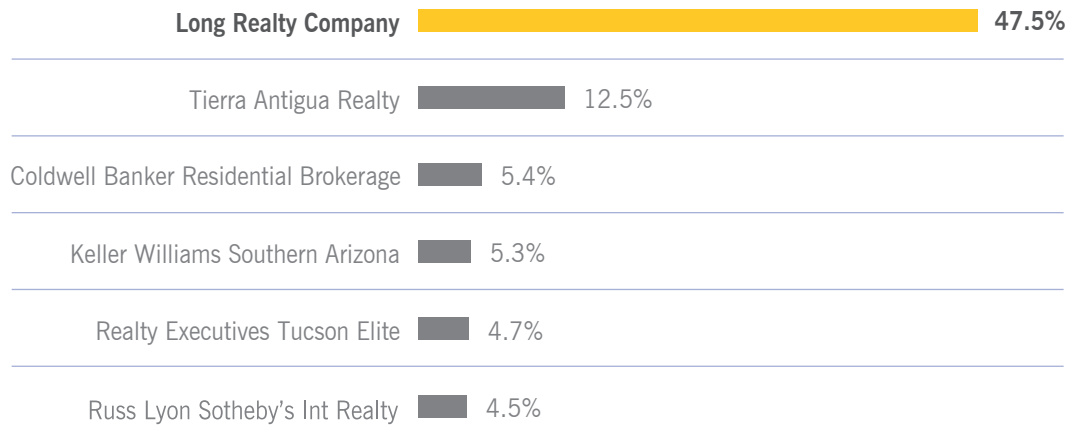
This heat map represents the percentage of change in Tucson metro median sales prices from October 2017-December 2017 to October 2018-December 2018 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 01/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2018 – 12/31/2018 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.

These statistics are based on information obtained from MLSSAZ on 01/04/2019. Information is believed to be reliable, but not guaranteed.