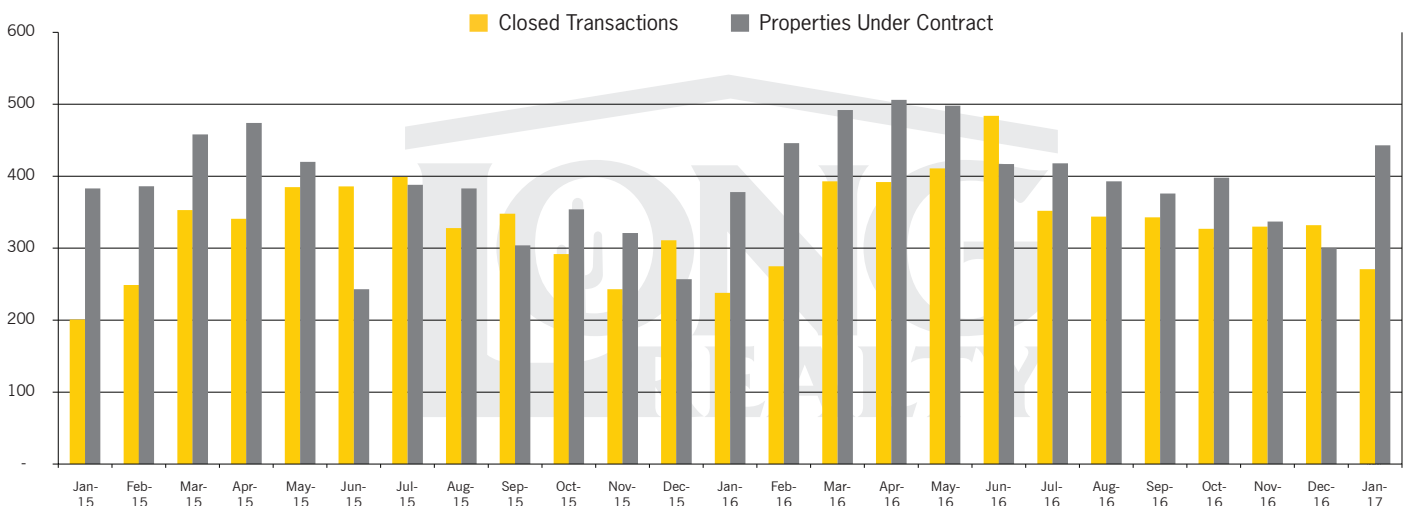




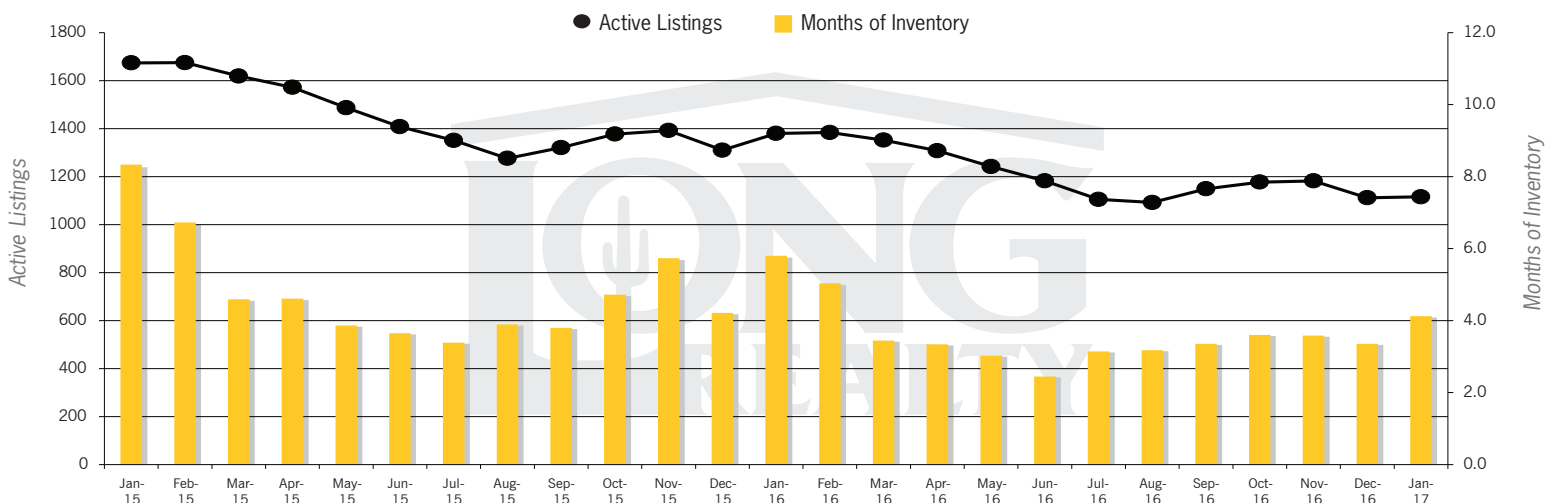
Tucson Northwest | February 2017

In the Tucson Northwest area, January 2017 active inventory was 1,116, a 19% decrease from January 2016. There were 271 closings in January 2017, a 14% increase from January 2016. Year-to-date 2017 there were 271 closings, a 14% increase from year-to-date 2016. Months of Inventory was 4.1, down from 5.8 in January 2016. Median price of sold homes was \$239,000 for the month of January 2017, up 7% from January 2016. The Tucson Northwest area had 443 new properties under contract in January 2017, up 17% from January 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

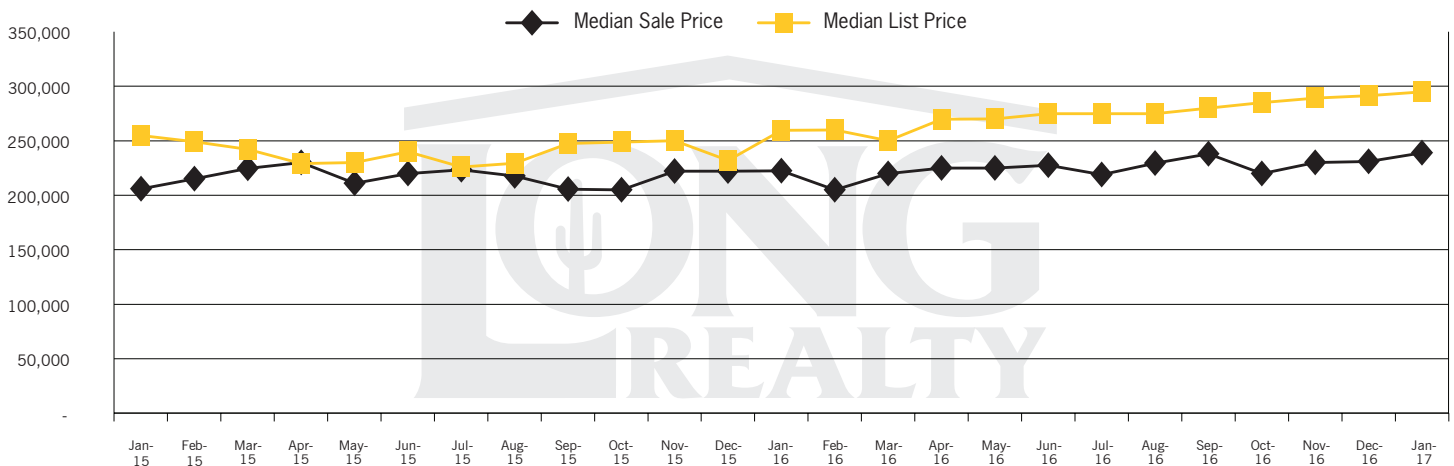


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/03/2017 is believed to be reliable, but not guaranteed.*



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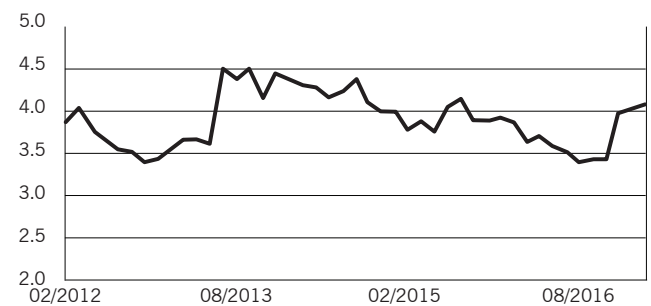
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$262,000	6.140%	\$1,514.76
2016	\$222,500	3.625%	\$963.98
2017	\$239,000	4.250%	\$1,116.95

30 YEAR FIXED MORTGAGE RATE



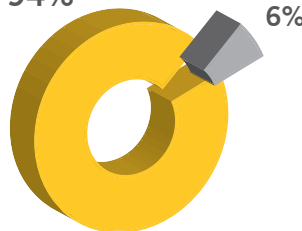
Source: Residential median sales prices. Data obtained 02/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

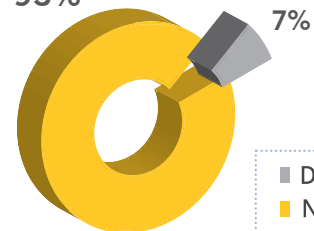
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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.

2016
94%



2017 Year to Date
93%



■ Distressed
■ Non-Distressed



Tucson Northwest | February 2017

MARKET CONDITIONS BY PRICE BAND – TUCSON NORTHWEST

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17			
\$1 - 49,999	3	2	4	5	0	3	0	n/a	3.7	Seller
\$50,000 - 74,999	6	4	3	0	3	5	0	n/a	2.5	Seller
\$75,000 - 99,999	10	5	2	6	4	8	7	1.4	1.4	Seller
\$100,000 - 124,999	9	6	6	9	9	9	5	1.8	1.5	Seller
\$125,000 - 149,999	27	21	21	17	18	13	16	1.7	2.1	Seller
\$150,000 - 174,999	35	36	35	51	39	41	25	1.4	1.1	Seller
\$175,000 - 199,999	57	58	53	49	41	43	42	1.4	1.7	Seller
\$200,000 - 224,999	85	43	35	42	43	39	25	3.4	2.5	Seller
\$225,000 - 249,999	108	48	42	38	46	32	24	4.5	3.2	Seller
\$250,000 - 274,999	67	33	35	22	29	24	34	2.0	2.6	Seller
\$275,000 - 299,999	84	26	30	17	28	22	28	3.0	3.3	Seller
\$300,000 - 349,999	138	29	37	39	33	39	23	6.0	4.3	Slightly Seller
\$350,000 - 399,999	99	21	30	11	31	15	14	7.1	5.1	Balanced
\$400,000 - 499,999	117	17	22	19	16	28	11	10.6	6.3	Balanced
\$500,000 - 599,999	86	7	5	6	3	9	9	9.6	11.6	Buyer
\$600,000 - 699,999	50	4	4	6	4	6	3	16.7	10.3	Buyer
\$700,000 - 799,999	31	5	1	0	3	2	1	31.0	14.7	Buyer
\$800,000 - 899,999	20	0	0	2	0	1	2	10.0	15.3	Buyer
\$900,000 - 999,999	19	3	0	2	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	65	0	1	3	0	4	2	32.5	32.5	Buyer
TOTAL	1,116	368	366	344	350	343	271	4.1	3.5	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 02/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2016 - 01/31/2017. Information is believed to be reliable, but not guaranteed.

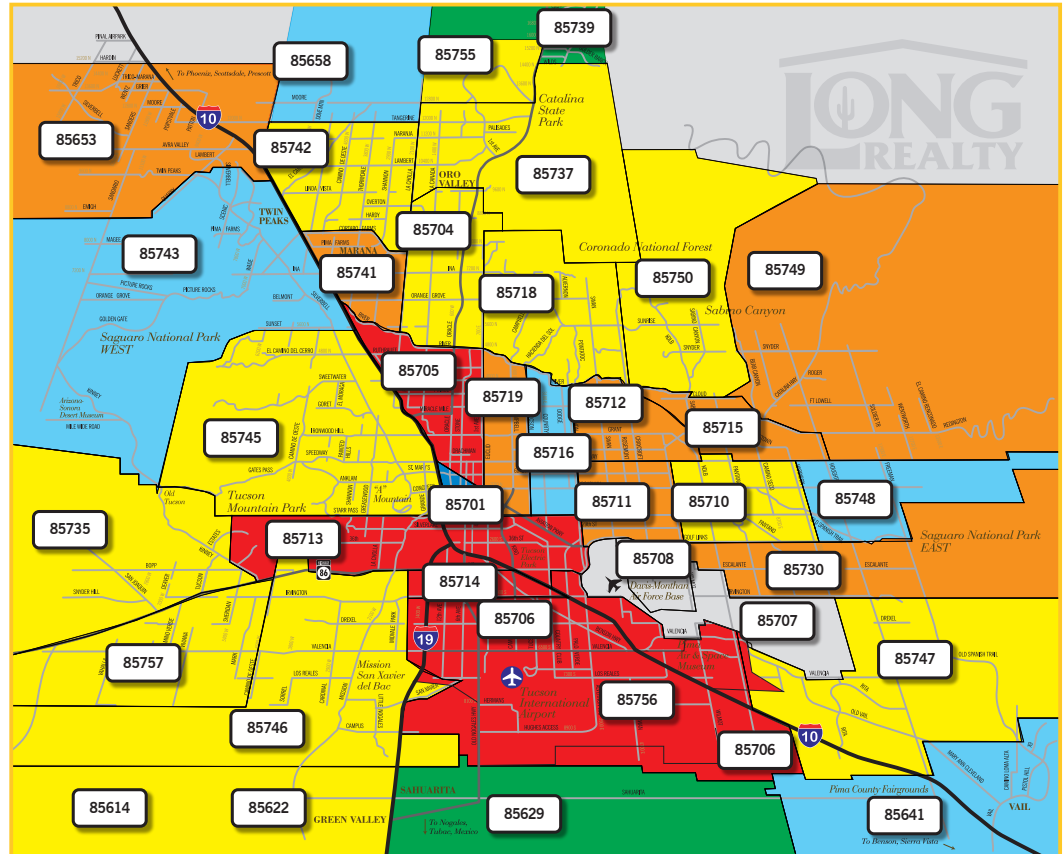
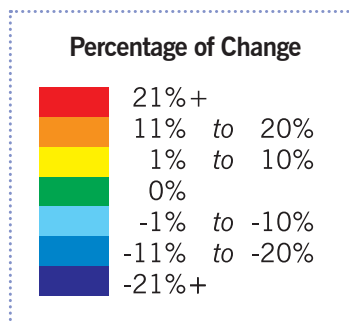


Tucson Northwest | February 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2015-JAN 2016 TO
NOV 2016-JAN 2017

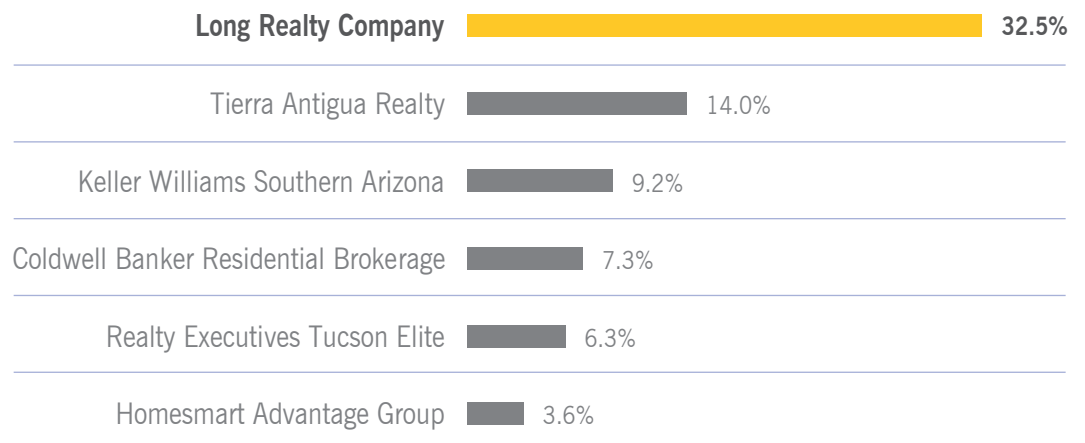
This heat map represents the percentage of change in Tucson metro median sales prices from November 2015-January 2016 to November 2016-January 2017 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 02/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2016 – 01/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by MLSSAZ including the Towns of Casas Adobes, Marana, Oro Valley and Catalina. 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.