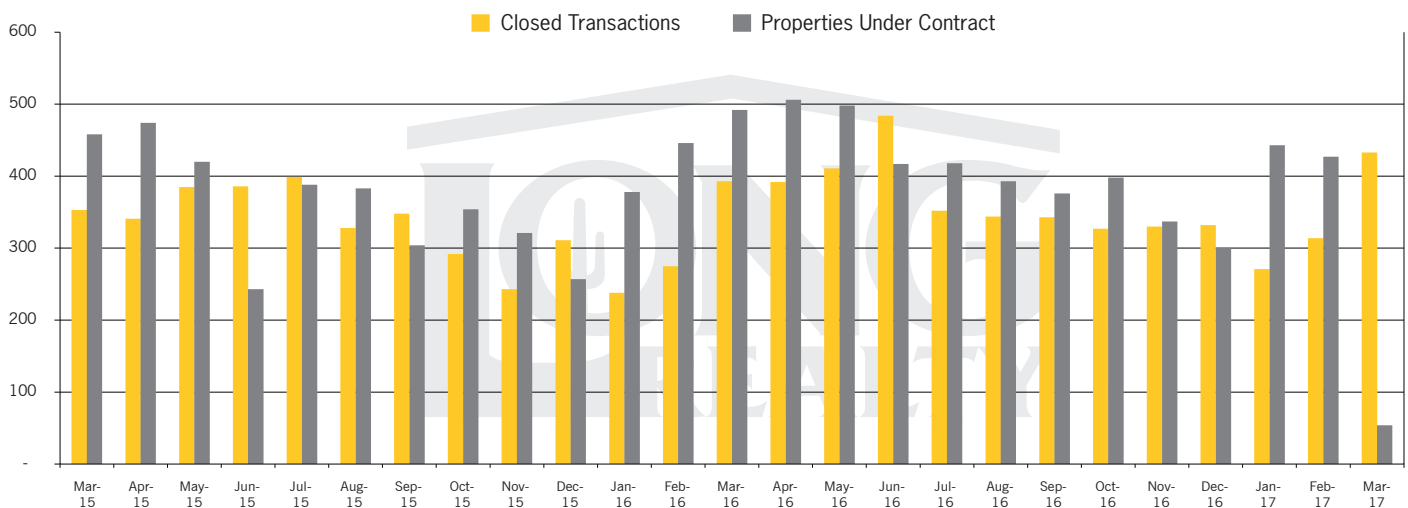




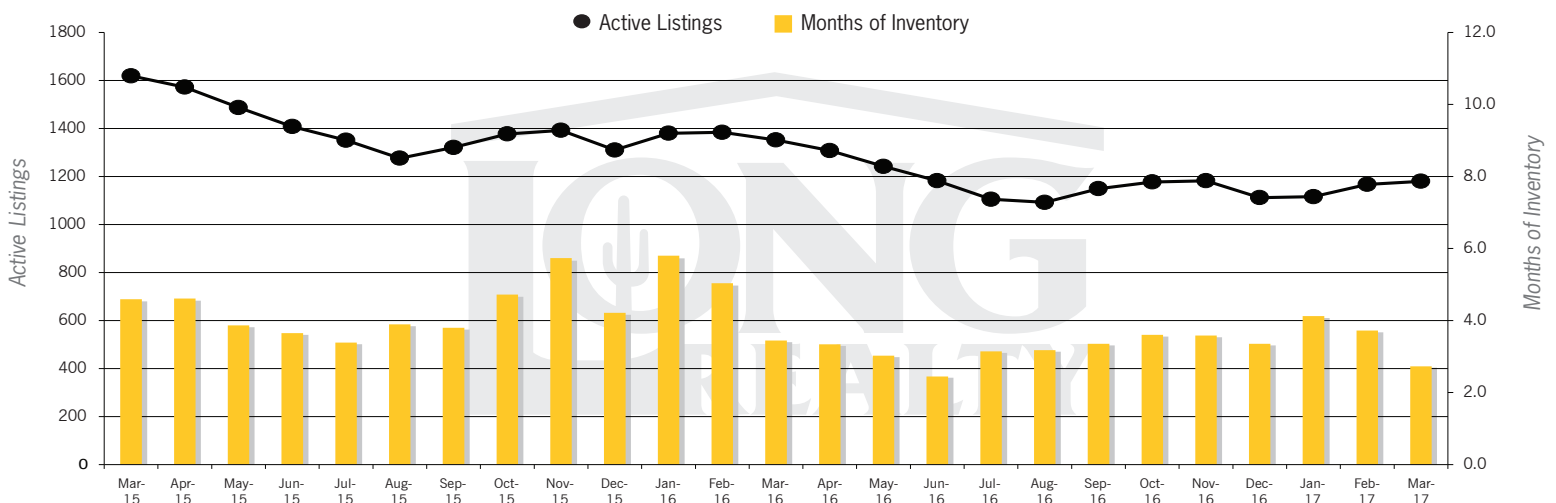
## Tucson Northwest | April 2017

In the Tucson Northwest area, March 2017 active inventory was 1,180, a 13% decrease from March 2016. There were 433 closings in March 2017, a 10% increase from March 2016. Year-to-date 2017 there were 1,044 closings, virtually unchanged from year-to-date 2016. Months of Inventory was 2.7, down from 3.4 in March 2016. Median price of sold homes was \$239,000 for the month of March 2017, up 9% from March 2016. The Tucson Northwest area had 54 new properties under contract in March 2017, down 89% from March 2016.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

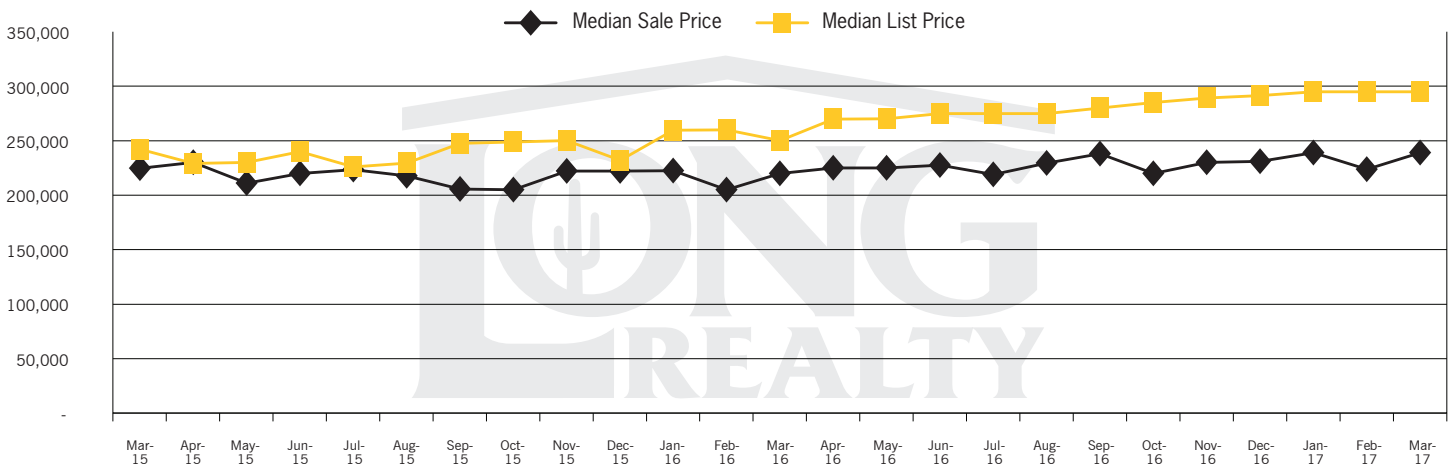


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 04/05/2017 is believed to be reliable, but not guaranteed.*



Tucson Northwest | April 2017

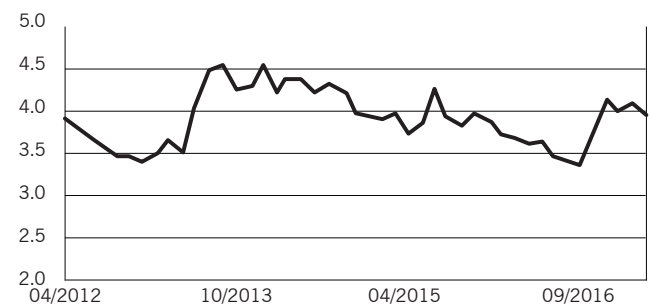
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



## 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	\$220,000	3.625%	\$953.15
2017	\$239,000	4.250%	\$1,116.95

## 30 YEAR FIXED MORTGAGE RATE



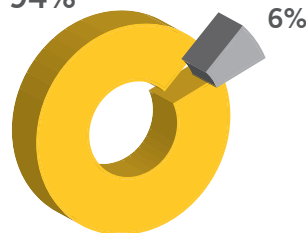
Source: Residential median sales prices. Data obtained 04/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

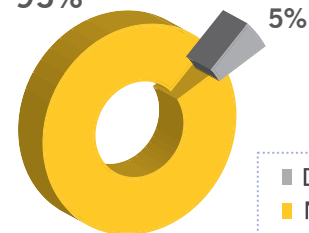
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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  
95%



■ Distressed  
■ Non-Distressed



Tucson Northwest | April 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
		Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17			
\$1 - 49,999	5	5	0	3	0	2	2	2.5	3.0	Seller
\$50,000 - 74,999	7	0	3	5	0	7	4	1.8	1.5	Seller
\$75,000 - 99,999	10	6	4	8	7	2	5	2.0	2.1	Seller
\$100,000 - 124,999	9	9	9	9	4	4	5	1.8	2.0	Seller
\$125,000 - 149,999	25	17	18	14	16	23	20	1.3	1.4	Seller
\$150,000 - 174,999	27	51	39	42	26	33	34	0.8	1.0	Seller
\$175,000 - 199,999	73	49	41	43	46	53	48	1.5	1.3	Seller
\$200,000 - 224,999	74	42	43	39	26	41	64	1.2	1.8	Seller
\$225,000 - 249,999	97	38	46	33	25	30	62	1.6	2.7	Seller
\$250,000 - 274,999	93	22	29	24	34	28	38	2.4	2.5	Seller
\$275,000 - 299,999	120	17	28	22	29	29	34	3.5	3.4	Seller
\$300,000 - 349,999	132	39	33	39	27	29	43	3.1	4.1	Slightly Seller
\$350,000 - 399,999	105	12	31	15	14	20	24	4.4	5.3	Balanced
\$400,000 - 499,999	142	20	16	29	13	13	21	6.8	8.6	Buyer
\$500,000 - 599,999	88	6	3	9	9	6	12	7.3	9.5	Buyer
\$600,000 - 699,999	43	6	4	6	3	1	8	5.4	11.5	Buyer
\$700,000 - 799,999	29	0	3	2	2	4	5	5.8	8.3	Slightly Buyer
\$800,000 - 899,999	23	2	0	1	2	0	0	n/a	32.0	Buyer
\$900,000 - 999,999	13	2	0	0	0	0	1	13.0	50.0	Buyer
\$1,000,000 - and over	65	3	0	4	2	1	3	21.7	32.0	Buyer
<b>TOTAL</b>	<b>1,180</b>	<b>346</b>	<b>350</b>	<b>347</b>	<b>285</b>	<b>326</b>	<b>433</b>	<b>2.7</b>	<b>3.3</b>	<b>Seller</b>

				
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 04/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2017 - 03/31/2017. Information is believed to be reliable, but not guaranteed.

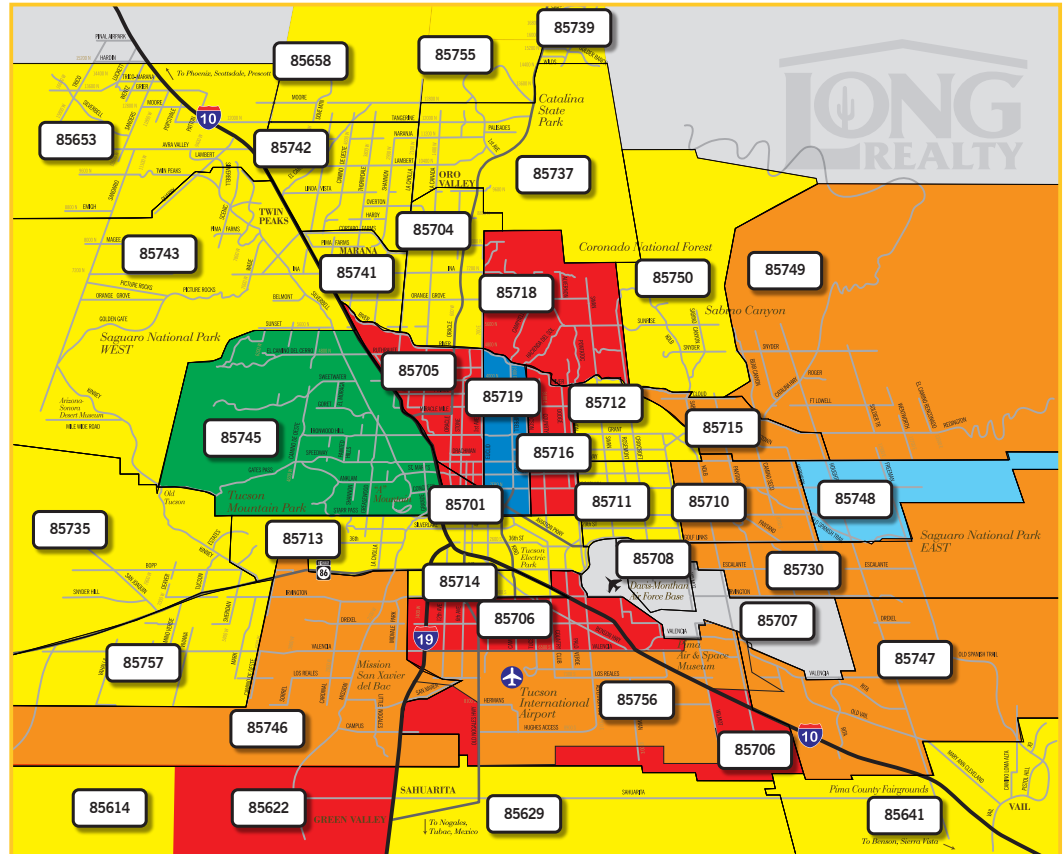


Tucson Northwest | April 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2016-MAR 2016 TO  
JAN 2017-MAR 2017

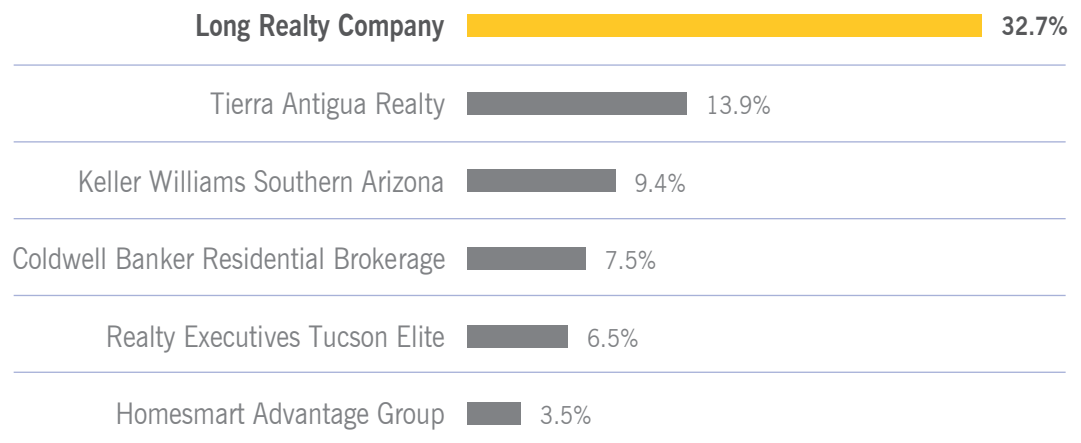
*This heat map represents the percentage of change in Tucson metro median sales prices from January 2016-March 2016 to January 2017-March 2017 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 04/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2016 – 03/31/2017 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.