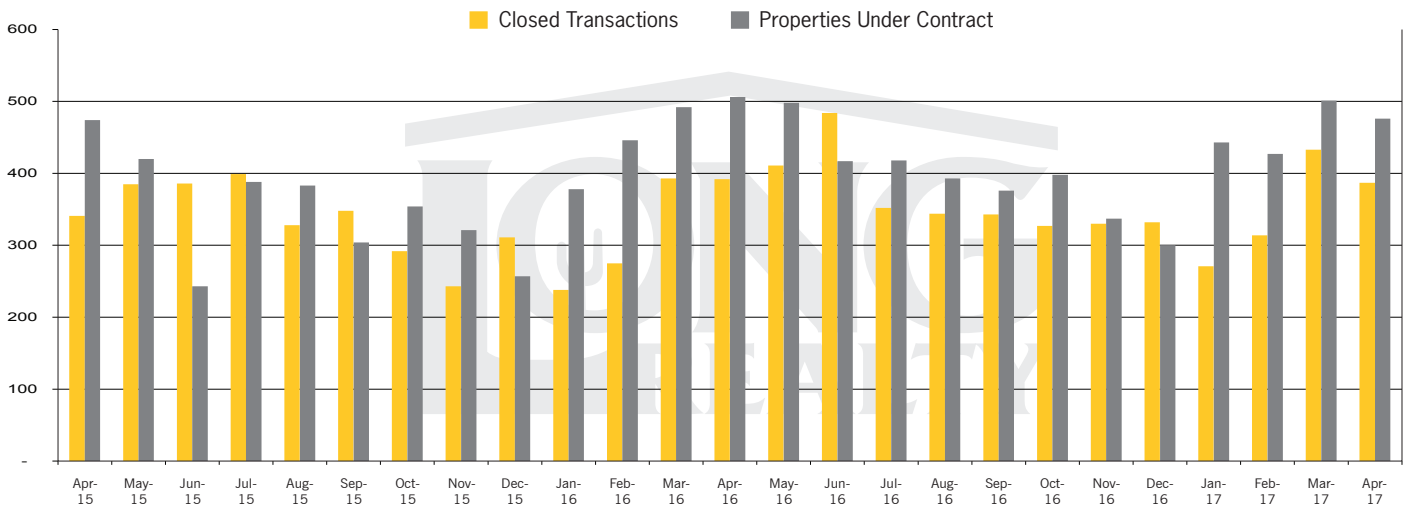




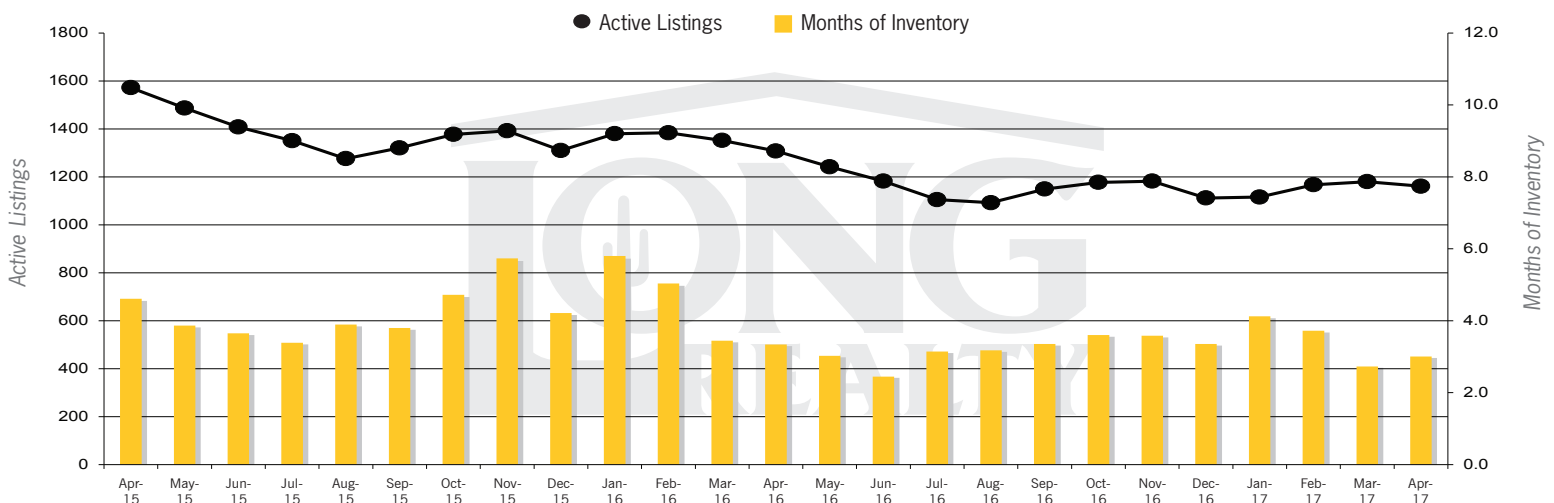
Tucson Northwest | May 2017

In the Tucson Northwest area, April 2017 active inventory was 1,161, an 11% decrease from April 2016. There were 387 closings in April 2017, a 1% decrease from April 2016. Year-to-date 2017 there were 1,444 closings, virtually unchanged from year-to-date 2016. Months of Inventory was 3.0, down from 3.3 in April 2016. Median price of sold homes was \$244,000 for the month of April 2017, up 8% from April 2016. The Tucson Northwest area had 476 new properties under contract in April 2017, down 6% from April 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

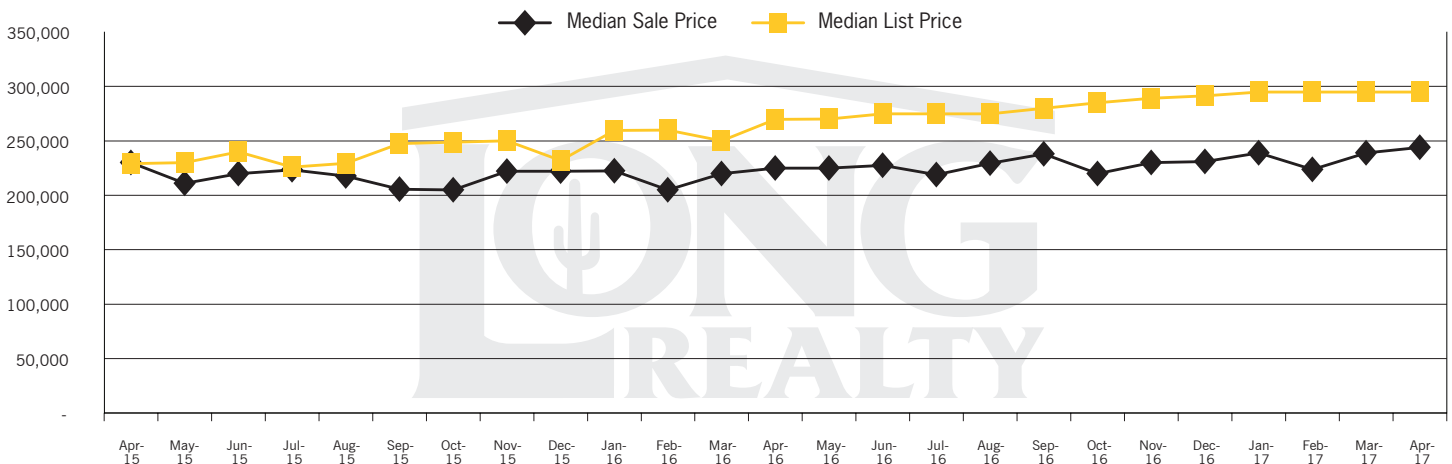


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.*



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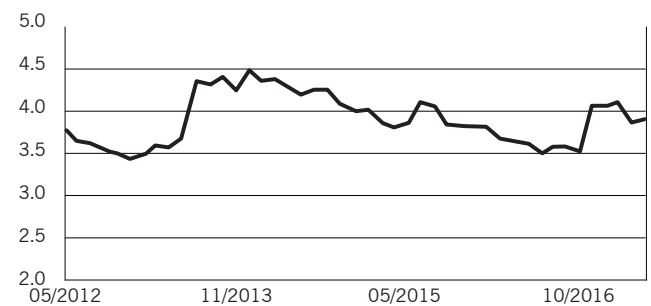
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$225,000	3.500%	\$959.83
2017	\$244,000	4.125%	\$1,123.42

30 YEAR FIXED MORTGAGE RATE

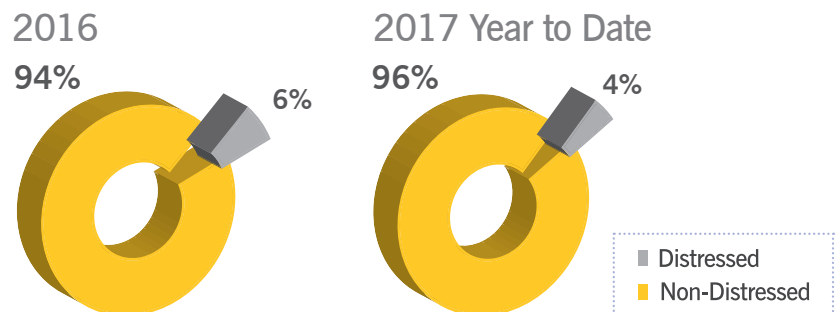


Source: Residential median sales prices. Data obtained 05/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson Northwest | May 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
		Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17			
\$1 - 49,999	2	0	3	0	2	2	1	2.0	2.2	Seller
\$50,000 - 74,999	7	3	5	0	7	4	4	1.8	1.2	Seller
\$75,000 - 99,999	7	4	8	7	2	5	5	1.4	2.2	Seller
\$100,000 - 124,999	8	9	9	4	4	5	5	1.6	1.8	Seller
\$125,000 - 149,999	21	19	14	16	24	20	18	1.2	1.2	Seller
\$150,000 - 174,999	39	39	42	26	33	36	33	1.2	0.9	Seller
\$175,000 - 199,999	78	41	43	46	53	51	44	1.8	1.4	Seller
\$200,000 - 224,999	77	43	39	26	41	65	49	1.6	1.4	Seller
\$225,000 - 249,999	103	46	33	25	30	63	46	2.2	2.2	Seller
\$250,000 - 274,999	90	29	24	34	28	39	37	2.4	2.6	Seller
\$275,000 - 299,999	107	28	22	29	29	34	31	3.5	3.6	Seller
\$300,000 - 349,999	121	33	39	27	29	45	42	2.9	3.4	Seller
\$350,000 - 399,999	103	31	15	14	20	24	28	3.7	4.3	Slightly Seller
\$400,000 - 499,999	140	16	29	13	13	22	15	9.3	8.5	Buyer
\$500,000 - 599,999	93	3	9	9	7	12	11	8.5	8.8	Buyer
\$600,000 - 699,999	41	4	6	3	1	8	7	5.9	8.1	Slightly Buyer
\$700,000 - 799,999	28	3	2	2	4	5	5	5.6	6.3	Balanced
\$800,000 - 899,999	23	0	1	2	0	0	1	23.0	67.0	Buyer
\$900,000 - 999,999	10	0	0	0	0	1	0	n/a	41.0	Buyer
\$1,000,000 - and over	63	0	4	2	1	3	5	12.6	21.1	Buyer
TOTAL	1,161	351	347	285	328	444	387	3.0	3.0	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 05/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2017 - 04/30/2017. Information is believed to be reliable, but not guaranteed.

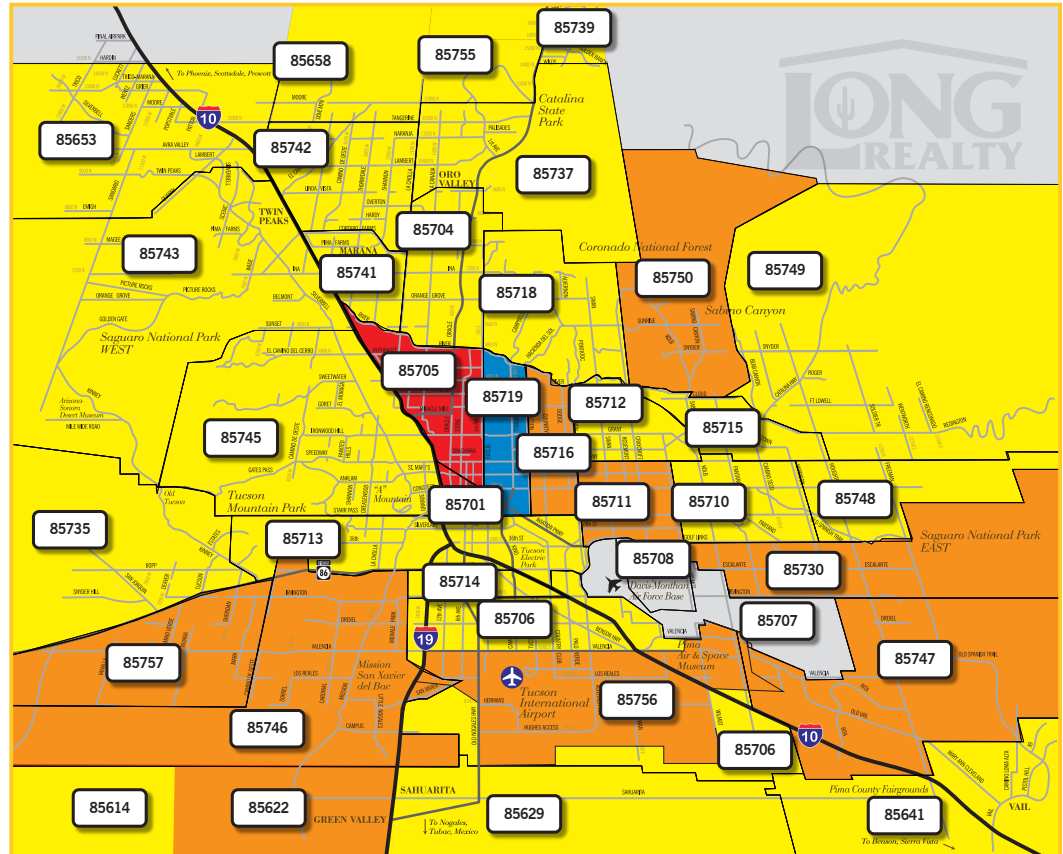


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO
FEB 2017-APR 2017

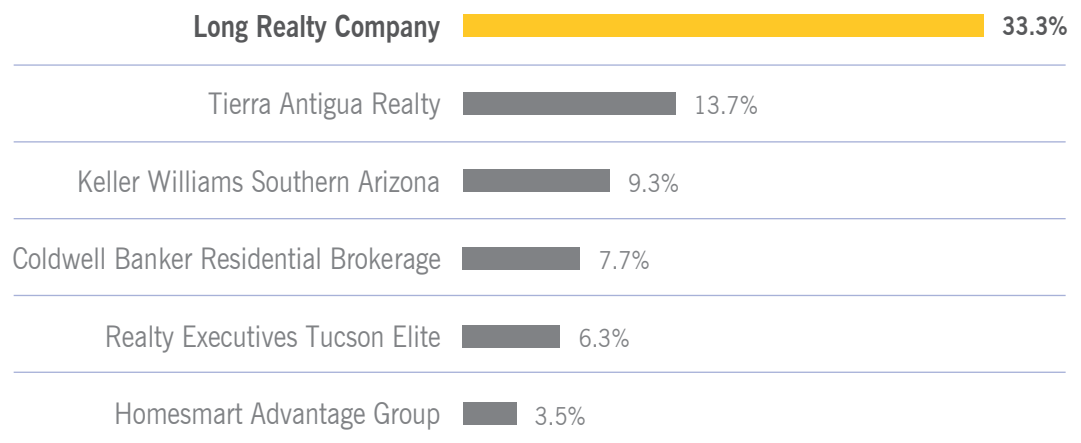
This heat map represents the percentage of change in Tucson metro median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 05/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2016 – 04/30/2017 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.