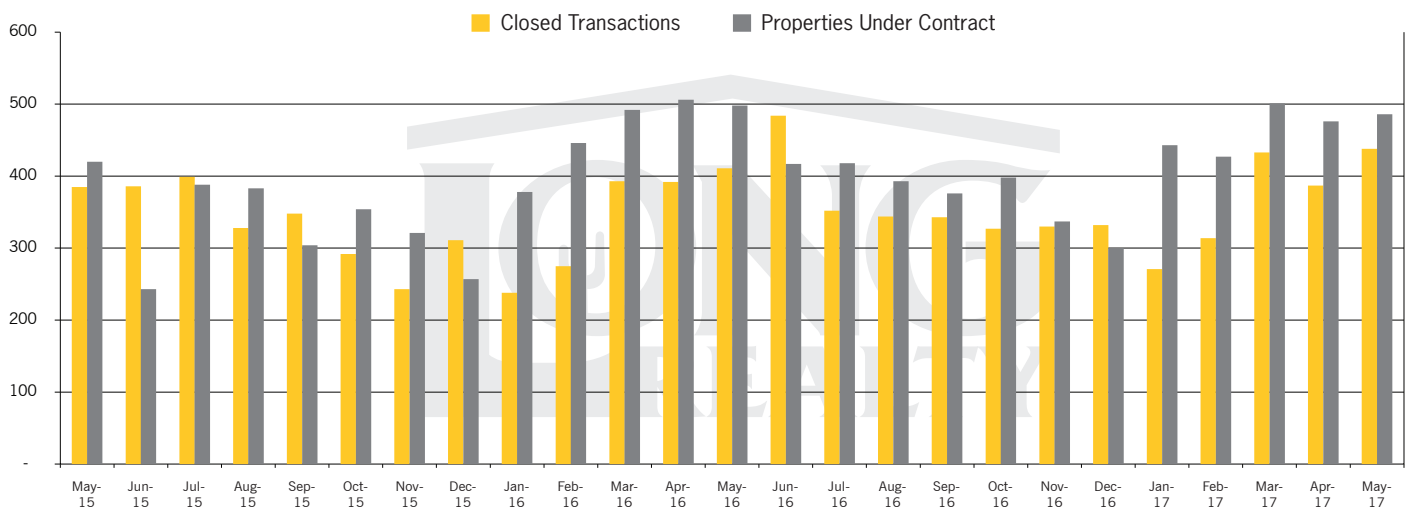




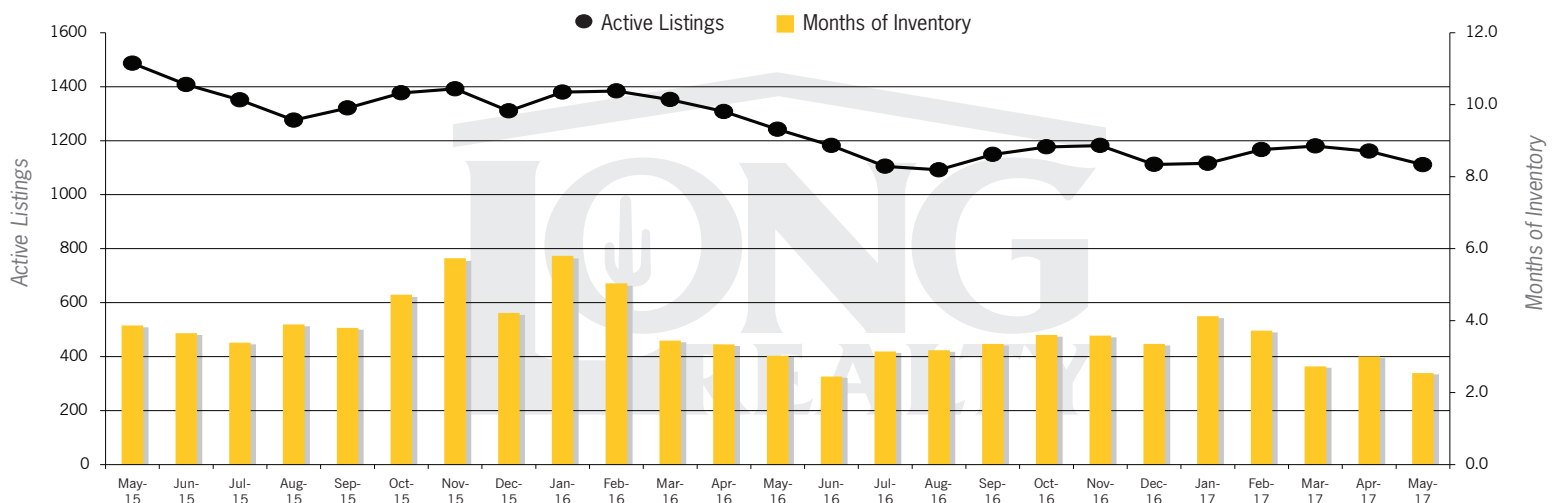
Tucson Northwest | June 2017

In the Tucson Northwest area, May 2017 active inventory was 1,111, an 11% decrease from May 2016. There were 438 closings in May 2017, a 7% increase from May 2016. Year-to-date 2017 there were 1,904 closings, a 7% increase from year-to-date 2016. Months of Inventory was 2.5, down from 3.0 in May 2016. Median price of sold homes was \$245,075 for the month of May 2017, up 9% from May 2016. The Tucson Northwest area had 486 new properties under contract in May 2017, down 2% from May 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

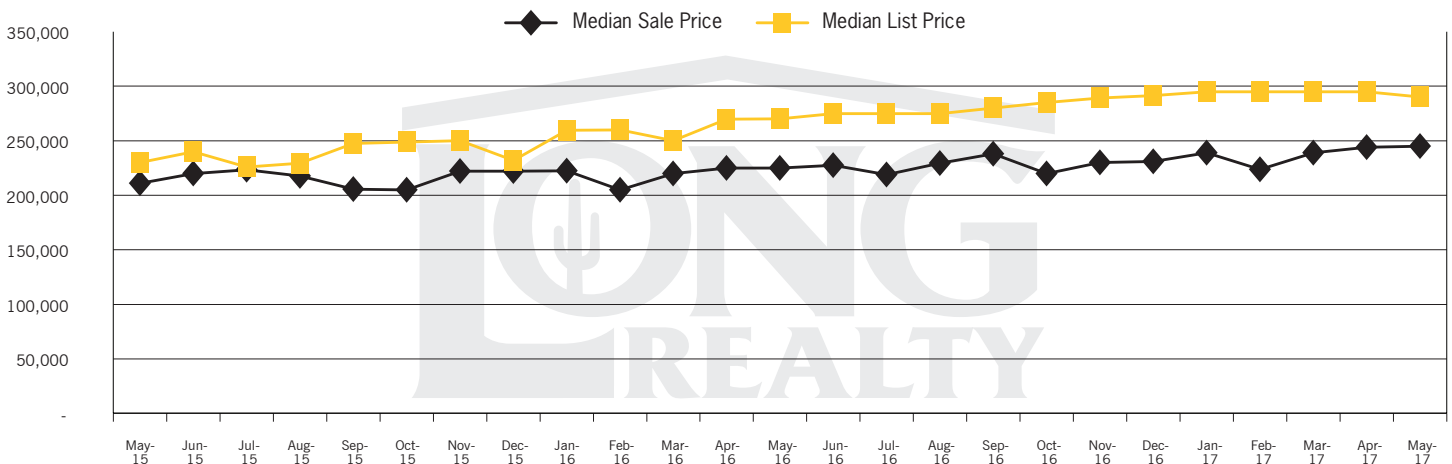


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2017 is believed to be reliable, but not guaranteed.



Tucson Northwest | June 2017

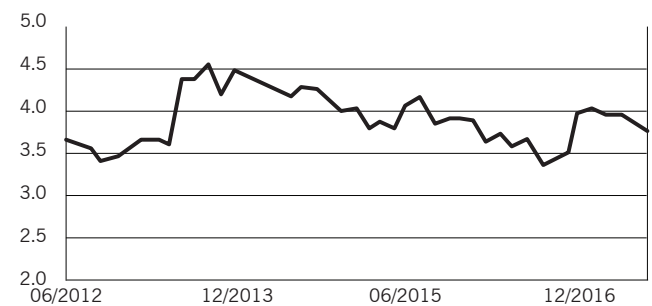
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$225,000	3.750%	\$989.91
2017	\$245,075	4.000%	\$1,111.52

30 YEAR FIXED MORTGAGE RATE

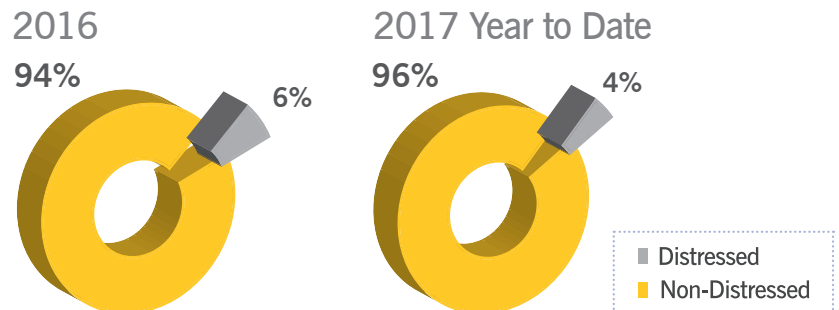


Source: Residential median sales prices. Data obtained 06/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson Northwest | June 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
		Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17			
\$1 - 49,999	1	3	0	2	2	1	3	0.3	1.3	Seller
\$50,000 - 74,999	5	5	0	7	4	4	0	n/a	2.4	Seller
\$75,000 - 99,999	12	8	7	2	6	5	6	2.0	1.7	Seller
\$100,000 - 124,999	8	9	4	4	5	5	9	0.9	1.3	Seller
\$125,000 - 149,999	24	14	16	24	20	19	20	1.2	1.2	Seller
\$150,000 - 174,999	32	42	26	33	36	38	27	1.2	1.0	Seller
\$175,000 - 199,999	76	43	46	53	52	47	58	1.3	1.4	Seller
\$200,000 - 224,999	70	39	26	42	65	50	54	1.3	1.3	Seller
\$225,000 - 249,999	108	33	26	30	63	47	49	2.2	1.9	Seller
\$250,000 - 274,999	88	24	34	28	39	37	44	2.0	2.3	Seller
\$275,000 - 299,999	97	22	29	29	35	32	33	2.9	3.2	Seller
\$300,000 - 349,999	121	39	27	29	44	43	45	2.7	2.8	Seller
\$350,000 - 399,999	95	15	14	20	24	30	22	4.3	4.0	Seller
\$400,000 - 499,999	130	29	13	13	22	18	38	3.4	5.3	Balanced
\$500,000 - 599,999	88	9	9	7	12	11	15	5.9	7.1	Slightly Buyer
\$600,000 - 699,999	40	6	3	1	8	7	5	8.0	6.2	Balanced
\$700,000 - 799,999	29	2	2	4	5	5	3	9.7	6.6	Slightly Buyer
\$800,000 - 899,999	18	1	2	0	0	1	3	6.0	16.0	Buyer
\$900,000 - 999,999	10	0	0	0	1	0	1	10.0	16.5	Buyer
\$1,000,000 - and over	59	4	2	1	3	5	3	19.7	17.0	Buyer
TOTAL	1,111	347	286	329	446	405	438	2.5	2.7	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 06/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2017 - 05/31/2017. Information is believed to be reliable, but not guaranteed.

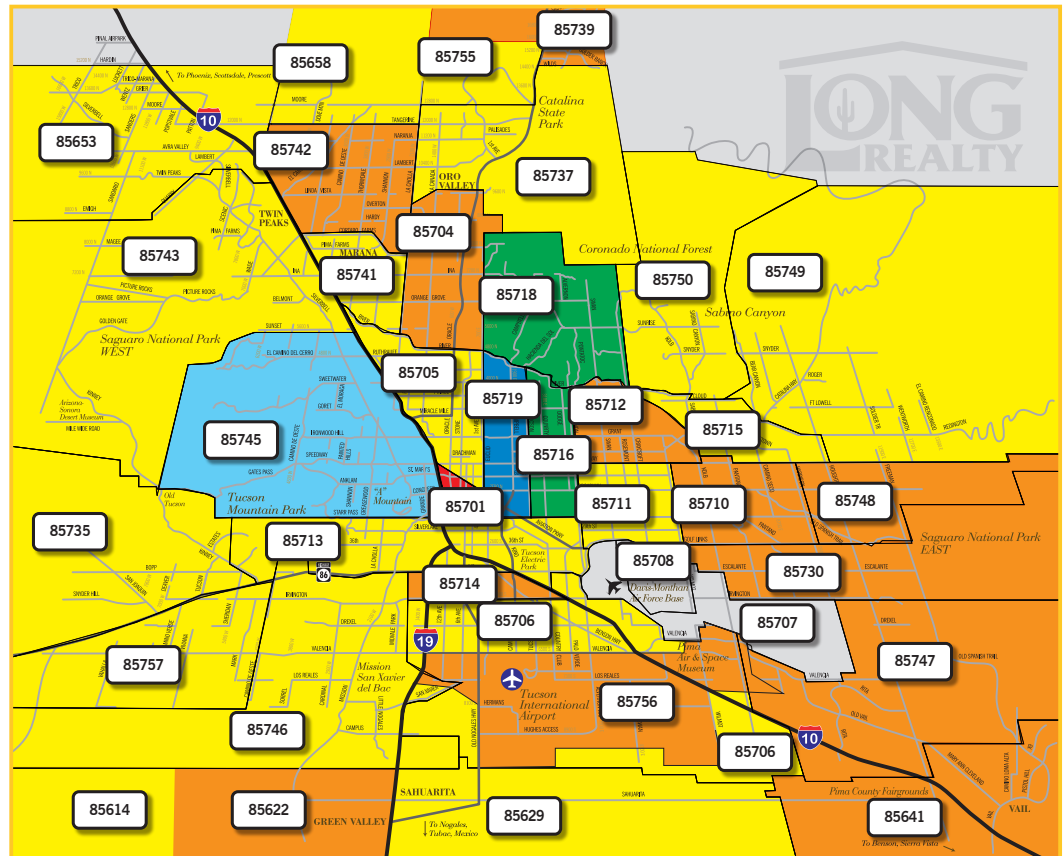
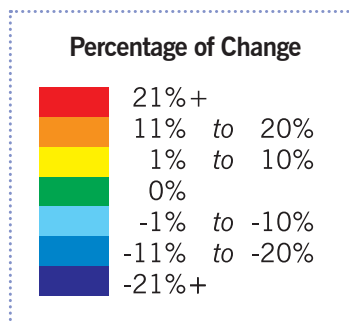


Tucson Northwest | June 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2016-MAY 2016 TO
MAR 2017-MAY 2017

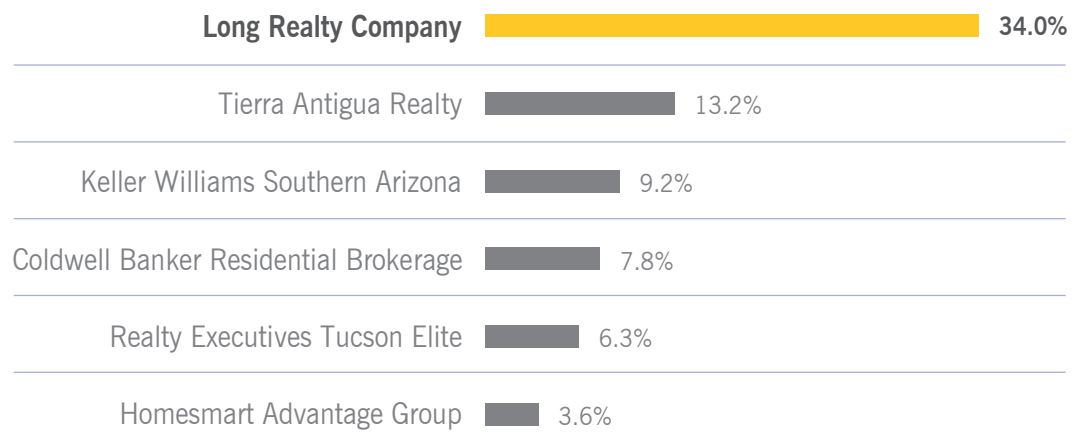
This heat map represents the percentage of change in Tucson metro median sales prices from March 2016-May 2016 to March 2017-May 2017 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2016 – 05/31/2017 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.