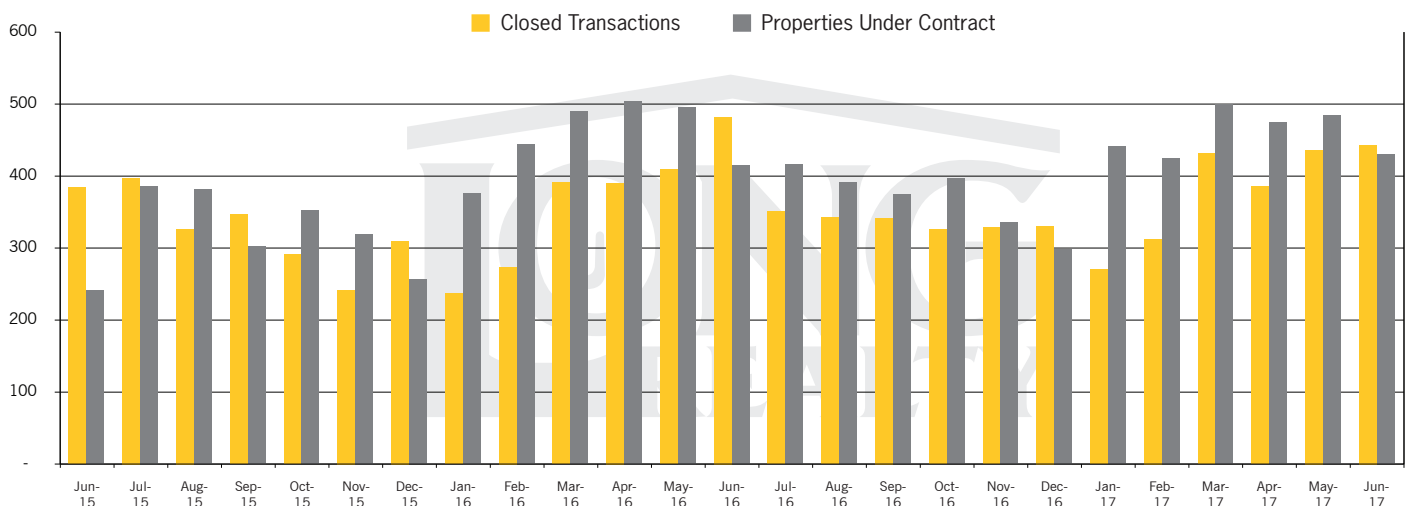




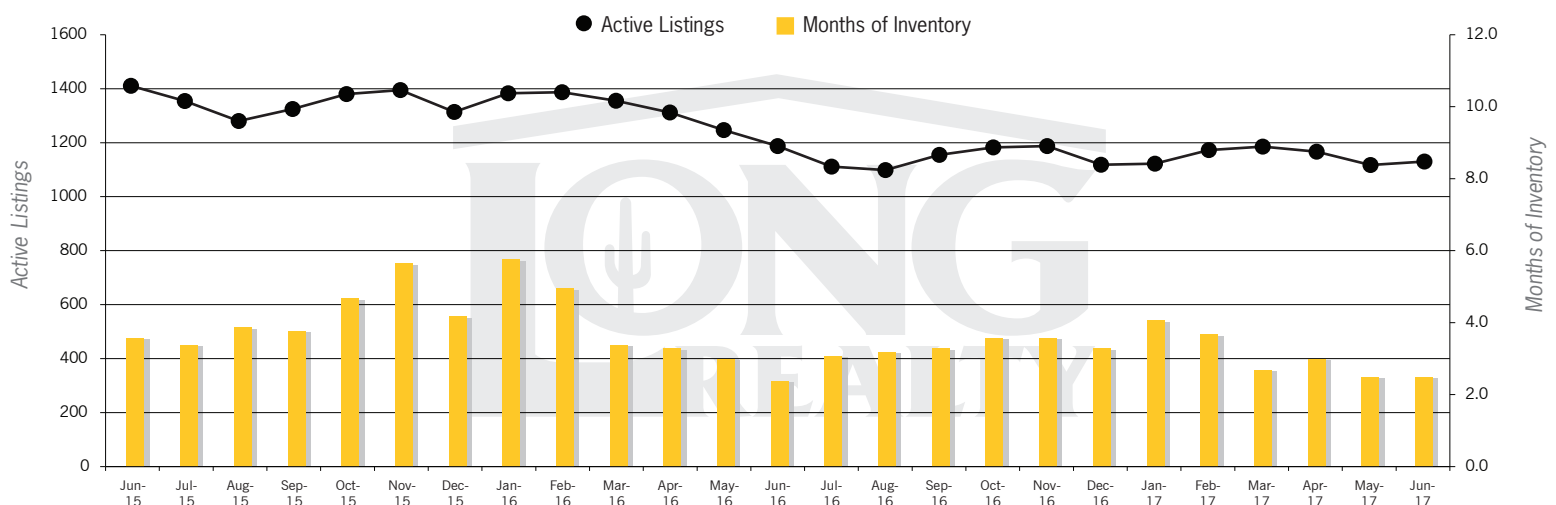
Tucson Northwest | July 2017

In the Tucson Northwest area, June 2017 active inventory was 1,124, a 5% decrease from June 2016. There were 445 closings in June 2017, an 8% decrease from June 2016. Year-to-date 2017 there were 2,372 closings, a 4% increase from year-to-date 2016. Months of Inventory was 2.5, up from 2.4 in June 2016. Median price of sold homes was \$243,000 for the month of June 2017, up 7% from June 2016. The Tucson Northwest area had 432 new properties under contract in June 2017, up 4% from June 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

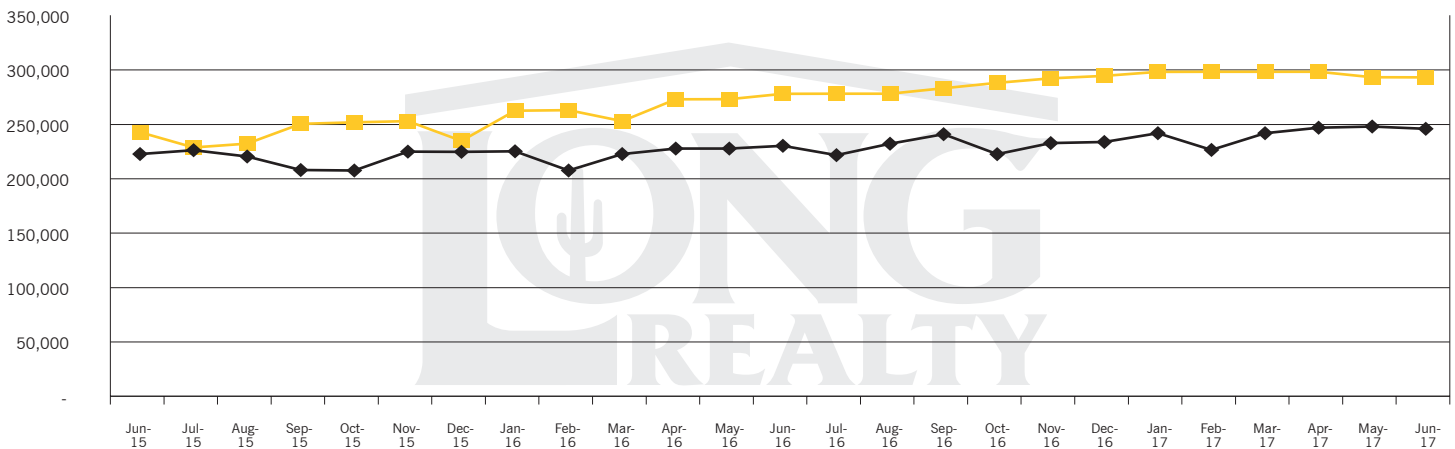


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2017 is believed to be reliable, but not guaranteed.



Tucson Northwest | July 2017

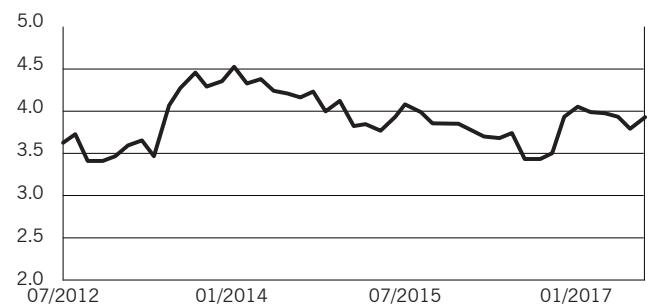
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$227,500	3.750%	\$1,000.91
2017	\$243,000	4.000%	\$1,102.11

30 YEAR FIXED MORTGAGE RATE



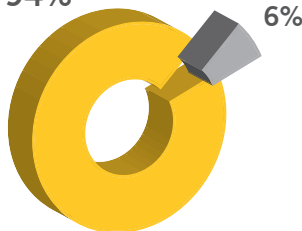
Source: Residential median sales prices. Data obtained 07/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

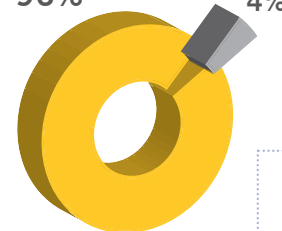
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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
96%



■ Distressed
■ Non-Distressed



Tucson Northwest | July 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
		Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17			
\$1 - 49,999	3	0	2	2	1	3	4	0.8	0.8	Seller
\$50,000 - 74,999	7	0	7	4	4	2	1	7.0	2.7	Seller
\$75,000 - 99,999	8	7	2	6	5	7	2	4.0	1.9	Seller
\$100,000 - 124,999	11	4	4	5	5	9	5	2.2	1.4	Seller
\$125,000 - 149,999	18	16	24	20	19	20	18	1.0	1.1	Seller
\$150,000 - 174,999	29	26	34	36	38	30	47	0.6	0.9	Seller
\$175,000 - 199,999	92	46	53	52	47	58	53	1.7	1.6	Seller
\$200,000 - 224,999	74	26	42	65	50	57	53	1.4	1.4	Seller
\$225,000 - 249,999	98	26	30	63	47	50	47	2.1	2.1	Seller
\$250,000 - 274,999	95	34	28	39	37	46	48	2.0	2.1	Seller
\$275,000 - 299,999	87	29	29	35	32	34	34	2.6	2.9	Seller
\$300,000 - 349,999	127	27	29	44	43	50	44	2.9	2.7	Seller
\$350,000 - 399,999	106	14	20	24	30	24	38	2.8	3.3	Seller
\$400,000 - 499,999	131	13	13	22	18	40	33	4.0	4.4	Slightly Seller
\$500,000 - 599,999	85	9	7	12	11	15	10	8.5	7.4	Slightly Buyer
\$600,000 - 699,999	41	3	1	8	7	5	1	41.0	9.4	Buyer
\$700,000 - 799,999	31	2	4	5	5	3	3	10.3	8.0	Slightly Buyer
\$800,000 - 899,999	14	2	0	0	1	3	1	14.0	11.0	Buyer
\$900,000 - 999,999	12	0	0	1	0	1	1	12.0	16.0	Buyer
\$1,000,000 - and over	55	2	1	3	5	3	2	27.5	17.7	Buyer
TOTAL	1,124	286	330	446	405	460	445	2.5	2.6	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 07/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2017 - 06/30/2017. Information is believed to be reliable, but not guaranteed.

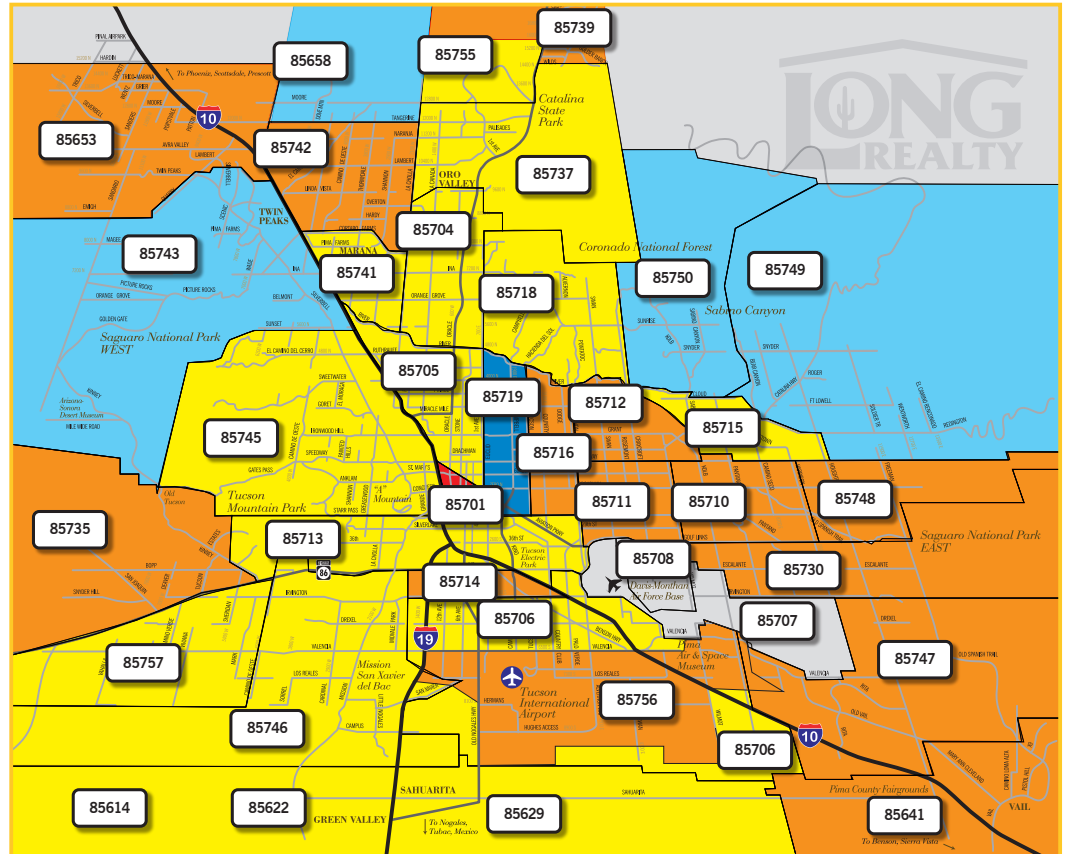


Tucson Northwest | July 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2016-JUN 2016 TO
APR 2017-JUN 2017

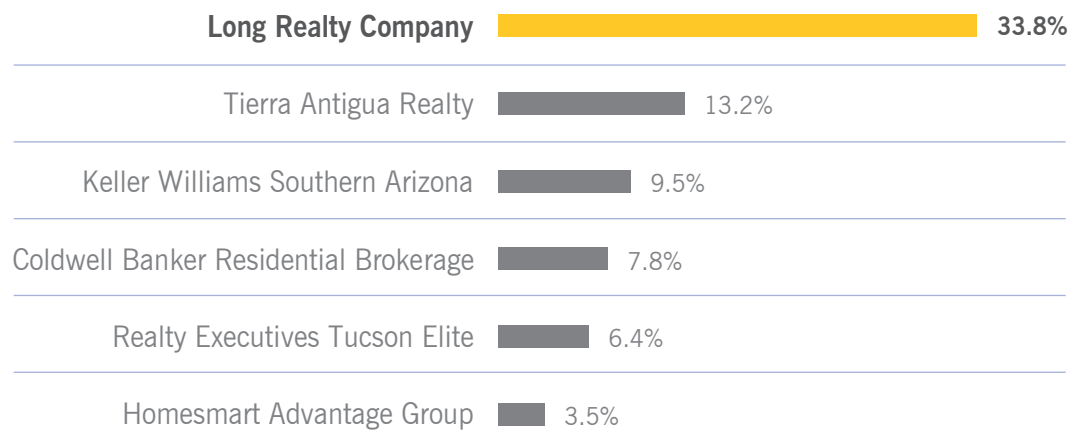
This heat map represents the percentage of change in Tucson metro median sales prices from April 2016-June 2016 to April 2017-June 2017 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2016 – 06/30/2017 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.