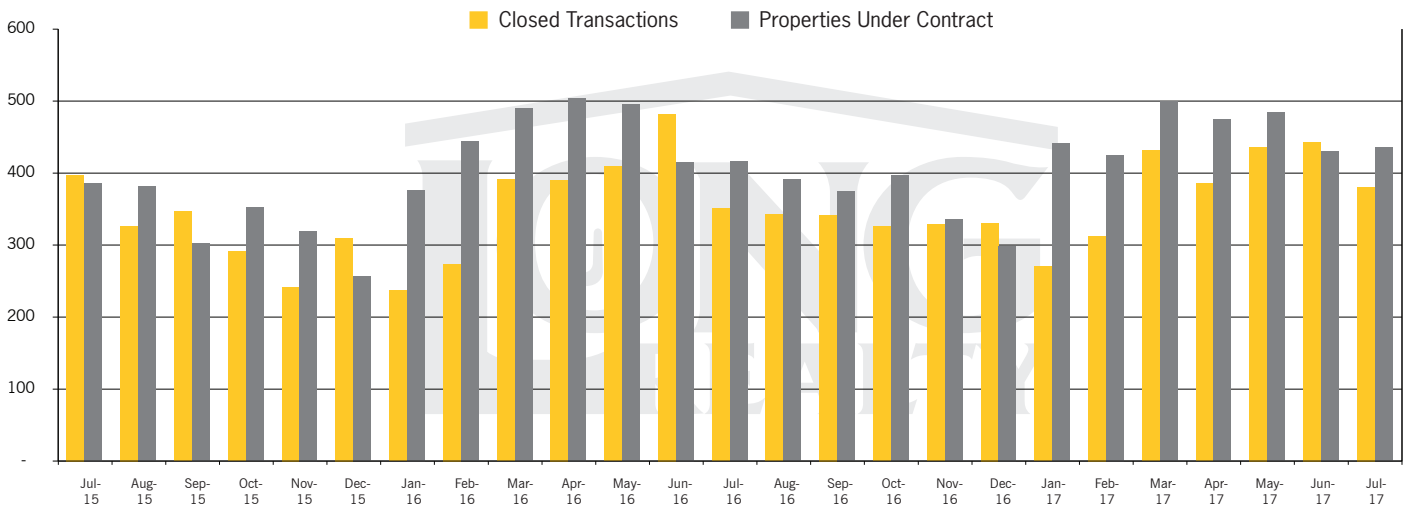




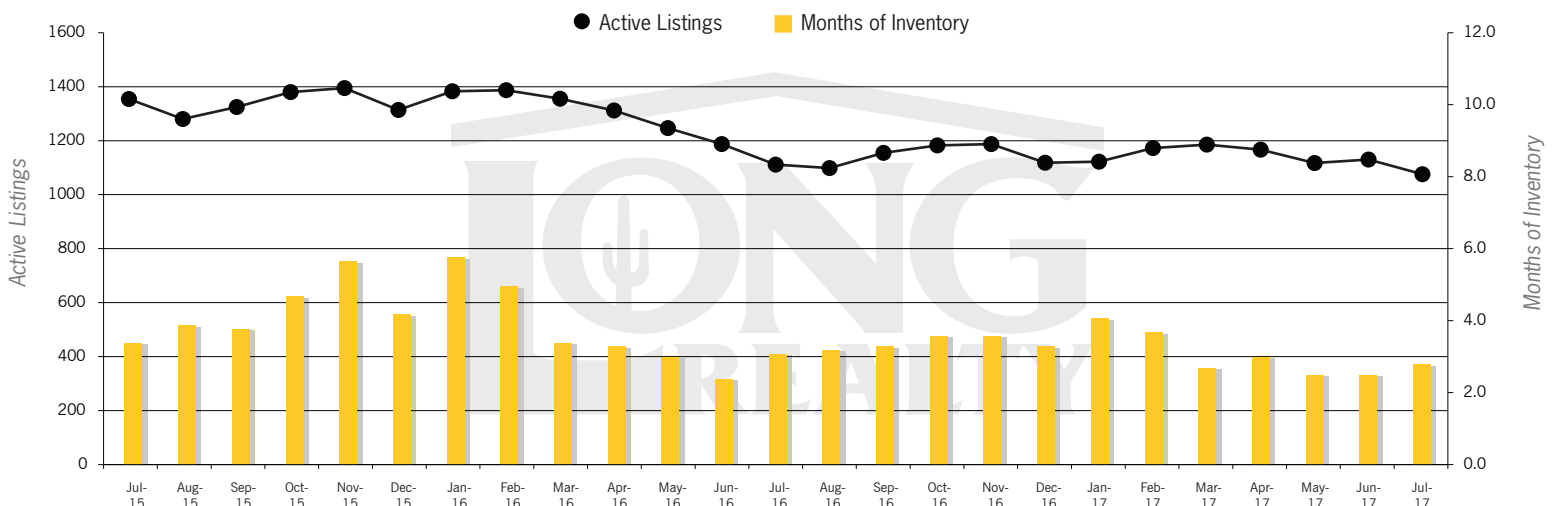
Tucson Northwest | August 2017

In the Tucson Northwest area, July 2017 active inventory was 1,069, a 3% decrease from July 2016. There were 382 closings in July 2017, a 9% increase from July 2016. Year-to-date 2017 there were 2,777 closings, a 5% increase from year-to-date 2016. Months of Inventory was 2.8, down from 3.1 in July 2016. Median price of sold homes was \$229,450 for the month of July 2017, up 5% from July 2016. The Tucson Northwest area had 437 new properties under contract in July 2017, up 5% from July 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

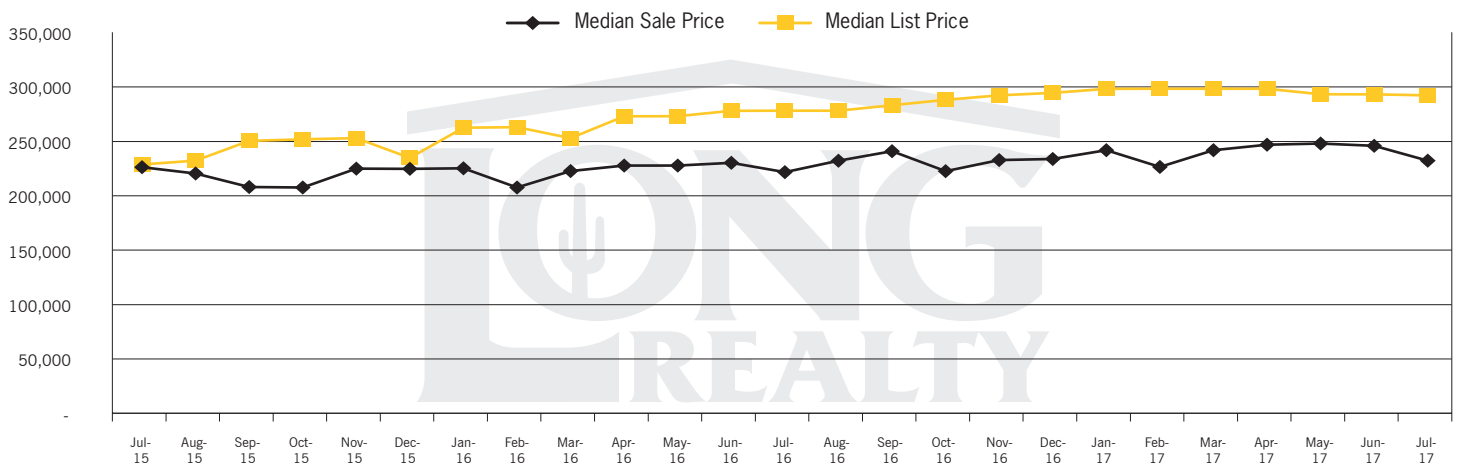


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/03/2017 is believed to be reliable, but not guaranteed.



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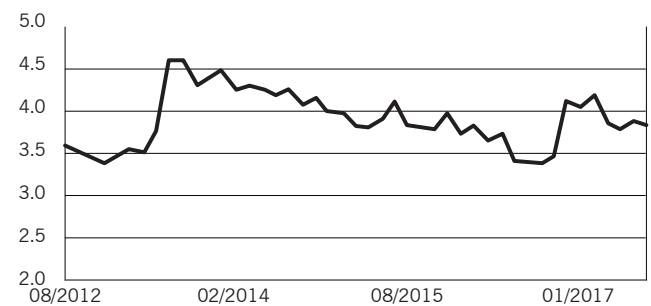
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$219,000	3.557%	\$940.87
2017	\$229,450	4.140%	\$1,058.33

30 YEAR FIXED MORTGAGE RATE

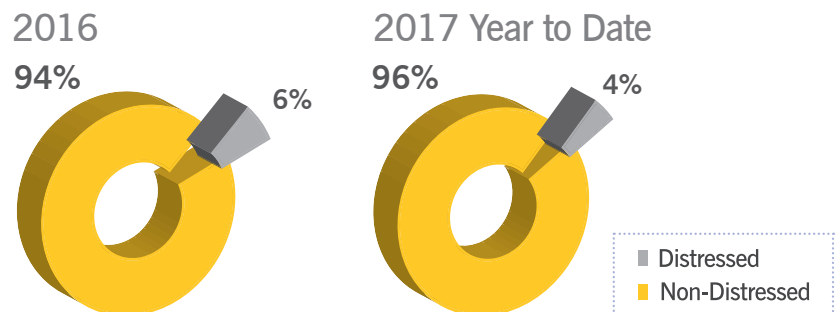


Source: Residential median sales prices. Data obtained 08/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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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
		Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17			
\$1 - 49,999	3	2	2	1	3	4	1	3.0	0.9	Seller
\$50,000 - 74,999	4	7	4	4	2	1	5	0.8	2.0	Seller
\$75,000 - 99,999	11	2	6	5	7	2	4	2.8	2.4	Seller
\$100,000 - 124,999	8	4	5	5	9	5	7	1.1	1.3	Seller
\$125,000 - 149,999	20	24	20	19	20	20	15	1.3	1.1	Seller
\$150,000 - 174,999	29	34	36	38	30	48	33	0.9	0.8	Seller
\$175,000 - 199,999	73	53	52	47	58	54	59	1.2	1.4	Seller
\$200,000 - 224,999	74	42	65	50	58	55	51	1.5	1.3	Seller
\$225,000 - 249,999	122	30	63	47	49	48	41	3.0	2.4	Seller
\$250,000 - 274,999	88	28	40	37	46	49	31	2.8	2.2	Seller
\$275,000 - 299,999	96	29	35	32	34	35	27	3.6	2.9	Seller
\$300,000 - 349,999	108	29	44	44	52	47	48	2.3	2.4	Seller
\$350,000 - 399,999	93	20	24	30	24	42	17	5.5	3.5	Seller
\$400,000 - 499,999	131	13	22	18	40	35	27	4.9	3.8	Seller
\$500,000 - 599,999	68	7	12	11	15	10	5	13.6	8.0	Slightly Buyer
\$600,000 - 699,999	39	1	8	7	5	1	3	13.0	13.3	Buyer
\$700,000 - 799,999	25	4	5	5	3	3	5	5.0	7.7	Slightly Buyer
\$800,000 - 899,999	16	0	0	1	3	1	2	8.0	8.0	Slightly Buyer
\$900,000 - 999,999	11	0	1	0	1	1	0	n/a	16.5	Buyer
\$1,000,000 - and over	50	1	3	5	3	3	1	50.0	23.4	Buyer
TOTAL	1,069	330	447	406	462	464	382	2.8	2.5	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 08/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2017 - 07/31/2017. Information is believed to be reliable, but not guaranteed.

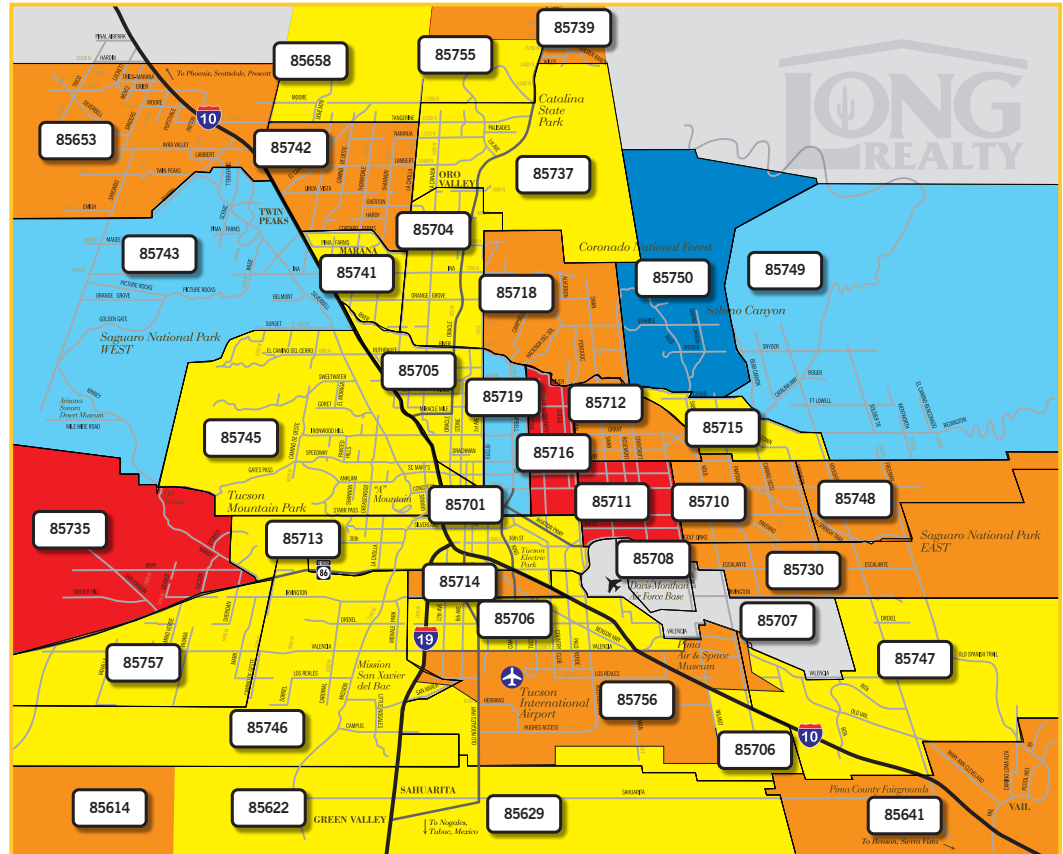


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2016-JUL 2016 TO
MAY 2017-JUL 2017

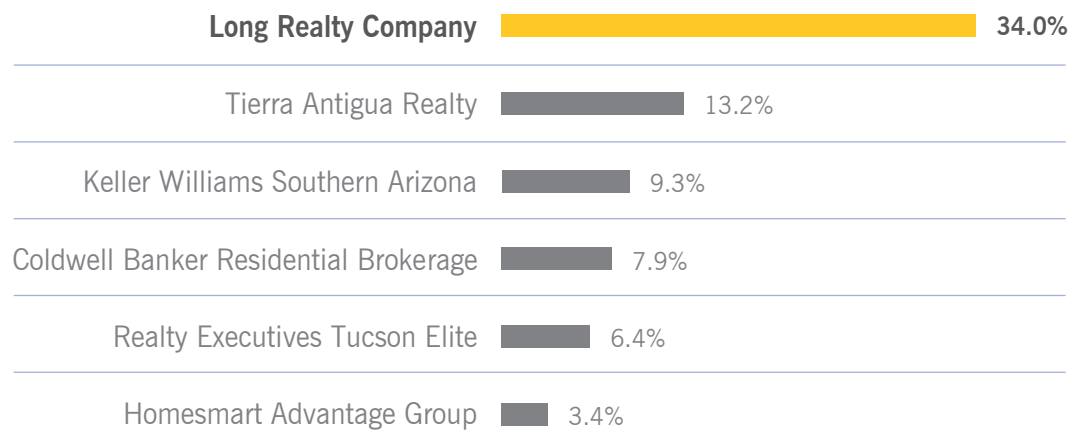
This heat map represents the percentage of change in Tucson metro median sales prices from May 2016-July 2016 to May 2017-July 2017 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2016 – 07/31/2017 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.