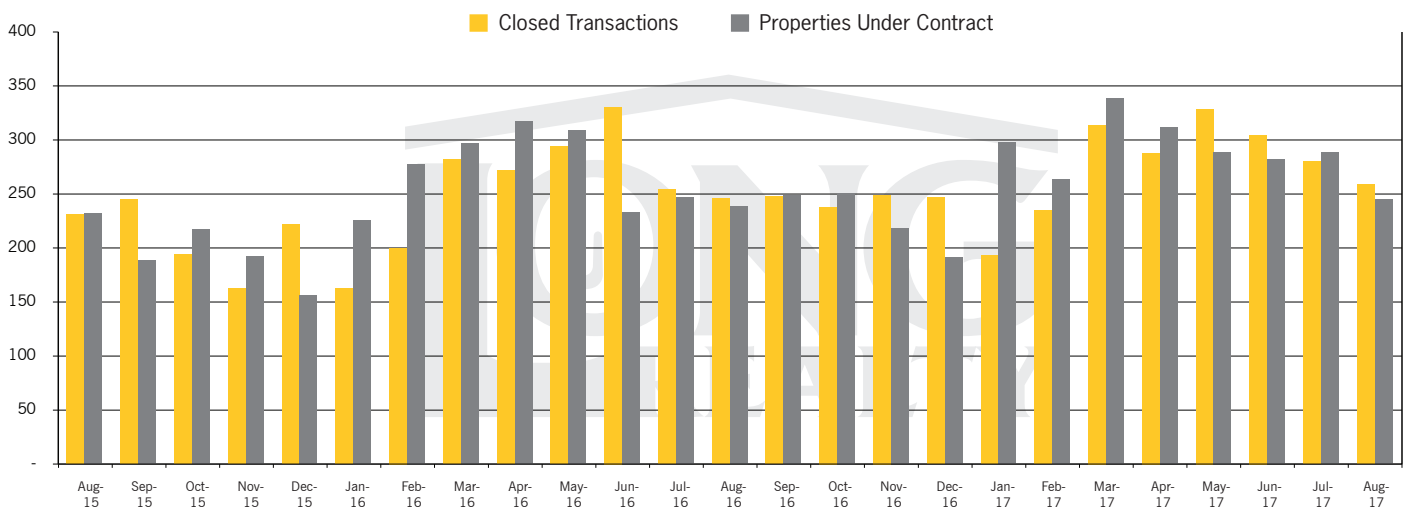




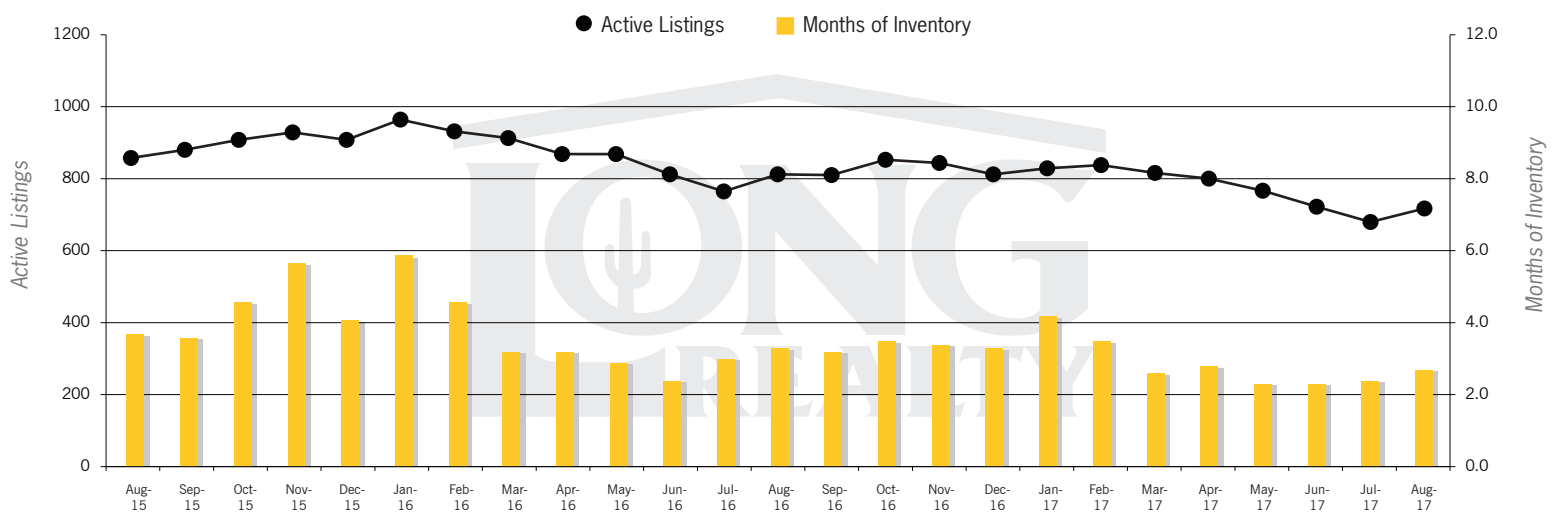
## Tucson Northwest | September 2017

In the Tucson Northwest area, August 2017 active inventory was 711, a 12% decrease from August 2016. There were 260 closings in August 2017, a 5% increase from August 2016. Year-to-date 2017 there were 2,213 closings, an 8% increase from year-to-date 2016. Months of Inventory was 2.7, down from 3.3 in August 2016. Median price of sold homes was \$240,000 for the month of August 2017, up 5% from August 2016. The Tucson Northwest area had 246 new properties under contract in August 2017, up 3% from August 2016.

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



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

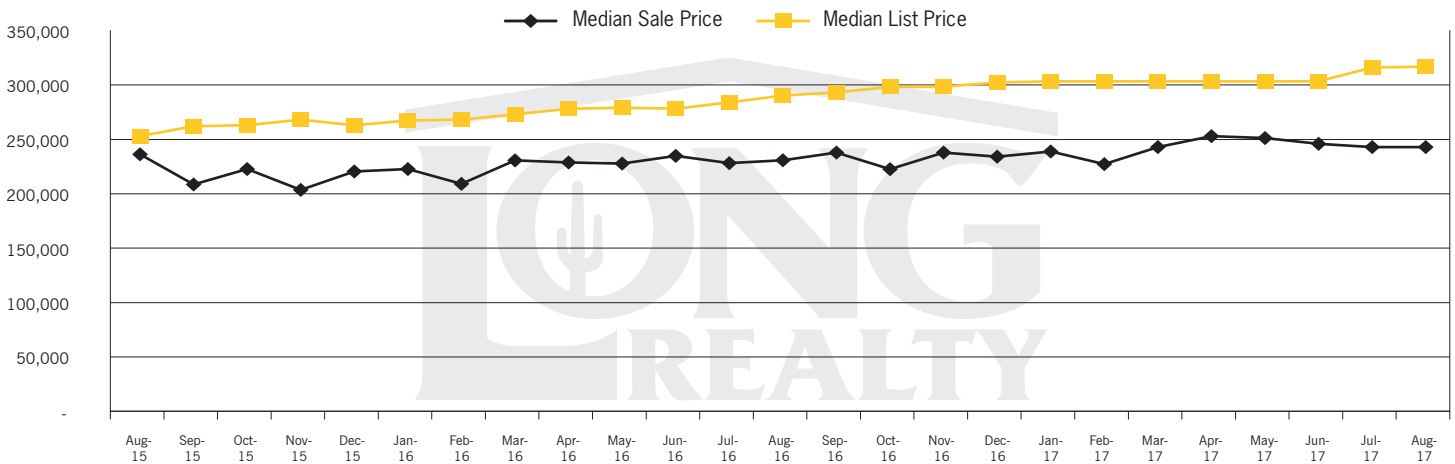


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/06/2017 is believed to be reliable, but not guaranteed.*



Tucson Northwest | September 2017

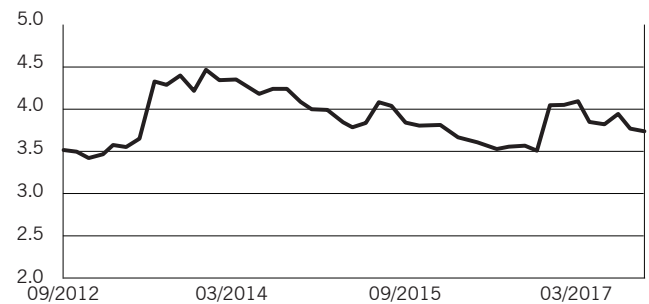
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2016	\$228,000	3.500%	\$972.63
2017	\$240,000	4.000%	\$1,088.51

## 30 YEAR FIXED MORTGAGE RATE

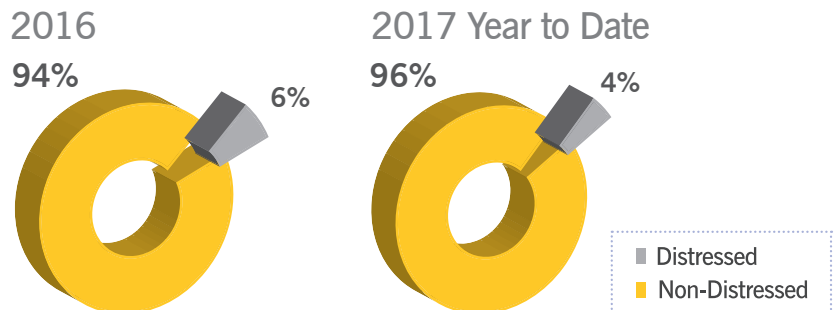


Source: Residential median sales prices. Data obtained 09/06/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Tucson Northwest | September 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
		Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17			
\$1 - 49,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	2	1	1	1	1	2	0.5	0.8	Seller
\$75,000 - 99,999	1	3	3	7	2	2	3	0.3	0.3	Seller
\$100,000 - 124,999	3	4	2	4	4	4	3	1.0	1.2	Seller
\$125,000 - 149,999	7	16	12	13	14	13	11	0.6	0.5	Seller
\$150,000 - 174,999	18	27	25	23	35	27	27	0.7	0.6	Seller
\$175,000 - 199,999	47	39	37	43	38	37	42	1.1	1.3	Seller
\$200,000 - 224,999	62	40	35	45	34	36	26	2.4	1.5	Seller
\$225,000 - 249,999	57	41	30	30	30	30	19	3.0	2.3	Seller
\$250,000 - 274,999	47	21	24	31	29	23	25	1.9	1.8	Seller
\$275,000 - 299,999	48	22	25	27	23	18	13	3.7	2.8	Seller
\$300,000 - 349,999	75	35	33	38	29	38	27	2.8	2.5	Seller
\$350,000 - 399,999	86	21	21	16	31	16	21	4.1	3.4	Seller
\$400,000 - 499,999	69	18	16	29	24	22	20	3.5	3.7	Seller
\$500,000 - 599,999	57	10	9	10	7	4	11	5.2	7.0	Slightly Buyer
\$600,000 - 699,999	24	7	5	4	0	2	2	12.0	21.5	Buyer
\$700,000 - 799,999	21	5	5	3	1	5	2	10.5	9.0	Buyer
\$800,000 - 899,999	22	0	1	3	1	2	2	11.0	10.6	Buyer
\$900,000 - 999,999	14	1	0	1	1	0	1	14.0	16.5	Buyer
\$1,000,000 - and over	51	3	5	2	3	1	3	17.0	21.7	Buyer
<b>TOTAL</b>	<b>711</b>	<b>315</b>	<b>289</b>	<b>330</b>	<b>307</b>	<b>281</b>	<b>260</b>	<b>2.7</b>	<b>2.5</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 09/06/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2017 - 08/31/2017. Information is believed to be reliable, but not guaranteed.

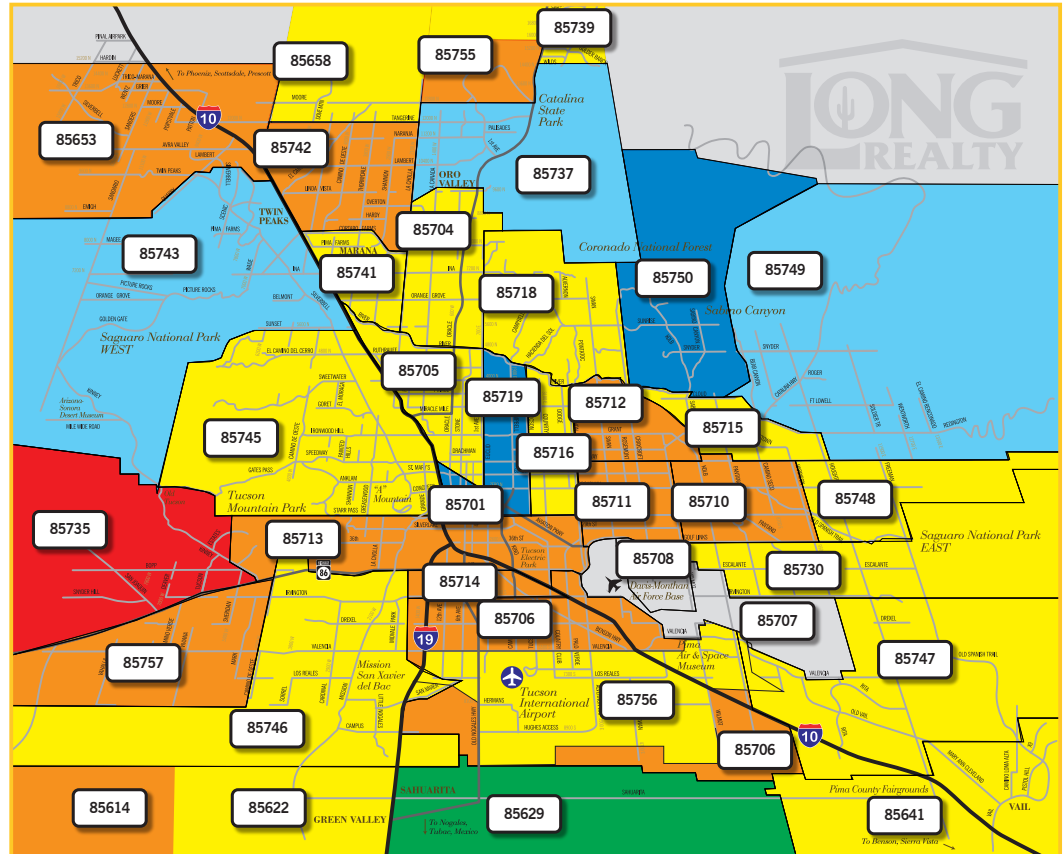


Tucson Northwest | September 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2016-AUG 2016 TO  
JUN 2017-AUG 2017

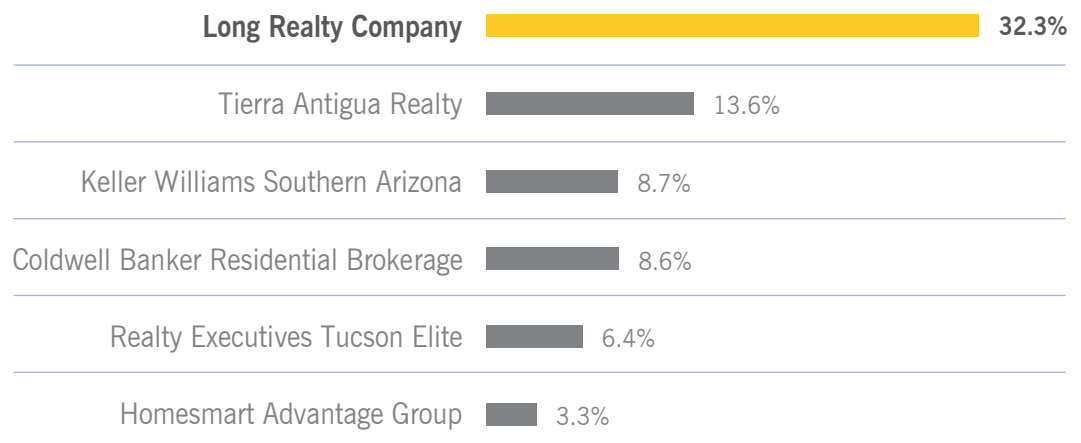
*This heat map represents the percentage of change in Tucson metro median sales prices from June 2016-August 2016 to June 2017-August 2017 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

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

Data Obtained 09/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2016 – 08/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.



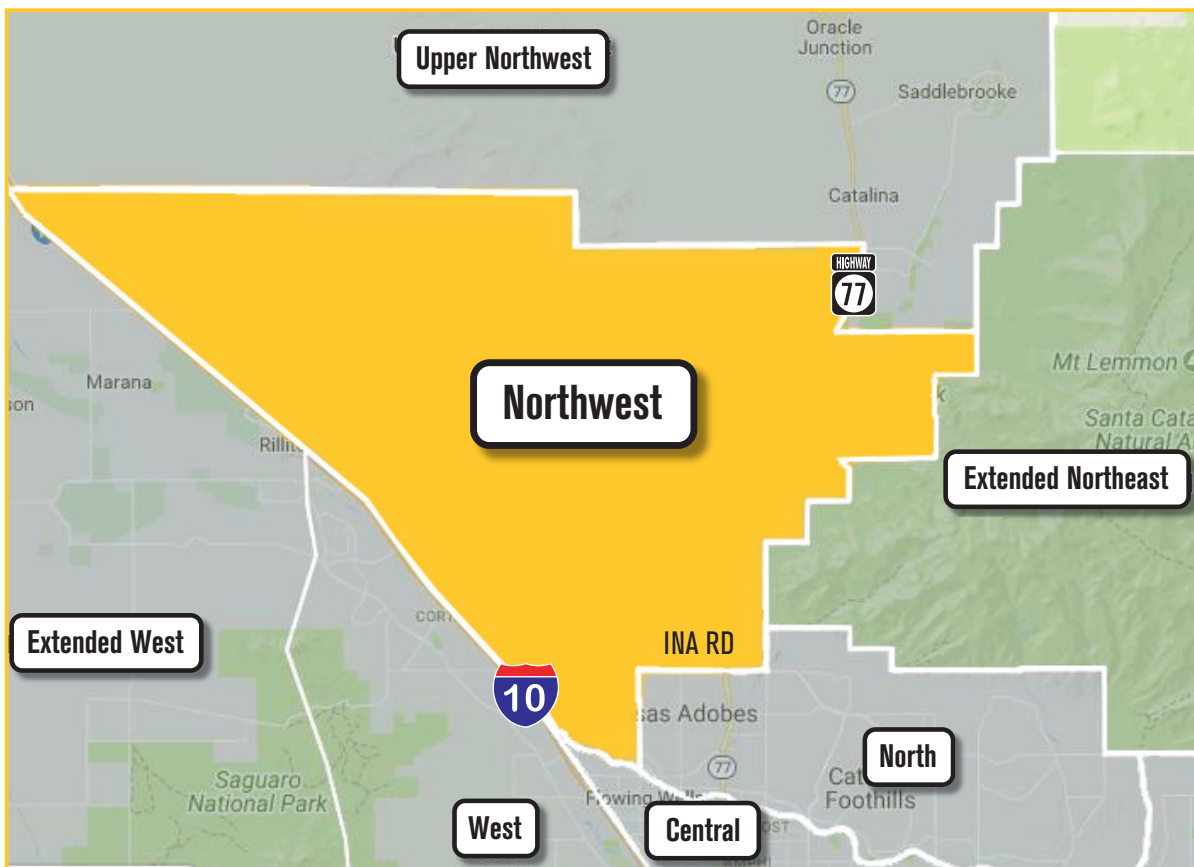
The Tucson Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by MLSSAZ including the Towns of Casas Adobes, Marana, Oro Valley and Catalina. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.



## Tucson Northwest | September 2017

The MLS of Southern Arizona made changes to the MLS Area boundaries in August of 2017. Those changes affected the area defined as "Tucson Northwest". The Northwest area previously went all the way north to Park Link Rd in Pinal County. It now stops at the Pima/Pinal county line, shown below.

All of the current and historical data have been updated to reflect the new boundaries.



IF YOU HAVE ANY QUESTIONS ABOUT THE LOCAL HOUSING MARKET, TALK TO ME.



You have questions,  
I have the answers.

**Talk To Me.**

Where Every Home & Every Person *Matters*