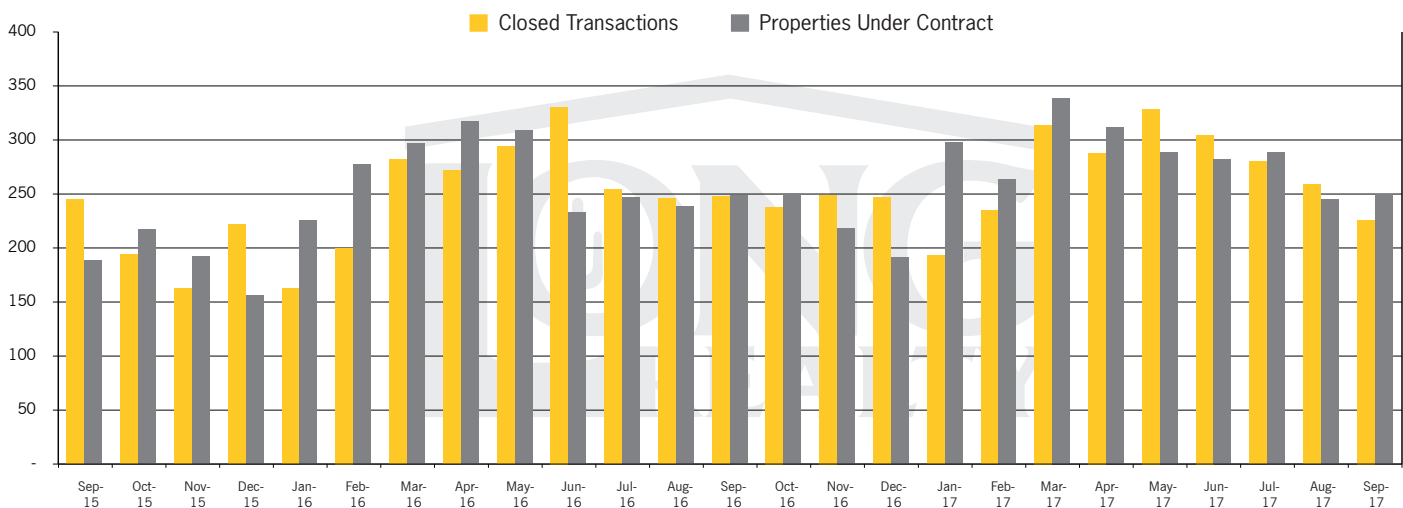




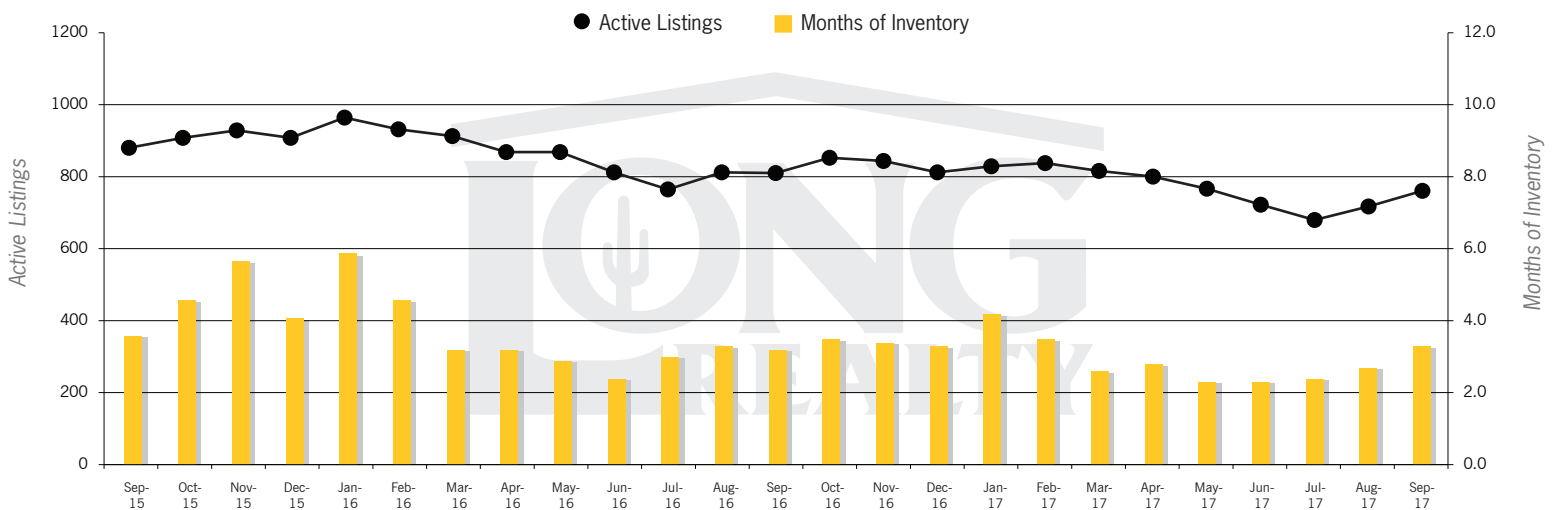
## Tucson Northwest | October 2017

In the Tucson Northwest area, September 2017 active inventory was 755, a 6% decrease from September 2016. There were 227 closings in September 2017, a 9% decrease from September 2016. Year-to-date 2017 there were 2,447 closings, a 6% increase from year-to-date 2016. Months of Inventory was 3.3, up from 3.2 in September 2016. Median price of sold homes was \$266,600 for the month of September 2017, up 13% from September 2016. The Tucson Northwest area had 251 new properties under contract in September 2017, virtually unchanged from September 2016.

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



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

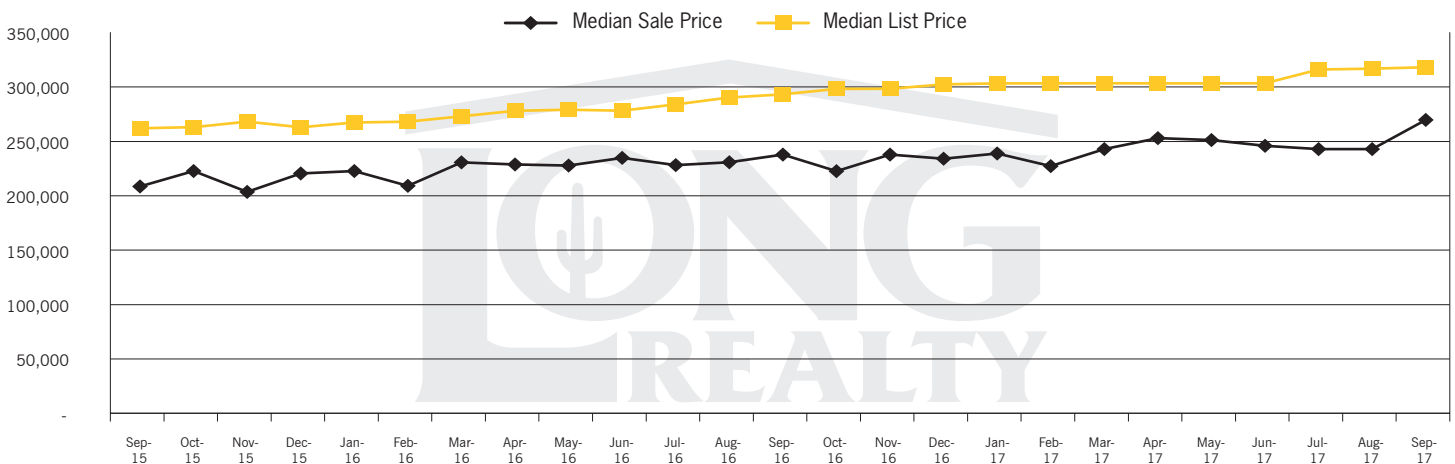


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.*



Tucson Northwest | October 2017

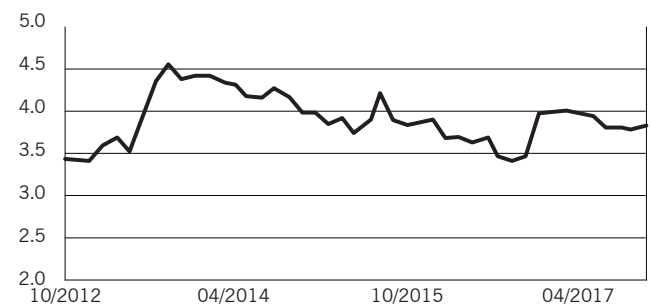
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



## 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	\$235,000	3.460%	\$997.51
2017	\$266,600	3.930%	\$1,198.95

## 30 YEAR FIXED MORTGAGE RATE

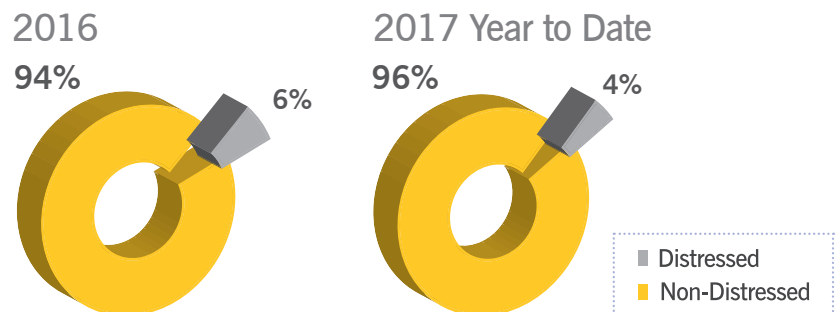


Source: Residential median sales prices. Data obtained 10/04/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | October 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
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	1	1	1	1	2	0	n/a	1.3	Seller
\$75,000 - 99,999	1	3	7	2	2	3	1	1.0	0.3	Seller
\$100,000 - 124,999	3	2	4	4	4	3	0	n/a	1.3	Seller
\$125,000 - 149,999	8	12	13	14	13	12	6	1.3	0.7	Seller
\$150,000 - 174,999	18	25	24	35	27	29	26	0.7	0.7	Seller
\$175,000 - 199,999	42	37	43	38	37	43	29	1.4	1.3	Seller
\$200,000 - 224,999	74	35	45	34	36	27	26	2.8	2.0	Seller
\$225,000 - 249,999	64	30	30	30	30	19	16	4.0	2.9	Seller
\$250,000 - 274,999	53	24	31	29	24	25	18	2.9	2.0	Seller
\$275,000 - 299,999	53	25	27	23	18	13	16	3.3	3.2	Seller
\$300,000 - 349,999	87	33	38	29	38	27	23	3.8	2.7	Seller
\$350,000 - 399,999	83	21	16	31	16	21	19	4.4	4.3	Slightly Seller
\$400,000 - 499,999	77	16	29	24	22	20	31	2.5	3.1	Seller
\$500,000 - 599,999	56	9	10	7	4	11	5	11.2	7.9	Slightly Buyer
\$600,000 - 699,999	27	5	4	0	2	2	4	6.8	9.9	Buyer
\$700,000 - 799,999	21	5	3	1	5	2	6	3.5	5.0	Balanced
\$800,000 - 899,999	21	1	3	1	2	2	0	n/a	14.8	Buyer
\$900,000 - 999,999	16	0	1	1	0	1	0	n/a	39.0	Buyer
\$1,000,000 - and over	49	5	2	3	1	3	1	49.0	29.8	Buyer
<b>TOTAL</b>	<b>755</b>	<b>289</b>	<b>331</b>	<b>307</b>	<b>282</b>	<b>265</b>	<b>227</b>	<b>3.3</b>	<b>2.8</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 10/04/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2017 - 09/30/2017. Information is believed to be reliable, but not guaranteed.

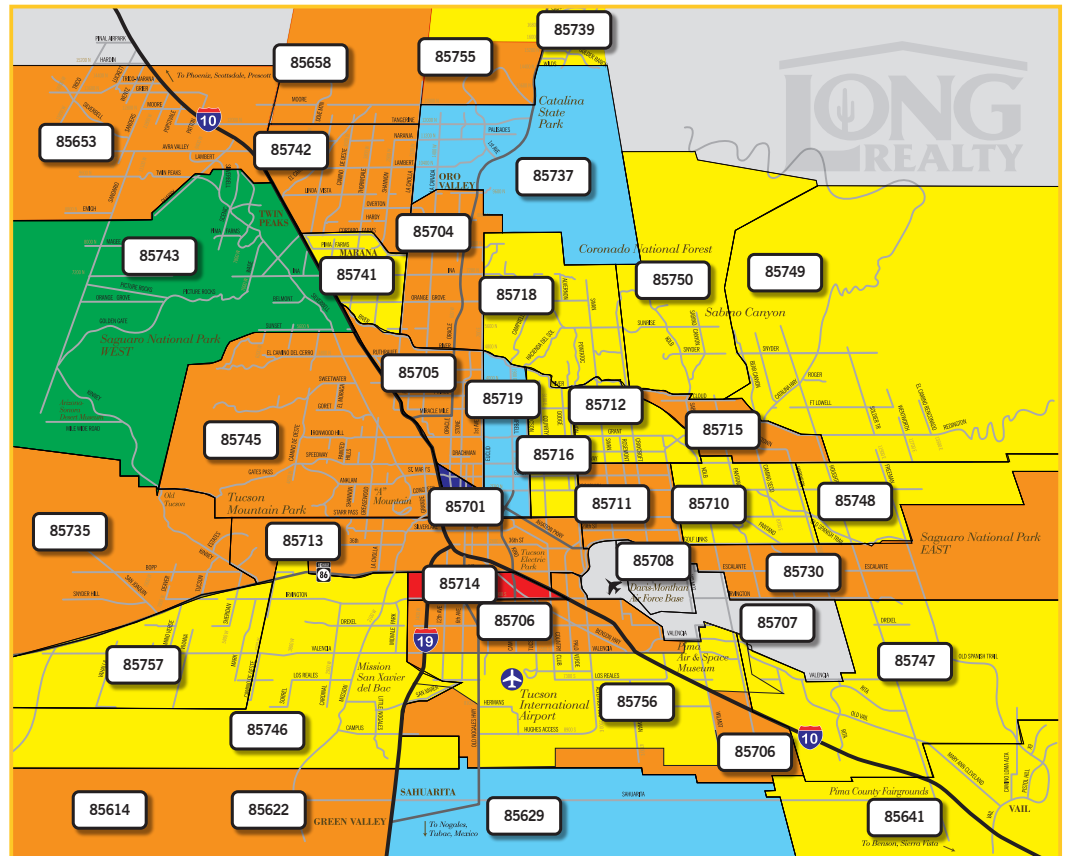


Tucson Northwest | October 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2016-SEP 2016 TO  
JUL 2017-SEP 2017

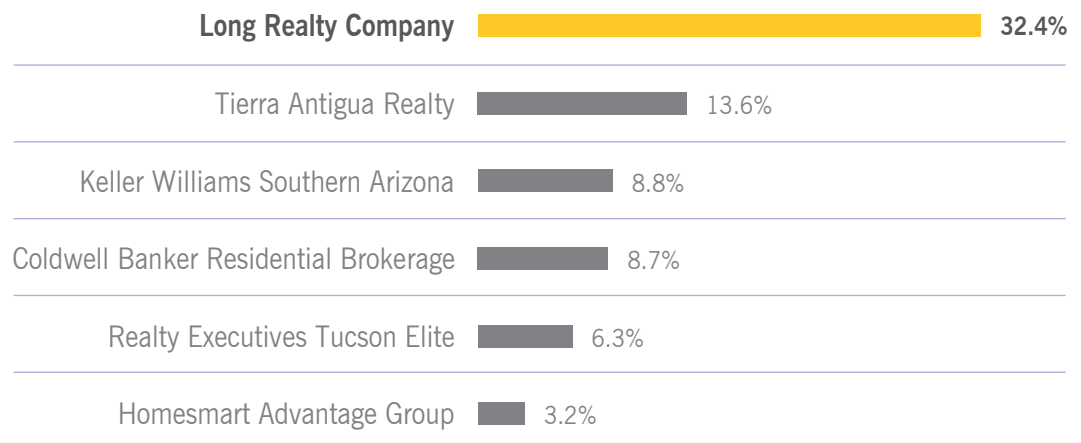
*This heat map represents the percentage of change in Tucson metro median sales prices from July 2016-September 2016 to July 2017-September 2017 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

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

*Data Obtained 10/04/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2016 – 09/30/2017 rounded to the nearest tenth of one percent and deemed to be correct.*



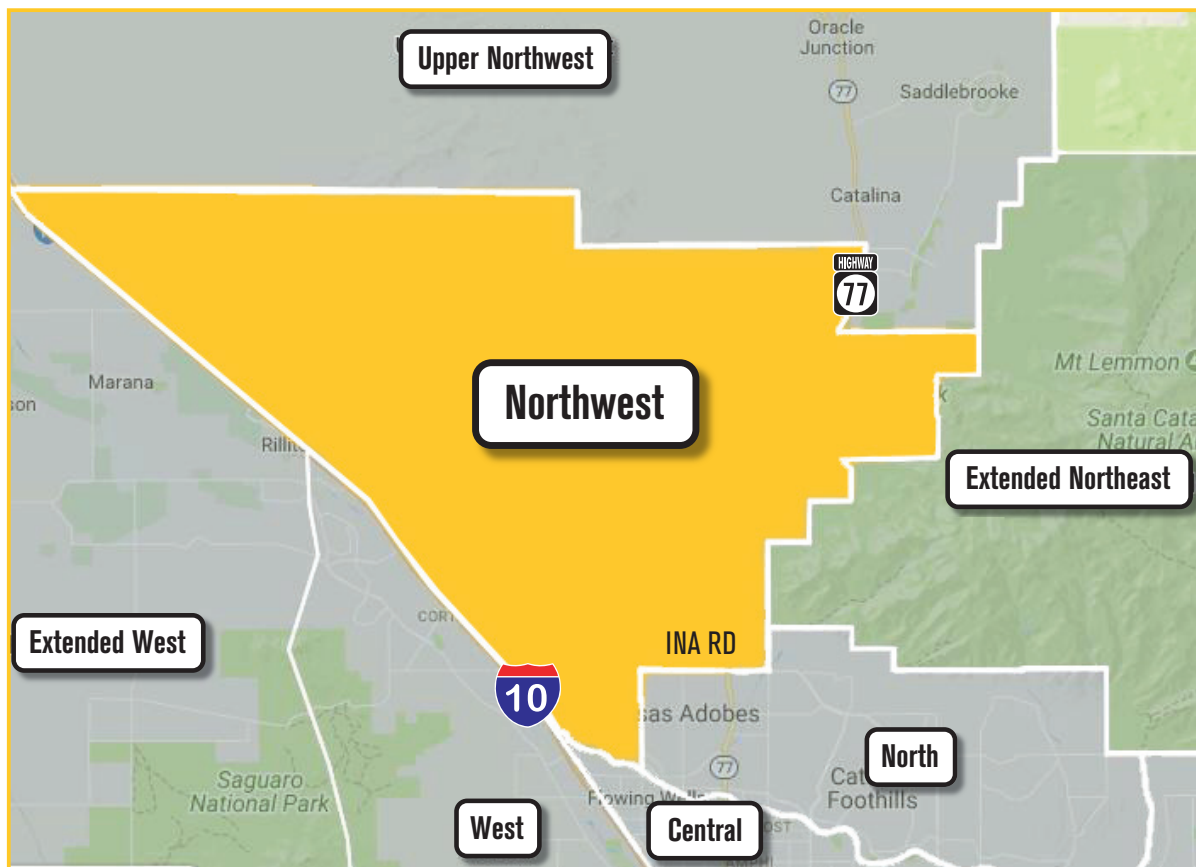
The Tucson Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by MLSSAZ including the Towns of Casas Adobes, Marana, Oro Valley and Catalina. Real Estate remains very localized and market conditions can vary greatly by not only geographic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



## Tucson Northwest | October 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*