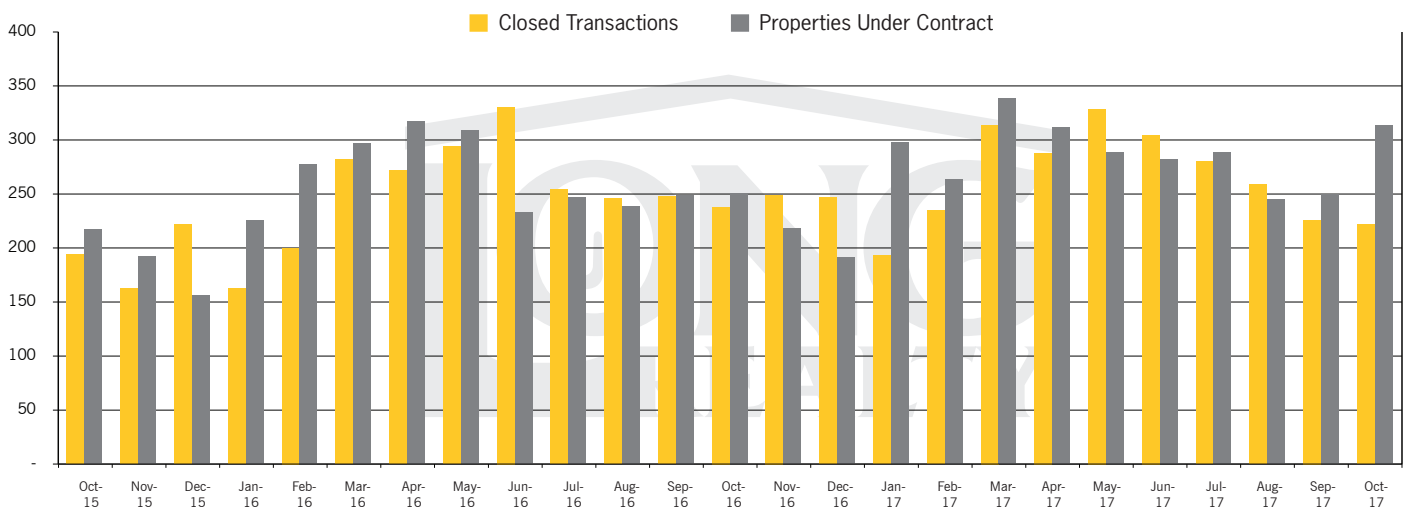




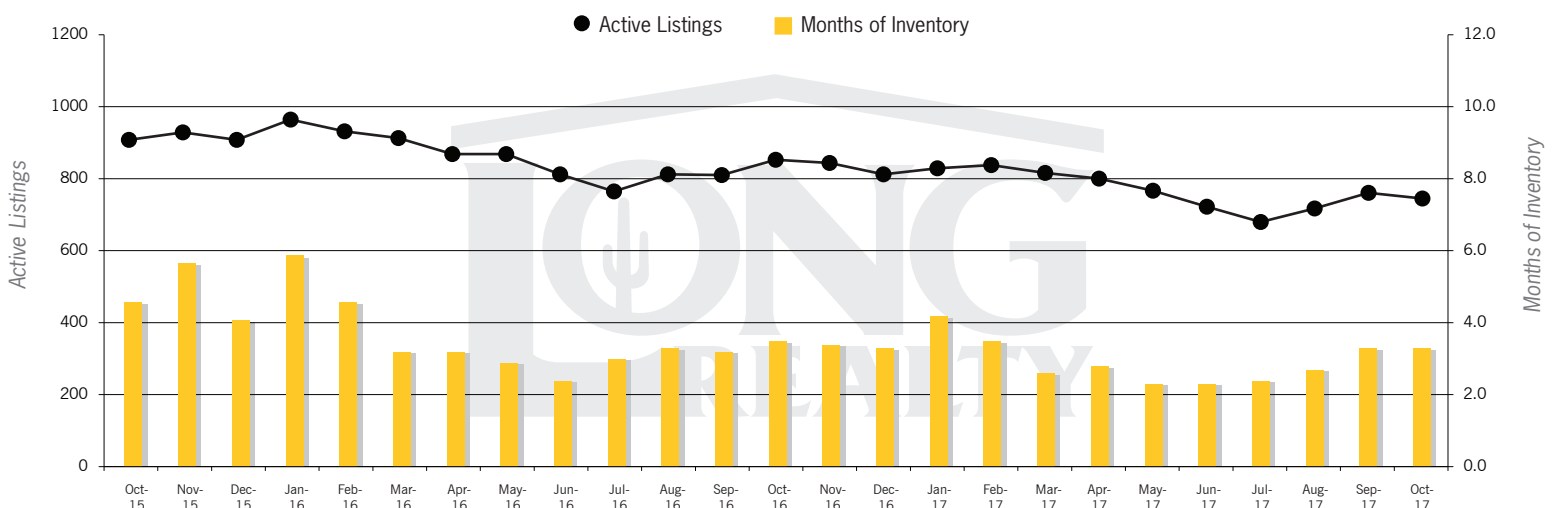
## Tucson Northwest | November 2017

In the Tucson Northwest area, October 2017 active inventory was 739, a 13% decrease from October 2016. There were 223 closings in October 2017, a 7% decrease from October 2016. Year-to-date 2017 there were 2,686 closings, a 6% increase from year-to-date 2016. Months of Inventory was 3.3, down from 3.5 in October 2016. Median price of sold homes was \$235,000 for the month of October 2017, up 7% from October 2016. The Tucson Northwest area had 315 new properties under contract in October 2017, up 25% from October 2016.

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



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

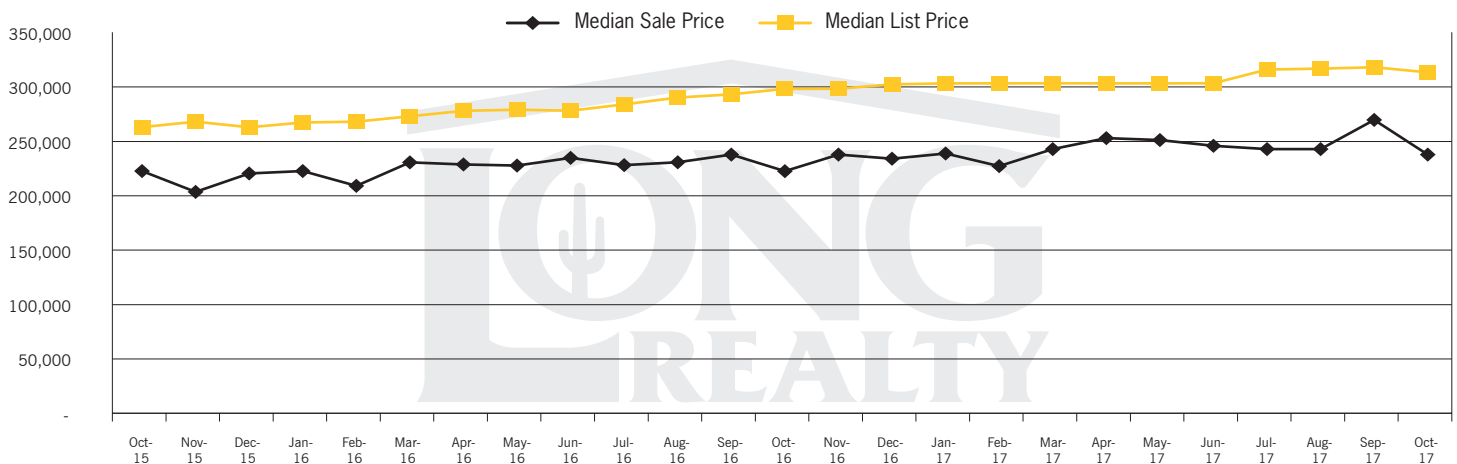


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 11/03/2017 is believed to be reliable, but not guaranteed.*



Tucson Northwest | November 2017

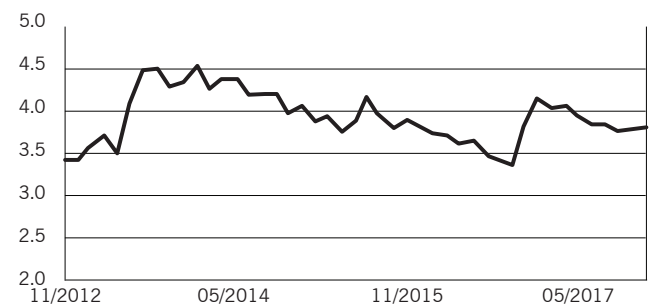
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



## 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	\$219,900	4.000%	\$997.34
2017	\$235,000	4.000%	\$1,065.83

## 30 YEAR FIXED MORTGAGE RATE



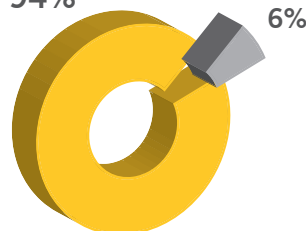
Source: Residential median sales prices. Data obtained 11/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

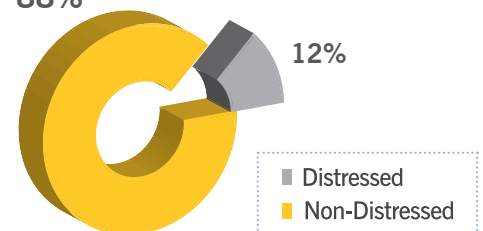
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

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.

2016  
94%



2017 Year to Date  
88%





Tucson Northwest | November 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
		May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17			
\$1 - 49,999	0	0	0	0	0	0	1	0.0	1.0	Seller
\$50,000 - 74,999	0	1	1	1	2	0	1	0.0	1.0	Seller
\$75,000 - 99,999	3	7	2	2	3	1	1	3.0	1.0	Seller
\$100,000 - 124,999	4	4	4	4	3	0	3	1.3	1.7	Seller
\$125,000 - 149,999	6	13	14	14	12	6	13	0.5	0.7	Seller
\$150,000 - 174,999	14	24	35	27	29	27	21	0.7	0.6	Seller
\$175,000 - 199,999	44	43	38	37	43	34	28	1.6	1.3	Seller
\$200,000 - 224,999	56	45	35	36	27	27	32	1.8	2.2	Seller
\$225,000 - 249,999	48	30	30	30	19	17	23	2.1	2.9	Seller
\$250,000 - 274,999	59	31	29	24	25	18	13	4.5	2.8	Seller
\$275,000 - 299,999	63	27	23	18	13	16	14	4.5	3.8	Seller
\$300,000 - 349,999	88	38	29	39	27	26	23	3.8	3.3	Seller
\$350,000 - 399,999	80	16	31	16	21	20	20	4.0	4.1	Slightly Seller
\$400,000 - 499,999	75	29	24	22	20	31	16	4.7	3.3	Seller
\$500,000 - 599,999	57	10	7	4	12	5	8	7.1	6.8	Slightly Buyer
\$600,000 - 699,999	31	4	0	2	2	4	4	7.8	8.2	Slightly Buyer
\$700,000 - 799,999	17	3	1	5	2	6	0	n/a	7.4	Slightly Buyer
\$800,000 - 899,999	25	3	1	2	2	0	0	n/a	34.0	Buyer
\$900,000 - 999,999	16	1	1	0	1	0	2	8.0	15.3	Buyer
\$1,000,000 - and over	53	2	3	1	3	1	0	n/a	38.3	Buyer
<b>TOTAL</b>	<b>739</b>	<b>331</b>	<b>308</b>	<b>284</b>	<b>266</b>	<b>239</b>	<b>223</b>	<b>3.3</b>	<b>3.0</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 11/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2017 - 10/31/2017. Information is believed to be reliable, but not guaranteed.

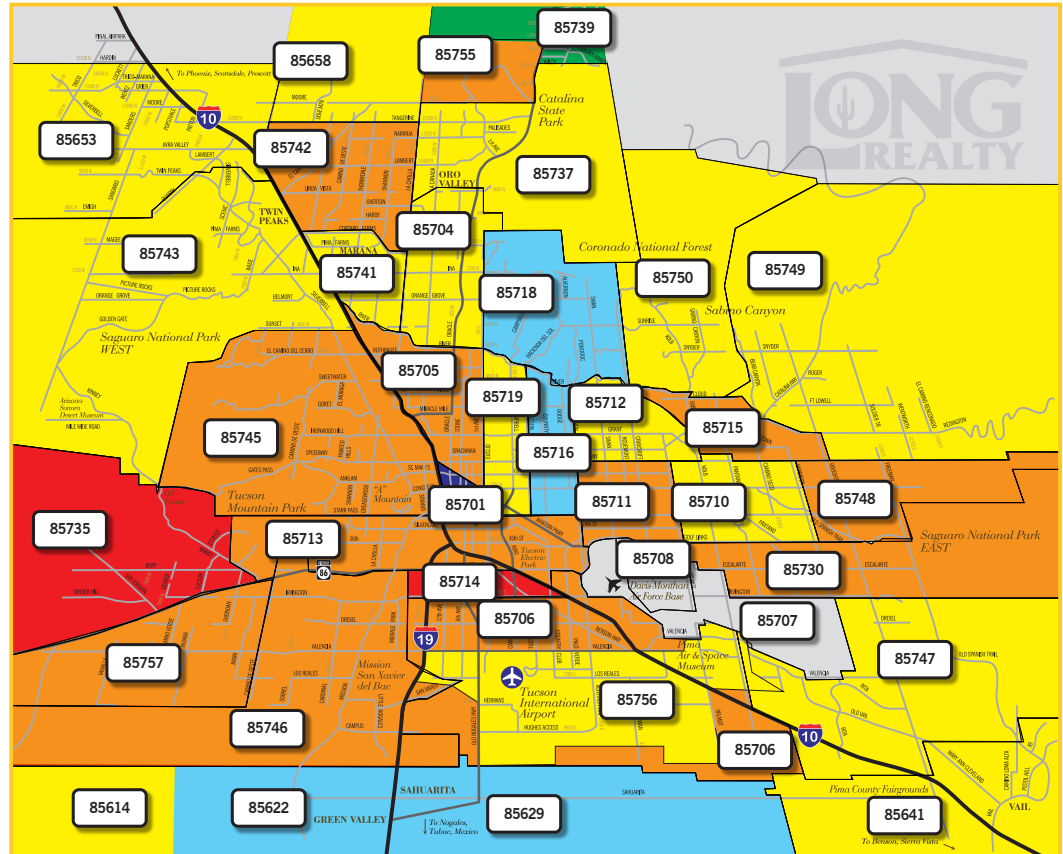


Tucson Northwest | November 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2016-OCT 2016 TO  
AUG 2017-OCT 2017

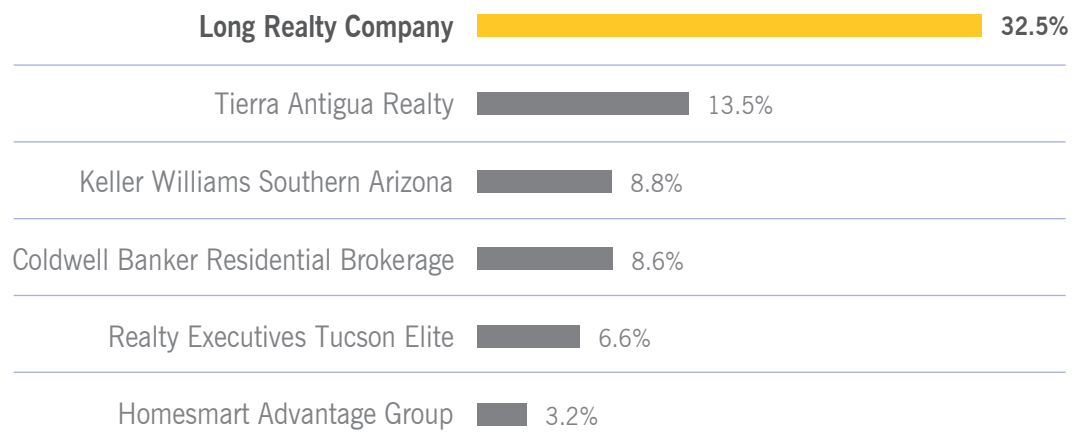
*This heat map represents the percentage of change in Tucson metro median sales prices from August 2016-October 2016 to August 2017-October 2017 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

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

*Data Obtained 11/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2016 – 10/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.*



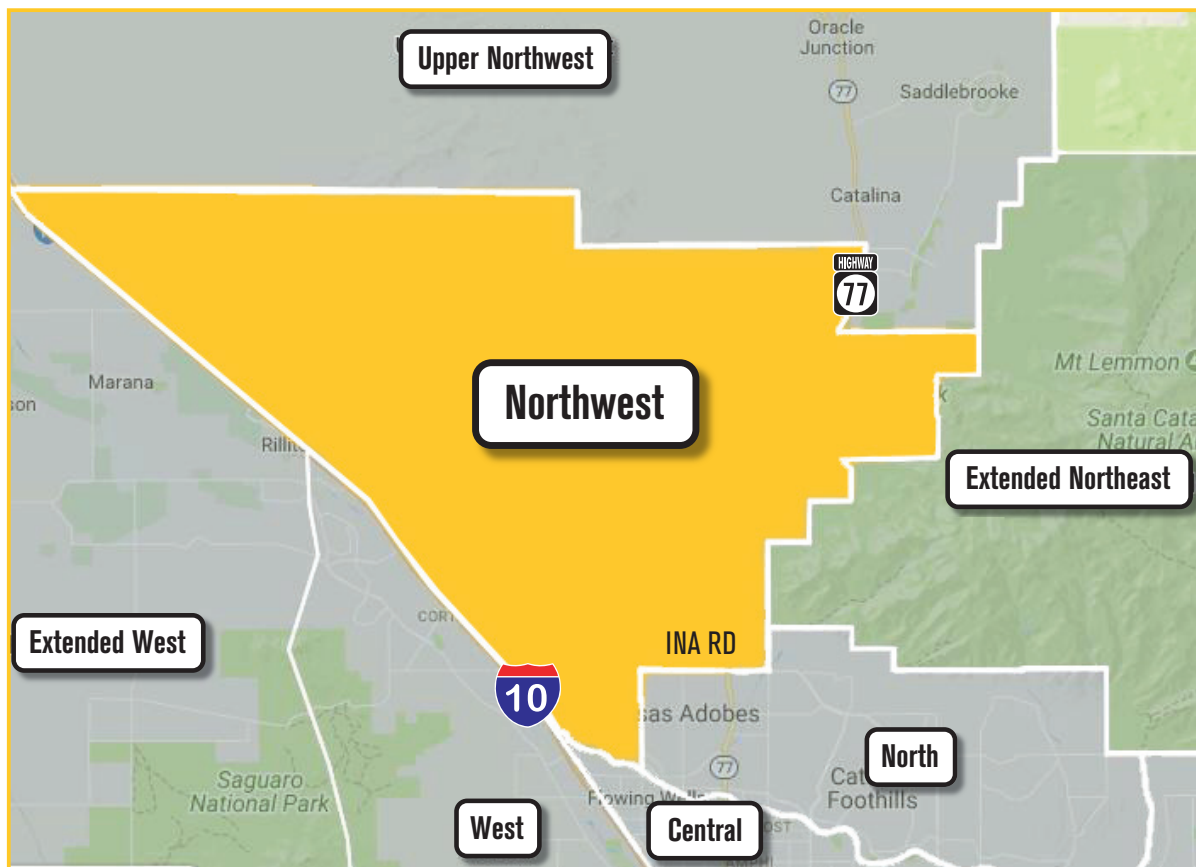
The Tucson Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by MLSSAZ including the Towns of Casas Adobes, Marana, Oro Valley and Catalina. Real Estate remains very localized and market conditions can vary greatly by not only geographic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



## Tucson Northwest | November 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*