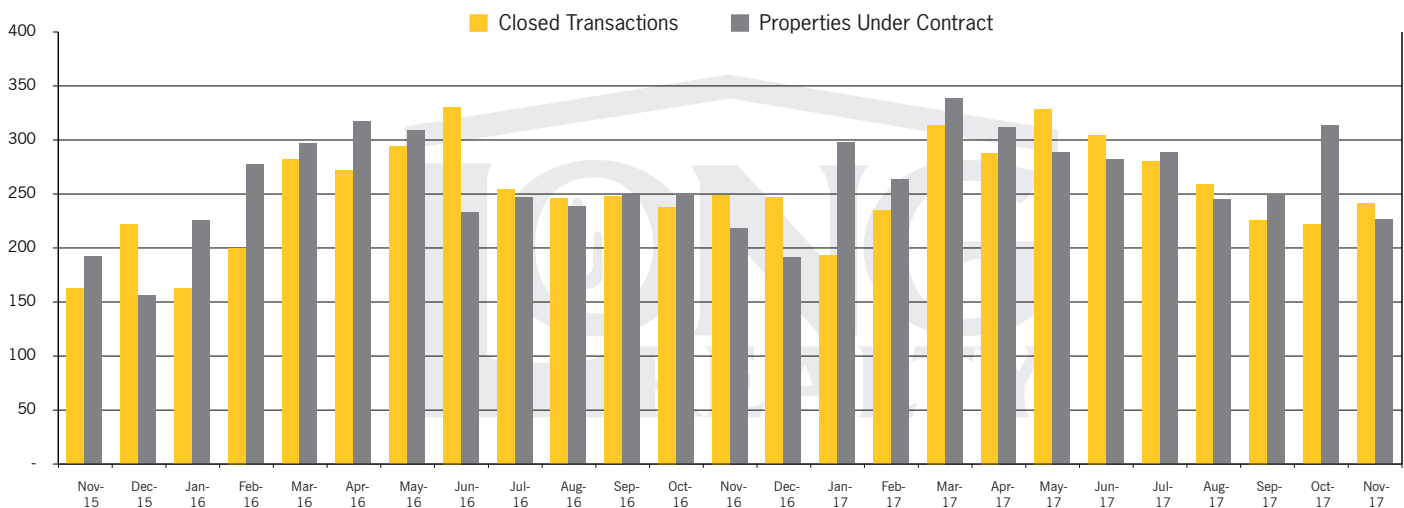




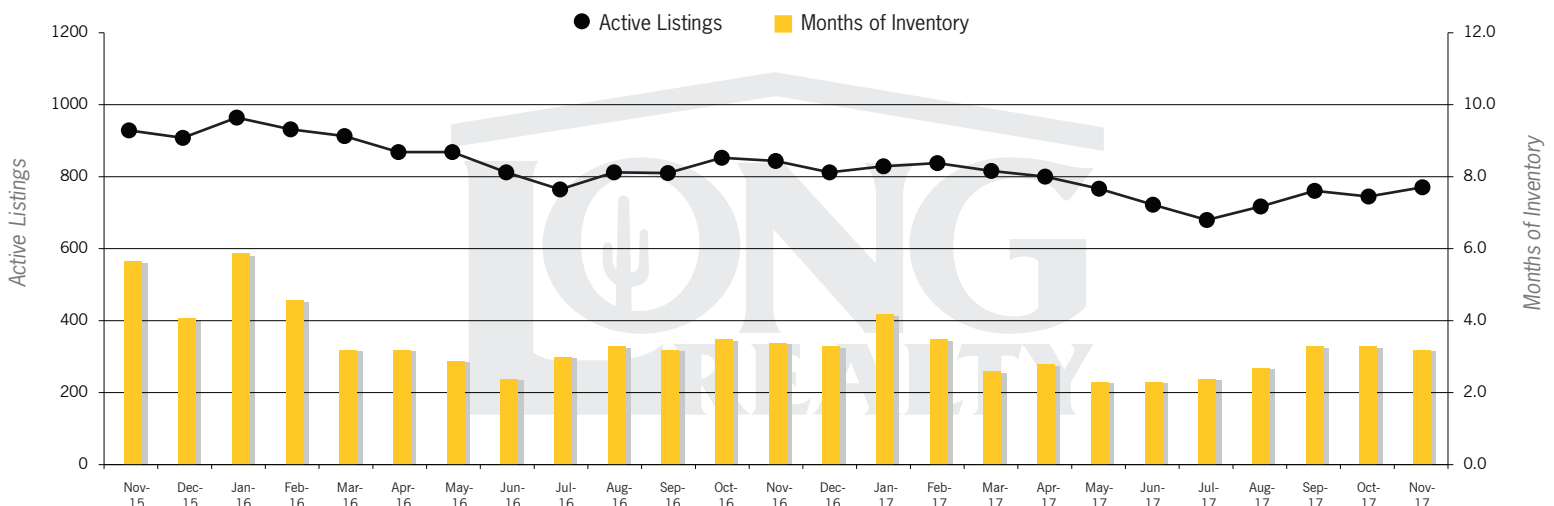
Tucson Northwest | December 2017

In the Tucson Northwest area, November 2017 active inventory was 765, a 9% decrease from November 2016. There were 242 closings in November 2017, a 3% decrease from November 2016. Year-to-date 2017 there were 2,946 closings, a 6% increase from year-to-date 2016. Months of Inventory was 3.2, down from 3.4 in November 2016. Median price of sold homes was \$255,000 for the month of November 2017, up 9% from November 2016. The Tucson Northwest area had 228 new properties under contract in November 2017, up 4% from November 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

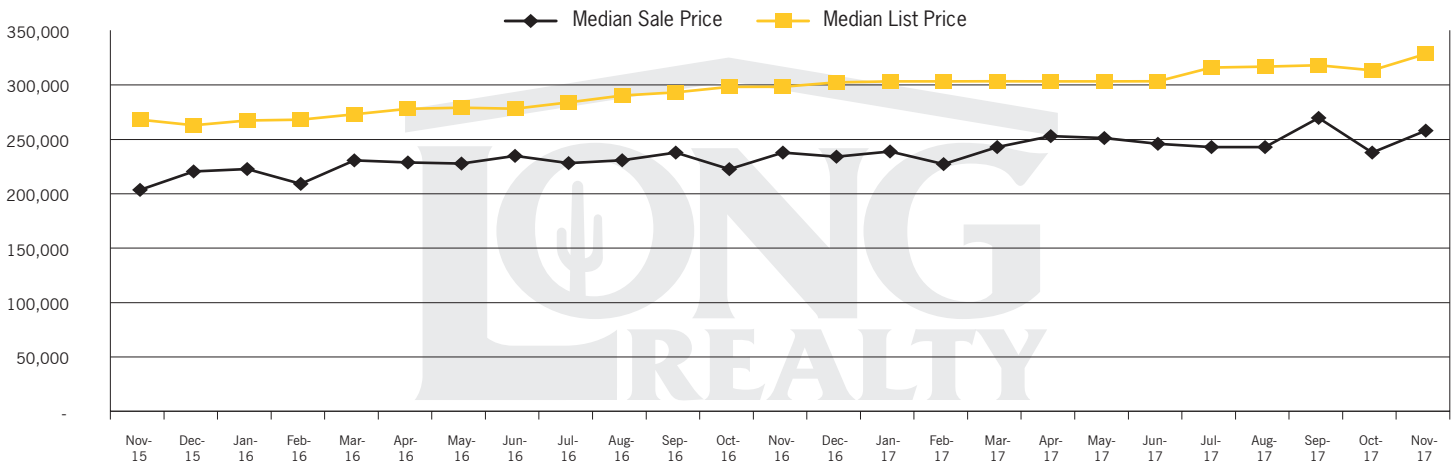


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.*



Tucson Northwest | December 2017

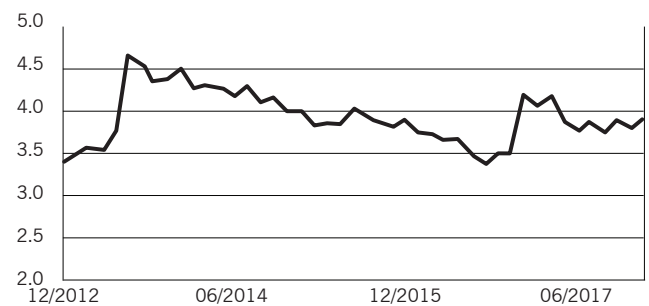
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	3.770%	\$1,036.44
2017	\$255,000	4.070%	\$1,166.34

30 YEAR FIXED MORTGAGE RATE

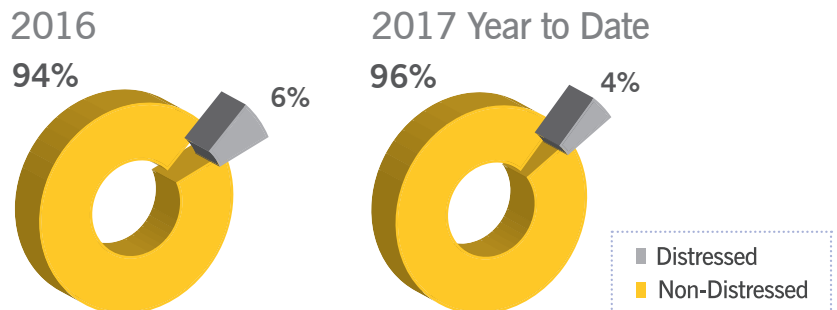


Source: Residential median sales prices. Data obtained 12/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 12/05/2017. Information is believed to be reliable, but not guaranteed.



Tucson Northwest | December 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
		Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17			
\$1 - 49,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	1	1	1	2	0	1	2	0.5	1.0	Seller
\$75,000 - 99,999	3	2	2	3	1	1	3	1.0	1.4	Seller
\$100,000 - 124,999	4	4	4	3	0	3	0	n/a	3.7	Seller
\$125,000 - 149,999	11	14	14	12	7	13	9	1.2	0.9	Seller
\$150,000 - 174,999	13	35	27	29	28	22	19	0.7	0.7	Seller
\$175,000 - 199,999	43	38	37	43	34	31	24	1.8	1.4	Seller
\$200,000 - 224,999	45	35	36	27	27	33	39	1.2	1.8	Seller
\$225,000 - 249,999	56	30	30	19	17	24	18	3.1	2.8	Seller
\$250,000 - 274,999	64	29	24	25	18	15	24	2.7	3.1	Seller
\$275,000 - 299,999	62	23	18	13	16	14	29	2.1	3.0	Seller
\$300,000 - 349,999	96	29	39	27	26	24	26	3.7	3.6	Seller
\$350,000 - 399,999	75	31	16	21	20	21	17	4.4	4.1	Slightly Seller
\$400,000 - 499,999	78	24	22	21	31	17	16	4.9	3.6	Seller
\$500,000 - 599,999	53	7	4	12	5	10	6	8.8	7.9	Slightly Buyer
\$600,000 - 699,999	34	0	2	2	4	4	2	17.0	9.2	Buyer
\$700,000 - 799,999	25	1	5	2	6	0	4	6.3	6.3	Balanced
\$800,000 - 899,999	27	1	2	2	0	0	1	27.0	73.0	Buyer
\$900,000 - 999,999	16	1	0	1	0	2	1	16.0	16.0	Buyer
\$1,000,000 - and over	59	3	1	3	1	0	2	29.5	53.7	Buyer
TOTAL	765	308	284	267	241	236	242	3.2	3.1	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 12/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2017 - 11/30/2017. Information is believed to be reliable, but not guaranteed.

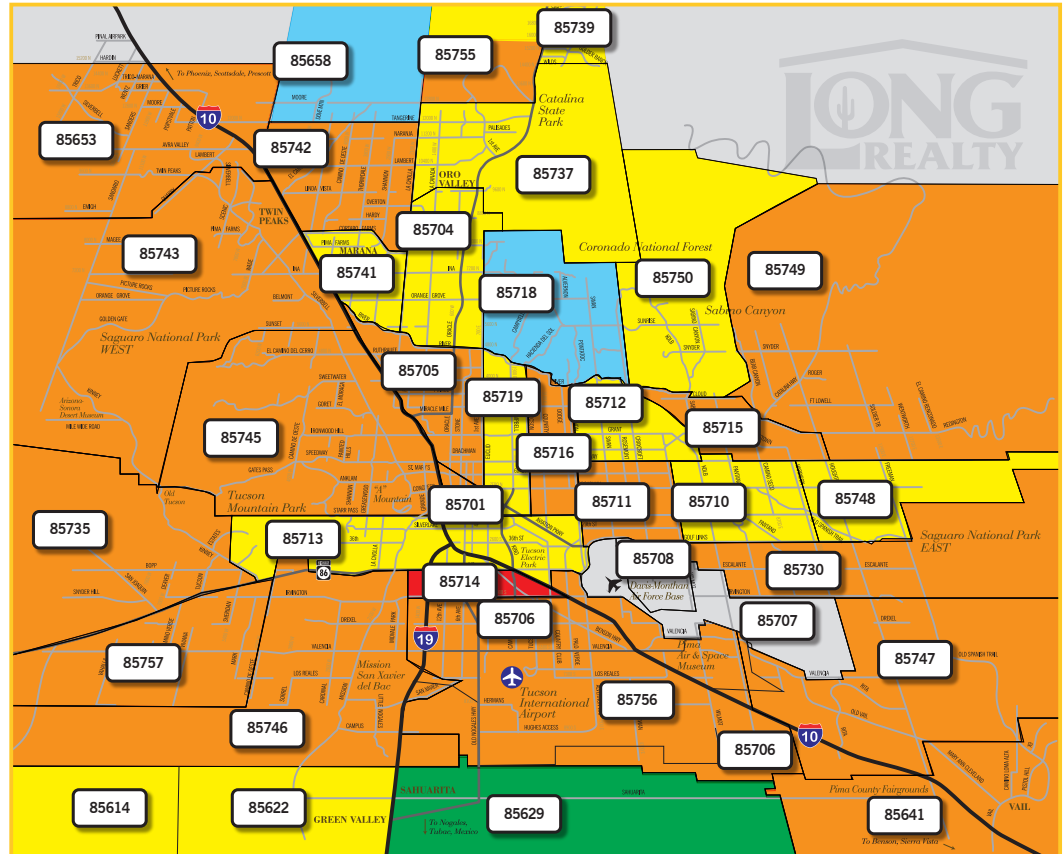


Tucson Northwest | December 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2016-NOV 2016 TO
SEP 2017-NOV 2017

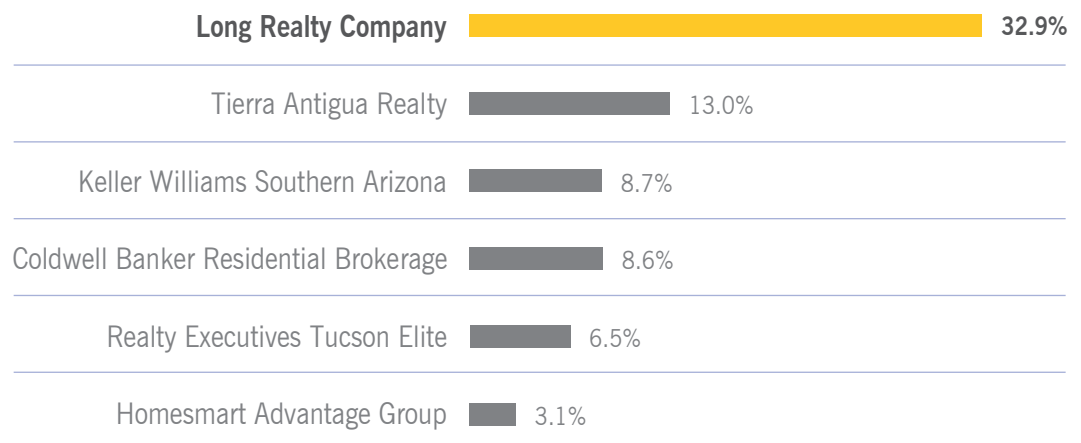
This heat map represents the percentage of change in Tucson metro median sales prices from September 2016-November 2016 to September 2017-November 2017 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2016 – 11/30/2017 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.