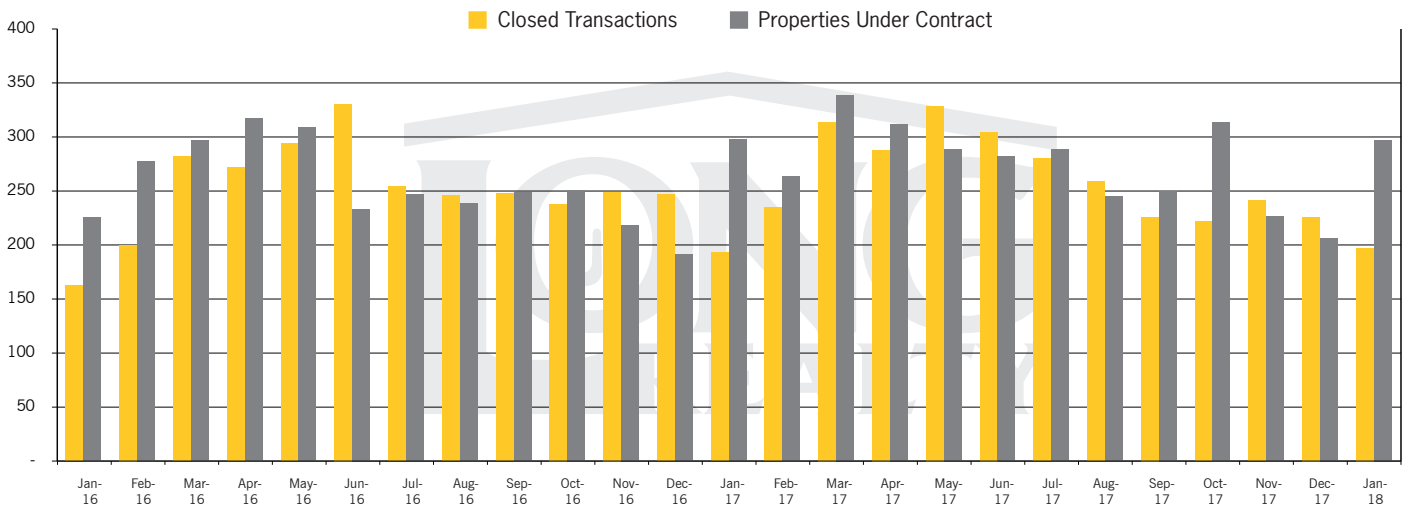




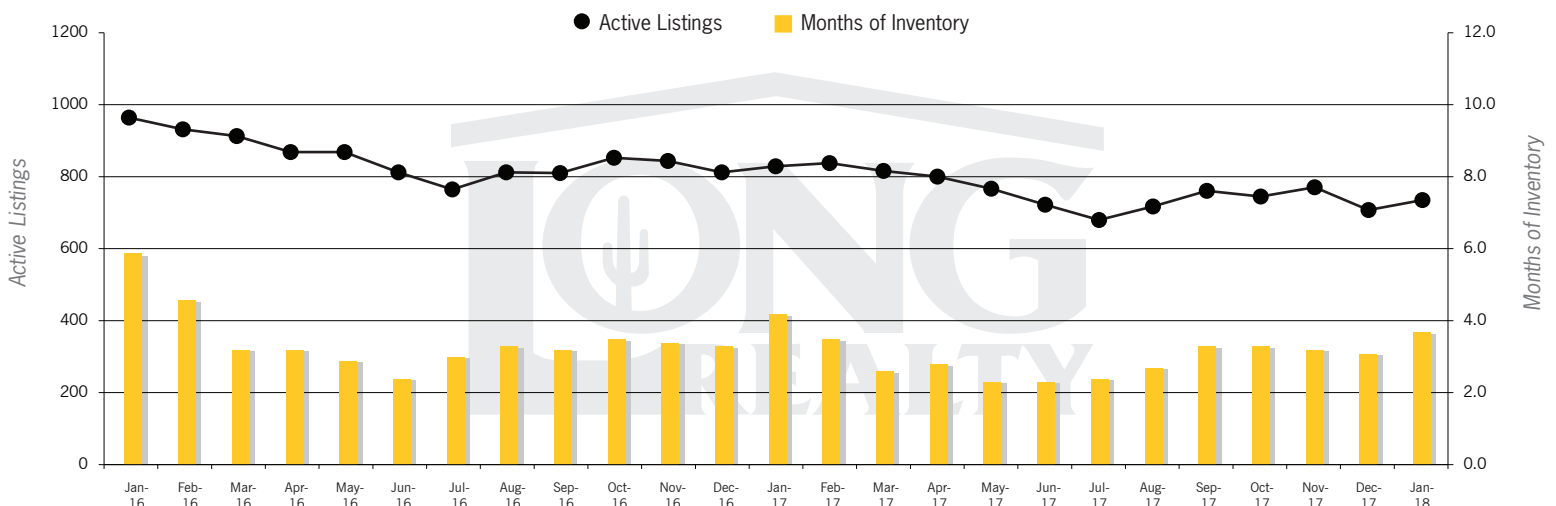
Tucson Northwest | February 2018

In the Tucson Northwest area, January 2018 active inventory was 729, a 12% decrease from January 2017. There were 198 closings in January 2018, a 2% increase from January 2017. Year-to-date 2018 there were 198 closings, a 2% increase from year-to-date 2017. Months of Inventory was 3.7, down from 4.2 in January 2017. Median price of sold homes was \$245,750 for the month of January 2018, up 4% from January 2017. The Tucson Northwest area had 298 new properties under contract in January 2018, virtually unchanged from January 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

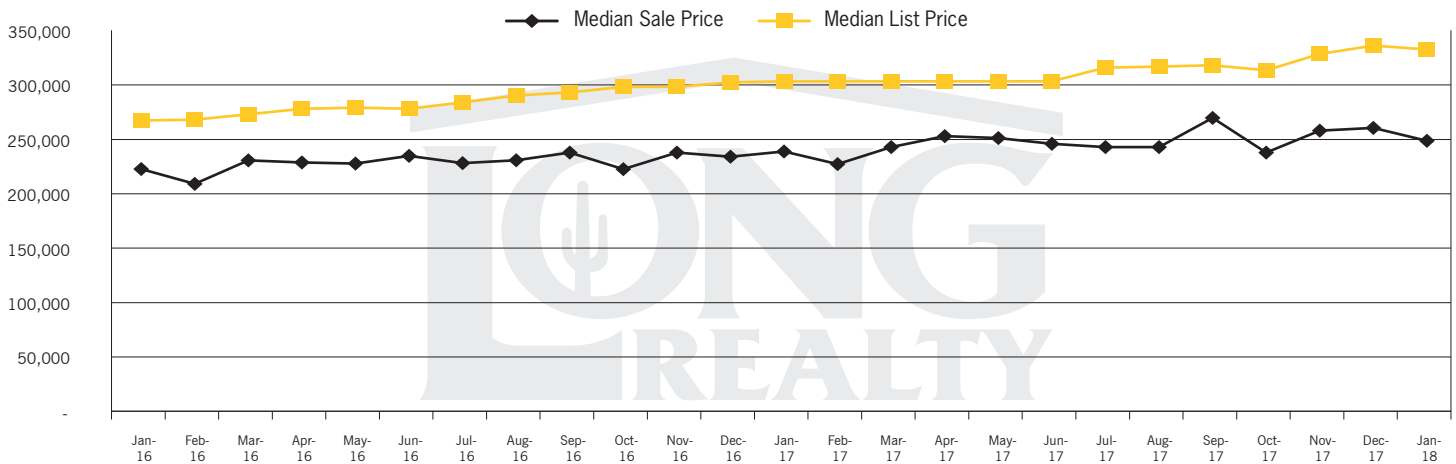


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2018 is believed to be reliable, but not guaranteed.*



Tucson Northwest | February 2018

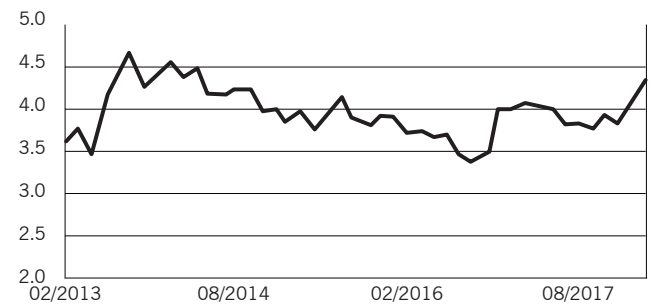
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2017	\$236,000	4.124%	\$1,086.45
2018	\$245,750	4.250%	\$1,148.50

30 YEAR FIXED MORTGAGE RATE

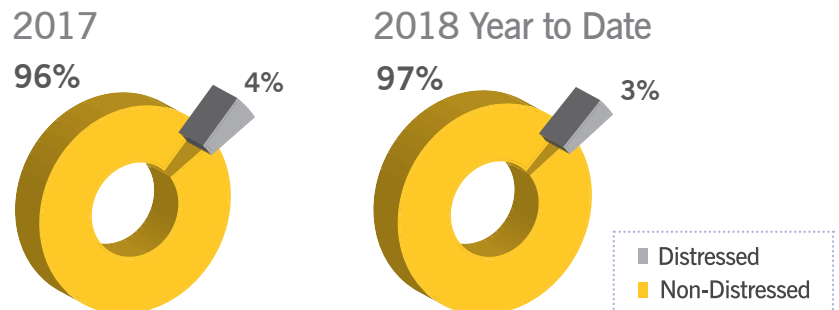


Source: Residential median sales prices. Data obtained 02/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





The Housing Report

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Tucson Northwest | February 2018

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
		Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18			
\$1 - 49,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	2	0	1	2	1	1	1.0	1.0	Seller
\$75,000 - 99,999	2	3	1	1	3	0	1	2.0	1.8	Seller
\$100,000 - 124,999	5	3	0	3	0	1	2	2.5	4.3	Slightly Seller
\$125,000 - 149,999	7	12	7	13	10	5	10	0.7	1.0	Seller
\$150,000 - 174,999	14	29	28	23	20	29	14	1.0	0.7	Seller
\$175,000 - 199,999	45	43	34	31	26	30	25	1.8	1.6	Seller
\$200,000 - 224,999	45	27	27	33	40	22	28	1.6	1.4	Seller
\$225,000 - 249,999	52	19	17	24	20	24	21	2.5	2.4	Seller
\$250,000 - 274,999	38	25	18	15	26	30	21	1.8	1.9	Seller
\$275,000 - 299,999	57	13	16	14	29	19	17	3.4	2.7	Seller
\$300,000 - 349,999	93	28	26	25	29	19	21	4.4	4.0	Slightly Seller
\$350,000 - 399,999	75	21	20	22	18	22	12	6.3	4.4	Slightly Seller
\$400,000 - 499,999	91	21	31	17	16	21	11	8.3	5.1	Balanced
\$500,000 - 599,999	43	12	5	10	6	11	6	7.2	6.0	Balanced
\$600,000 - 699,999	33	2	4	4	2	3	4	8.3	10.9	Buyer
\$700,000 - 799,999	29	2	6	0	4	2	2	14.5	9.9	Buyer
\$800,000 - 899,999	27	2	0	0	1	2	0	n/a	25.3	Buyer
\$900,000 - 999,999	15	1	0	2	1	0	0	n/a	49.0	Buyer
\$1,000,000 - and over	57	3	1	0	2	1	2	28.5	34.4	Buyer
TOTAL	729	268	241	239	255	242	198	3.7	3.2	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 02/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2017 - 01/31/2018. Information is believed to be reliable, but not guaranteed.

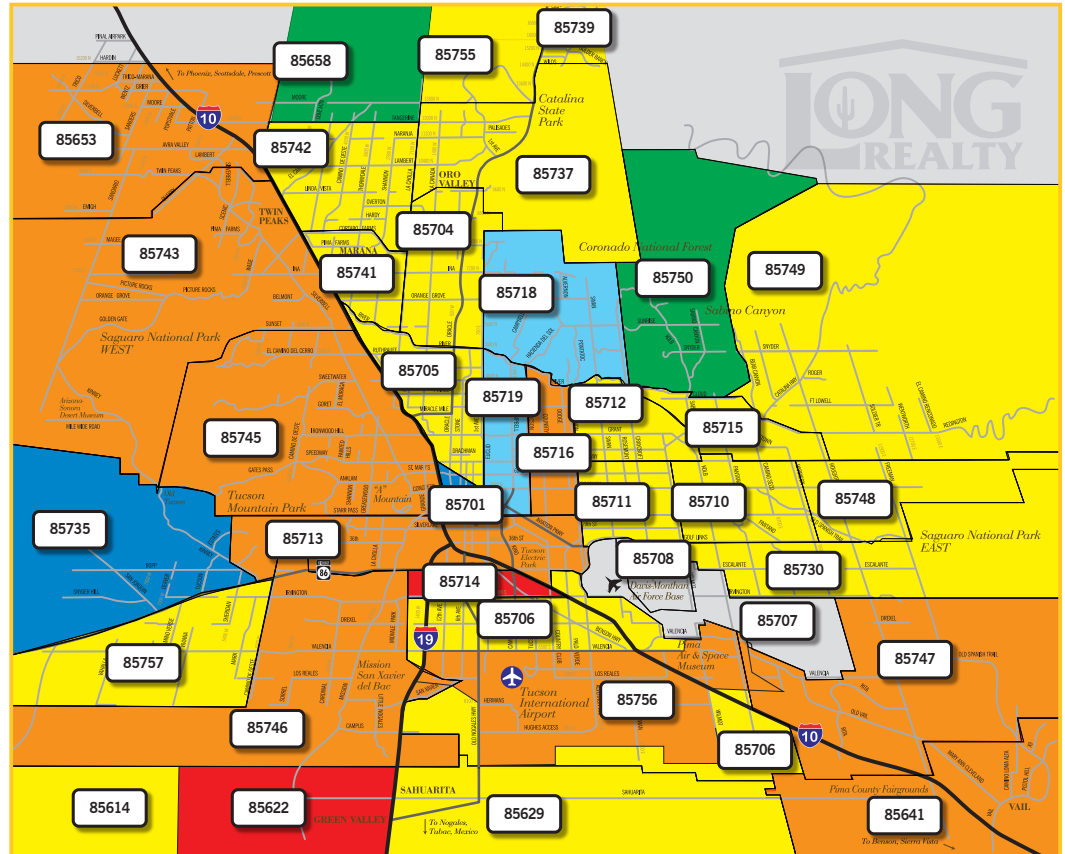


Tucson Northwest | February 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2016-JAN 2017 TO
NOV 2017-JAN 2018

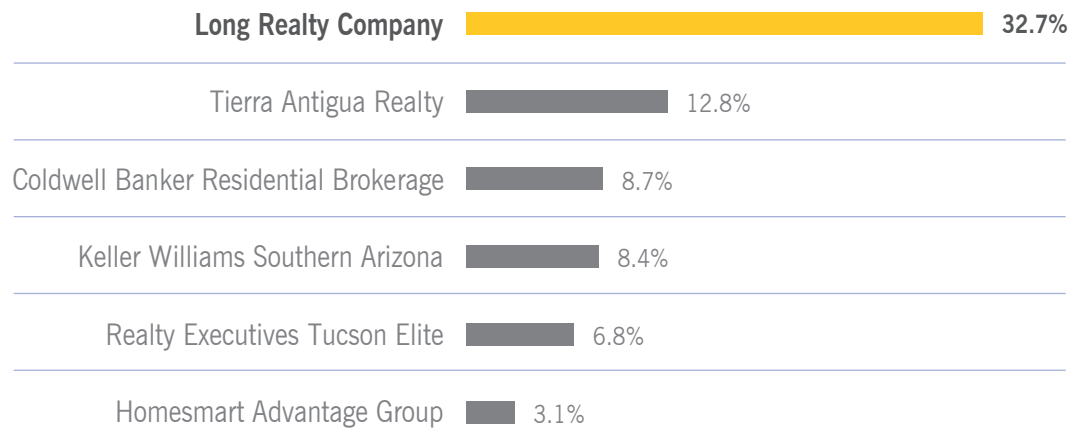
This heat map represents the percentage of change in Tucson metro median sales prices from November 2016-January 2017 to November 2017-January 2018 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2017 – 01/31/2018 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.