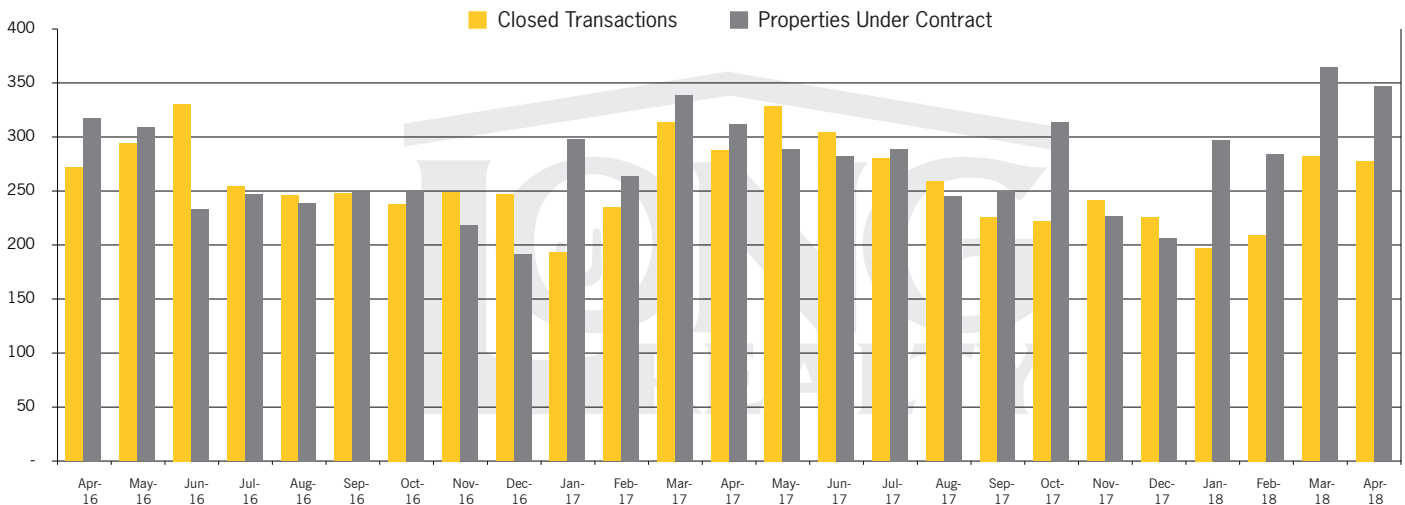




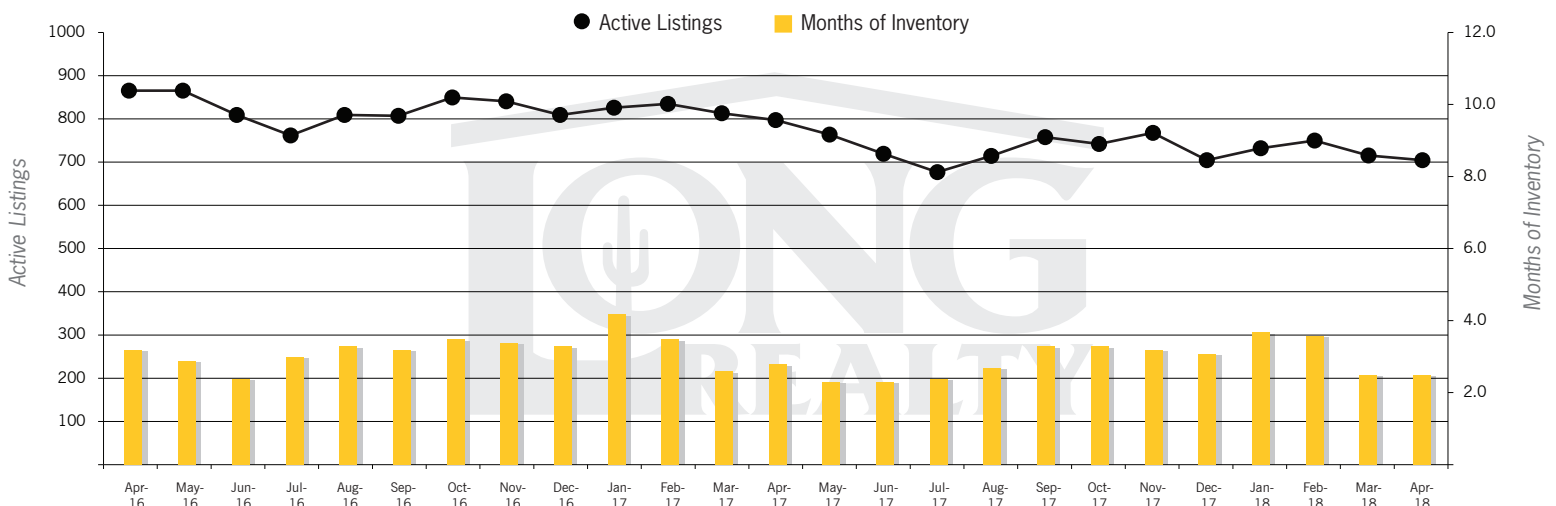
Tucson Northwest | May 2018

In the Tucson Northwest area, April 2018 active inventory was 701, a 12% decrease from April 2017. There were 279 closings in April 2018, a 3% decrease from April 2017. Year-to-date 2018 there were 998 closings, a 4% decrease from year-to-date 2017. Months of Inventory was 2.5, down from 2.8 in April 2017. Median price of sold homes was \$262,250 for the month of April 2018, up 5% from April 2017. The Tucson Northwest area had 348 new properties under contract in April 2018, up 11% from April 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 05/04/2018 is believed to be reliable, but not guaranteed.



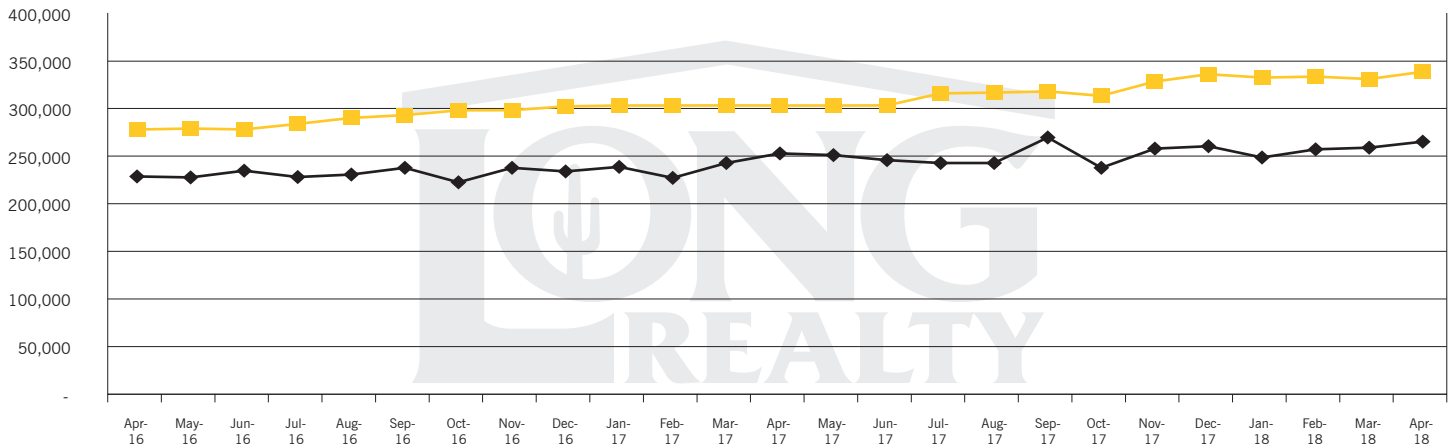
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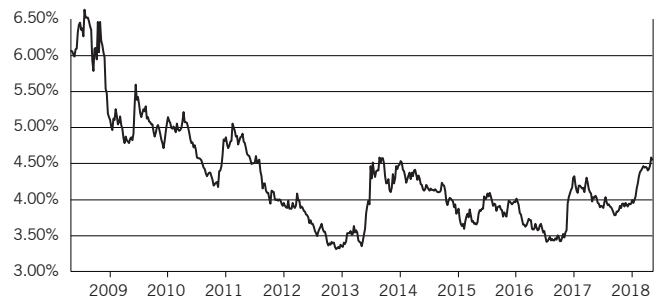
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$249,999	4.050%	\$1,140.71
2018	\$262,250	4.470%	\$1,257.91

30 YEAR FIXED MORTGAGE RATE



Source: Residential median sales prices. Data obtained 05/04/2018 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.

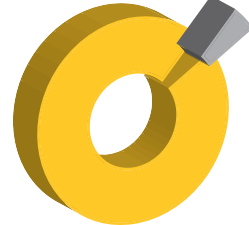
Source: FreddieMac.com

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.

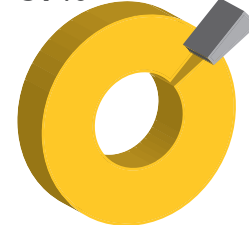
2017

96%



2018 Year to Date

97%



■ Distressed
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the MLSSAZ on 05/04/2018. Information is believed to be reliable, but not guaranteed.



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Tucson Northwest | May 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
		Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	2	1	1	3	0	1	2.0	1.5	Seller
\$75,000 - 99,999	2	3	0	1	2	4	0	n/a	1.0	Seller
\$100,000 - 124,999	3	0	2	2	5	6	1	3.0	0.8	Seller
\$125,000 - 149,999	2	10	6	11	8	7	4	0.5	0.7	Seller
\$150,000 - 174,999	13	20	29	14	12	26	20	0.7	0.6	Seller
\$175,000 - 199,999	37	26	31	25	27	38	29	1.3	1.1	Seller
\$200,000 - 224,999	35	40	22	28	27	30	40	0.9	1.2	Seller
\$225,000 - 249,999	42	20	24	21	23	30	30	1.4	1.7	Seller
\$250,000 - 274,999	53	26	30	21	19	26	28	1.9	2.3	Seller
\$275,000 - 299,999	37	31	21	18	14	24	22	1.7	2.4	Seller
\$300,000 - 349,999	78	29	19	21	23	34	29	2.7	3.0	Seller
\$350,000 - 399,999	90	18	22	12	17	31	21	4.3	3.5	Seller
\$400,000 - 499,999	86	16	21	11	19	22	25	3.4	4.0	Seller
\$500,000 - 599,999	51	6	11	6	8	7	9	5.7	5.9	Balanced
\$600,000 - 699,999	36	2	3	4	2	6	8	4.5	6.6	Slightly Buyer
\$700,000 - 799,999	28	4	2	2	1	1	5	5.6	13.0	Buyer
\$800,000 - 899,999	24	1	2	0	5	3	3	8.0	7.2	Slightly Buyer
\$900,000 - 999,999	25	1	0	0	2	2	3	8.3	9.7	Buyer
\$1,000,000 - and over	57	2	1	2	3	1	1	57.0	34.6	Buyer
TOTAL	701	257	247	200	220	298	279	2.5	2.7	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 05/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2018 - 04/30/2018. Information is believed to be reliable, but not guaranteed.

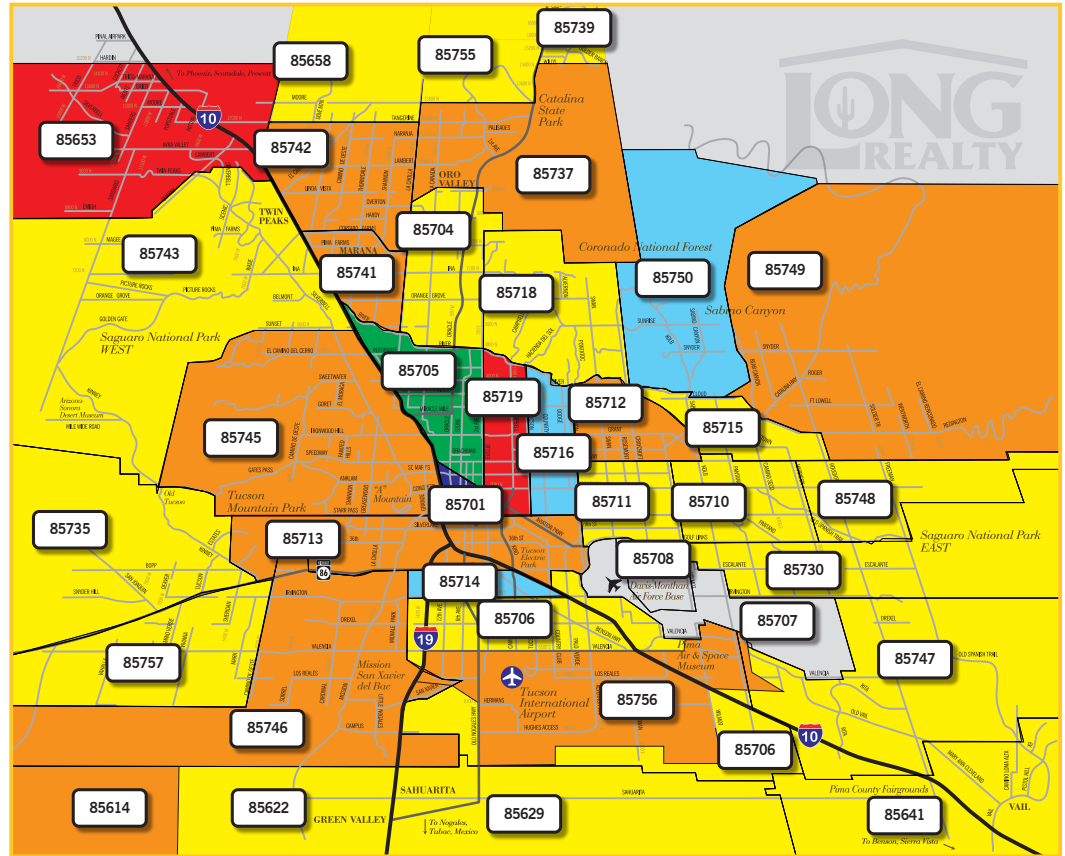


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2017-APR 2017 TO
FEB 2018-APR 2018

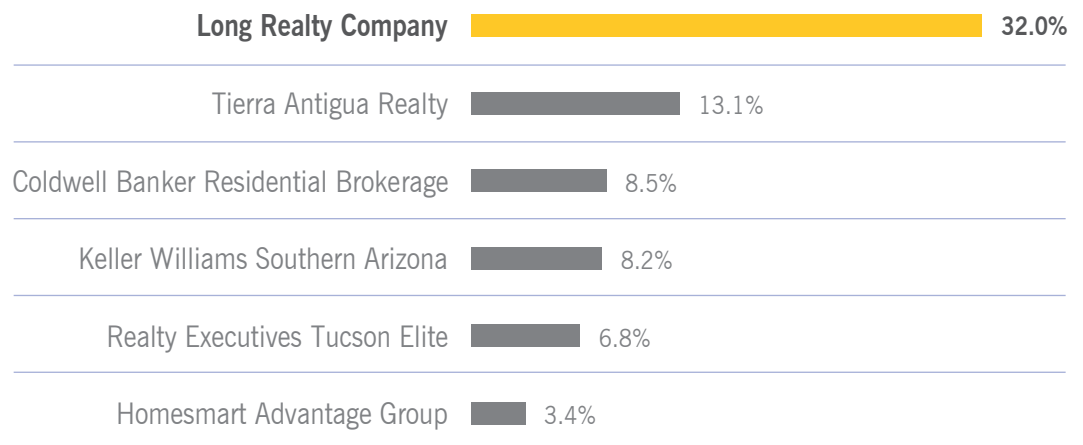
This heat map represents the percentage of change in Tucson metro median sales prices from February 2017-April 2017 to February 2018-April 2018 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market
in successful real estate sales.

Data Obtained 05/04/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 05/01/2017 – 04/30/2018
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.