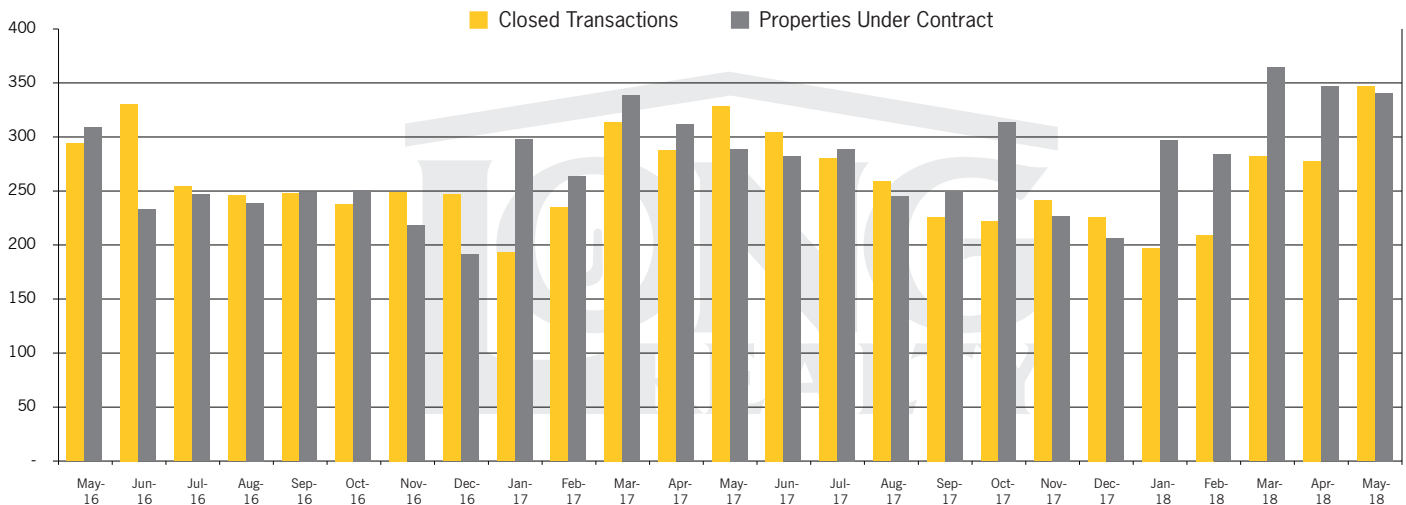




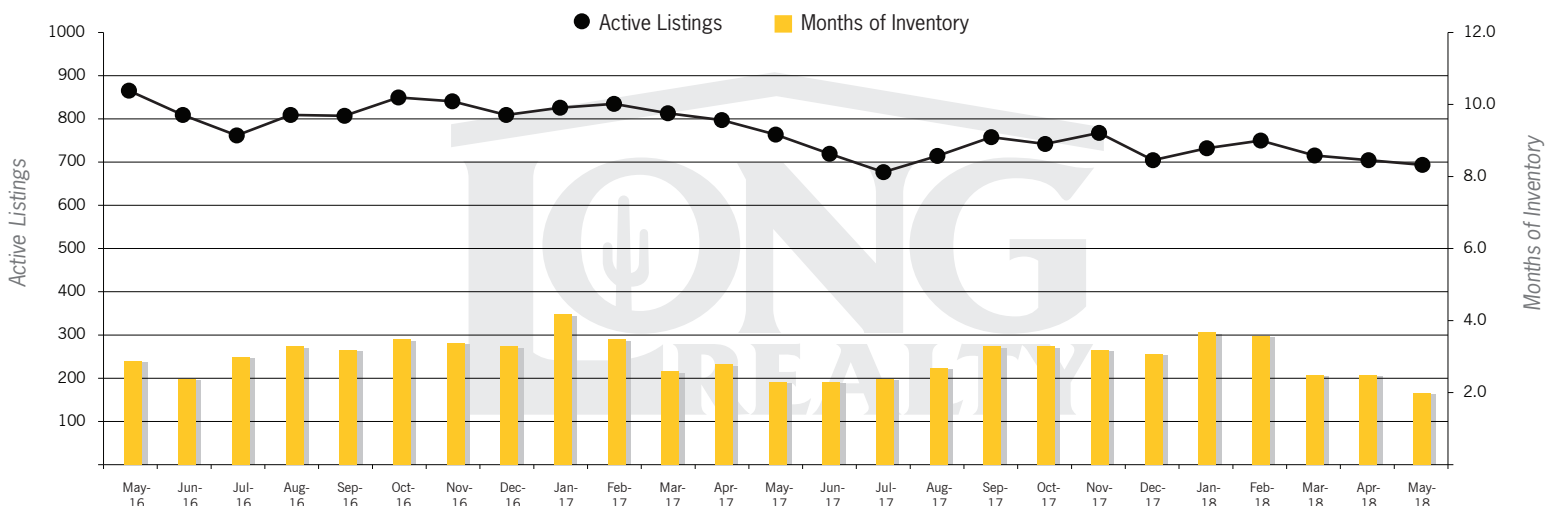
Tucson Northwest | June 2018

In the Tucson Northwest area, May 2018 active inventory was 690, a 9% decrease from May 2017. There were 348 closings in May 2018, a 5% increase from May 2017. Year-to-date 2018 there were 1,362 closings, a 1% decrease from year-to-date 2017. Months of Inventory was 2.0, down from 2.3 in May 2017. Median price of sold homes was \$265,610 for the month of May 2018, up 7% from May 2017. The Tucson Northwest area had 342 new properties under contract in May 2018, up 18% from May 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

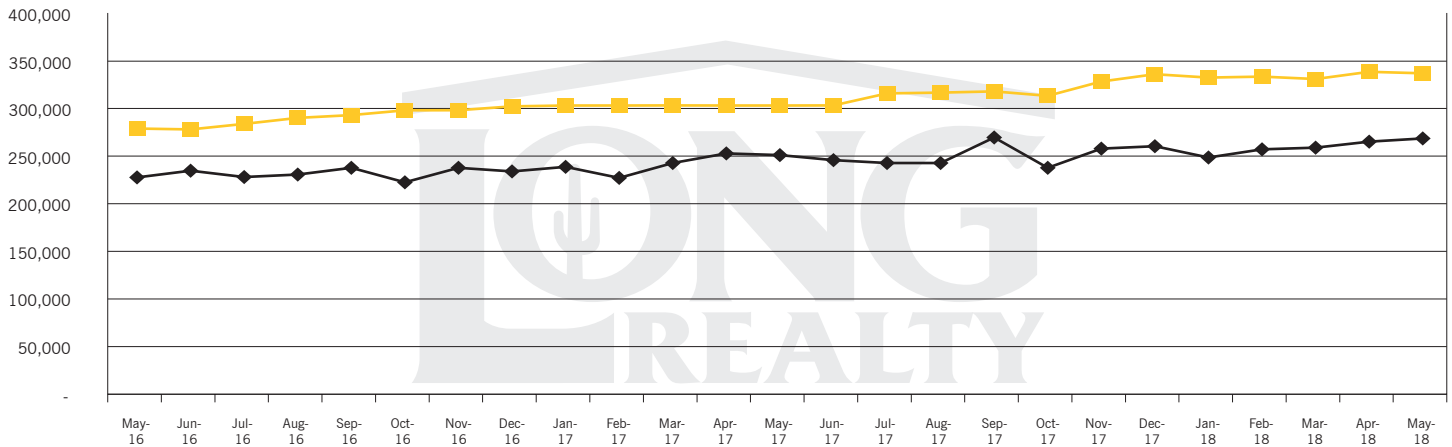


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



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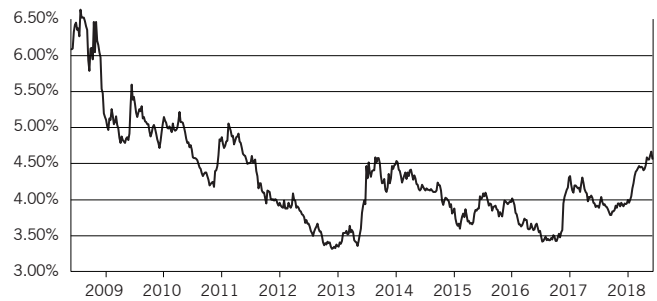
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$248,250	4.010%	\$1,127.28
2018	\$265,610	4.580%	\$1,290.54

30 YEAR FIXED MORTGAGE RATE

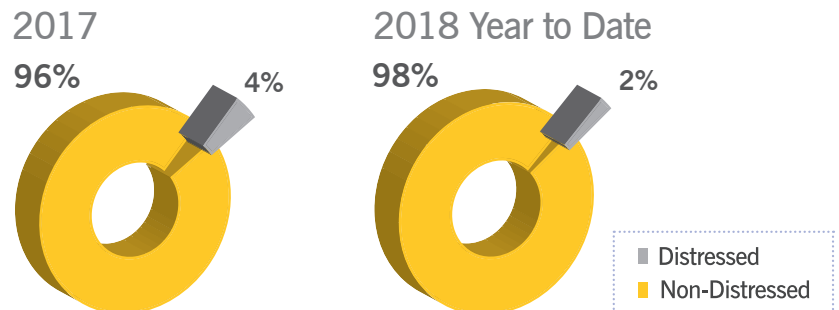


Source: Residential median sales prices. Data obtained 06/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: 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.





The Housing Report

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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
		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18			
\$1 - 49,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	1	3	0	1	1	0.0	2.0	Seller
\$75,000 - 99,999	0	0	1	2	4	0	1	0.0	0.8	Seller
\$100,000 - 124,999	2	2	2	5	6	1	6	0.3	0.5	Seller
\$125,000 - 149,999	3	6	11	8	7	4	5	0.6	0.6	Seller
\$150,000 - 174,999	17	29	14	12	26	21	22	0.8	0.6	Seller
\$175,000 - 199,999	34	31	25	27	38	31	38	0.9	0.9	Seller
\$200,000 - 224,999	40	22	28	27	30	42	40	1.0	1.0	Seller
\$225,000 - 249,999	61	24	21	23	30	31	39	1.6	1.4	Seller
\$250,000 - 274,999	45	30	21	19	26	30	32	1.4	1.8	Seller
\$275,000 - 299,999	54	21	18	14	24	22	26	2.1	1.9	Seller
\$300,000 - 349,999	68	19	21	23	34	33	51	1.3	2.0	Seller
\$350,000 - 399,999	74	22	12	17	31	23	26	2.8	3.0	Seller
\$400,000 - 499,999	84	21	11	19	22	27	36	2.3	3.1	Seller
\$500,000 - 599,999	40	11	6	8	7	9	10	4.0	5.2	Balanced
\$600,000 - 699,999	35	3	4	2	6	9	7	5.0	4.9	Slightly Seller
\$700,000 - 799,999	27	2	2	1	1	5	3	9.0	9.6	Buyer
\$800,000 - 899,999	25	2	0	5	3	3	1	25.0	10.4	Buyer
\$900,000 - 999,999	20	0	0	2	2	3	1	20.0	11.3	Buyer
\$1,000,000 - and over	59	1	2	3	1	1	3	19.7	34.4	Buyer
TOTAL	690	247	200	220	298	296	348	2.0	2.2	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 06/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.

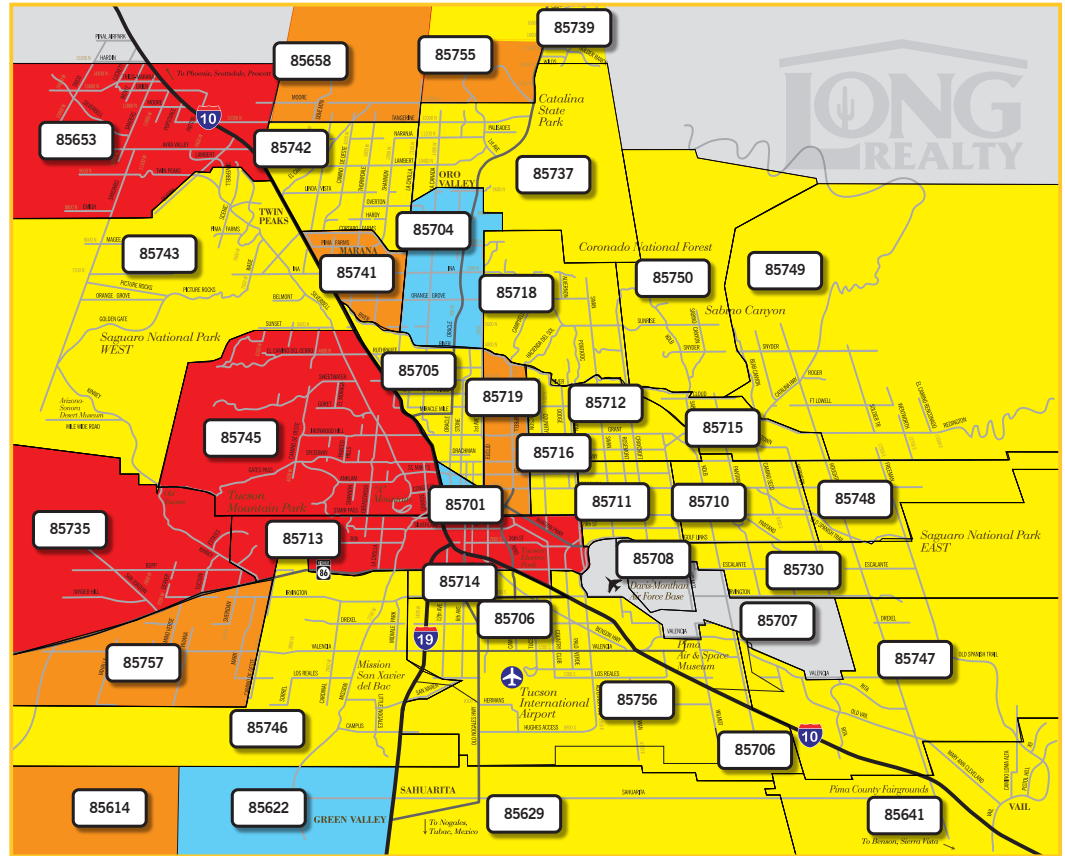


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2017-MAY 2017 TO
MAR 2018-MAY 2018

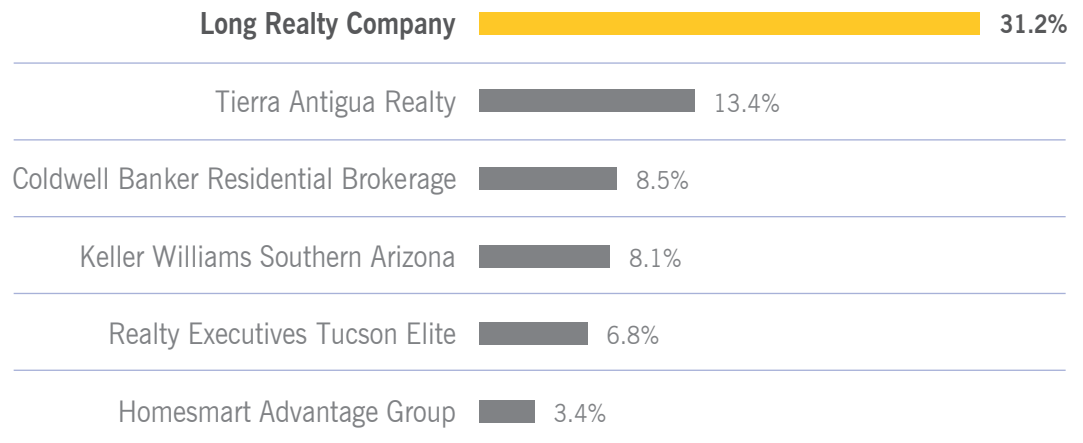
This heat map represents the percentage of change in Tucson metro median sales prices from March 2017-May 2017 to March 2018-May 2018 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2017 – 05/31/2018 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.