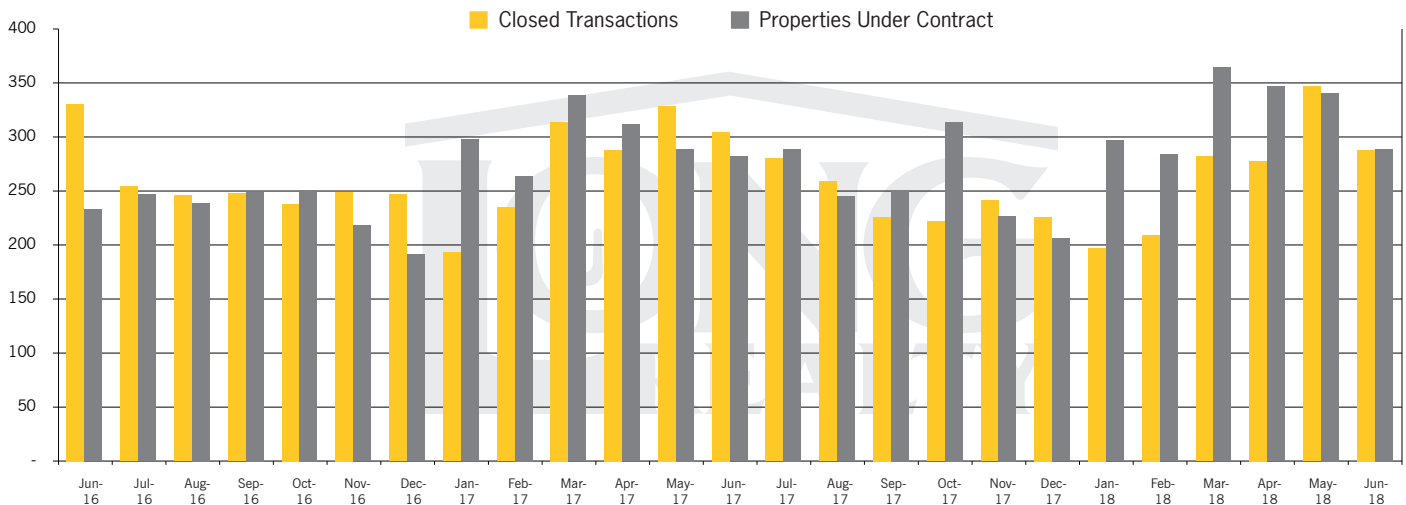




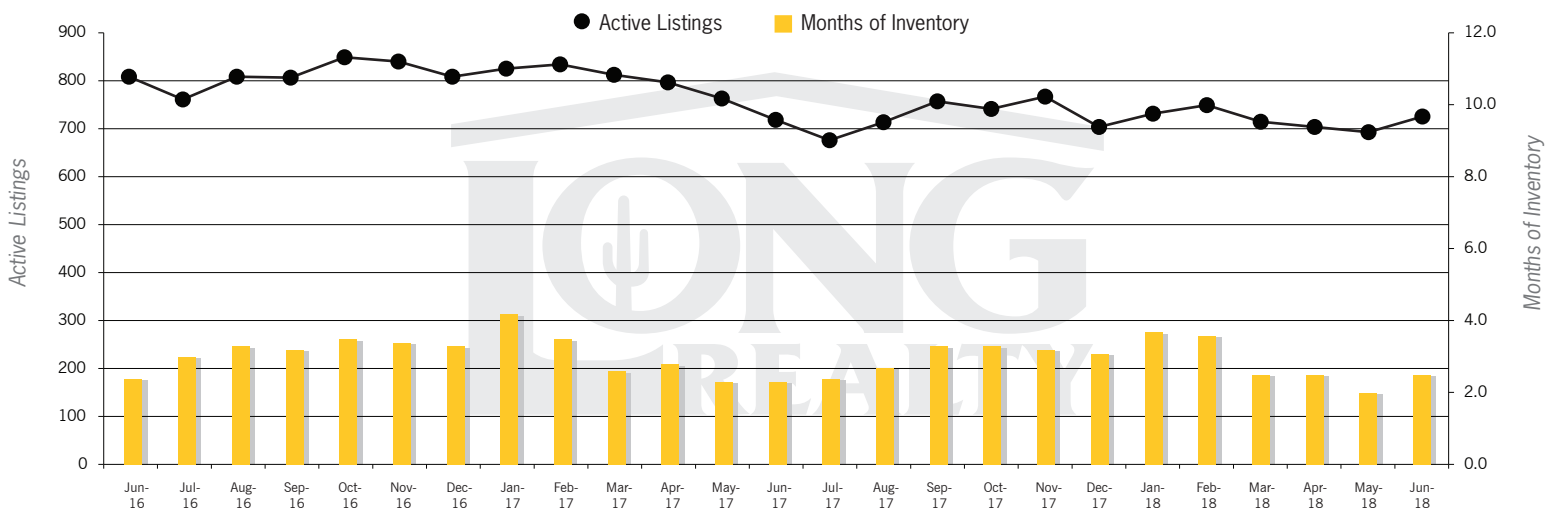
## Tucson Northwest | July 2018

In the Tucson Northwest area, June 2018 active inventory was 723, a 1% increase from June 2017. There were 289 closings in June 2018, a 6% decrease from June 2017. Year-to-date 2018 there were 1,657 closings, a 1% decrease from year-to-date 2017. Months of Inventory was 2.5, up from 2.3 in June 2017. Median price of sold homes was \$260,000 for the month of June 2018, up 7% from June 2017. The Tucson Northwest area had 290 new properties under contract in June 2018, up 2% from June 2017.

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



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

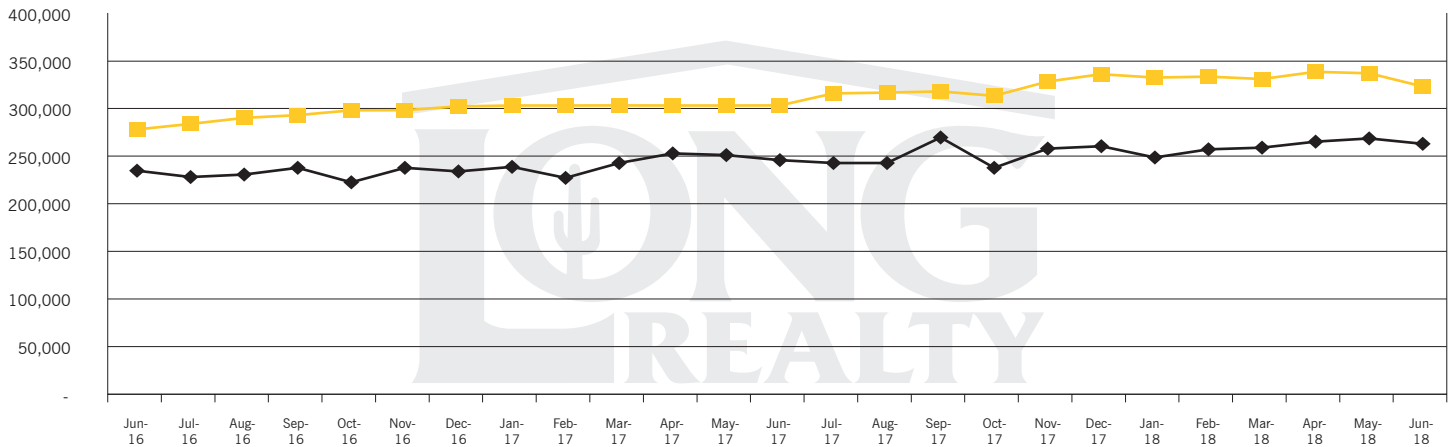


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 07/06/2018 is believed to be reliable, but not guaranteed.



Tucson Northwest | July 2018

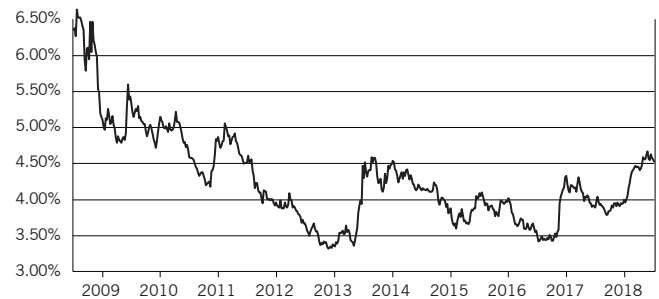
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



## 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	\$243,000	3.900%	\$1,088.85
2018	\$260,000	4.570%	\$1,261.81

## 30 YEAR FIXED MORTGAGE RATE

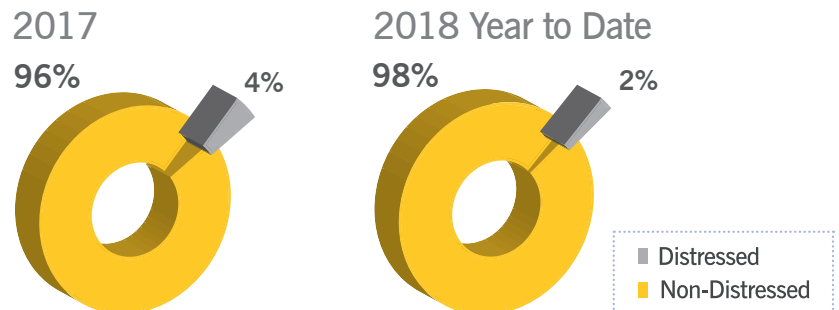


Source: Residential median sales prices. Data obtained 07/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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

Stephen Woodall | (520) 818-4504  
Stephen@TeamWoodall.com | TeamWoodall.com



Tucson Northwest | July 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
		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	1	3	0	1	1	2	0.5	0.8	Seller
\$75,000 - 99,999	0	1	2	4	0	1	2	0.0	0.7	Seller
\$100,000 - 124,999	1	2	5	6	1	6	3	0.3	0.6	Seller
\$125,000 - 149,999	1	11	8	7	4	6	1	1.0	0.5	Seller
\$150,000 - 174,999	12	14	12	26	21	24	20	0.6	0.6	Seller
\$175,000 - 199,999	38	25	27	38	31	39	33	1.2	1.1	Seller
\$200,000 - 224,999	54	28	27	30	42	40	40	1.4	1.1	Seller
\$225,000 - 249,999	52	21	23	30	31	40	23	2.3	1.6	Seller
\$250,000 - 274,999	48	21	19	26	30	32	32	1.5	1.6	Seller
\$275,000 - 299,999	57	18	14	24	23	26	22	2.6	2.1	Seller
\$300,000 - 349,999	86	21	23	34	33	52	38	2.3	1.9	Seller
\$350,000 - 399,999	78	12	17	31	23	26	27	2.9	3.2	Seller
\$400,000 - 499,999	93	11	19	22	27	36	19	4.9	3.2	Seller
\$500,000 - 599,999	44	6	8	7	9	10	7	6.3	5.2	Balanced
\$600,000 - 699,999	35	4	2	6	9	7	9	3.9	4.2	Slightly Seller
\$700,000 - 799,999	28	2	1	1	5	3	6	4.7	5.9	Balanced
\$800,000 - 899,999	22	0	5	3	3	1	1	22.0	14.2	Buyer
\$900,000 - 999,999	18	0	2	2	3	1	2	9.0	10.5	Buyer
\$1,000,000 - and over	55	2	3	1	1	3	2	27.5	28.5	Buyer
<b>TOTAL</b>	<b>723</b>	<b>200</b>	<b>220</b>	<b>298</b>	<b>297</b>	<b>354</b>	<b>289</b>	<b>2.5</b>	<b>2.2</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 07/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2018 - 06/30/2018. Information is believed to be reliable, but not guaranteed.

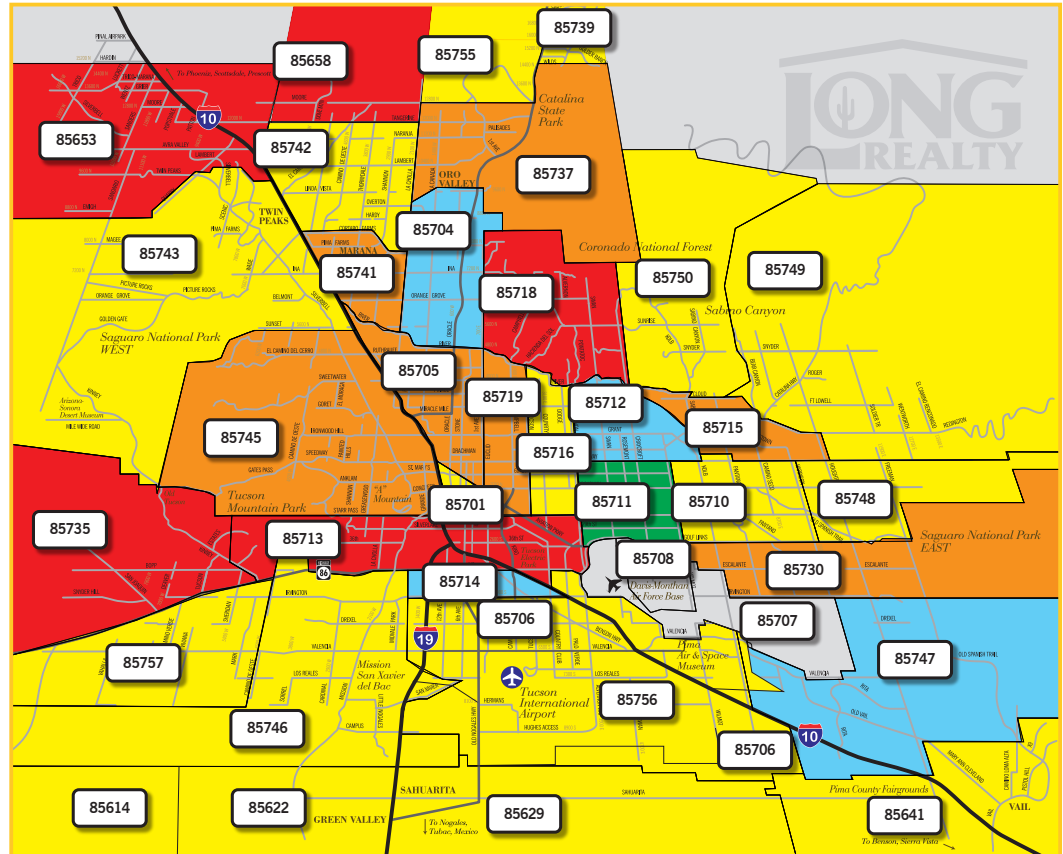
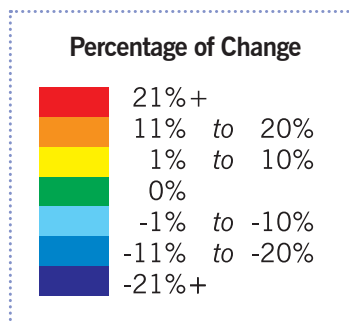


Tucson Northwest | July 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2017-JUN 2017 TO  
APR 2018-JUN 2018

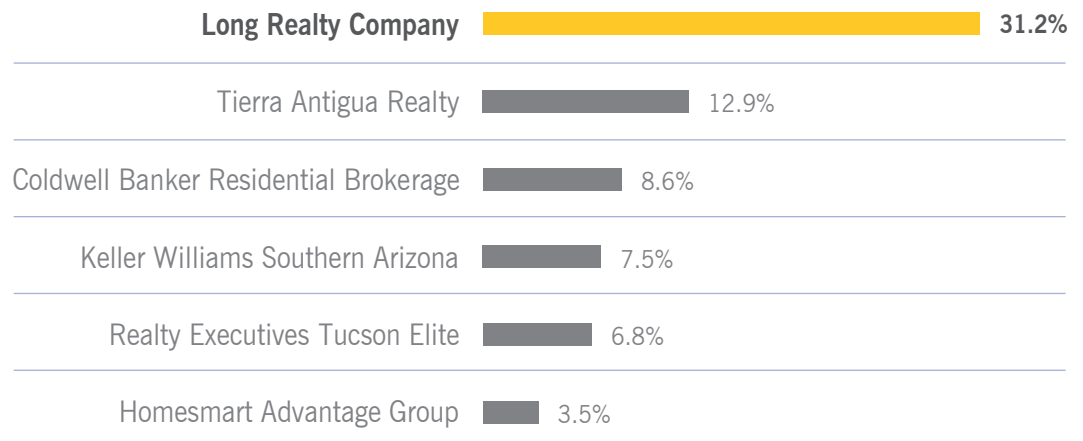
*This heat map represents the percentage of change in Tucson metro median sales prices from April 2017-June 2017 to April 2018-June 2018 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

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

*Data Obtained 07/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2017 – 06/30/2018 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.