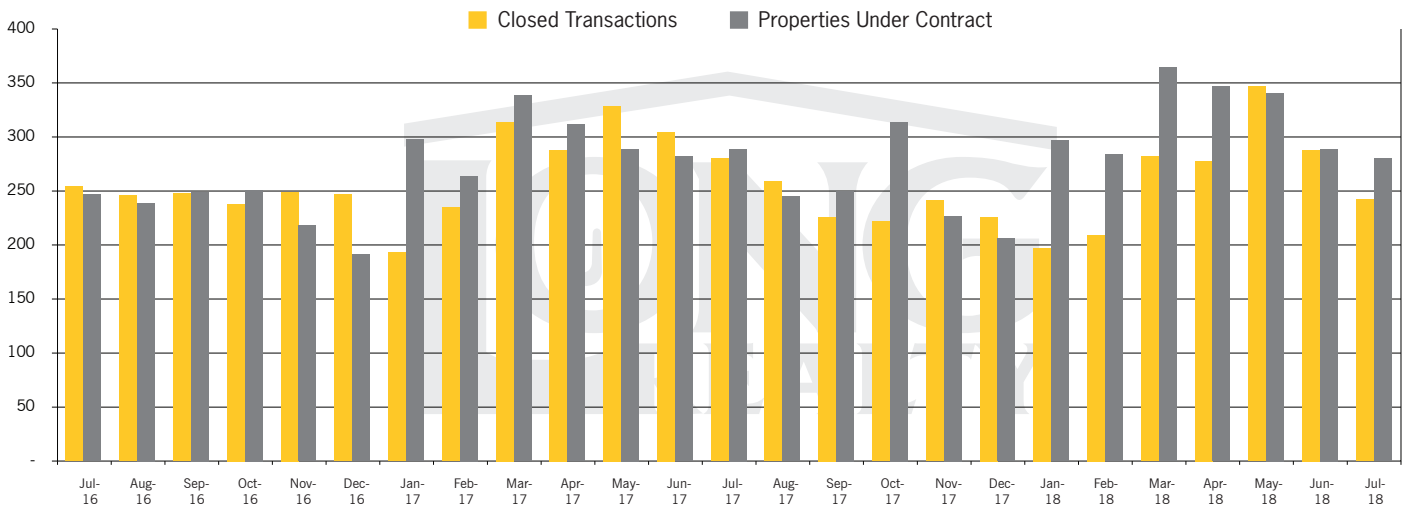




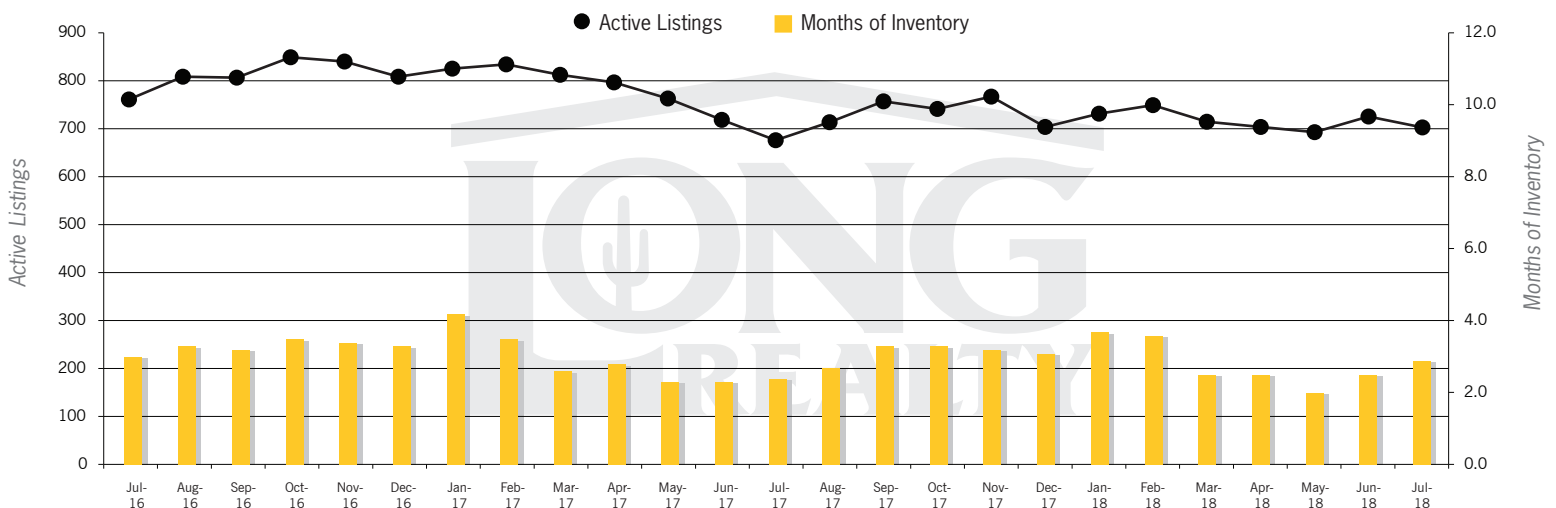
Tucson Northwest | August 2018

In the Tucson Northwest area, July 2018 active inventory was 700, a 4% increase from July 2017. There were 243 closings in July 2018, a 14% decrease from July 2017. Year-to-date 2018 there were 1,919 closings, a 2% decrease from year-to-date 2017. Months of Inventory was 2.9, up from 2.4 in July 2017. Median price of sold homes was \$258,500 for the month of July 2018, up 8% from July 2017. The Tucson Northwest area had 281 new properties under contract in July 2018, down 3% from July 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

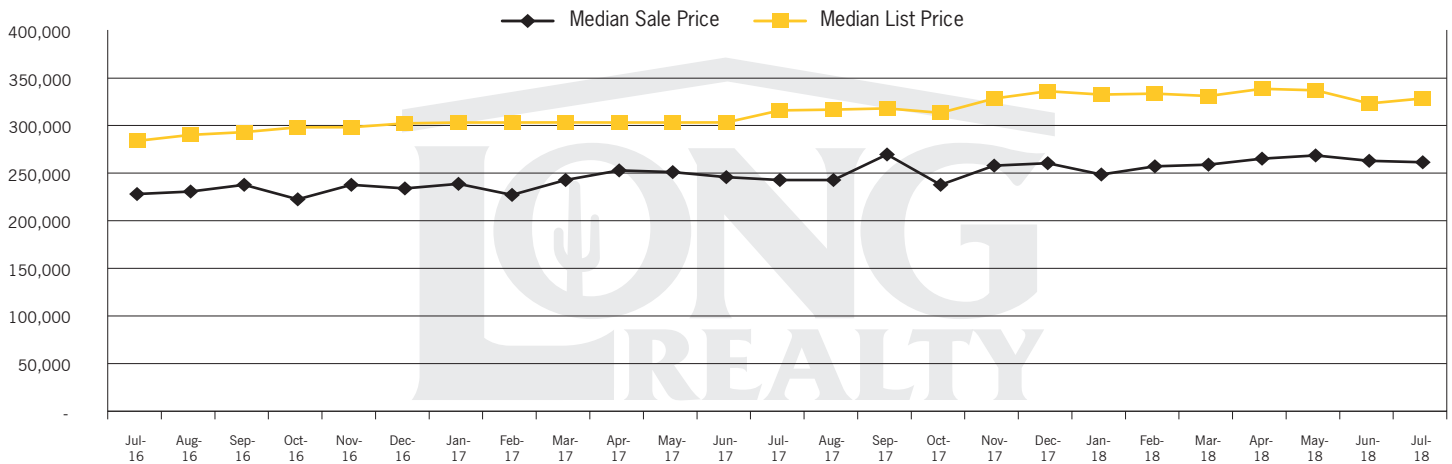


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/03/2018 is believed to be reliable, but not guaranteed.



Tucson Northwest | August 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 | \$240,000 | 4.000% | \$1,088.51 |
| 2018 | \$258,500 | 4.750% | \$1,281.04 |

30 YEAR FIXED MORTGAGE RATE

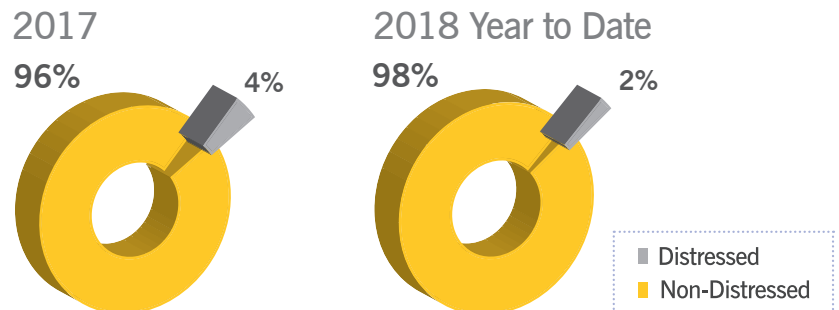


Source: Residential median sales prices. Data obtained 08/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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Tucson Northwest | August 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 |
|------------------------|-----------------|----------------------------|------------|------------|------------|------------|------------|-----------------------------|--|-------------------|
| | | Feb-18 | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 | | | |
| \$1 - 49,999 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 1.0 | 1.5 | Seller |
| \$50,000 - 74,999 | 1 | 3 | 0 | 1 | 1 | 2 | 0 | n/a | 0.7 | Seller |
| \$75,000 - 99,999 | 0 | 2 | 4 | 0 | 1 | 2 | 1 | 0.0 | 0.0 | Seller |
| \$100,000 - 124,999 | 2 | 5 | 6 | 1 | 6 | 3 | 1 | 2.0 | 0.5 | Seller |
| \$125,000 - 149,999 | 4 | 8 | 7 | 4 | 6 | 2 | 7 | 0.6 | 0.5 | Seller |
| \$150,000 - 174,999 | 11 | 12 | 26 | 21 | 24 | 20 | 15 | 0.7 | 0.7 | Seller |
| \$175,000 - 199,999 | 36 | 27 | 38 | 31 | 39 | 36 | 30 | 1.2 | 1.0 | Seller |
| \$200,000 - 224,999 | 45 | 27 | 29 | 42 | 42 | 40 | 31 | 1.5 | 1.2 | Seller |
| \$225,000 - 249,999 | 59 | 23 | 30 | 31 | 40 | 24 | 28 | 2.1 | 1.9 | Seller |
| \$250,000 - 274,999 | 40 | 19 | 26 | 30 | 32 | 32 | 18 | 2.2 | 1.6 | Seller |
| \$275,000 - 299,999 | 55 | 14 | 24 | 23 | 26 | 23 | 23 | 2.4 | 2.3 | Seller |
| \$300,000 - 349,999 | 84 | 23 | 34 | 33 | 52 | 41 | 31 | 2.7 | 1.9 | Seller |
| \$350,000 - 399,999 | 81 | 17 | 31 | 24 | 26 | 28 | 23 | 3.5 | 3.0 | Seller |
| \$400,000 - 499,999 | 95 | 19 | 22 | 28 | 36 | 20 | 19 | 5.0 | 3.6 | Seller |
| \$500,000 - 599,999 | 37 | 8 | 7 | 9 | 10 | 7 | 6 | 6.2 | 5.3 | Balanced |
| \$600,000 - 699,999 | 34 | 2 | 6 | 9 | 7 | 10 | 4 | 8.5 | 5.0 | Slightly Seller |
| \$700,000 - 799,999 | 23 | 1 | 1 | 5 | 3 | 7 | 0 | n/a | 7.8 | Slightly Buyer |
| \$800,000 - 899,999 | 17 | 5 | 3 | 3 | 1 | 1 | 2 | 8.5 | 16.0 | Buyer |
| \$900,000 - 999,999 | 21 | 2 | 2 | 3 | 1 | 2 | 2 | 10.5 | 11.8 | Buyer |
| \$1,000,000 - and over | 54 | 3 | 1 | 1 | 3 | 2 | 1 | 54.0 | 28.0 | Buyer |
| TOTAL | 700 | 220 | 297 | 299 | 356 | 303 | 243 | 2.9 | 2.3 | 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 08/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.

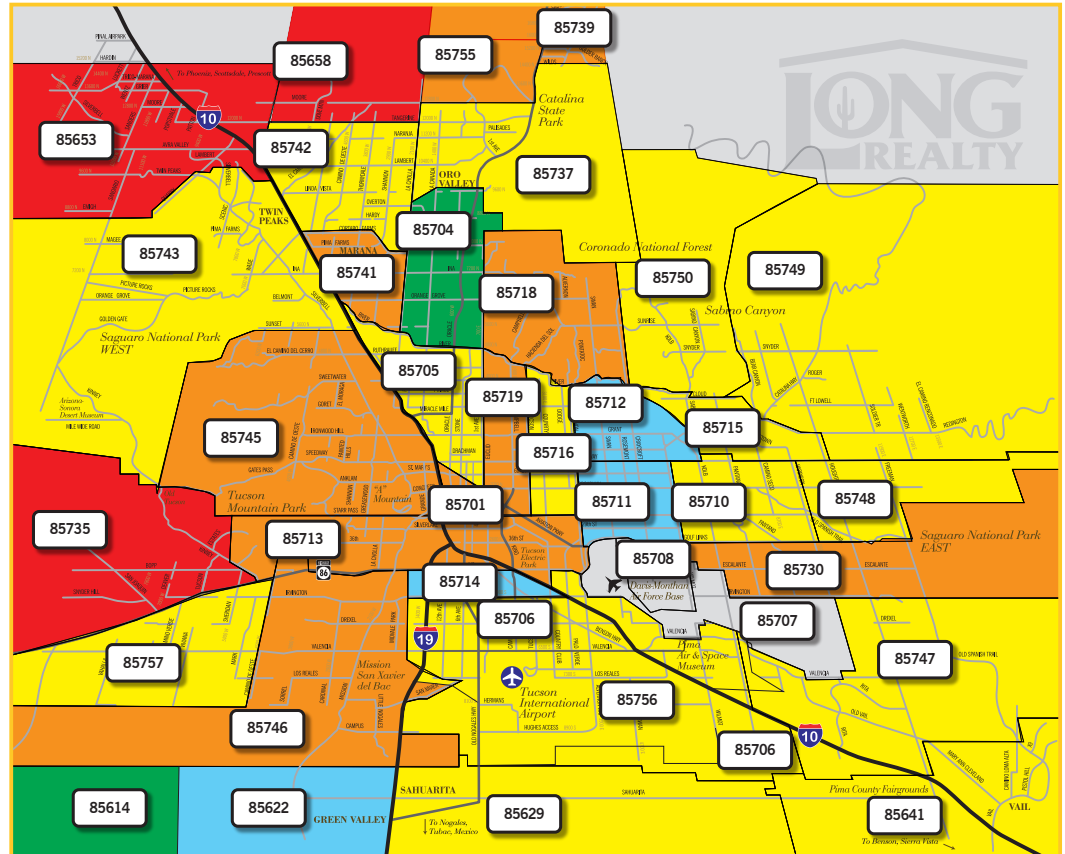


Tucson Northwest | August 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2017-JUL 2017 TO
MAY 2018-JUL 2018

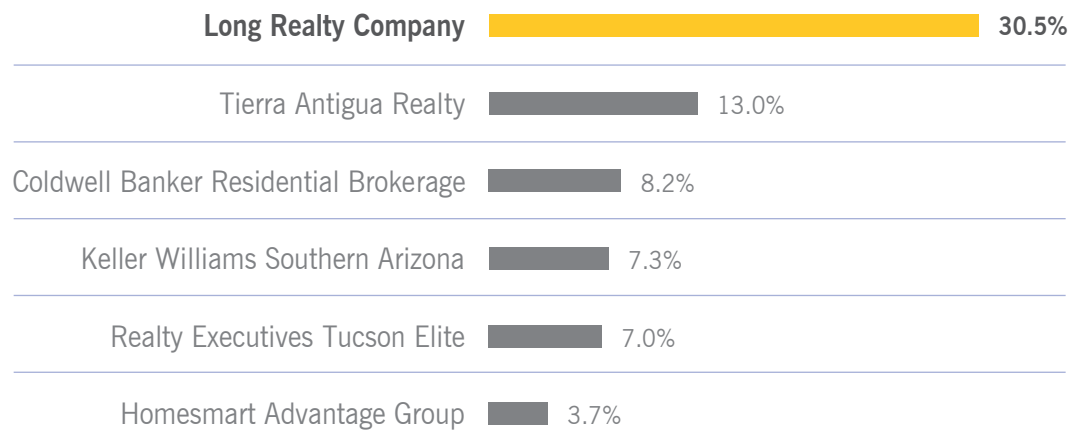
This heat map represents the percentage of change in Tucson metro median sales prices from May 2017-July 2017 to May 2018-July 2018 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2017 – 07/31/2018 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.