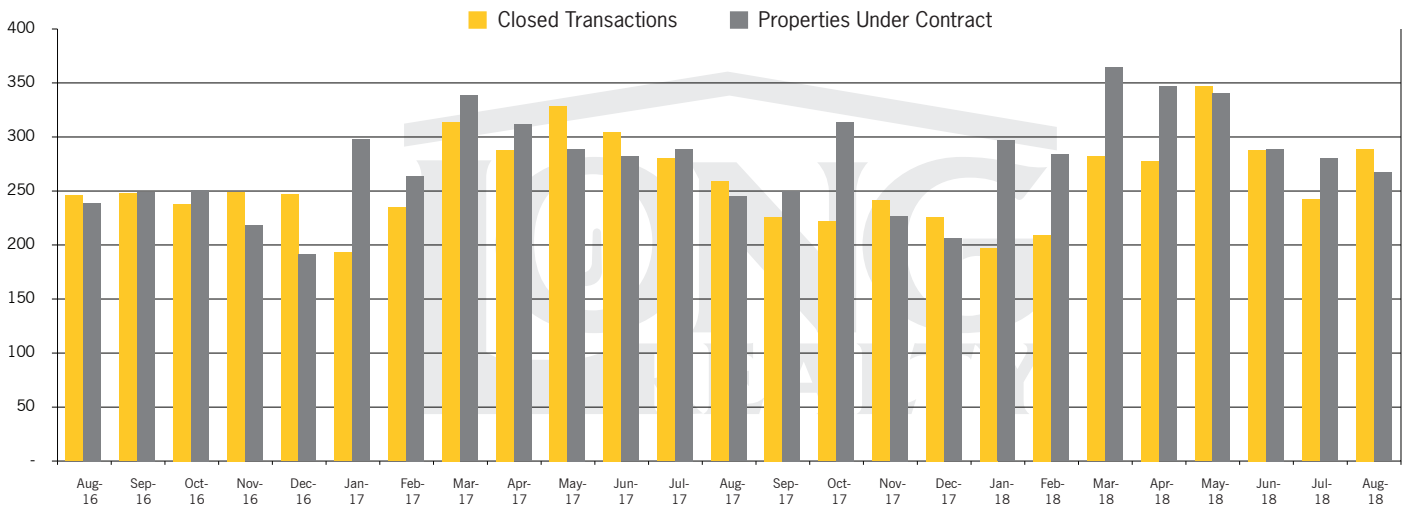




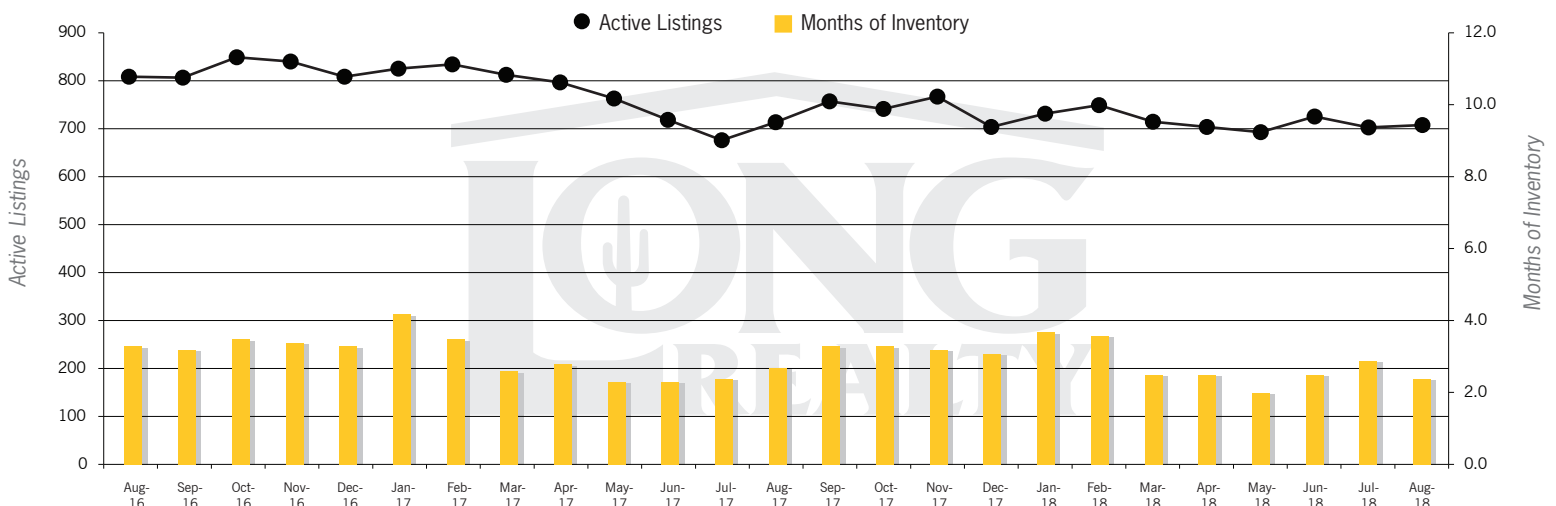
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In the Tucson Northwest area, August 2018 active inventory was 705, virtually unchanged from August 2017. There were 290 closings in August 2018, a 12% increase from August 2017. Year-to-date 2018 there were 2,223 closings, virtually unchanged from year-to-date 2017. Months of Inventory was 2.4, down from 2.7 in August 2017. Median price of sold homes was \$256,000 for the month of August 2018, up 7% from August 2017. The Tucson Northwest area had 268 new properties under contract in August 2018, up 9% from August 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

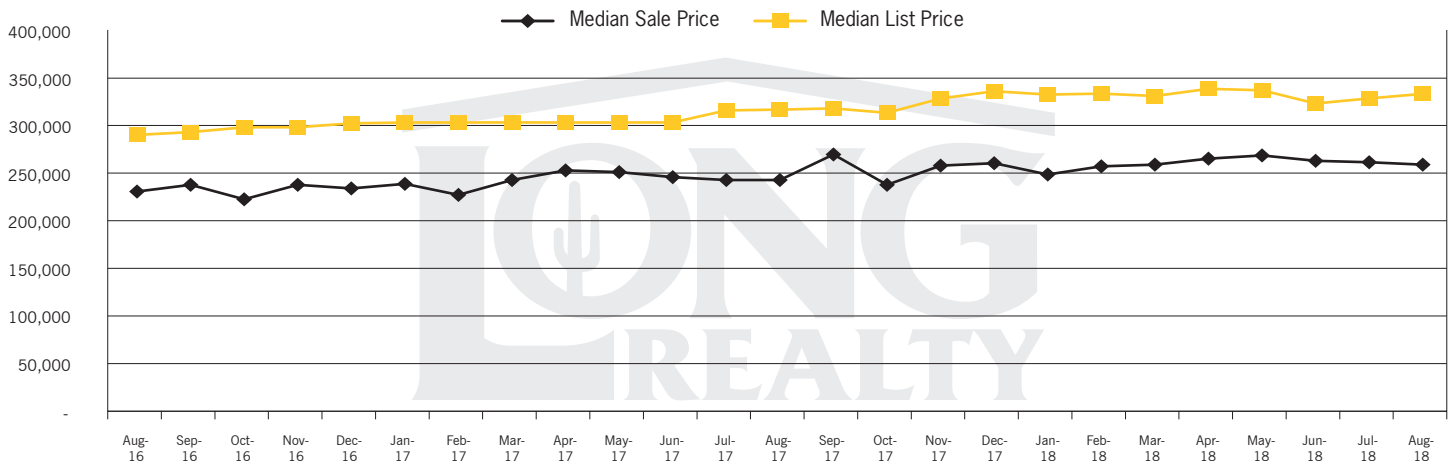


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/06/2018 is believed to be reliable, but not guaranteed.



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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	\$240,000	3.890%	\$1,074.10
2018	\$256,000	4.550%	\$1,239.49

30 YEAR FIXED MORTGAGE RATE

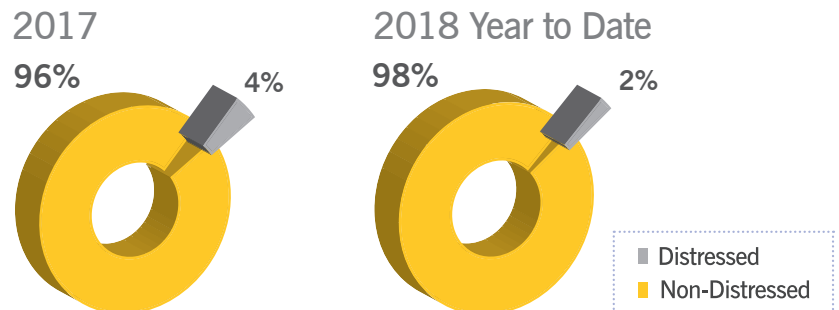


Source: Residential median sales prices. Data obtained 09/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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

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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
		Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18			
\$1 - 49,999	1	0	0	0	1	1	0	n/a	1.0	Seller
\$50,000 - 74,999	0	0	1	1	2	0	1	0.0	0.7	Seller
\$75,000 - 99,999	0	4	0	1	2	1	0	n/a	0.0	Seller
\$100,000 - 124,999	1	6	1	6	3	2	1	1.0	0.7	Seller
\$125,000 - 149,999	3	7	4	6	2	7	5	0.6	0.6	Seller
\$150,000 - 174,999	13	26	21	24	20	16	25	0.5	0.6	Seller
\$175,000 - 199,999	36	38	31	40	36	31	38	0.9	1.0	Seller
\$200,000 - 224,999	39	30	42	42	40	33	33	1.2	1.3	Seller
\$225,000 - 249,999	64	30	31	41	24	29	32	2.0	2.1	Seller
\$250,000 - 274,999	39	26	30	33	32	18	31	1.3	1.6	Seller
\$275,000 - 299,999	51	24	23	26	23	26	22	2.3	2.3	Seller
\$300,000 - 349,999	83	34	33	52	42	31	31	2.7	2.4	Seller
\$350,000 - 399,999	87	31	24	26	28	24	25	3.5	3.2	Seller
\$400,000 - 499,999	93	22	28	36	20	19	24	3.9	4.5	Slightly Seller
\$500,000 - 599,999	42	7	9	10	7	6	9	4.7	5.6	Balanced
\$600,000 - 699,999	30	6	9	7	10	4	4	7.5	5.5	Balanced
\$700,000 - 799,999	25	1	5	3	7	0	2	12.5	8.4	Slightly Buyer
\$800,000 - 899,999	21	3	3	1	1	2	2	10.5	12.0	Buyer
\$900,000 - 999,999	19	2	3	1	2	2	1	19.0	11.6	Buyer
\$1,000,000 - and over	58	1	1	3	2	1	4	14.5	23.9	Buyer
TOTAL	705	298	299	359	304	253	290	2.4	2.5	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 09/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2018-08/31/2018. Information is believed to be reliable, but not guaranteed.

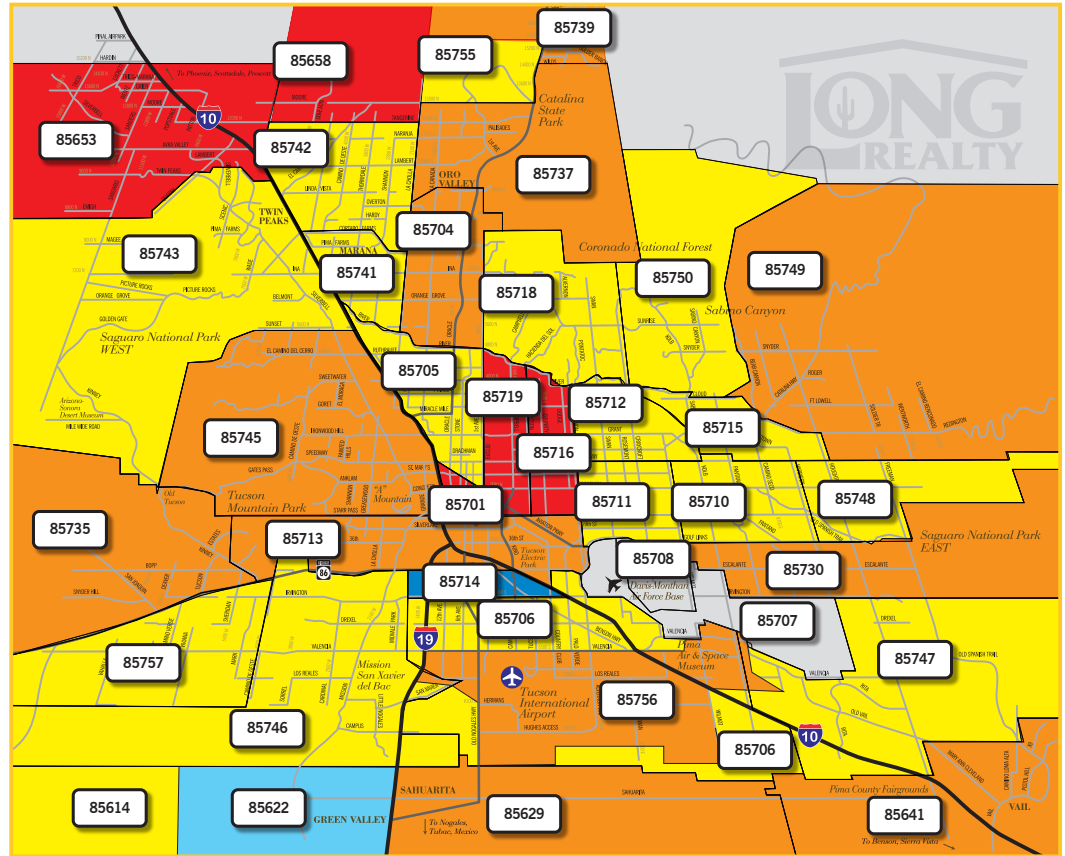


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2017-AUG 2017 TO
JUN 2018-AUG 2018

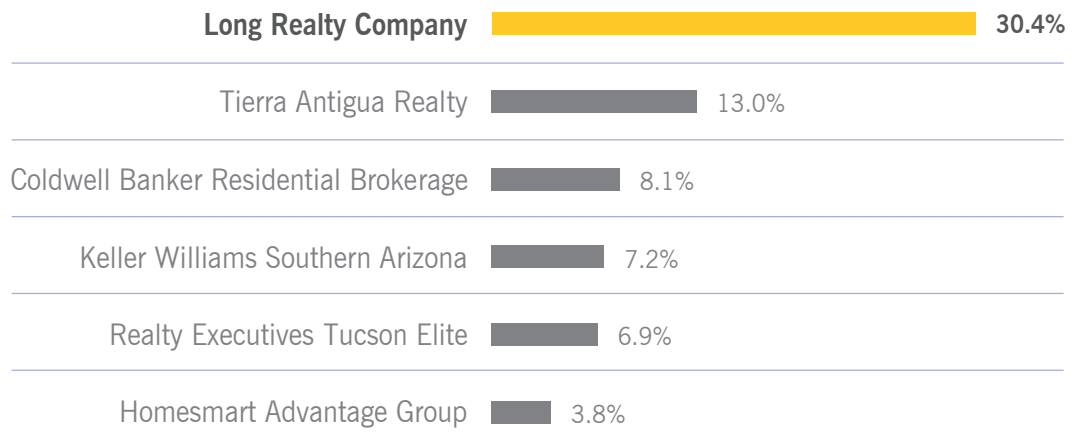
This heat map represents the percentage of change in Tucson metro median sales prices from June 2017-August 2017 to June 2018-August 2018 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2017 – 08/31/2018 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.