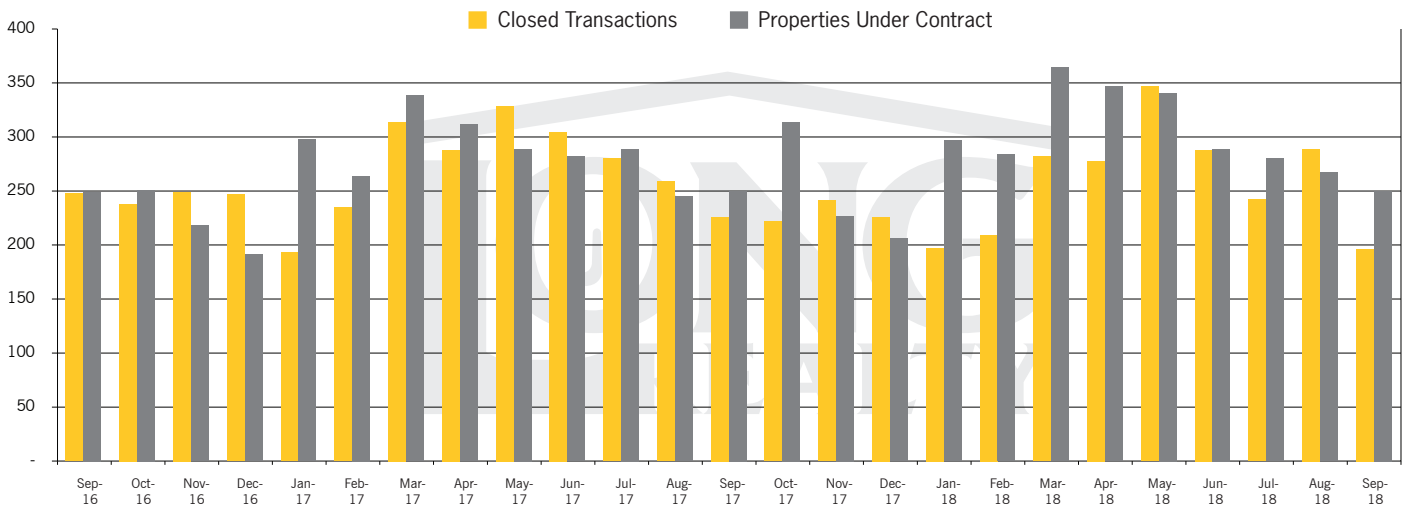




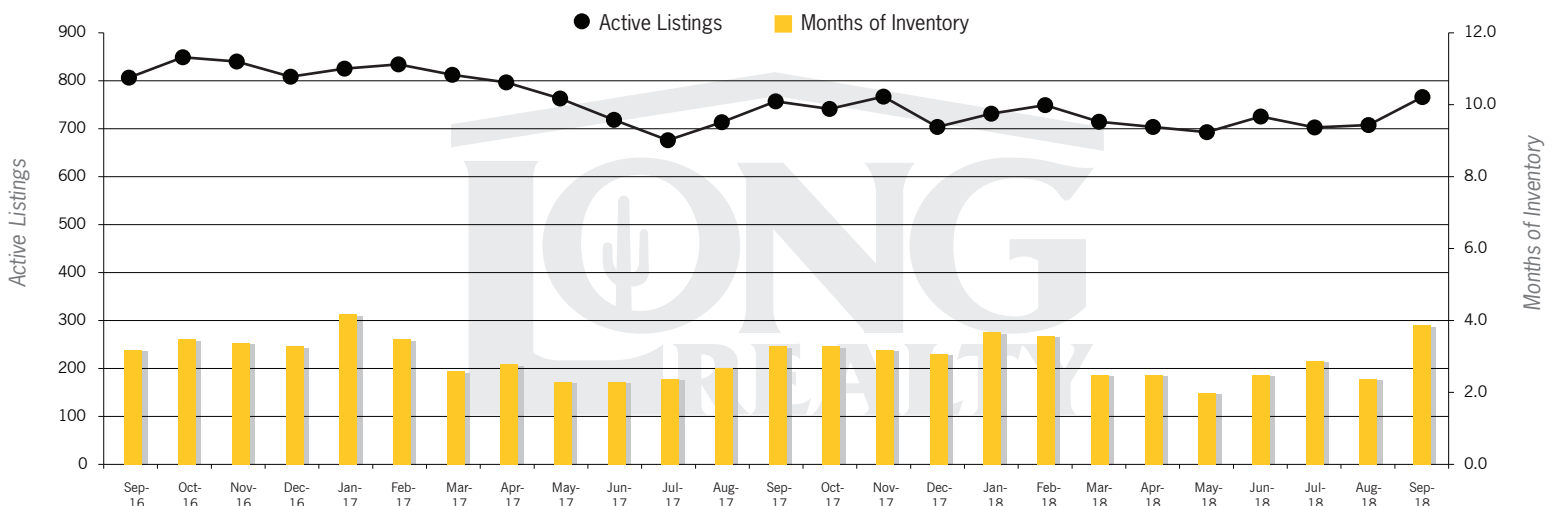
## Tucson Northwest | October 2018

In the Tucson Northwest area, September 2018 active inventory was 764, a 1% increase from September 2017. There were 197 closings in September 2018, a 13% decrease from September 2017. Year-to-date 2018 there were 2,438 closings, a 1% decrease from year-to-date 2017. Months of Inventory was 3.9, up from 3.3 in September 2017. Median price of sold homes was \$255,000 for the month of September 2018, down 4% from September 2017. The Tucson Northwest area had 251 new properties under contract in September 2018, unchanged from September 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 10/03/2018 is believed to be reliable, but not guaranteed.



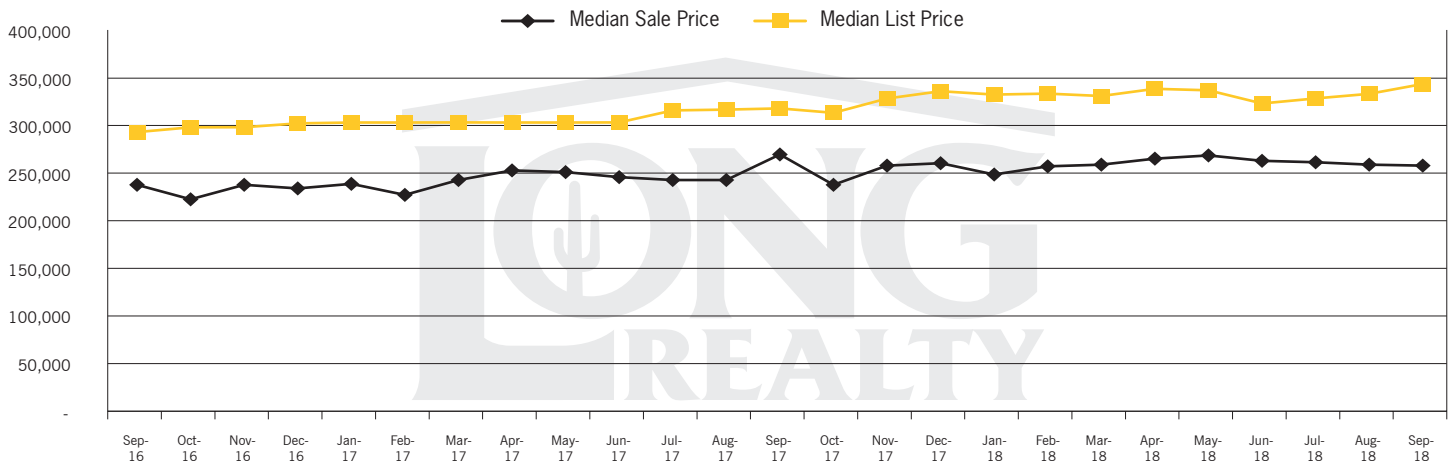
# The Housing Report

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Tucson Northwest | October 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	\$266,600	3.800%	\$1,180.13
2018	\$255,000	4.875%	\$1,282.01

## 30 YEAR FIXED MORTGAGE RATE



Source: Residential median sales prices. Data obtained 10/03/2018 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.

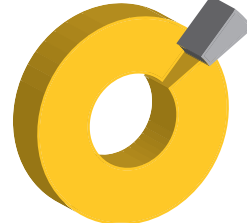
Source: FreddieMac.com

## 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.

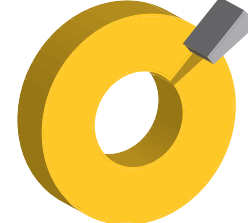
2017

96%



2018 Year to Date

97%



■ Distressed  
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the MLSSAZ on 10/03/2018. Information is believed to be reliable, but not guaranteed.



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Tucson Northwest | October 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
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18			
\$1 - 49,999	1	0	0	1	1	0	0	n/a	3.0	Seller
\$50,000 - 74,999	0	1	1	2	0	2	0	n/a	0.5	Seller
\$75,000 - 99,999	0	0	1	2	1	0	1	0.0	0.0	Seller
\$100,000 - 124,999	1	1	6	3	2	2	1	1.0	0.8	Seller
\$125,000 - 149,999	5	4	6	2	7	5	4	1.3	0.8	Seller
\$150,000 - 174,999	14	21	24	20	16	26	14	1.0	0.7	Seller
\$175,000 - 199,999	36	31	40	36	32	40	26	1.4	1.1	Seller
\$200,000 - 224,999	50	42	42	40	33	35	23	2.2	1.5	Seller
\$225,000 - 249,999	64	31	41	24	29	33	26	2.5	2.1	Seller
\$250,000 - 274,999	44	30	33	32	18	31	19	2.3	1.8	Seller
\$275,000 - 299,999	57	23	26	23	26	23	12	4.8	2.7	Seller
\$300,000 - 349,999	93	33	52	42	33	34	25	3.7	2.8	Seller
\$350,000 - 399,999	93	24	26	28	25	26	15	6.2	4.0	Seller
\$400,000 - 499,999	105	28	36	20	19	25	14	7.5	5.1	Balanced
\$500,000 - 599,999	48	9	10	7	6	9	5	9.6	6.4	Balanced
\$600,000 - 699,999	28	9	7	10	4	4	5	5.6	7.1	Slightly Buyer
\$700,000 - 799,999	29	5	3	7	0	2	2	14.5	19.3	Buyer
\$800,000 - 899,999	21	3	1	1	2	2	2	10.5	9.8	Buyer
\$900,000 - 999,999	19	3	1	2	2	1	0	n/a	19.7	Buyer
\$1,000,000 - and over	56	1	3	2	1	4	3	18.7	21.0	Buyer
<b>TOTAL</b>	<b>764</b>	<b>299</b>	<b>359</b>	<b>304</b>	<b>257</b>	<b>304</b>	<b>197</b>	<b>3.9</b>	<b>2.9</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 10/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2018-09/30/2018. Information is believed to be reliable, but not guaranteed.

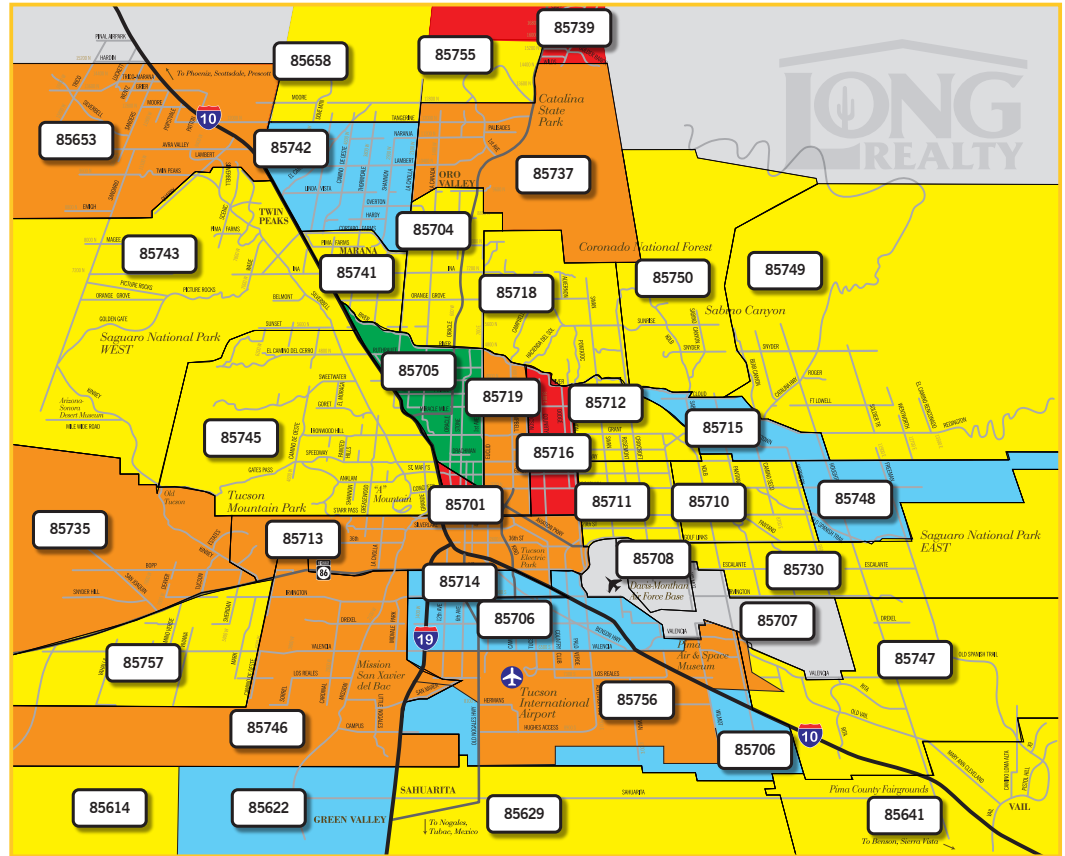


Tucson Northwest | October 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2017-SEP 2017 TO  
JUL 2018-SEP 2018

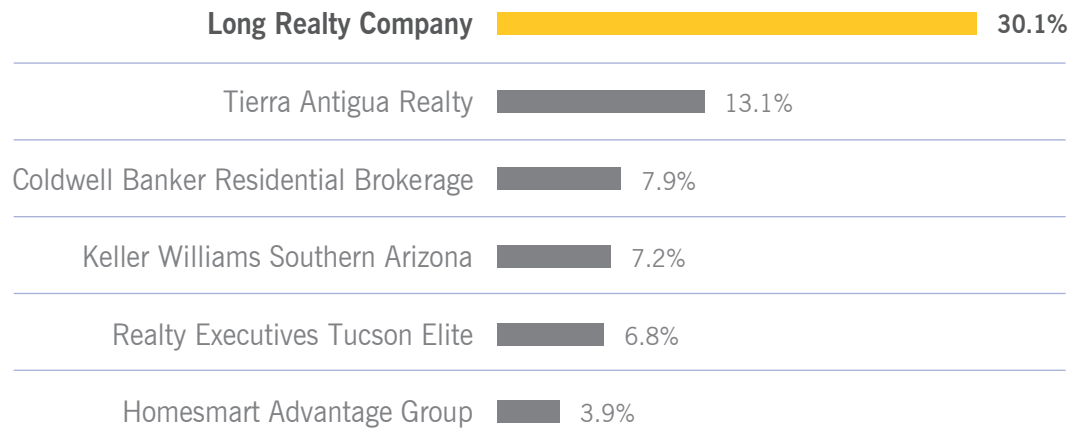
This heat map represents the percentage of change in Tucson metro median sales prices from July 2017-September 2017 to July 2018-September 2018 by zip code.



## MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market  
in successful real estate sales.

Data Obtained 10/03/2018 from  
MLSSAZ using BrokerMetrics software  
for all closed residential sales volume  
between 10/01/2017 – 09/30/2018  
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.