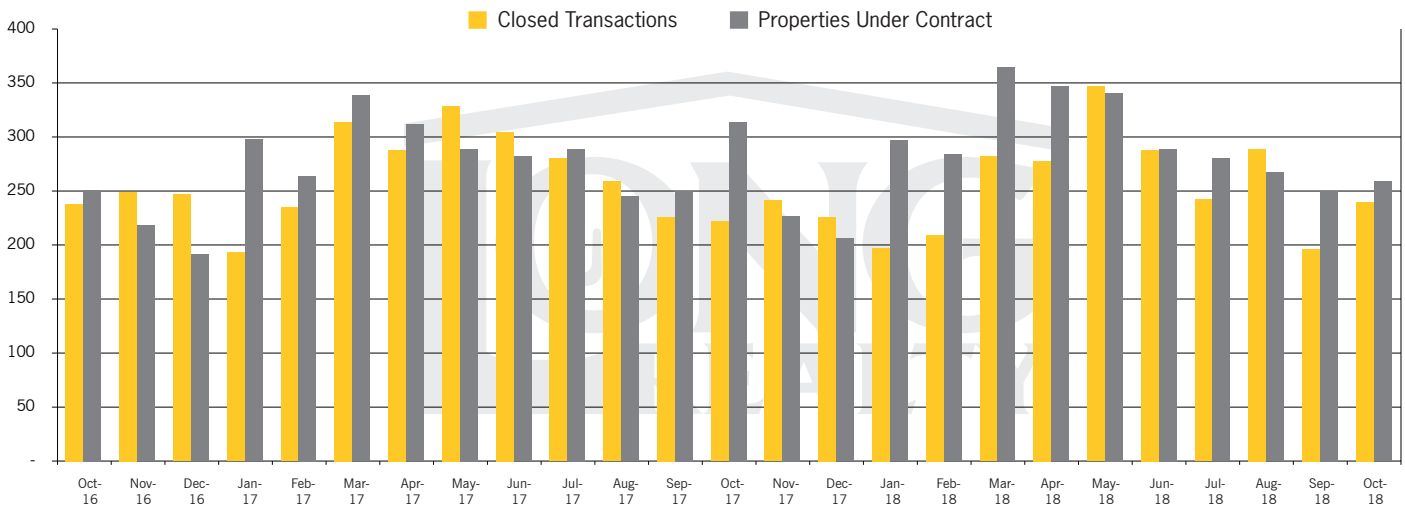




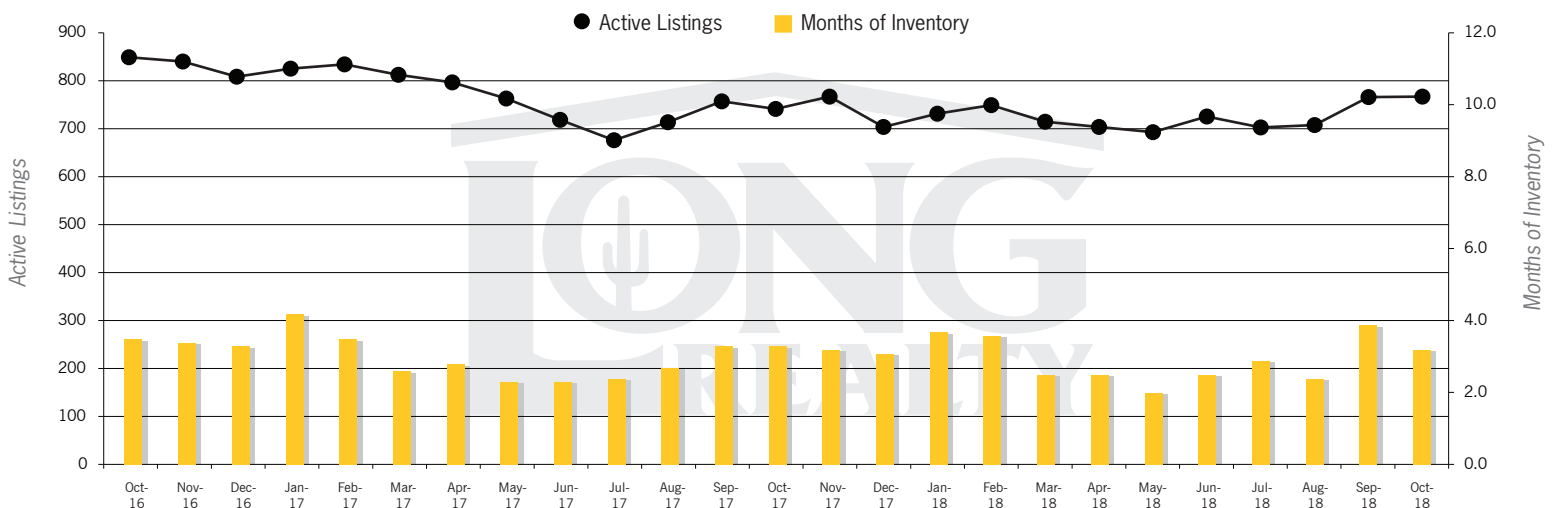
Tucson Northwest | November 2018

In the Tucson Northwest area, October 2018 active inventory was 765, a 4% increase from October 2017. There were 241 closings in October 2018, a 8% increase from October 2017. Year-to-date 2018 there were 2,688 closings, a 1% decrease from year-to-date 2017. Months of Inventory was 3.2, down from 3.3 in October 2017. Median price of sold homes was \$264,000 for the month of October 2018, up 12% from October 2017. The Tucson Northwest area had 260 new properties under contract in October 2018, down 17% from October 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

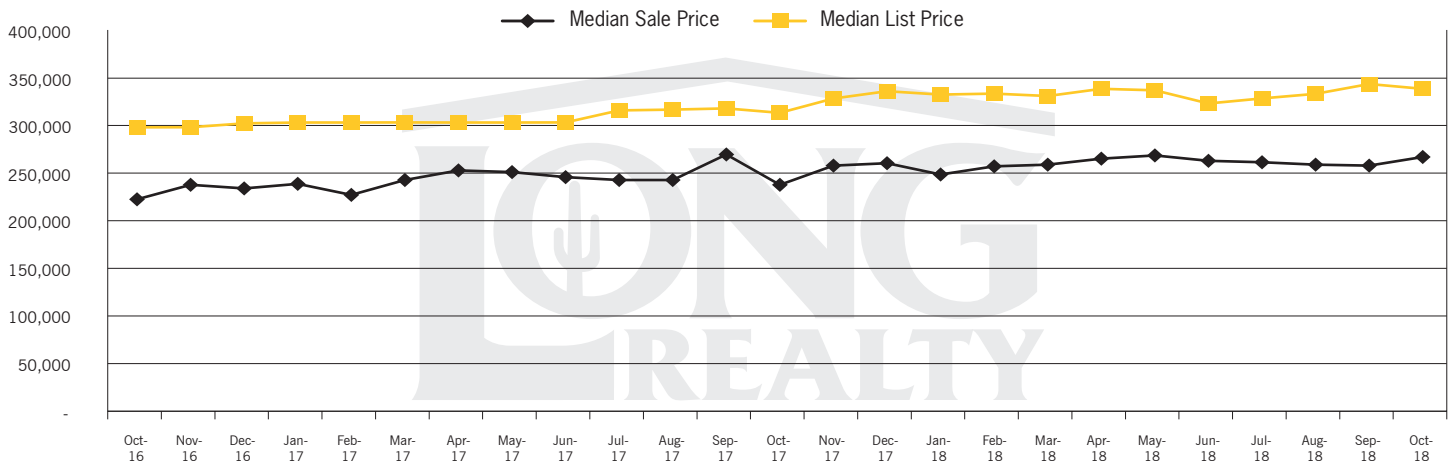


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.*



Tucson Northwest | November 2018

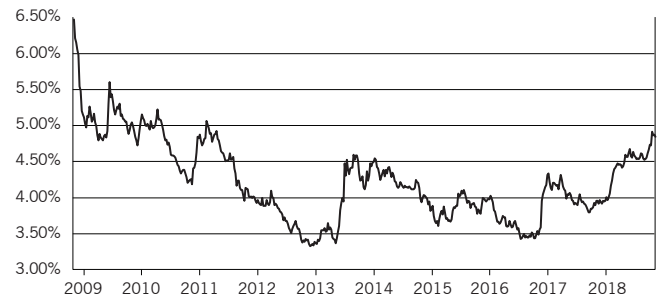
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



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	\$235,000	4.250%	\$1,098.26
2018	\$264,000	5.125%	\$1,365.57

30 YEAR FIXED MORTGAGE RATE

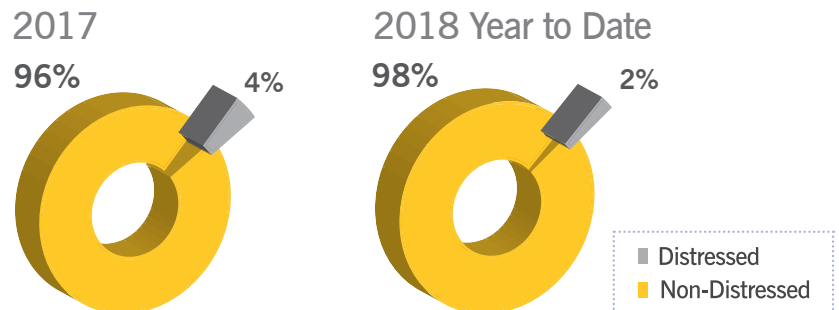


Source: Residential median sales prices. Data obtained 11/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			
\$1 - 49,999	0	0	1	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	1	2	0	2	0	1	1.0	0.3	Seller
\$75,000 - 99,999	0	1	2	1	0	1	0	n/a	0.0	Seller
\$100,000 - 124,999	1	6	3	2	2	1	1	1.0	0.8	Seller
\$125,000 - 149,999	4	6	2	7	5	4	1	4.0	1.2	Seller
\$150,000 - 174,999	12	24	20	17	26	14	17	0.7	0.7	Seller
\$175,000 - 199,999	40	40	36	32	41	26	33	1.2	1.1	Seller
\$200,000 - 224,999	48	42	40	33	35	24	25	1.9	1.6	Seller
\$225,000 - 249,999	53	41	24	29	33	26	32	1.7	2.0	Seller
\$250,000 - 274,999	48	33	32	18	31	21	19	2.5	1.8	Seller
\$275,000 - 299,999	48	26	23	26	23	13	17	2.8	2.9	Seller
\$300,000 - 349,999	100	52	42	33	34	25	29	3.4	3.1	Seller
\$350,000 - 399,999	95	26	28	25	26	16	20	4.8	4.4	Slightly Seller
\$400,000 - 499,999	96	36	20	19	25	15	21	4.6	4.8	Slightly Seller
\$500,000 - 599,999	49	10	7	6	9	5	8	6.1	6.3	Balanced
\$600,000 - 699,999	33	7	10	4	4	5	9	3.7	5.1	Balanced
\$700,000 - 799,999	31	3	7	0	2	2	4	7.8	10.6	Buyer
\$800,000 - 899,999	27	1	1	2	2	2	2	13.5	11.5	Buyer
\$900,000 - 999,999	17	1	2	2	1	0	0	n/a	55.0	Buyer
\$1,000,000 - and over	62	3	2	1	4	3	2	31.0	19.6	Buyer
TOTAL	765	359	304	258	305	203	241	3.2	3.0	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 11/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.

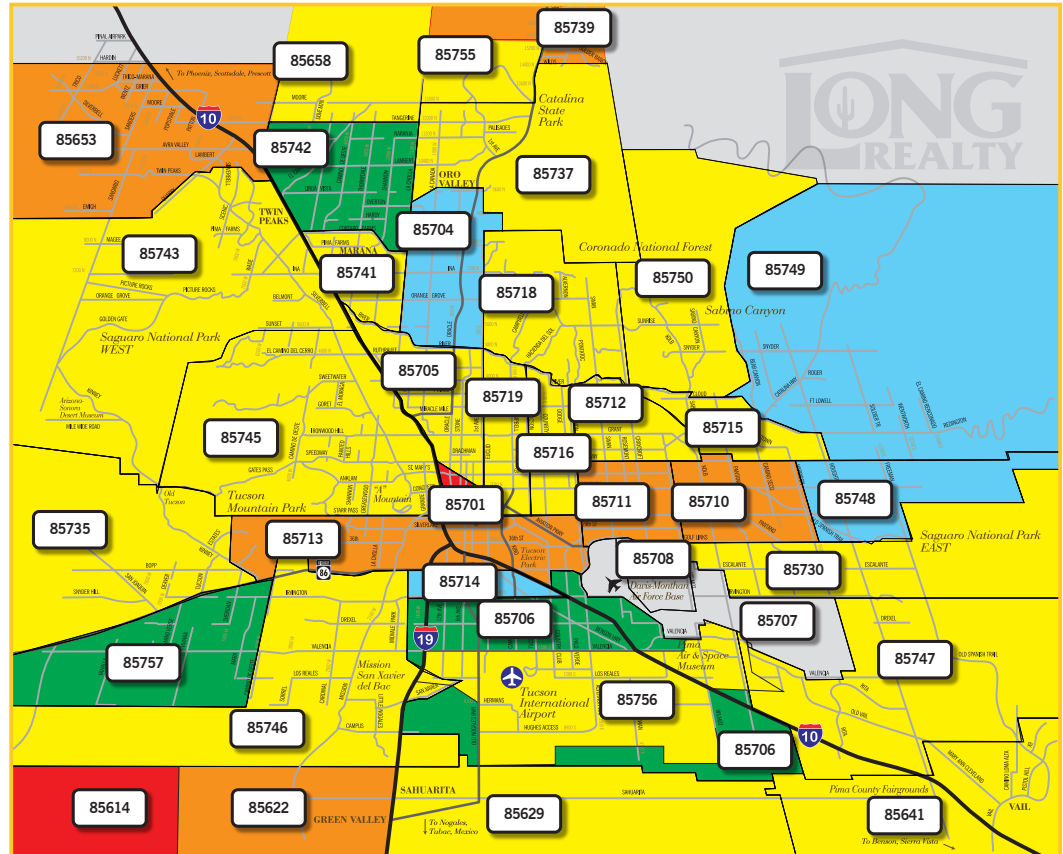
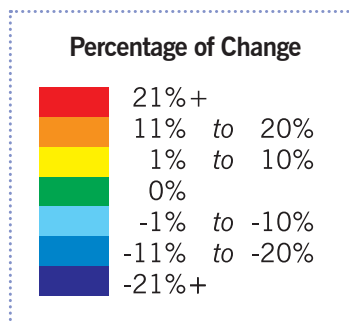


Tucson Northwest | November 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2017-OCT 2017 TO
AUG 2018-OCT 2018

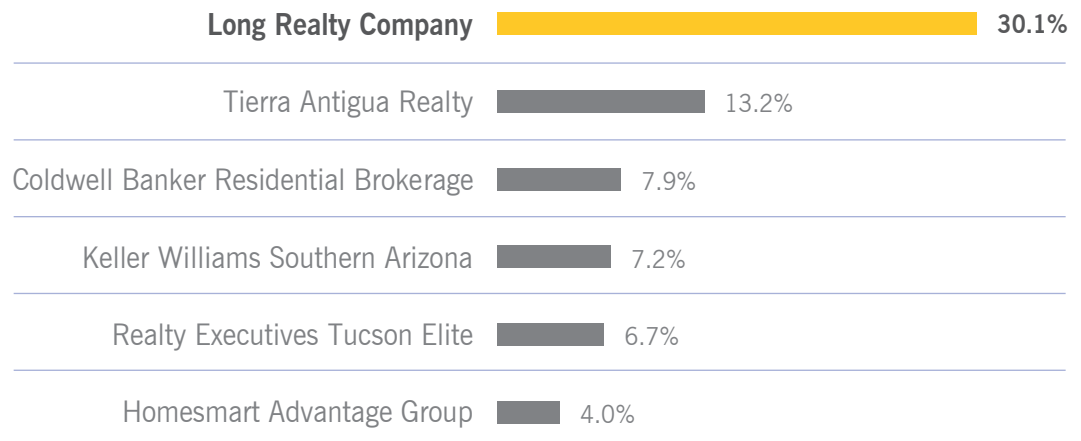
This heat map represents the percentage of change in Tucson metro median sales prices from August 2017-October 2017 to August 2018-October 2018 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market
in successful real estate sales.

Data Obtained 11/05/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 11/01/2017 – 10/31/2018
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.