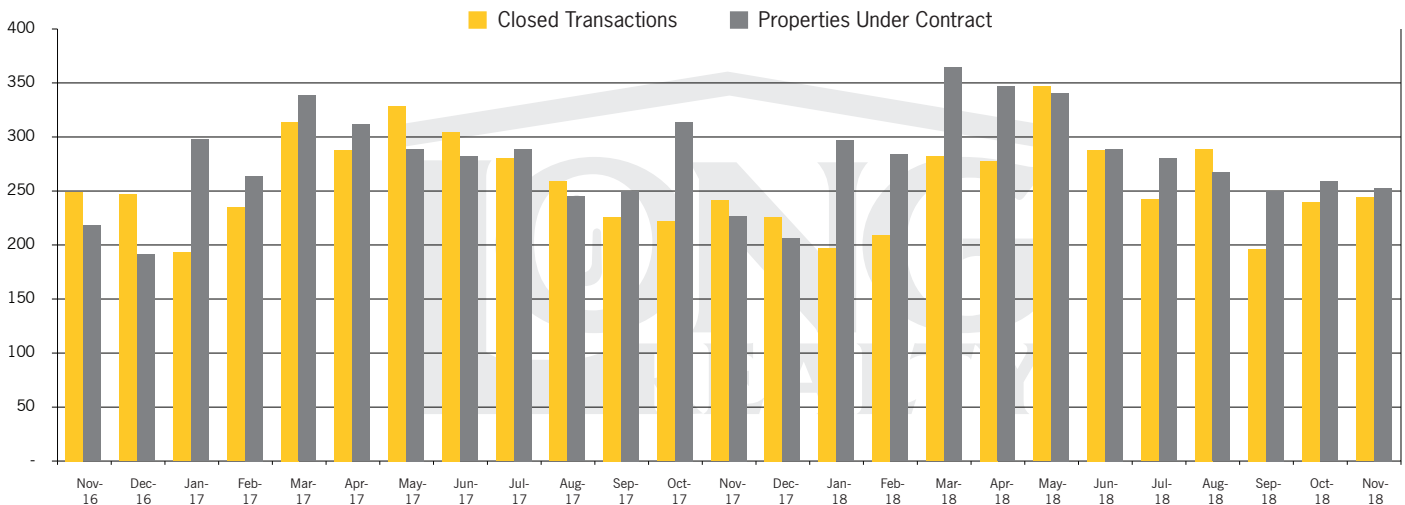




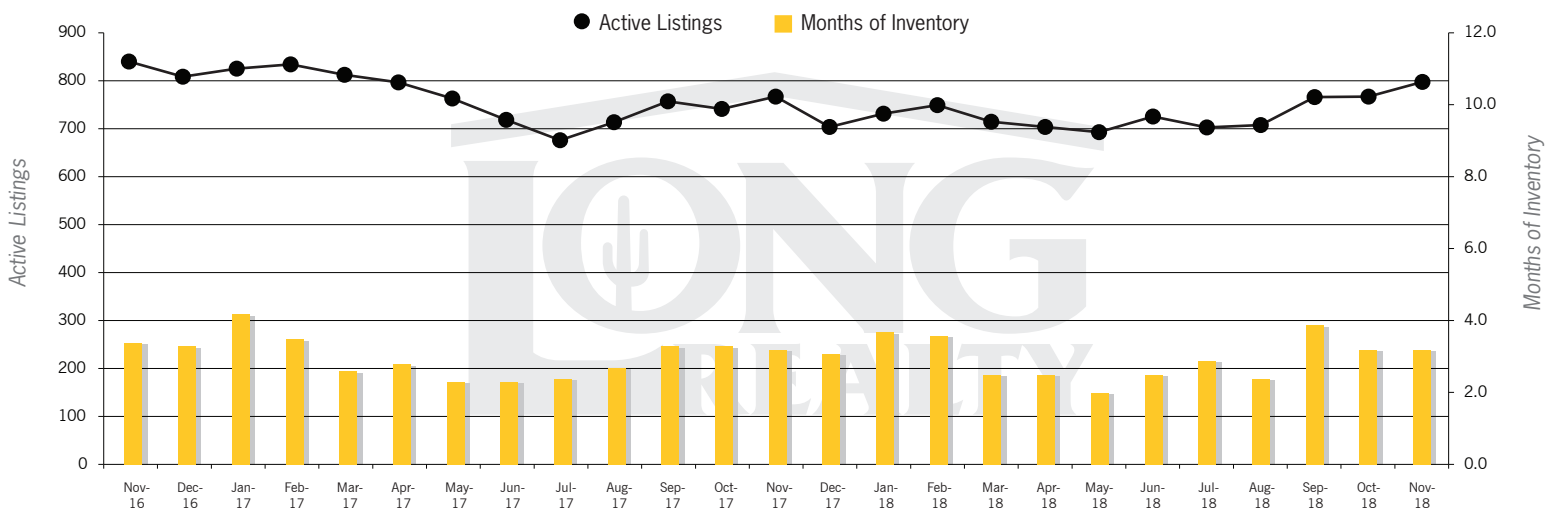
## Tucson Northwest | December 2018

In the Tucson Northwest area, November 2018 active inventory was 796, a 4% increase from November 2017. There were 245 closings in November 2018, a 1% increase from November 2017. Year-to-date 2018 there were 2,945 closings, a 1% decrease from year-to-date 2017. Months of Inventory was 3.2, unchanged from 3.2 in November 2017. Median price of sold homes was \$243,000 for the month of November 2018, down 5% from November 2017. The Tucson Northwest area had 254 new properties under contract in November 2018, up 11% from November 2017.

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



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

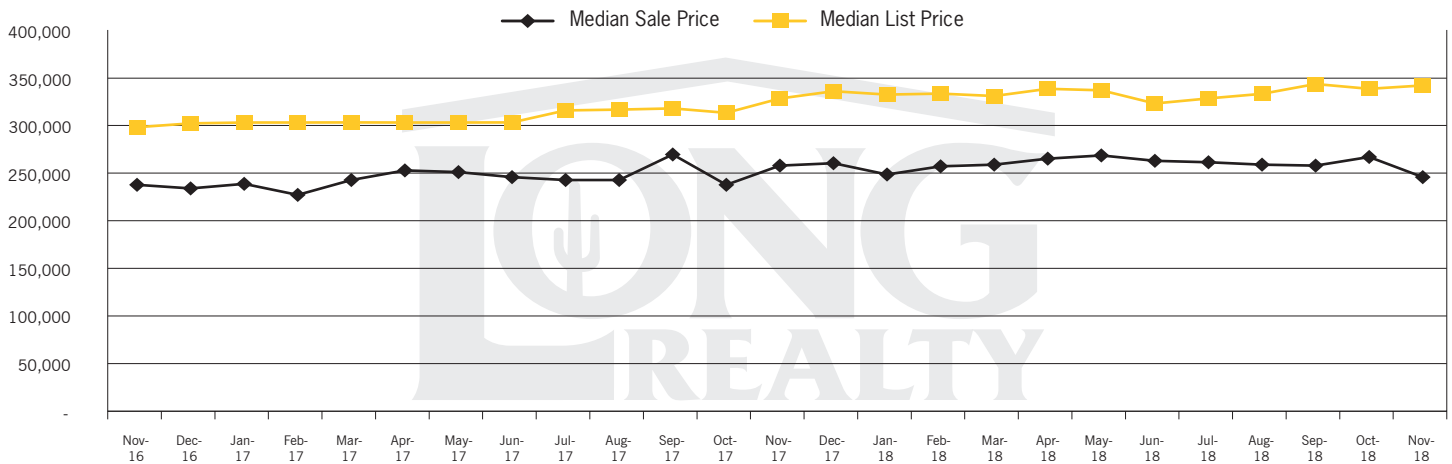


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2018 is believed to be reliable, but not guaranteed.



Tucson Northwest | December 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	\$255,000	4.250%	\$1,191.72
2018	\$243,000	5.125%	\$1,256.95

## 30 YEAR FIXED MORTGAGE RATE

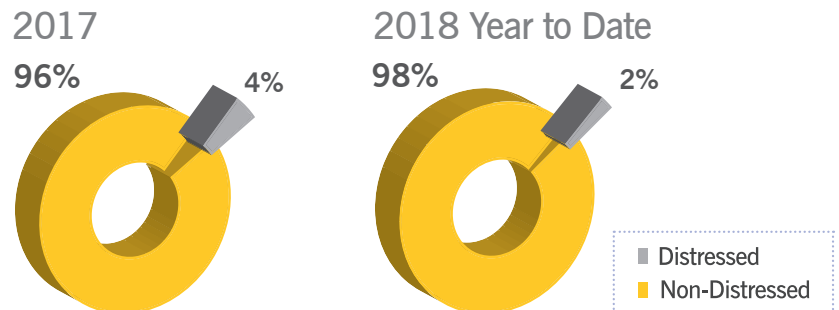


Source: Residential median sales prices. Data obtained 12/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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Tucson Northwest | December 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
		Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18			
\$1 - 49,999	0	1	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	2	0	2	0	1	1	2.0	1.5	Seller
\$75,000 - 99,999	4	2	1	0	1	0	1	4.0	2.0	Seller
\$100,000 - 124,999	2	3	2	2	1	1	4	0.5	0.7	Seller
\$125,000 - 149,999	5	2	7	5	4	1	7	0.7	1.2	Seller
\$150,000 - 174,999	10	20	17	26	14	17	16	0.6	0.8	Seller
\$175,000 - 199,999	52	36	32	42	26	33	33	1.6	1.4	Seller
\$200,000 - 224,999	49	40	33	35	24	25	34	1.4	1.8	Seller
\$225,000 - 249,999	59	24	29	33	26	32	35	1.7	1.9	Seller
\$250,000 - 274,999	50	32	18	31	21	19	20	2.5	2.4	Seller
\$275,000 - 299,999	59	23	26	23	14	19	16	3.7	3.3	Seller
\$300,000 - 349,999	90	42	33	34	25	30	28	3.2	3.4	Seller
\$350,000 - 399,999	104	28	25	26	16	22	20	5.2	5.0	Balanced
\$400,000 - 499,999	93	20	19	25	15	23	15	6.2	5.5	Balanced
\$500,000 - 599,999	42	7	6	9	5	10	4	10.5	7.3	Slightly Buyer
\$600,000 - 699,999	33	10	4	4	5	9	4	8.3	5.2	Balanced
\$700,000 - 799,999	29	7	0	2	3	4	6	4.8	6.8	Slightly Buyer
\$800,000 - 899,999	26	1	2	2	2	2	0	n/a	18.5	Buyer
\$900,000 - 999,999	16	2	2	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	71	2	1	4	3	2	1	71.0	31.5	Buyer
<b>TOTAL</b>	<b>796</b>	<b>304</b>	<b>258</b>	<b>306</b>	<b>205</b>	<b>250</b>	<b>245</b>	<b>3.2</b>	<b>3.3</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 12/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2018-11/30/2018. Information is believed to be reliable, but not guaranteed.

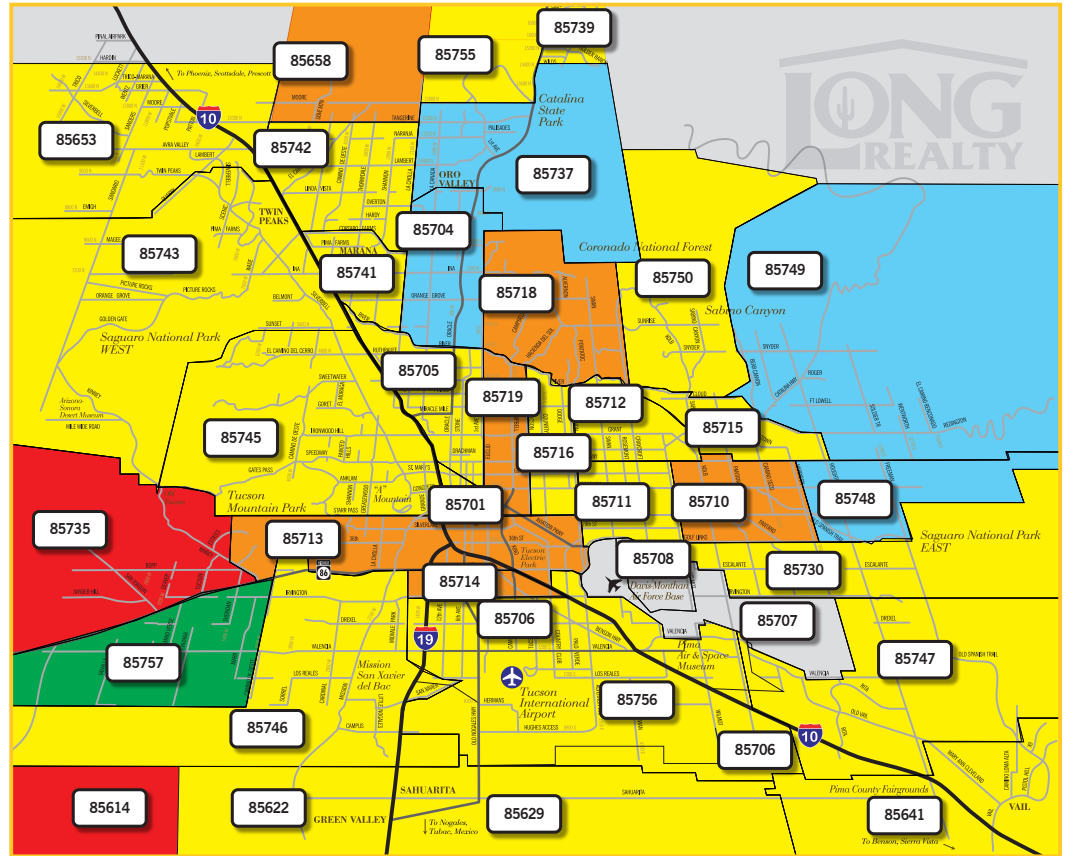


Tucson Northwest | December 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2017-NOV 2017 TO  
SEP 2018-NOV 2018

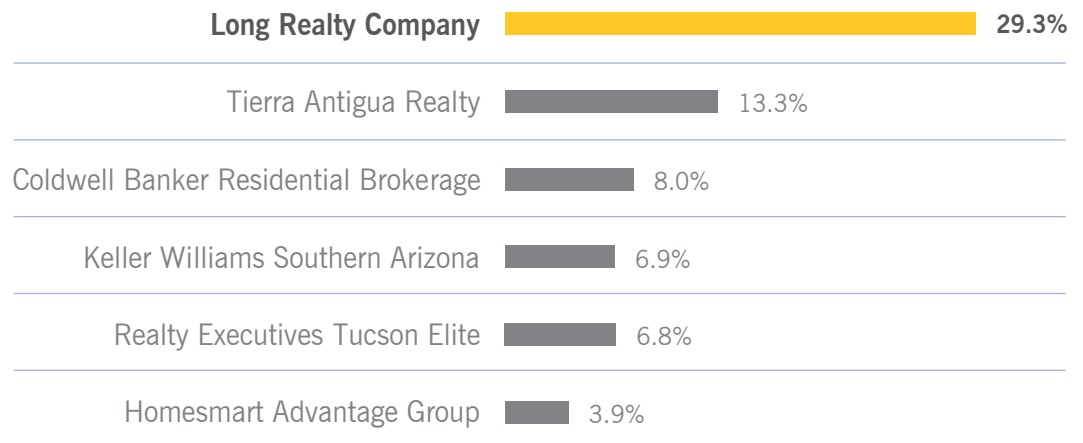
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2017-November 2017 to September 2018-November 2018 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

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

*Data Obtained 12/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2017 – 11/30/2018 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.