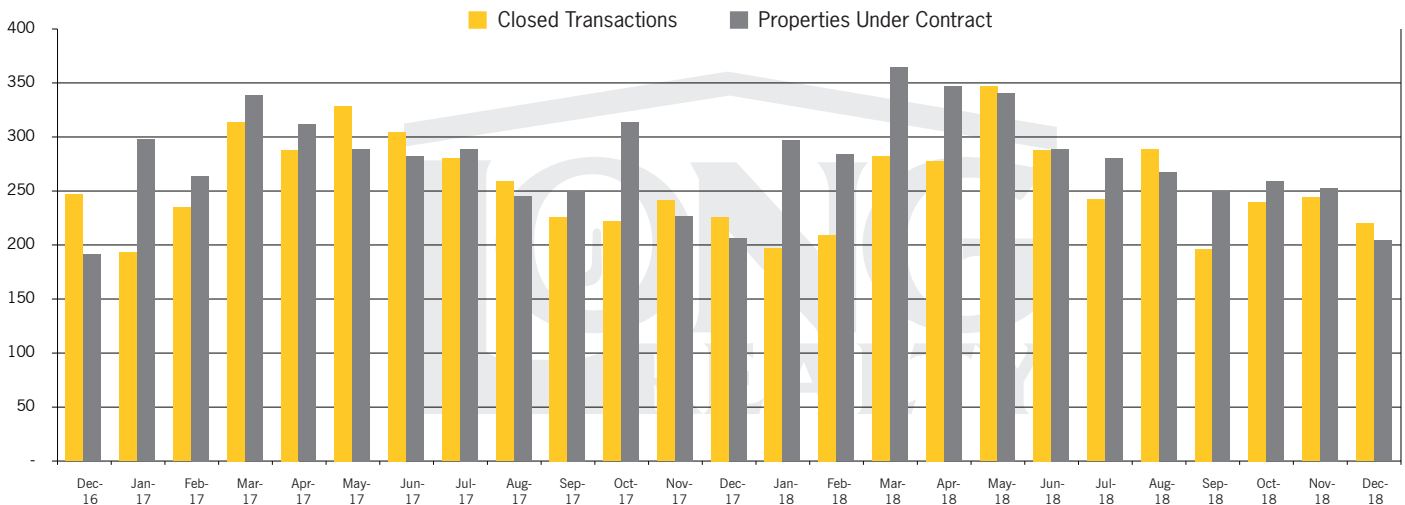




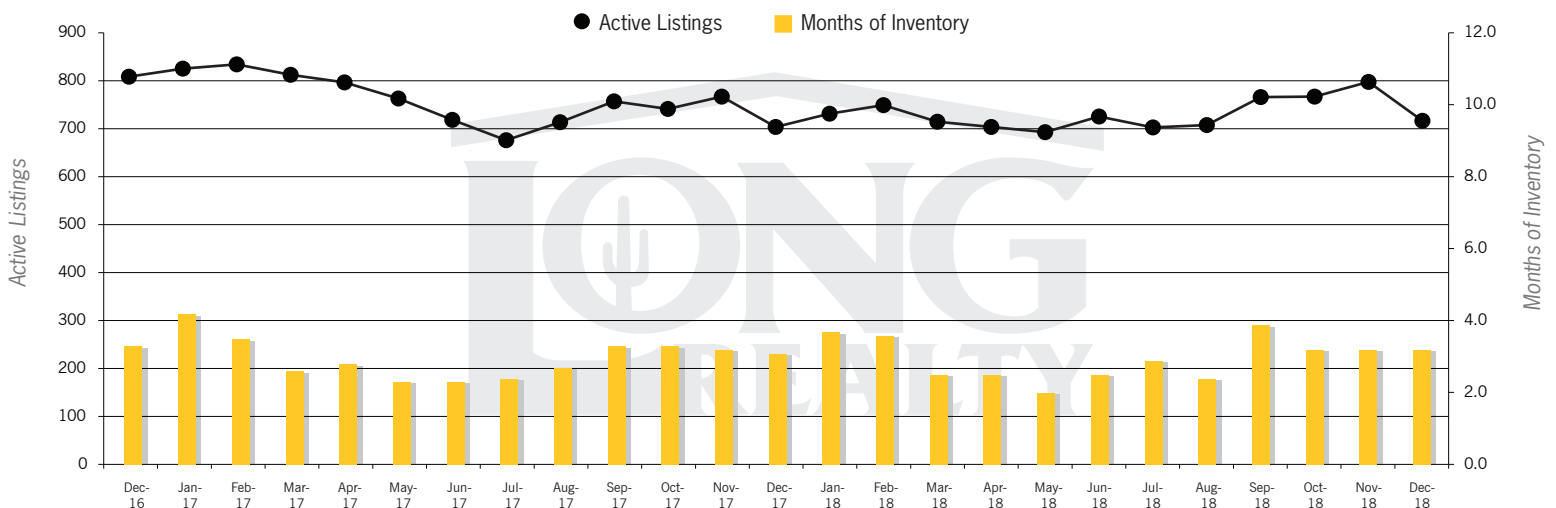
## Tucson Northwest | January 2019

In the Tucson Northwest area, December 2018 active inventory was 714, a 2% increase from December 2017. There were 221 closings in December 2018, a 3% decrease from December 2017. Year-to-date 2018 there were 3,170 closings, a 1% decrease from year-to-date 2017. Months of Inventory was 3.2, up from 3.1 in December 2017. Median price of sold homes was \$260,000 for the month of December 2018, up 1% from December 2017. The Tucson Northwest area had 205 new properties under contract in December 2018, down 1% from December 2017.

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



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

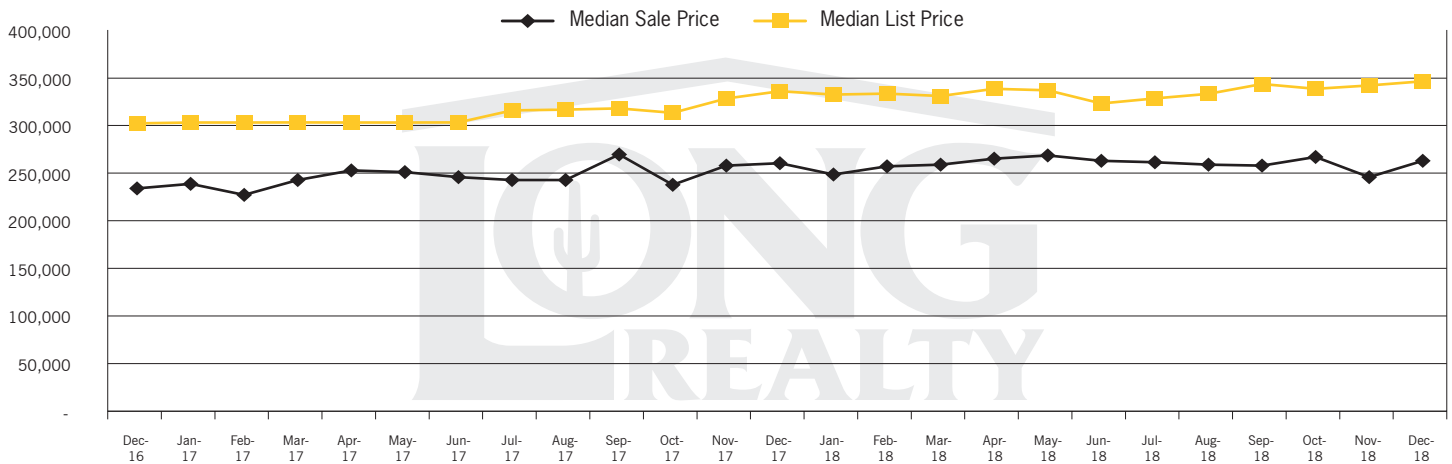


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/04/2019 is believed to be reliable, but not guaranteed.



Tucson Northwest | January 2019

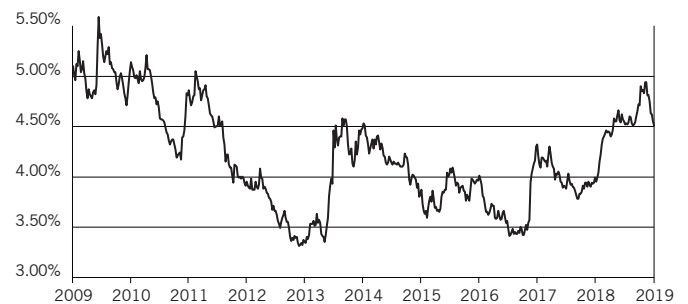
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



## 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	\$257,500	4.250%	\$1,203.41
2018	\$260,000	4.875%	\$1,307.14

## 30 YEAR FIXED MORTGAGE RATE

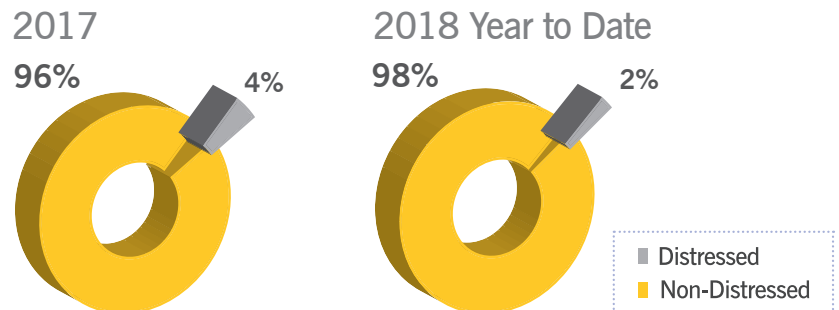


Source: Residential median sales prices. Data obtained 01/04/2019 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | January 2019

## 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
		Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18			
\$1 - 49,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	2	0	1	1	0	n/a	2.0	Seller
\$75,000 - 99,999	5	1	0	1	0	1	0	n/a	9.0	Buyer
\$100,000 - 124,999	1	2	2	1	1	4	4	0.3	0.4	Seller
\$125,000 - 149,999	2	7	5	4	1	7	6	0.3	0.8	Seller
\$150,000 - 174,999	10	17	26	14	17	17	16	0.6	0.6	Seller
\$175,000 - 199,999	44	32	42	26	33	33	27	1.6	1.5	Seller
\$200,000 - 224,999	44	33	35	24	25	34	20	2.2	1.8	Seller
\$225,000 - 249,999	48	29	33	26	32	35	23	2.1	1.8	Seller
\$250,000 - 274,999	41	18	31	21	19	21	21	2.0	2.3	Seller
\$275,000 - 299,999	54	26	23	14	19	16	14	3.9	3.3	Seller
\$300,000 - 349,999	78	33	34	25	30	28	31	2.5	3.0	Seller
\$350,000 - 399,999	95	25	26	17	22	20	17	5.6	5.0	Slightly Seller
\$400,000 - 499,999	88	19	25	15	23	15	21	4.2	4.7	Slightly Seller
\$500,000 - 599,999	37	6	9	5	10	5	6	6.2	6.1	Balanced
\$600,000 - 699,999	31	4	4	5	9	4	6	5.2	5.1	Balanced
\$700,000 - 799,999	31	0	2	3	4	6	2	15.5	7.6	Slightly Buyer
\$800,000 - 899,999	25	2	2	2	2	0	3	8.3	15.6	Buyer
\$900,000 - 999,999	16	2	1	0	0	0	3	5.3	16.3	Buyer
\$1,000,000 - and over	63	1	4	3	2	1	1	63.0	49.0	Buyer
<b>TOTAL</b>	<b>714</b>	<b>258</b>	<b>306</b>	<b>206</b>	<b>250</b>	<b>248</b>	<b>221</b>	<b>3.2</b>	<b>3.2</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 01/04/2019.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2018-12/31/2018. Information is believed to be reliable, but not guaranteed.

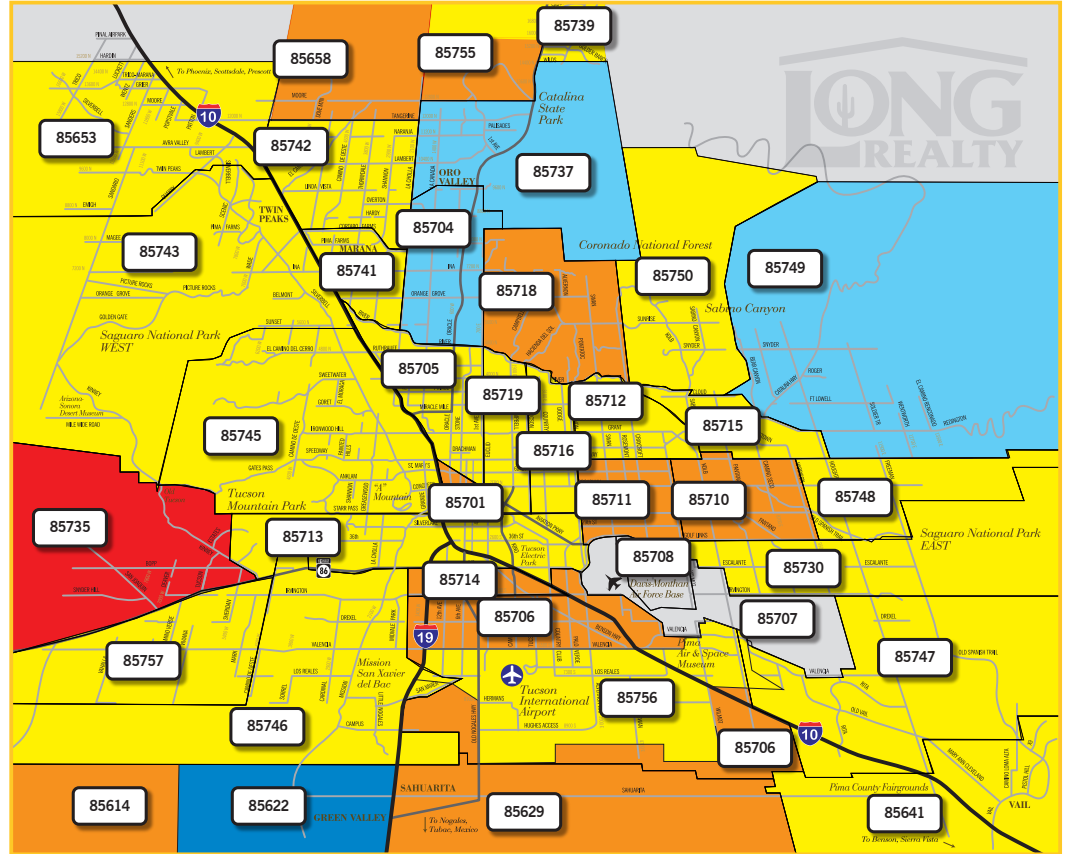


Tucson Northwest | January 2019

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2017-DEC 2017 TO  
OCT 2018-DEC 2018

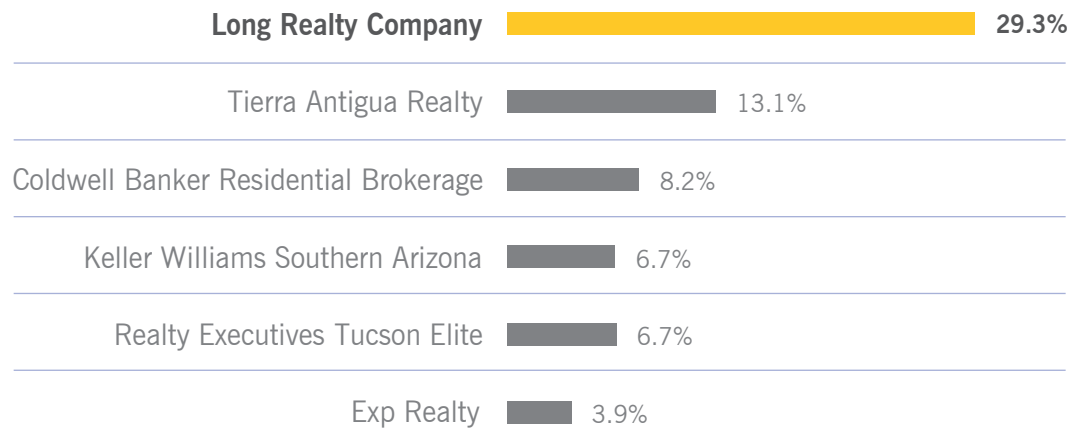
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2017-December 2017 to October 2018-December 2018 by zip code.*



## MARKET SHARE – TUCSON NORTHWEST

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

*Data Obtained 01/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2018 – 12/31/2018 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.