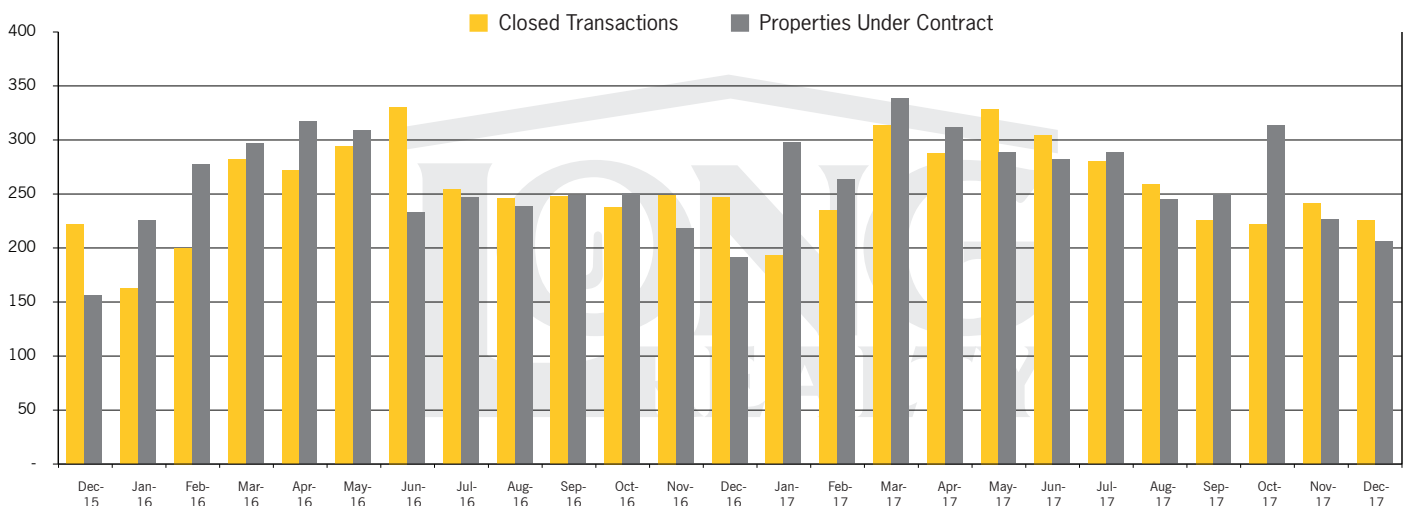




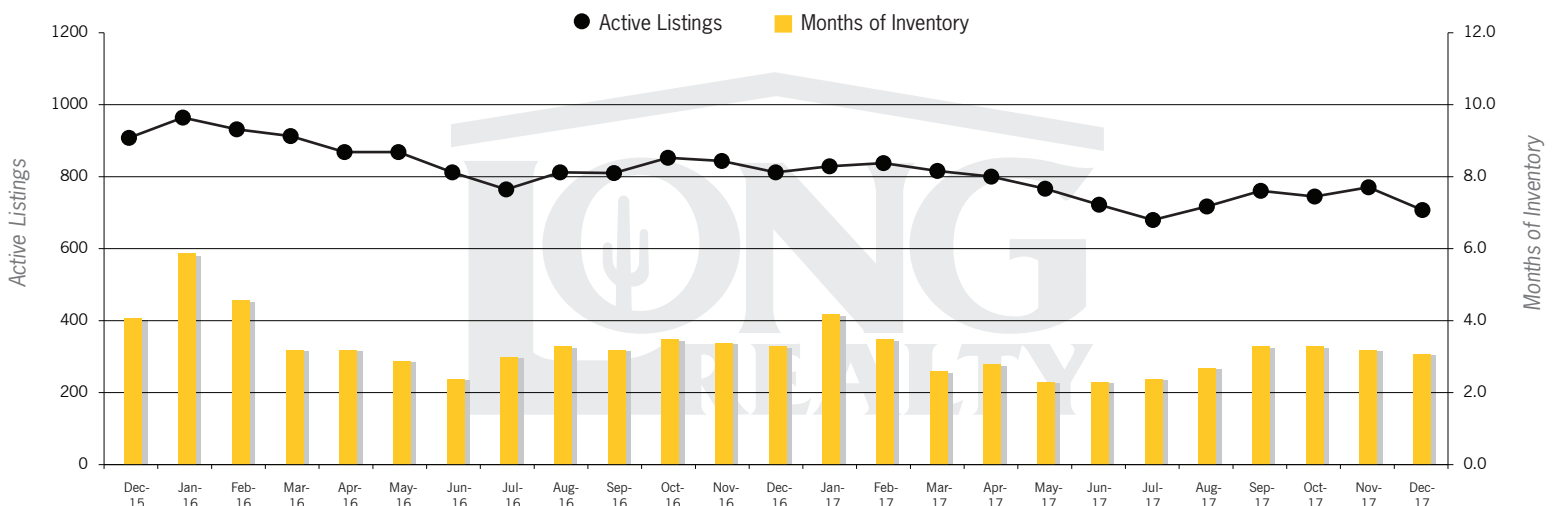
Tucson Northwest | January 2018

In the Tucson Northwest area, December 2017 active inventory was 701, a 13% decrease from December 2016. There were 227 closings in December 2017, an 8% decrease from December 2016. Year-to-date 2017 there were 3,187 closings, a 5% increase from year-to-date 2016. Months of Inventory was 3.1, down from 3.3 in December 2016. Median price of sold homes was \$257,500 for the month of December 2017, up 11% from December 2016. The Tucson Northwest area had 207 new properties under contract in December 2017, up 8% from December 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

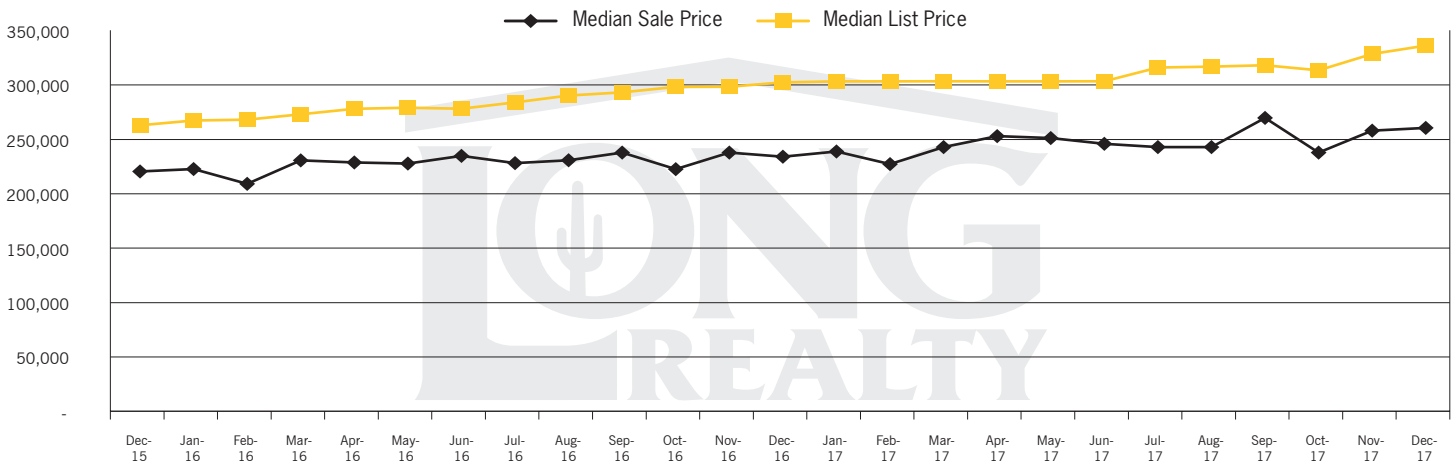


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/04/2018 is believed to be reliable, but not guaranteed.*



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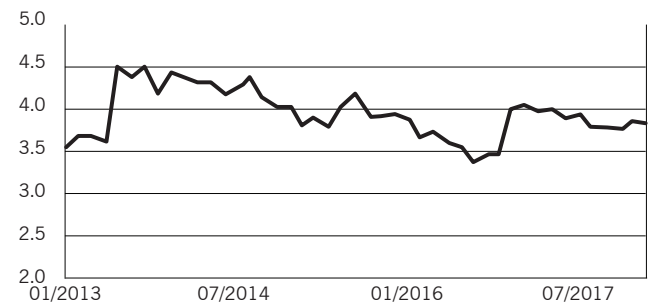
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2016	\$231,250	4.125%	\$1,064.71
2017	\$257,500	4.000%	\$1,167.88

30 YEAR FIXED MORTGAGE RATE

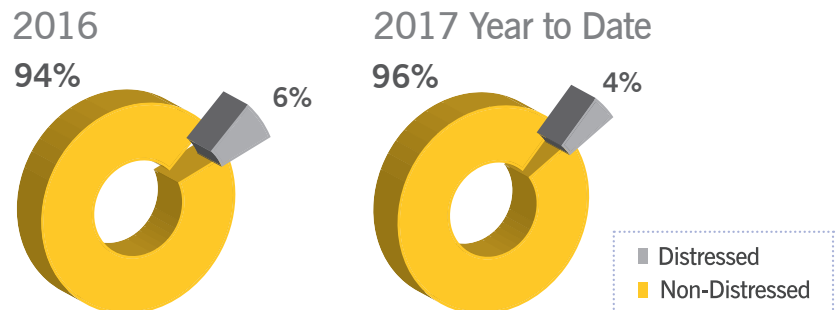


Source: Residential median sales prices. Data obtained 01/04/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.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
		Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17			
\$1 - 49,999	0	0	0	0	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	2	1	2	0	1	2	1	2.0	0.8	Seller
\$75,000 - 99,999	2	2	3	1	1	3	0	n/a	2.0	Seller
\$100,000 - 124,999	4	4	3	0	3	0	1	4.0	3.0	Seller
\$125,000 - 149,999	8	14	12	7	13	10	5	1.6	0.9	Seller
\$150,000 - 174,999	16	27	29	28	23	20	27	0.6	0.6	Seller
\$175,000 - 199,999	39	37	43	34	31	25	27	1.4	1.5	Seller
\$200,000 - 224,999	36	36	27	27	33	40	20	1.8	1.5	Seller
\$225,000 - 249,999	51	30	19	17	24	19	23	2.2	2.3	Seller
\$250,000 - 274,999	48	24	25	18	15	26	28	1.7	2.5	Seller
\$275,000 - 299,999	55	18	13	16	14	29	18	3.1	3.0	Seller
\$300,000 - 349,999	90	39	28	26	25	29	17	5.3	3.9	Seller
\$350,000 - 399,999	80	16	21	20	21	18	20	4.0	4.0	Seller
\$400,000 - 499,999	76	22	21	31	17	16	21	3.6	4.2	Slightly Seller
\$500,000 - 599,999	42	4	12	5	10	6	11	3.8	5.6	Balanced
\$600,000 - 699,999	31	2	2	4	4	2	3	10.3	10.7	Buyer
\$700,000 - 799,999	25	5	2	6	0	4	2	12.5	11.2	Buyer
\$800,000 - 899,999	22	2	2	0	0	1	2	11.0	24.7	Buyer
\$900,000 - 999,999	18	0	1	0	2	1	0	n/a	16.7	Buyer
\$1,000,000 - and over	56	1	3	1	0	2	1	56.0	56.0	Buyer
TOTAL	701	284	268	241	238	253	227	3.1	3.1	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 01/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2017 - 12/31/2017. Information is believed to be reliable, but not guaranteed.

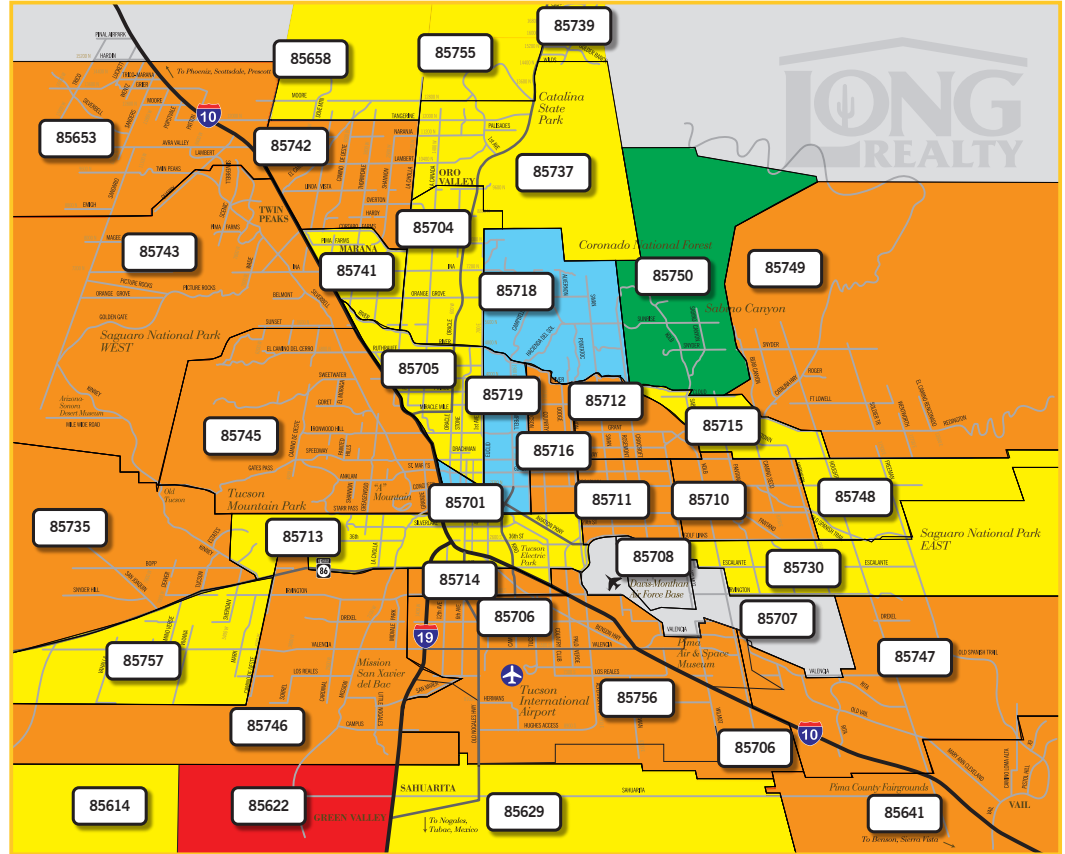


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2016-DEC 2016 TO
OCT 2017-DEC 2017

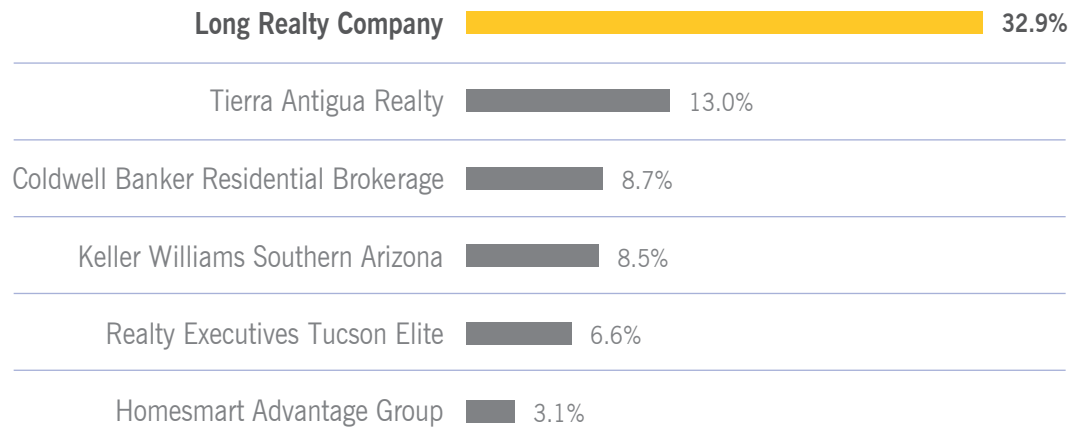
This heat map represents the percentage of change in Tucson metro median sales prices from October 2016-December 2016 to October 2017-December 2017 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 01/04/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2017 – 12/31/2017 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.