



The Housing Report

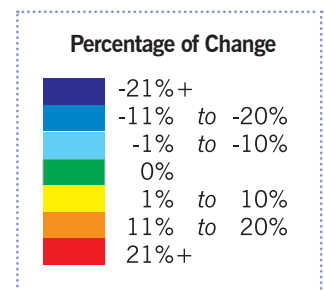
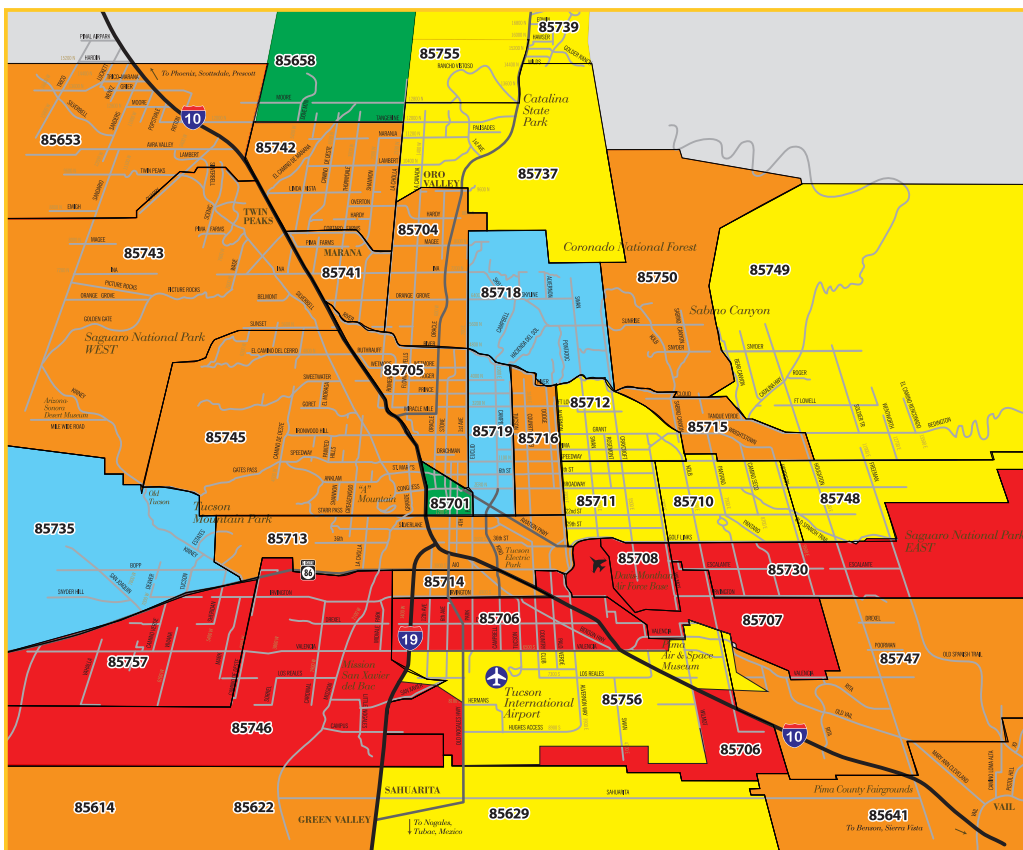


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Oro Valley | October 2013

In the Oro Valley area, September 2013 active inventory was 270, a 7.1% increase from September 2012. There were 43 closings in September 2013, a 17.3% decrease from September 2012. Months of Inventory was 6.3 up from 4.8 in September 2012. Median price of sold homes was \$262,000 for the month of September 2013, up 10.3% from September 2012. The Oro Valley area had 46 new properties under contract in September 2013, down 13.2% from September 2012.

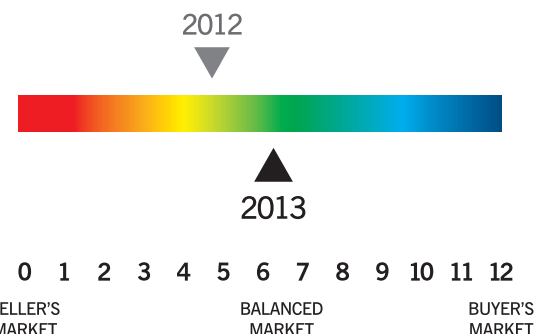
TUCSON METRO HOME SALES PRICES - PERCENTAGE OF CHANGE



This heat map represents the changes in median sold home prices from the current month to the same month last year.

MARKET CONDITIONS - ORO VALLEY

Months of inventory is an important indicator of the overall health of the housing market. The balance of supply and demand is reflected by taking into account current inventory levels and the rate of home sales.



These statistics are based on information obtained from the TARMLS on 10/03/2013. Information is believed to be reliable, but not guaranteed.



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CLOSED HOME SALES – ORO VALLEY

This chart reflects the number of closed property sales year to date as compared to same time period last year.

2012

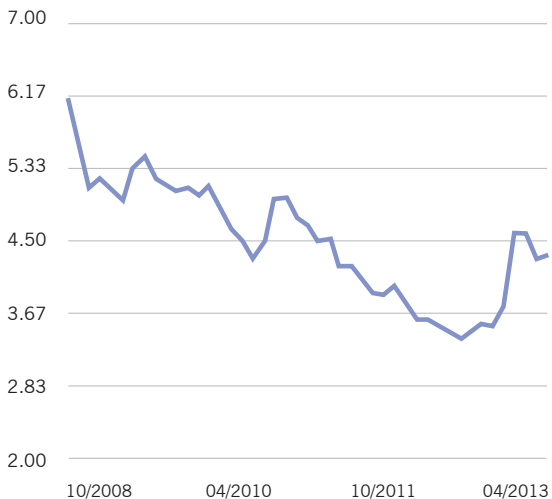


2013



30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2008 levels.



Source: Bankrate.com

PROPERTIES UNDER CONTRACT – ORO VALLEY

The number of properties under contract is a leading indicator of future closed sales. This graphic compares year to date properties under contract to the same time period last year.

2012 **578** 2013 **587**



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – ORO VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$371,500	6.70%	\$2,313.31
2012	\$237,450	3.50%	\$1,012.94
2013	\$262,000	4.50%	\$1,261.14

Source: Residential median sales prices. Data obtained 10/03/2013 from TARMLS using Brokermetrics software. 2006 Monthly payments based on an FHA mortgage with a 3.5% down payment on a median priced home, 2012 and 2013 amounts based on 5% down payment. All data obtained is believed to be reliable, but not guaranteed.



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MARKET CONDITIONS BY PRICE BAND – ORO VALLEY

	Active Listings	Sept 2012 Closed Sales	Last 3 Months Closed Sale			Current Months of Inventory	3 Mo. Trend Months of Inventory	Market Conditions
			Jul-13	Aug-13	Sep-13			
\$1 - 49,999	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	1	0	1	0	0	n/a	5.0	Balanced
\$75,000 - 99,999	4	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	2	2	1	0	1	2.0	2.0	Seller
\$125,000 - 149,999	2	1	0	0	1	2.0	1.0	Seller
\$150,000 - 174,999	12	3	4	3	4	3.0	3.1	Slightly Seller
\$175,000 - 199,999	24	6	12	9	5	4.8	2.5	Seller
\$200,000 - 224,999	23	9	7	5	4	5.8	3.8	Slightly Seller
\$225,000 - 249,999	32	6	2	6	5	6.4	6.5	Balanced
\$250,000 - 274,999	16	6	3	8	4	4.0	3.6	Slightly Seller
\$275,000 - 299,999	24	0	4	5	1	24.0	6.2	Balanced
\$300,000 - 349,999	29	3	7	10	6	4.8	3.5	Slightly Seller
\$350,000 - 399,999	17	6	0	4	5	3.4	6.1	Balanced
\$400,000 - 499,999	14	5	5	3	3	4.7	3.8	Slightly Seller
\$500,000 - 599,999	19	0	1	3	2	9.5	8.7	Buyer
\$600,000 - 699,999	18	1	4	3	1	18.0	5.5	Balanced
\$700,000 - 799,999	10	1	0	1	1	10.0	12.5	Buyer
\$800,000 - 899,999	2	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	0	0	1	0	n/a	16.0	Buyer
\$1,000,000 - and over	15	2	0	1	0	n/a	43.0	Buyer
TOTAL	270	52	51	63	43	6.3	4.8	Slightly Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 10/03/2013.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2013 – 9/30/2013. Information is believed to be reliable, but not guaranteed.



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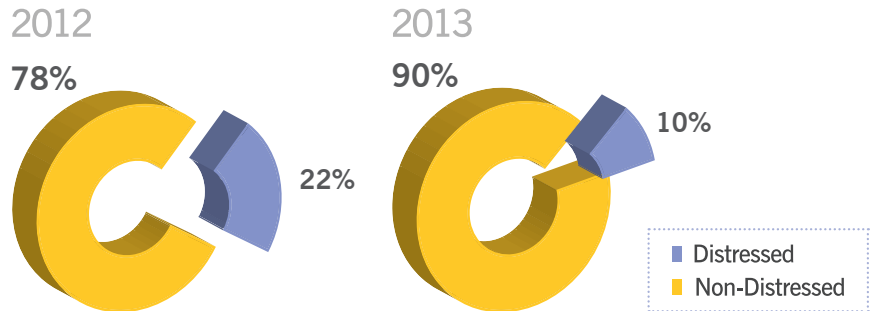


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DISTRESSED VS. NON-DISTRESSED SALES – ORO VALLEY

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



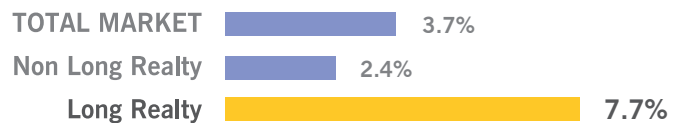
TUCSON MARKET PERFORMANCE

Long Realty is outpacing the market in both sold units and total dollars sold in real estate.

\$Volume - %Change

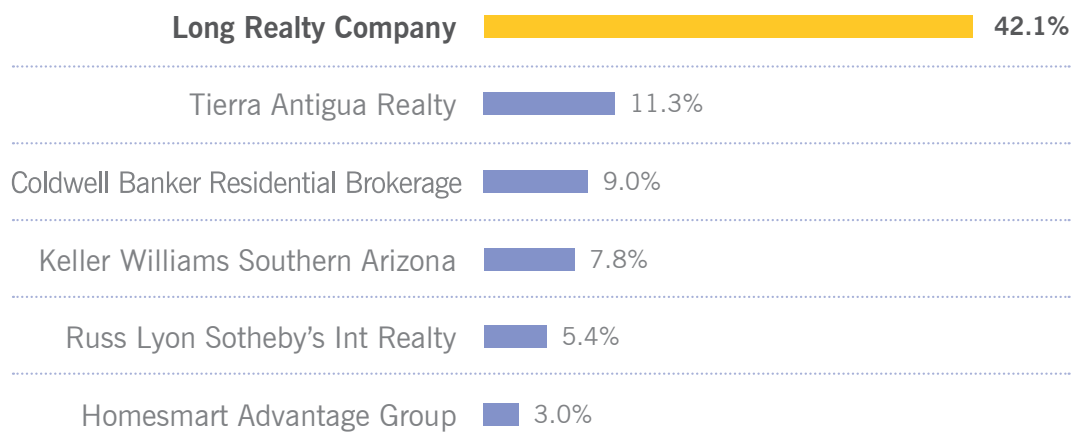


Units - %Change



MARKET SHARE – ORO VALLEY

Long Realty leads the market in successful real estate sales.



Data Obtained 10/03/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2012 – 09/30/2013 rounded to the nearest tenth of one percent and deemed to be correct.

The Oro Valley Housing Report is comprised of data for residential properties in the City of Oro Valley. 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.

Distressed sales and market performance data is based on information obtained from the TARMLS on 10/03/2013. Information is believed to be reliable, but not guaranteed.