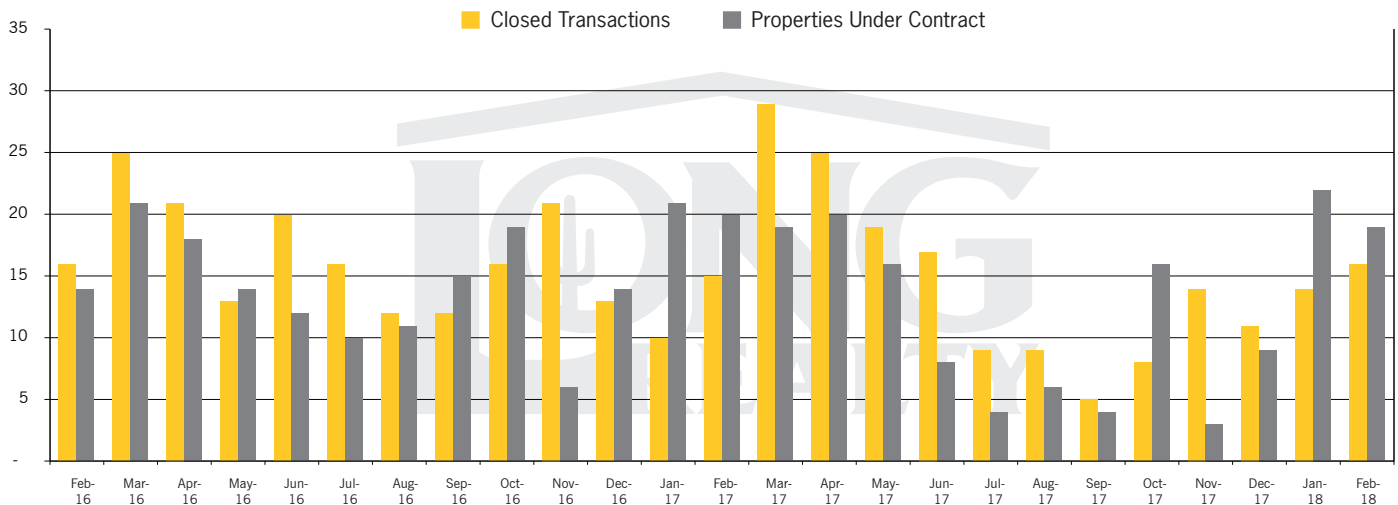




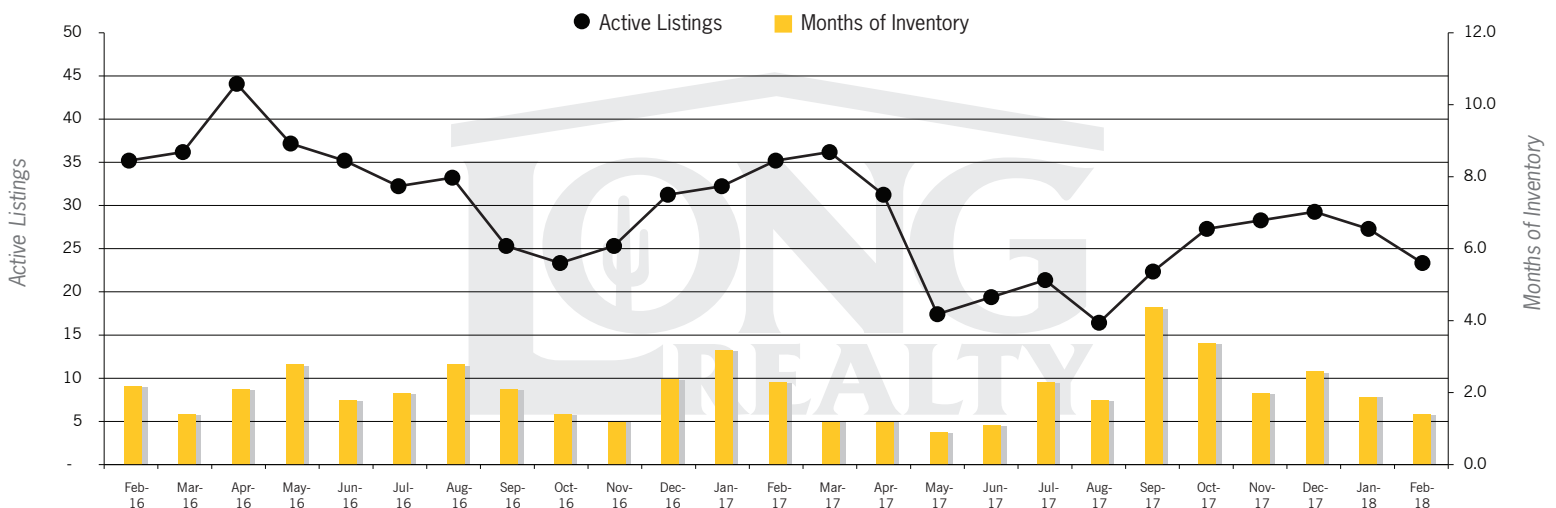
## Sun City Oro Valley | March 2018

In the Sun City Oro Valley area, February 2018 active inventory was 23, a 34% decrease from February 2017. There were 16 closings in February 2018, a 7% increase from February 2017. Year-to-date 2018 there were 31 closings, a 24% increase from year-to-date 2017. Months of Inventory was 1.4, down from 2.3 in February 2017. Median price of sold homes was \$263,000 for the month of February 2018, up 13% from February 2017. The Sun City Oro Valley area had 19 new properties under contract in February 2018, down 5% from February 2017.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SUN CITY ORO VALLEY



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SUN CITY ORO VALLEY

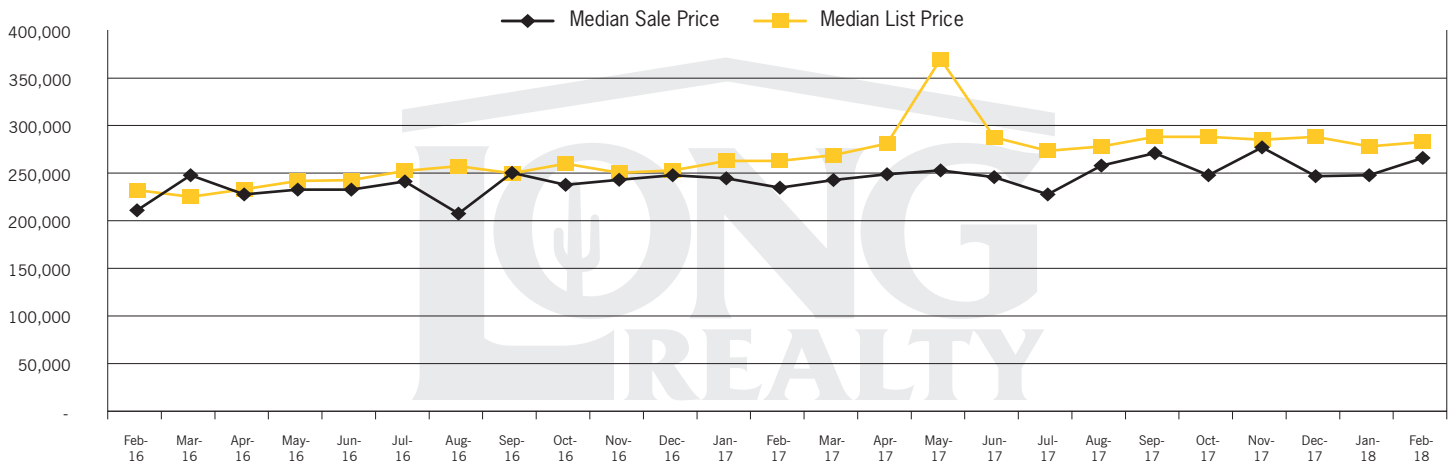


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/05/2018 is believed to be reliable, but not guaranteed.



Sun City Oro Valley | March 2018

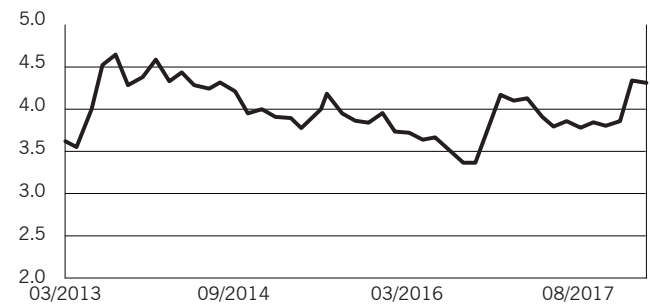
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SUN CITY ORO VALLEY



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SUN CITY ORO VALLEY

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$331,200    | 6.14%     | \$1,914.84  |
| 2017 | \$232,000    | 4.13%     | \$1,068.17  |
| 2018 | \$263,000    | 4.625%    | \$1,284.58  |

## 30 YEAR FIXED MORTGAGE RATE

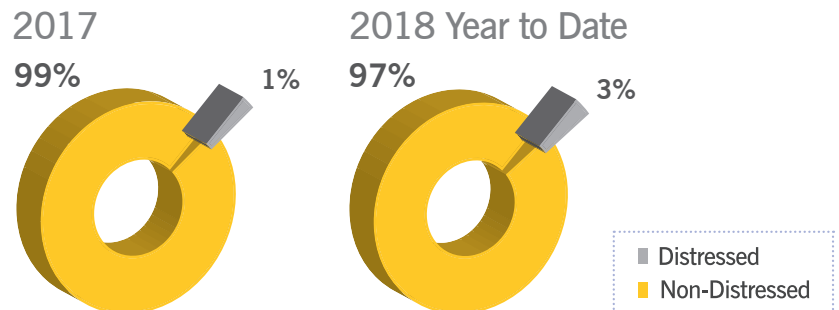


Source: Residential median sales prices. Data obtained 03/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – SUN CITY ORO VALLEY

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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Sun City Oro Valley | March 2018

## MARKET CONDITIONS BY PRICE BAND – SUN CITY ORO VALLEY

|                        | Active Listings | Last 6 Months Closed Sales |          |           |           |           |           | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
|                        |                 | Sep-17                     | Oct-17   | Nov-17    | Dec-17    | Jan-18    | Feb-18    |                             |  |                   |
| \$1 - 49,999           | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$50,000 - 74,999      | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$75,000 - 99,999      | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$100,000 - 124,999    | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$125,000 - 149,999    | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$150,000 - 174,999    | 0               | 1                          | 0        | 0         | 0         | 1         | 0         | n/a                         | 0.0                                    | <b>Seller</b>     |
| \$175,000 - 199,999    | 0               | 1                          | 0        | 0         | 0         | 1         | 1         | 0.0                         | 0.5                                    | <b>Seller</b>     |
| \$200,000 - 224,999    | 2               | 0                          | 2        | 3         | 0         | 0         | 2         | 1.0                         | 1.0                                    | <b>Seller</b>     |
| \$225,000 - 249,999    | 5               | 1                          | 3        | 1         | 6         | 6         | 3         | 1.7                         | 1.1                                    | <b>Seller</b>     |
| \$250,000 - 274,999    | 3               | 1                          | 1        | 3         | 4         | 1         | 5         | 0.6                         | 1.4                                    | <b>Seller</b>     |
| \$275,000 - 299,999    | 7               | 0                          | 1        | 2         | 1         | 2         | 1         | 7.0                         | 5.8                                    | <b>Balanced</b>   |
| \$300,000 - 349,999    | 3               | 0                          | 0        | 1         | 0         | 1         | 0         | n/a                         | 14.0                                   | <b>Buyer</b>      |
| \$350,000 - 399,999    | 2               | 0                          | 1        | 3         | 0         | 2         | 3         | 0.7                         | 1.4                                    | <b>Seller</b>     |
| \$400,000 - 499,999    | 1               | 1                          | 0        | 2         | 0         | 0         | 1         | 1.0                         | 2.0                                    | <b>Seller</b>     |
| \$500,000 - 599,999    | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$600,000 - 699,999    | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$700,000 - 799,999    | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$800,000 - 899,999    | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$900,000 - 999,999    | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$1,000,000 - and over | 0               | 0                          | 0        | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| <b>TOTAL</b>           | <b>23</b>       | <b>5</b>                   | <b>8</b> | <b>15</b> | <b>11</b> | <b>14</b> | <b>16</b> | <b>1.4</b>                  | <b>1.9</b>                             | <b>Seller</b>     |

|   |   |   |   |   |
|---|---|---|---|---|
|  |  |  |  |  |
| <b>Seller's Market</b>  | <b>Slight Seller's Market</b>   | <b>Balanced Market</b>  | <b>Slight Buyer's Market</b>  | <b>Buyer's Market</b>   |

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 03/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2017 - 02/28/2018. Information is believed to be reliable, but not guaranteed.

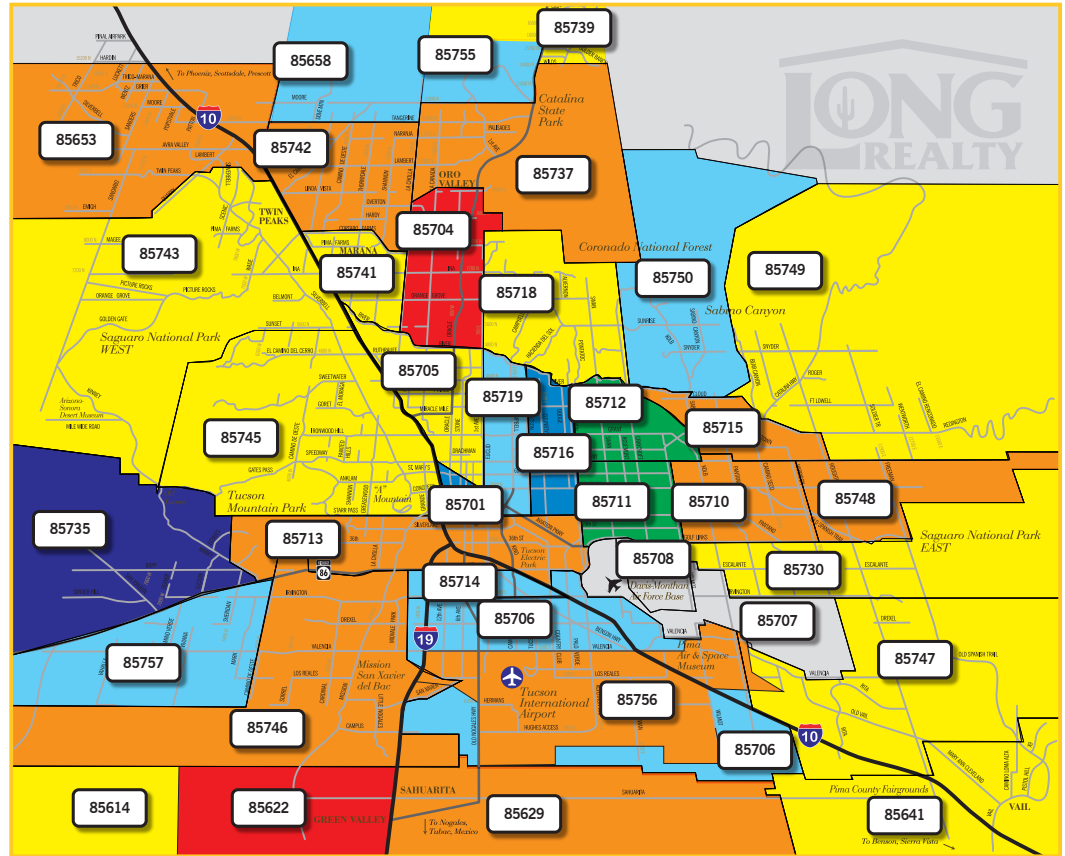


Sun City Oro Valley | March 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2016-FEB 2017 TO  
DEC 2017-FEB 2018

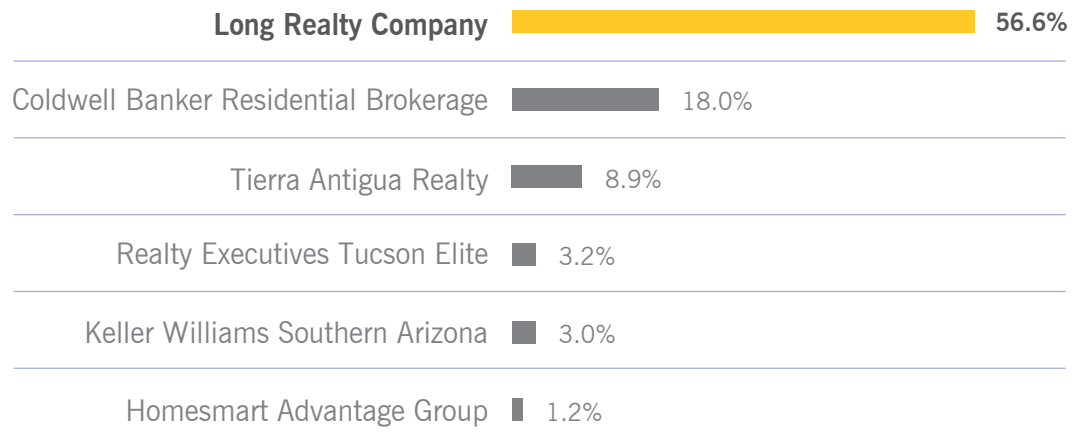
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2016-February 2017 to December 2017-February 2018 by zip code.*



## MARKET SHARE – SUN CITY ORO VALLEY

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

*Data Obtained 03/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2017 – 02/28/2018 rounded to the nearest tenth of one percent and deemed to be correct.*



The Sun City Oro Valley Housing Report is comprised of data for residential properties in subdivisions of Sun City Vistoso in 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.