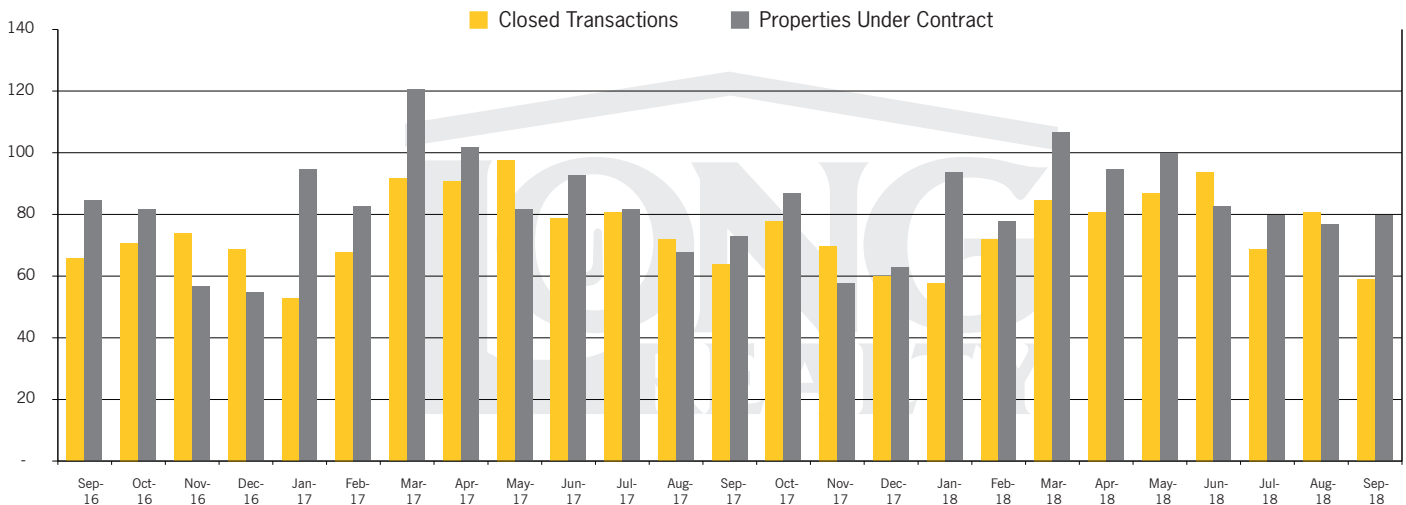




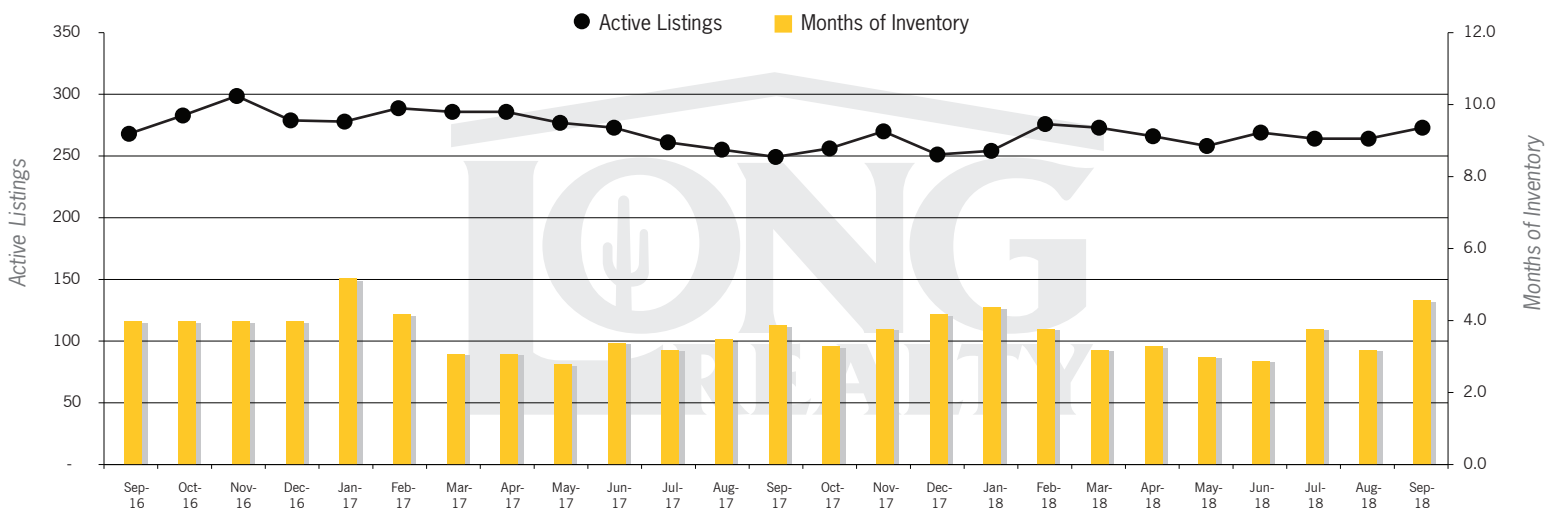
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In the Oro Valley area, September 2018 active inventory was 272, a 10% increase from September 2017. There were 59 closings in September 2018, an 8% decrease from September 2017. Year-to-date 2018 there were 704 closings, a 2% decrease from year-to-date 2017. Months of Inventory was 4.6, up from 3.9 in September 2017. Median price of sold homes was \$307,500 for the month of September 2018, down 10% from September 2017. The Oro Valley area had 80 new properties under contract in September 2018, up 10% from September 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – ORO VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – ORO VALLEY



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2018 is believed to be reliable, but not guaranteed.*



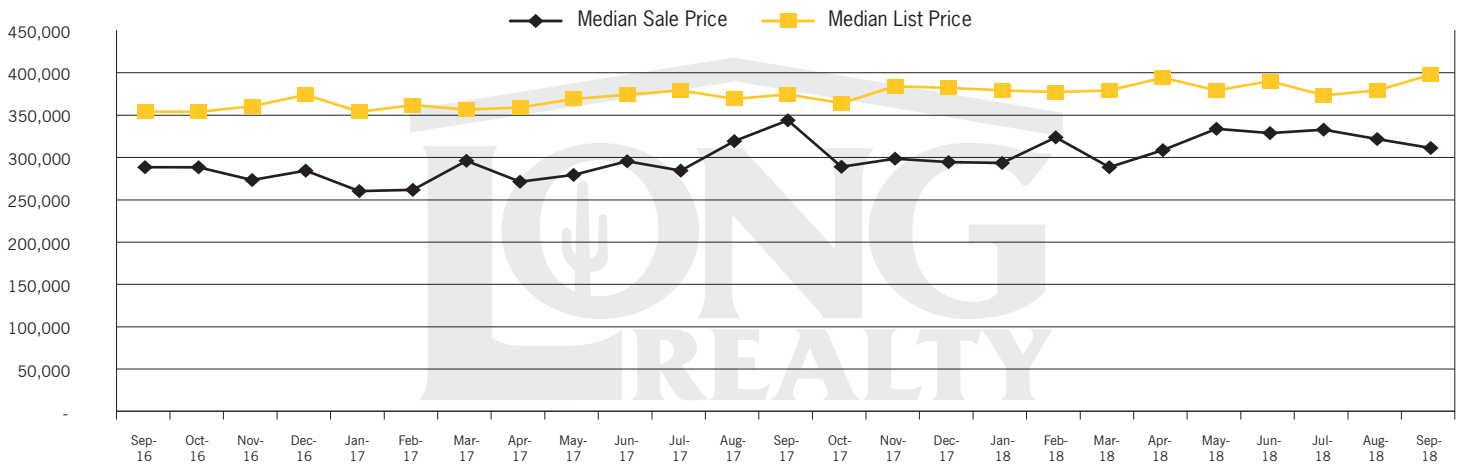
The Housing Report

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – ORO VALLEY



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – ORO VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2017	\$339,950	3.800%	\$1,504.82
2018	\$307,500	4.875%	\$1,545.95

30 YEAR FIXED MORTGAGE RATE

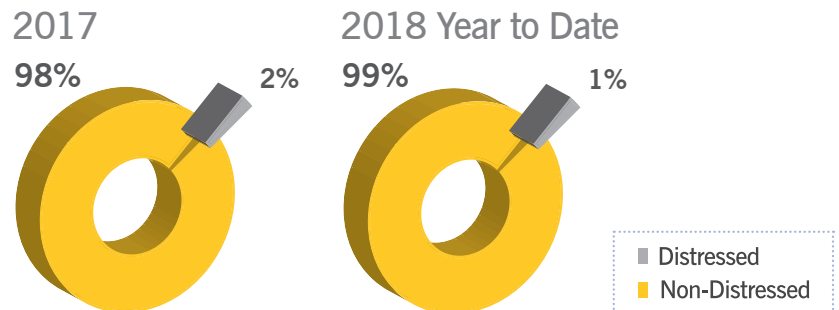


Source: Residential median sales prices. Data obtained 10/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

DISTRESSED VS. NON-DISTRESSED SALES – 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.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 10/03/2018. Information is believed to be reliable, but not guaranteed.



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MARKET CONDITIONS BY PRICE BAND – ORO VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-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	1	0	n/a	0.0	Seller
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	2	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	1	0	4	0	1	0	1	1.0	1.0	Seller
\$175,000 - 199,999	3	2	4	4	2	2	4	0.8	1.1	Seller
\$200,000 - 224,999	7	7	3	5	8	6	3	2.3	1.1	Seller
\$225,000 - 249,999	21	13	7	6	10	10	6	3.5	2.5	Seller
\$250,000 - 274,999	16	9	8	15	8	12	10	1.6	1.5	Seller
\$275,000 - 299,999	23	9	11	10	4	8	3	7.7	4.6	Slightly Seller
\$300,000 - 349,999	30	12	15	11	7	16	9	3.3	2.9	Seller
\$350,000 - 399,999	31	9	10	15	12	10	6	5.2	3.5	Seller
\$400,000 - 499,999	41	12	12	8	9	9	8	5.1	3.7	Seller
\$500,000 - 599,999	20	4	8	4	4	5	4	5.0	4.5	Slightly Seller
\$600,000 - 699,999	16	3	4	6	3	3	1	16.0	7.4	Slightly Buyer
\$700,000 - 799,999	8	2	1	5	0	0	1	8.0	26.0	Buyer
\$800,000 - 899,999	14	0	0	1	2	1	2	7.0	8.4	Slightly Buyer
\$900,000 - 999,999	12	1	0	2	2	0	0	n/a	18.5	Buyer
\$1,000,000 - and over	29	1	1	1	0	1	1	29.0	45.0	Buyer
TOTAL	272	84	89	95	72	84	59	4.6	3.7	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 10/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2018-09/30/2018. Information is believed to be reliable, but not guaranteed.

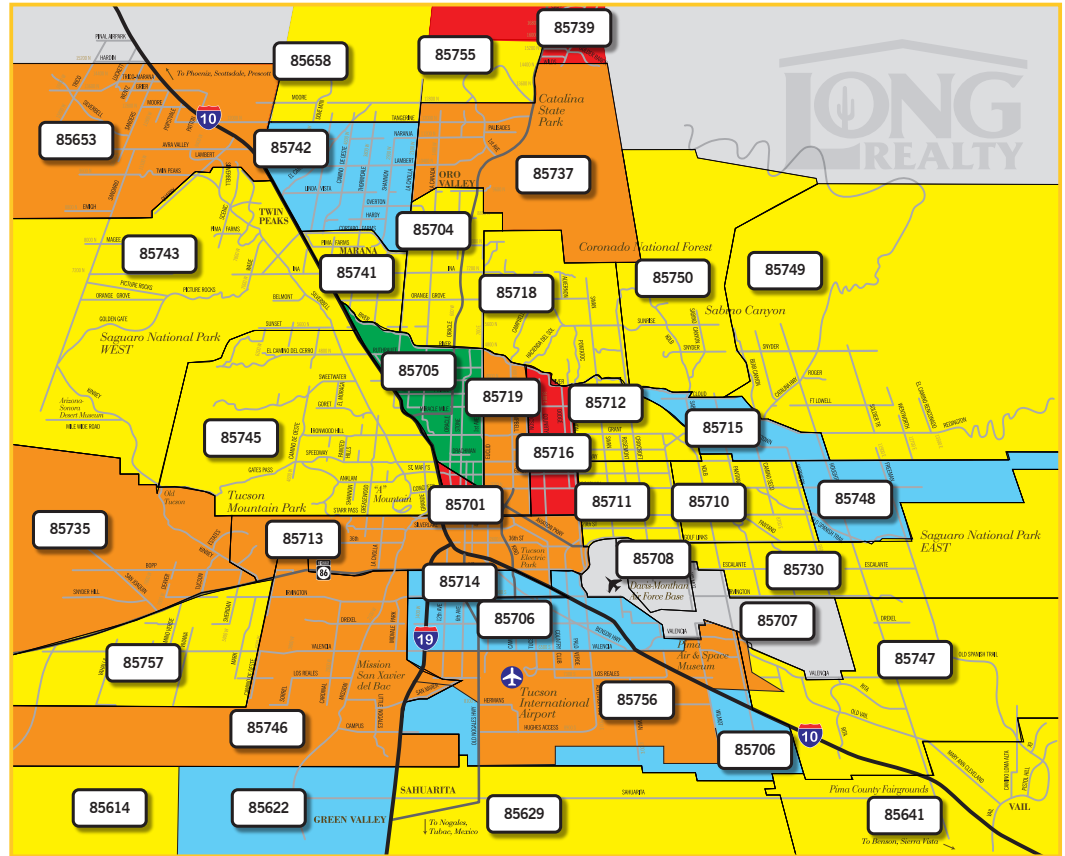


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2017-SEP 2017 TO
JUL 2018-SEP 2018

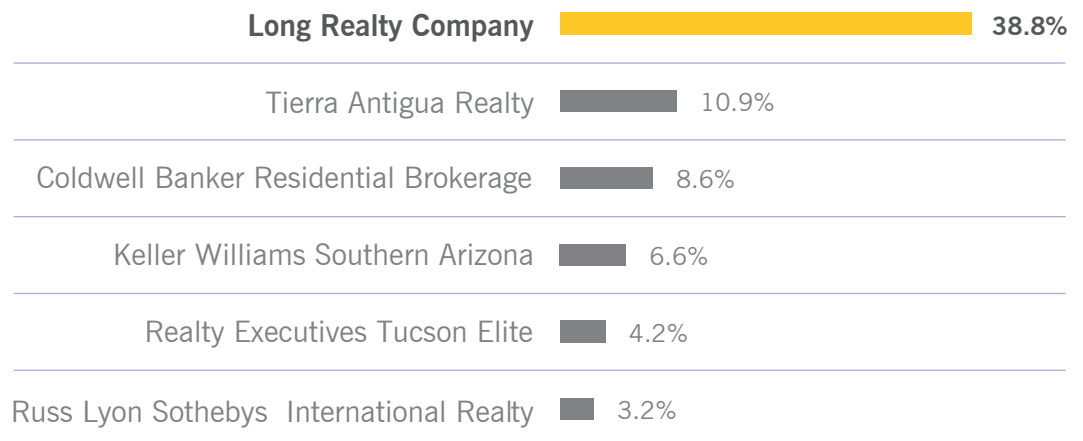
This heat map represents the percentage of change in Tucson metro median sales prices from July 2017-September 2017 to July 2018-September 2018 by zip code.



MARKET SHARE – ORO VALLEY

Long Realty leads the market
in successful real estate sales.

Data Obtained 10/03/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 10/01/2017 – 09/30/2018
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.