

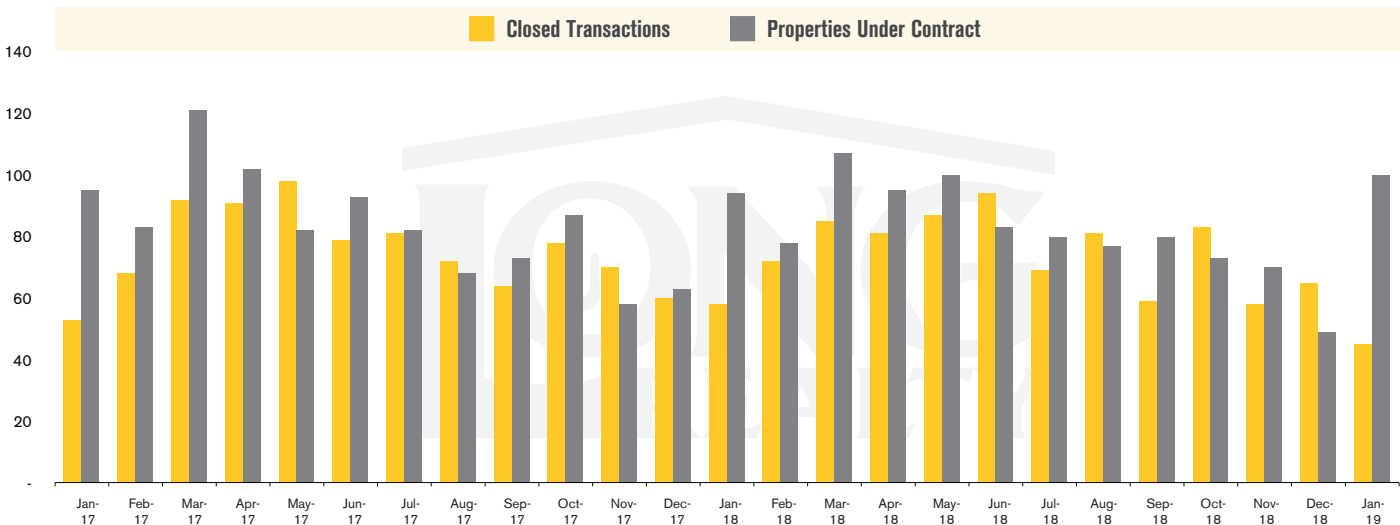
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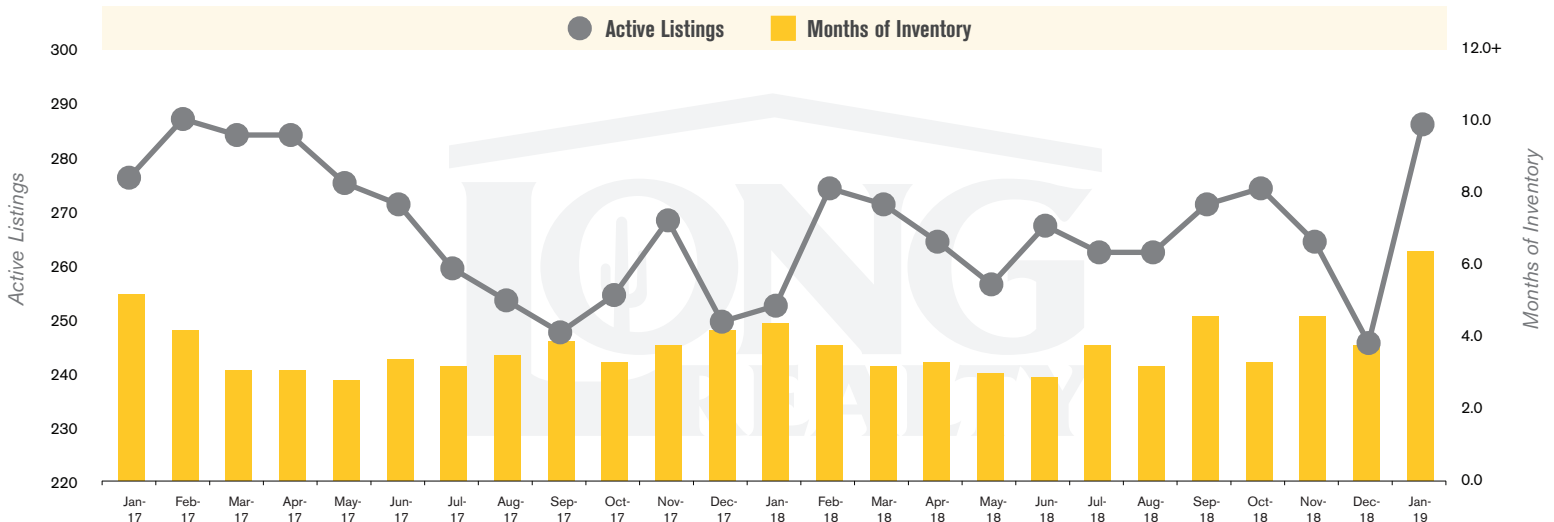


In the Oro Valley area, January 2019 active inventory was 287, a 13% increase from January 2018. There were 45 closings in January 2019, a 22% decrease from January 2018. Months of Inventory was 6.4, up from 4.4 in January 2018. Median price of sold homes was \$310,000 for the month of January 2019, up 7% from January 2018. The Oro Valley area had 100 new properties under contract in January 2019, up 6% from January 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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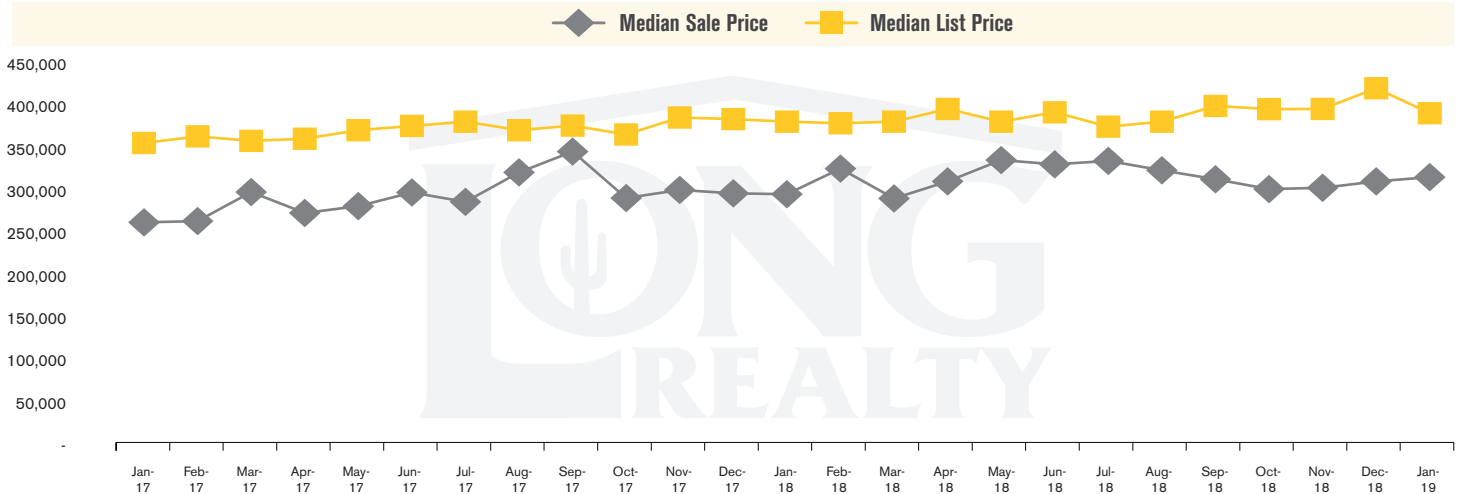
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

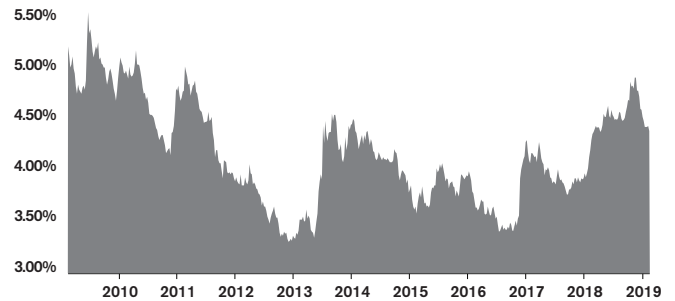


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$290,000	4.125%	\$1,335.21
2019	\$310,000	4.750%	\$1,536.25

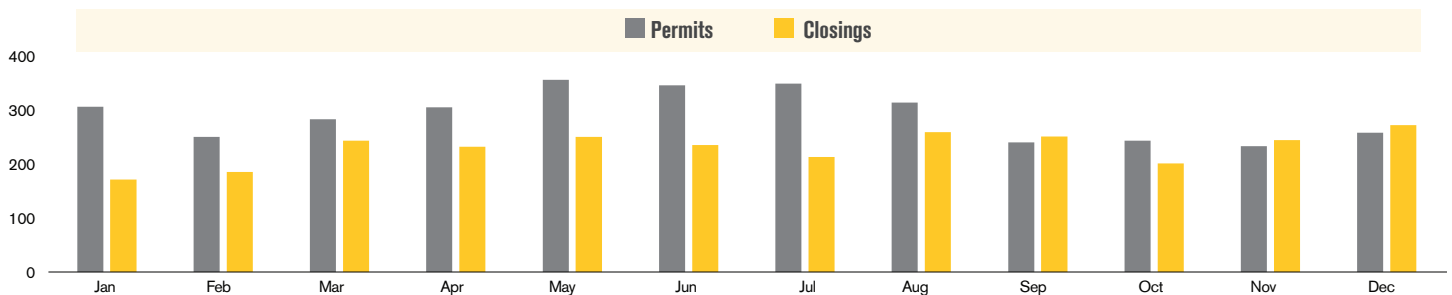
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

2018 NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



New home permits are **up 11%** from last year. New home closings are **up 7%** from last year.

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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
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	0	1	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	1	0	0	1	1	1	0	n/a	0.5	Seller
\$125,000 - 149,999	1	0	0	0	1	1	0	n/a	0.5	Seller
\$150,000 - 174,999	1	0	1	1	1	0	0	n/a	3.0	Seller
\$175,000 - 199,999	2	2	4	3	2	1	1	2.0	2.0	Seller
\$200,000 - 224,999	4	6	4	6	9	4	5	0.8	1.3	Seller
\$225,000 - 249,999	16	10	6	13	7	8	5	3.2	2.2	Seller
\$250,000 - 274,999	17	12	10	11	4	9	5	3.4	2.6	Seller
\$275,000 - 299,999	21	8	3	7	5	9	5	4.2	3.1	Seller
\$300,000 - 349,999	33	16	9	12	6	11	4	8.3	3.7	Seller
\$350,000 - 399,999	45	10	6	8	8	8	6	7.5	5.1	Balanced
\$400,000 - 499,999	38	9	8	10	8	4	7	5.4	5.9	Balanced
\$500,000 - 599,999	23	5	4	4	2	2	5	4.6	6.4	Balanced
\$600,000 - 699,999	17	3	1	7	2	4	0	n/a	8.3	Slightly Buyer
\$700,000 - 799,999	11	0	1	1	4	0	0	n/a	7.3	Slightly Buyer
\$800,000 - 899,999	18	1	2	2	0	3	1	18.0	13.5	Buyer
\$900,000 - 999,999	7	0	0	0	0	2	0	n/a	11.5	Buyer
\$1,000,000 - and over	32	1	1	0	0	1	1	32.0	48.5	Buyer
TOTAL	287	84	60	87	60	68	45	6.4	4.6	Slightly Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (ORO VALLEY)

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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38.5%

Tierra Antigua Realty

10.8%

Coldwell Banker Residential Brokerage

8.1%

Keller Williams Southern Arizona

5.7%

Realty Executives Tucson Elite

4.6%

Homesmart Advantage Group

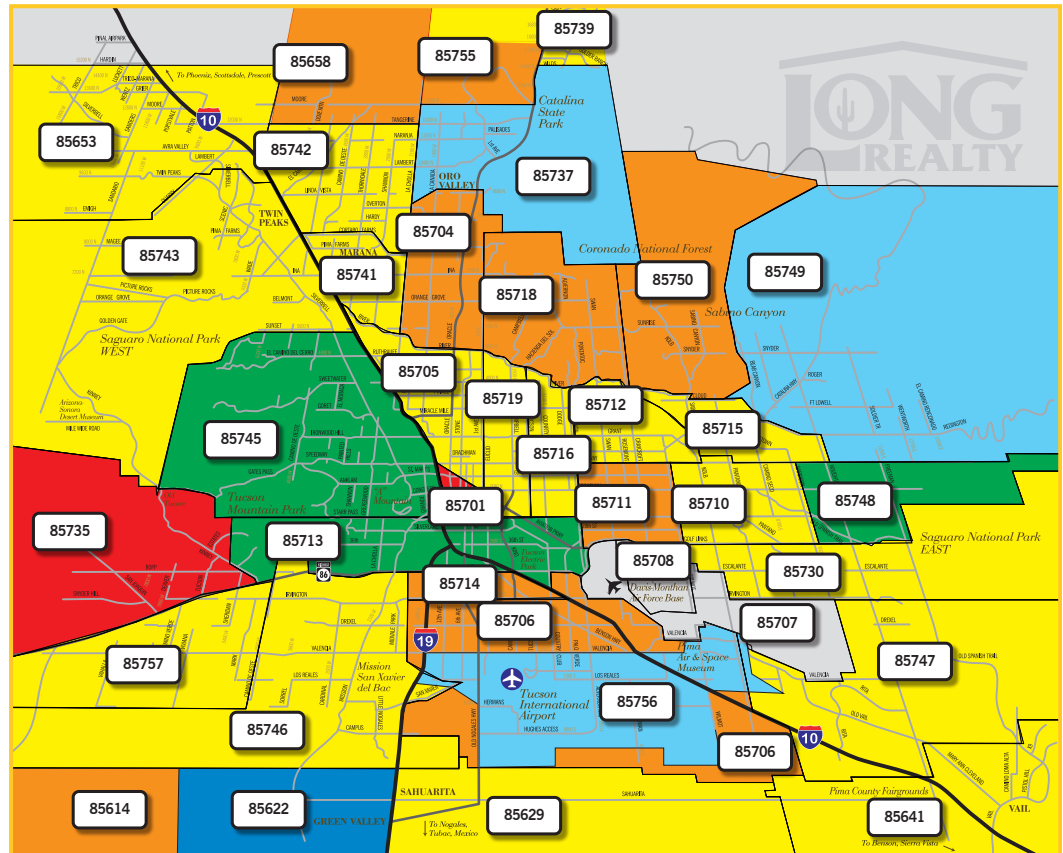
3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2017-JAN 2018 TO
NOV 2018-JAN 2019)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.



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This heat map represents the percentage of change in Tucson metro median sales prices from November 2017-January 2018 to November 2018-January 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2019. Information is believed to be reliable, but not guaranteed.