

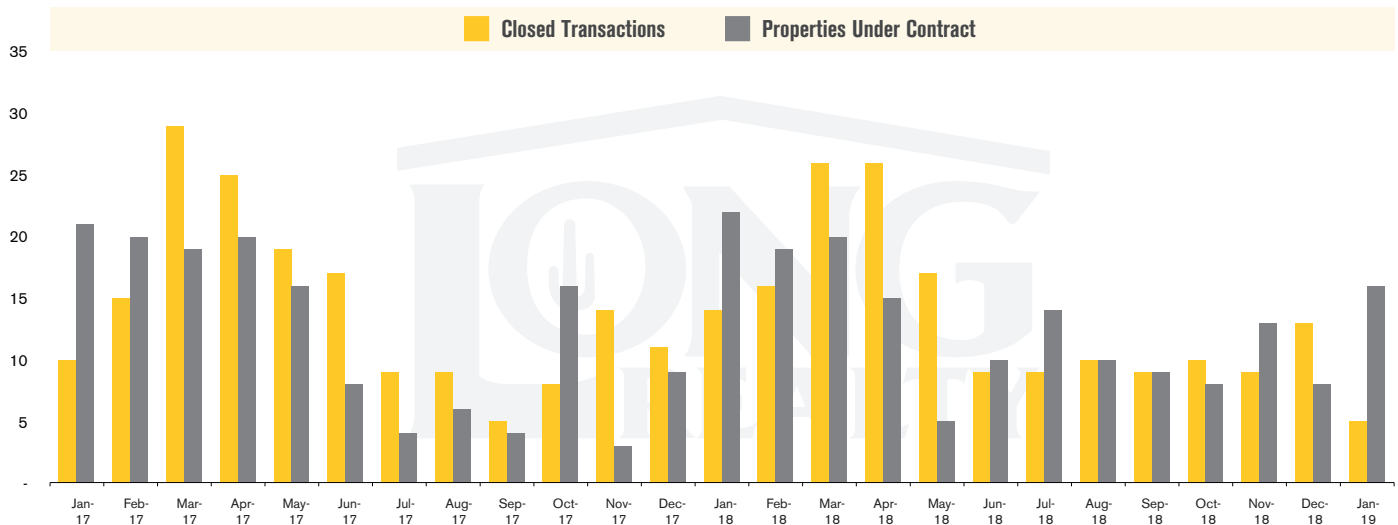
THE HOUSING REPORT

SUN CITY ORO VALLEY | FEBRUARY 2019

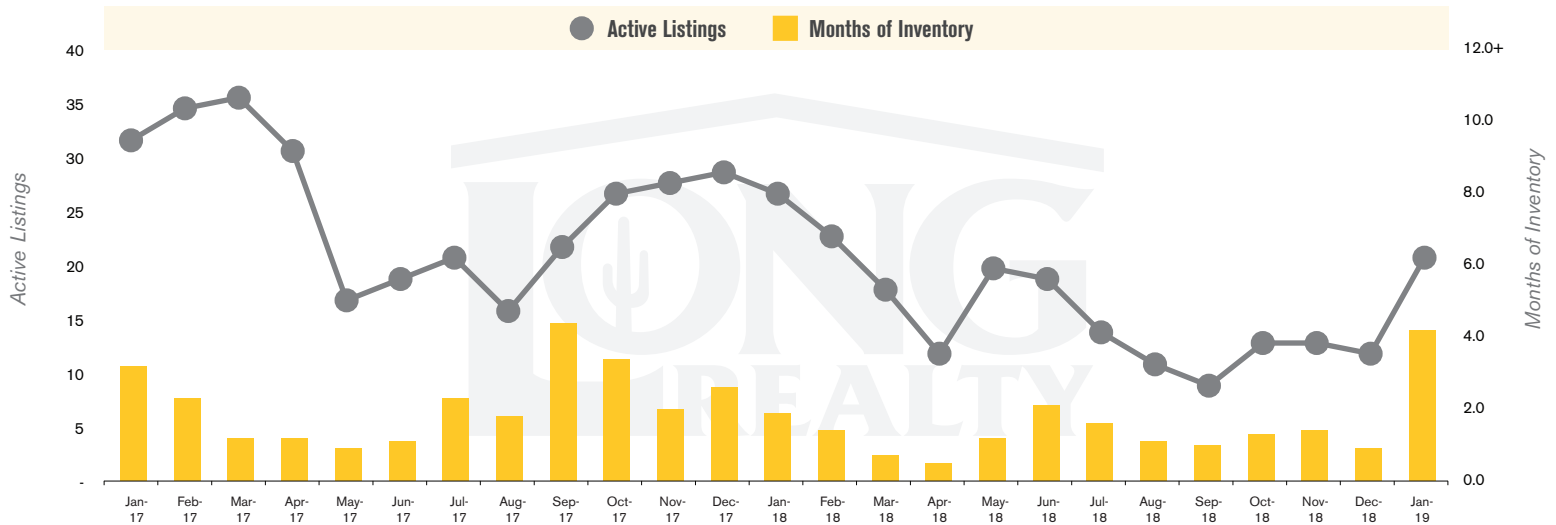


In the Sun City Oro Valley area, January 2019 active inventory was 21, a 22% decrease from January 2018. There were 5 closings in January 2019, a 64% decrease from January 2018. Months of Inventory was 4.2, up from 1.9 in January 2018. Median price of sold homes was \$240,000 for the month of January 2019, down 2% from January 2018. The Sun City Oro Valley area had 16 new properties under contract in January 2019, down 27% from January 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SUN CITY ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SUN CITY ORO VALLEY)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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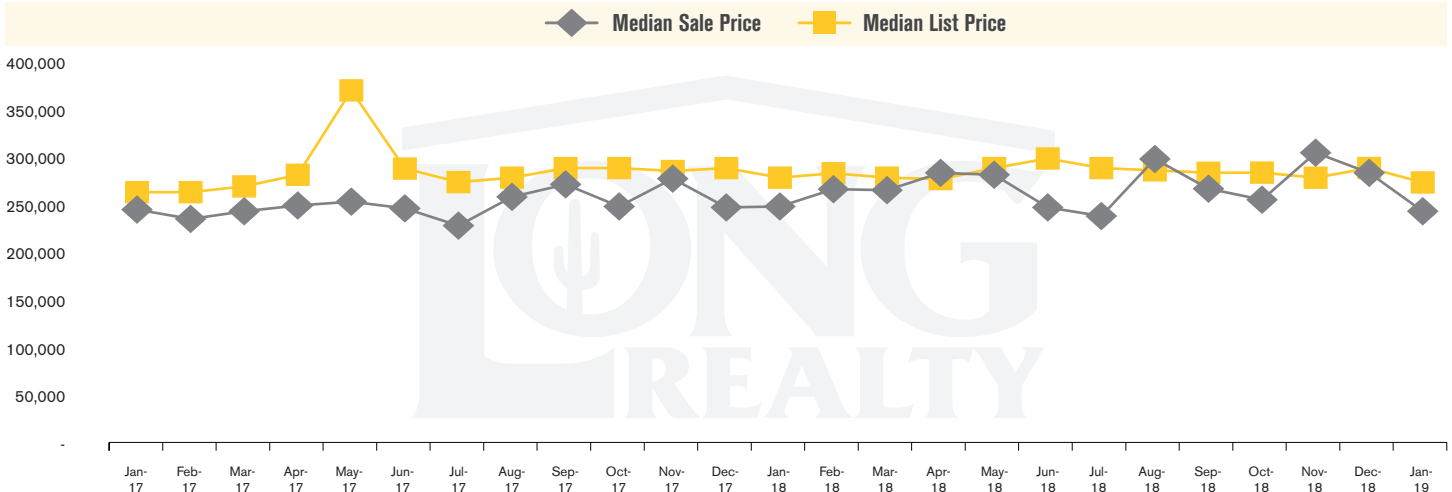
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SUN CITY ORO VALLEY)

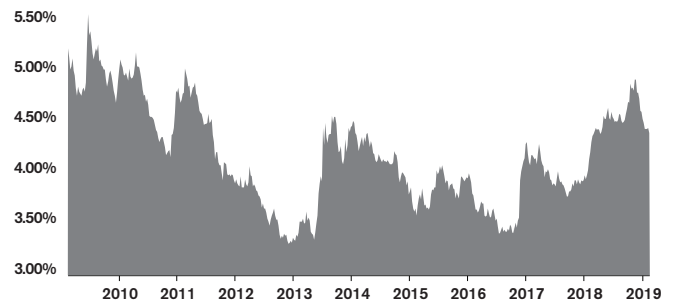


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2018	\$245,000	4.13%	\$1,128.02
2019	\$240,000	4.750%	\$1,189.36

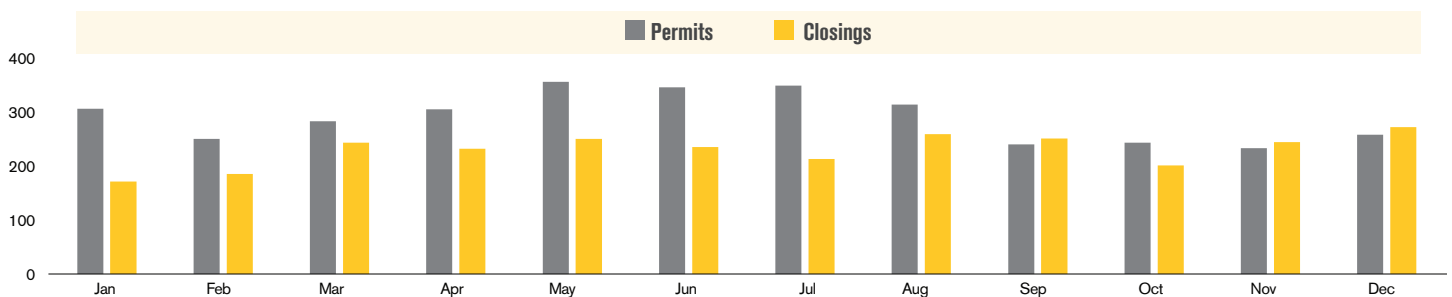
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 (SUN CITY 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	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	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	1	1	1	1	1	0	n/a	1.5	Seller
\$225,000 - 249,999	4	2	2	3	1	0	3	1.3	2.8	Seller
\$250,000 - 274,999	5	1	2	2	3	4	1	5.0	1.0	Seller
\$275,000 - 299,999	4	2	2	1	0	3	0	n/a	3.0	Seller
\$300,000 - 349,999	2	2	1	1	1	3	1	2.0	0.4	Seller
\$350,000 - 399,999	4	1	1	1	2	1	0	n/a	2.3	Seller
\$400,000 - 499,999	0	1	0	1	2	1	0	n/a	1.0	Seller
\$500,000 - 599,999	1	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
TOTAL	21	10	9	11	10	13	5	4.2	1.6	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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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 (SUN CITY 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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57.4%

Coldwell Banker Residential Brokerage 14.3%

Tierra Antigua Realty 11.1%

Keller Williams Souther Arizona 4.2%

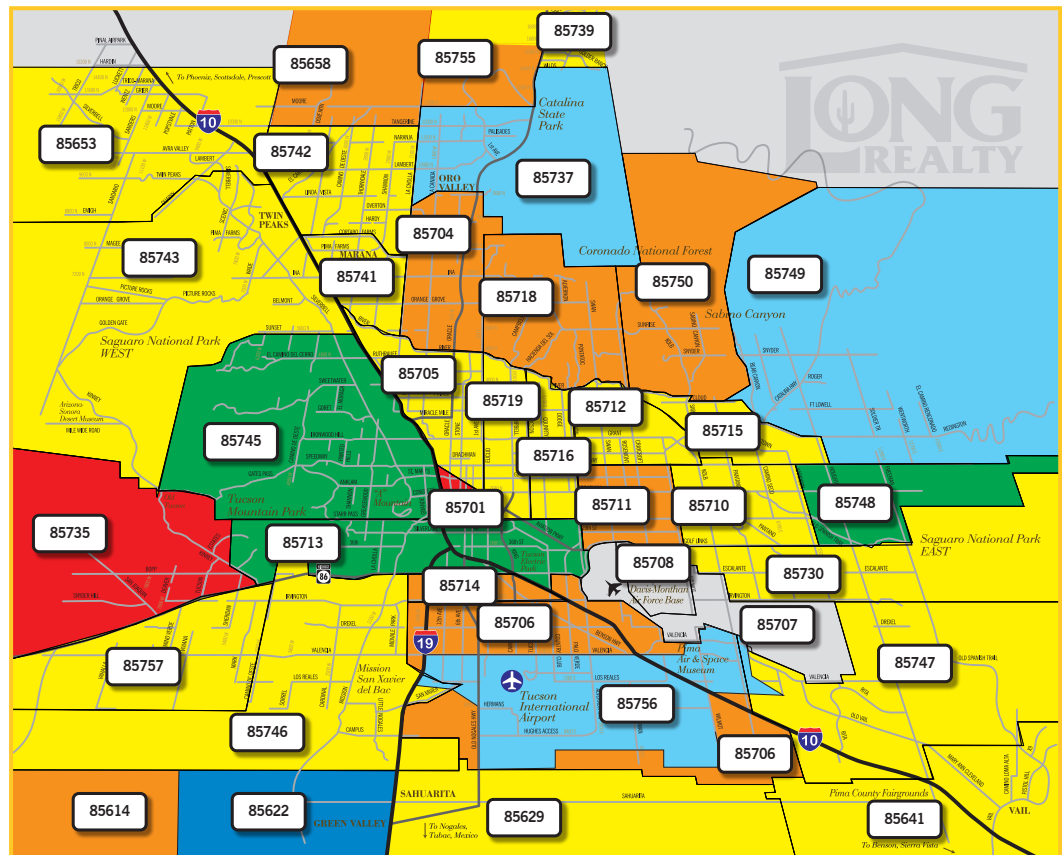
Realty Executives Tucson Elite 2.6%

Homesmart Advantage Group 1.3%

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.



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.