

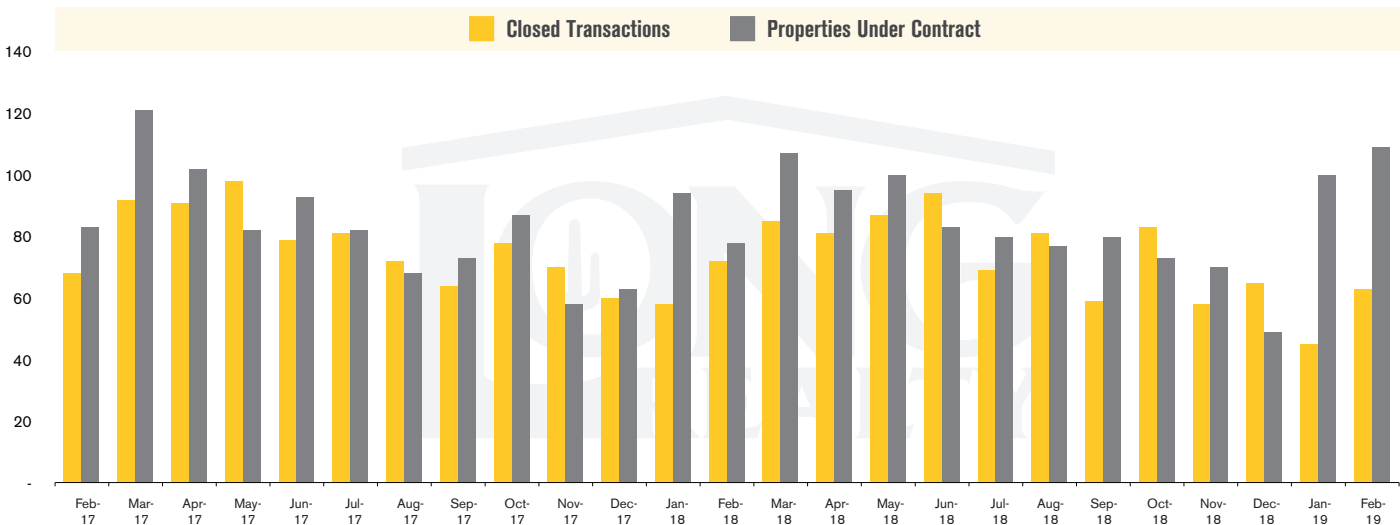
# THE HOUSING REPORT

ORO VALLEY | MARCH 2019

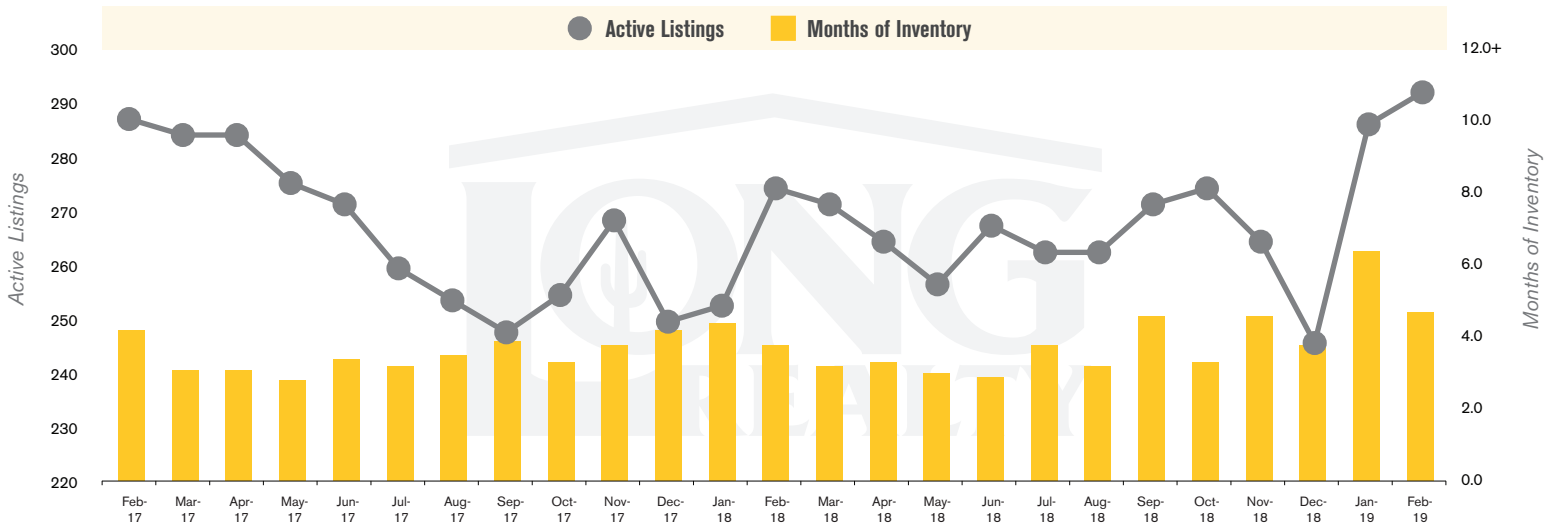


In the Oro Valley area, February 2019 active inventory was 293, a 7% increase from February 2018. There were 63 closings in February 2019, a 13% decrease from February 2018. Year-to-date 2019 there were 108 closings, a 17% decrease from year-to-date 2018. Months of Inventory was 4.7, up from 3.8 in February 2018. Median price of sold homes was \$267,500 for the month of February 2019, down 16% from February 2018. The Oro Valley area had 109 new properties under contract in February 2019, up 40% from February 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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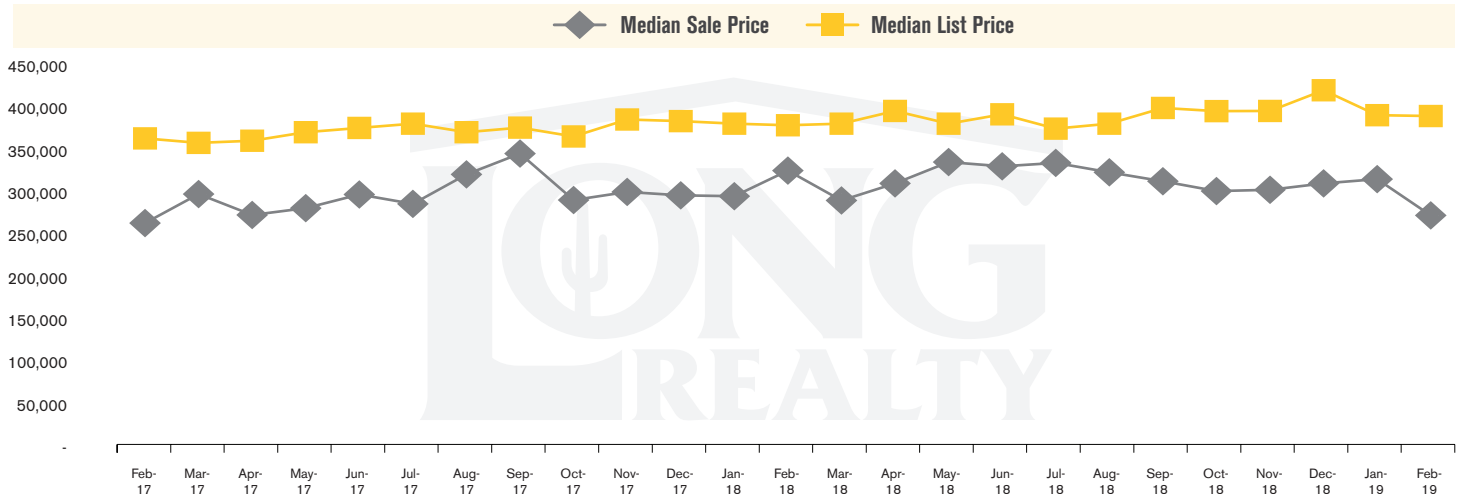
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

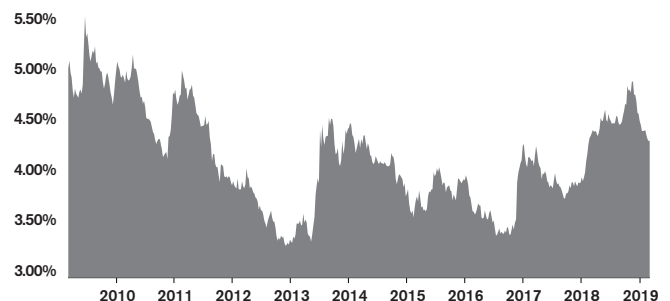


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$320,000	4.500%	\$1,540.32
2019	\$267,500	4.625%	\$1,306.56

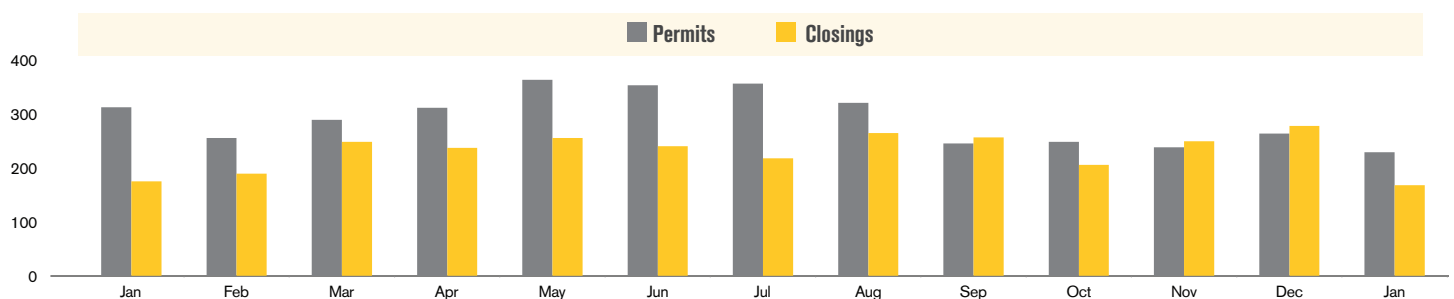
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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.



For January 2019, new home permits were **down 26%** from last year and new home closings were **down 4%** 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
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	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	1	1	1	0	2	0.0	0.3	<b>Seller</b>
\$125,000 - 149,999	0	0	0	1	1	0	0	n/a	1.0	<b>Seller</b>
\$150,000 - 174,999	1	1	1	1	0	0	1	1.0	3.0	<b>Seller</b>
\$175,000 - 199,999	3	4	3	2	1	2	1	3.0	2.0	<b>Seller</b>
\$200,000 - 224,999	8	4	6	9	4	5	7	1.1	1.3	<b>Seller</b>
\$225,000 - 249,999	11	6	13	7	8	5	12	0.9	1.6	<b>Seller</b>
\$250,000 - 274,999	16	10	11	4	9	5	12	1.3	1.8	<b>Seller</b>
\$275,000 - 299,999	16	3	7	5	9	5	7	2.3	2.6	<b>Seller</b>
\$300,000 - 349,999	39	9	12	6	11	4	2	19.5	5.5	<b>Balanced</b>
\$350,000 - 399,999	42	6	8	8	8	6	4	10.5	6.6	<b>Slightly Buyer</b>
\$400,000 - 499,999	41	8	10	8	4	7	3	13.7	8.2	<b>Slightly Buyer</b>
\$500,000 - 599,999	25	4	4	2	2	5	3	8.3	6.5	<b>Balanced</b>
\$600,000 - 699,999	22	1	7	2	4	0	4	5.5	7.0	<b>Slightly Buyer</b>
\$700,000 - 799,999	15	1	1	4	0	0	4	3.8	9.0	<b>Buyer</b>
\$800,000 - 899,999	12	2	2	0	3	1	1	12.0	9.4	<b>Buyer</b>
\$900,000 - 999,999	7	0	0	0	2	0	0	n/a	11.0	<b>Buyer</b>
\$1,000,000 - and over	35	1	0	0	1	1	0	n/a	49.0	<b>Buyer</b>
<b>TOTAL</b>	<b>293</b>	<b>60</b>	<b>87</b>	<b>60</b>	<b>68</b>	<b>46</b>	<b>63</b>	<b>4.7</b>	<b>4.7</b>	<b>Slightly Seller</b>



**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 03/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2018-02/28/2019. Information is believed to be reliable, but not guaranteed.

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ORO VALLEY | MARCH 2019



## MARKET SHARE (ORO VALLEY)

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

Data Obtained 03/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2018 – 02/28/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

38.5%

Tierra Antigua Realty

10.6%

Coldwell Banker Residential Brokerage

7.7%

Keller Williams Southern Arizona

5.3%

Realty Executives Tucson Elite

4.8%

Exp Realty

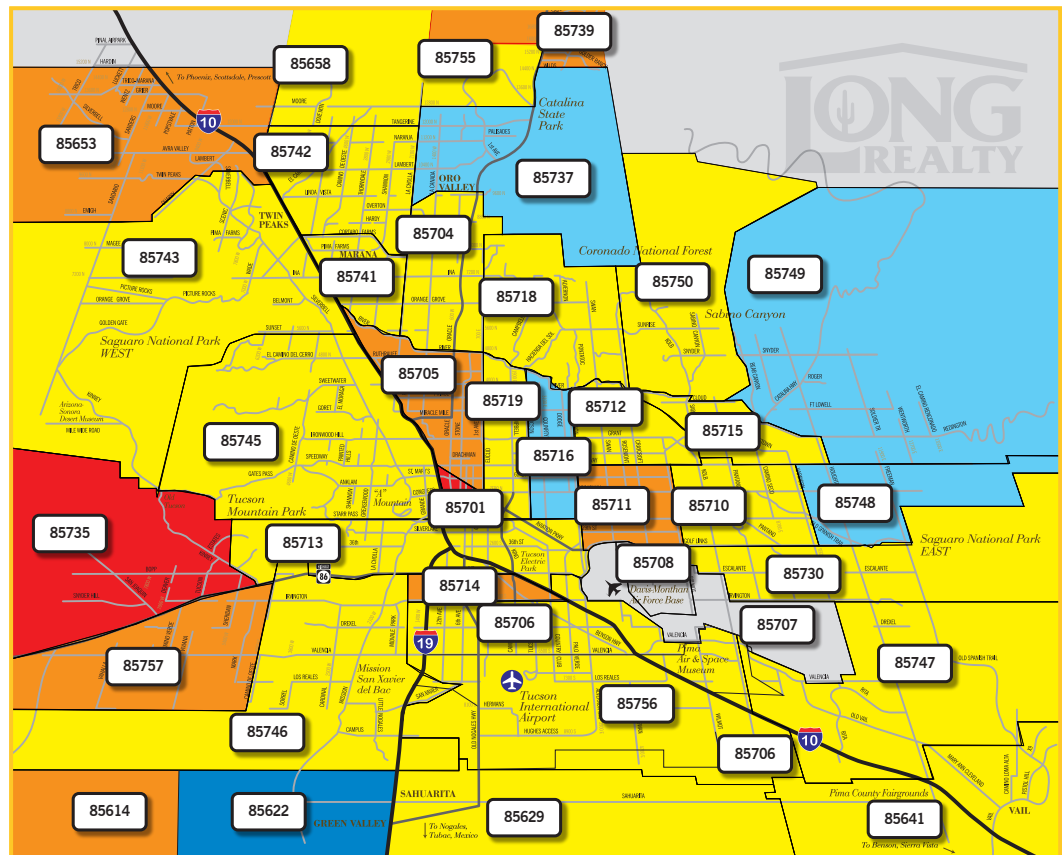
3.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2017-FEB 2018 TO  
DEC 2018-FEB 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 December 2017-February 2018 to December 2018-February 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2019. Information is believed to be reliable, but not guaranteed.