

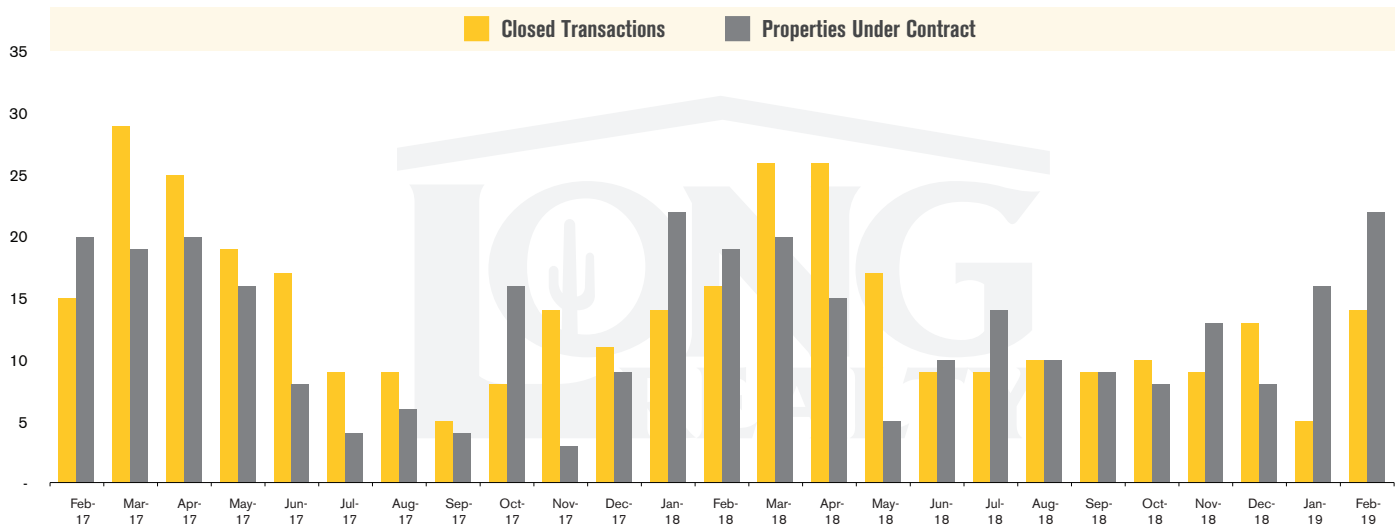
# THE HOUSING REPORT

SUN CITY ORO VALLEY | MARCH 2019

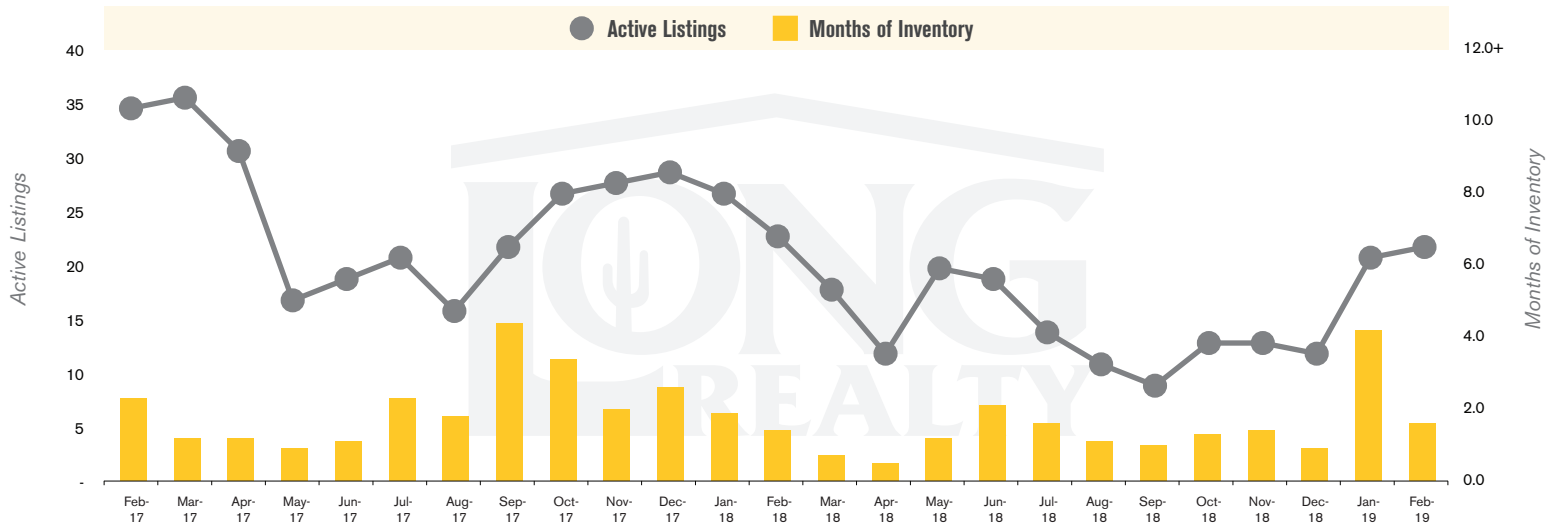


In the Sun City Oro Valley area, February 2019 active inventory was 22, a 4% decrease from February 2018. There were 14 closings in February 2019, a 13% decrease from February 2018. Year-to-date 2019 there were 19 closings, a 37% decrease from year-to-date 2018. Months of Inventory was 1.6, up from 1.4 in February 2018. Median price of sold homes was \$244,950 for the month of February 2019, down 7% from February 2018. The Sun City Oro Valley area had 22 new properties under contract in February 2019, up 16% from February 2018.

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



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



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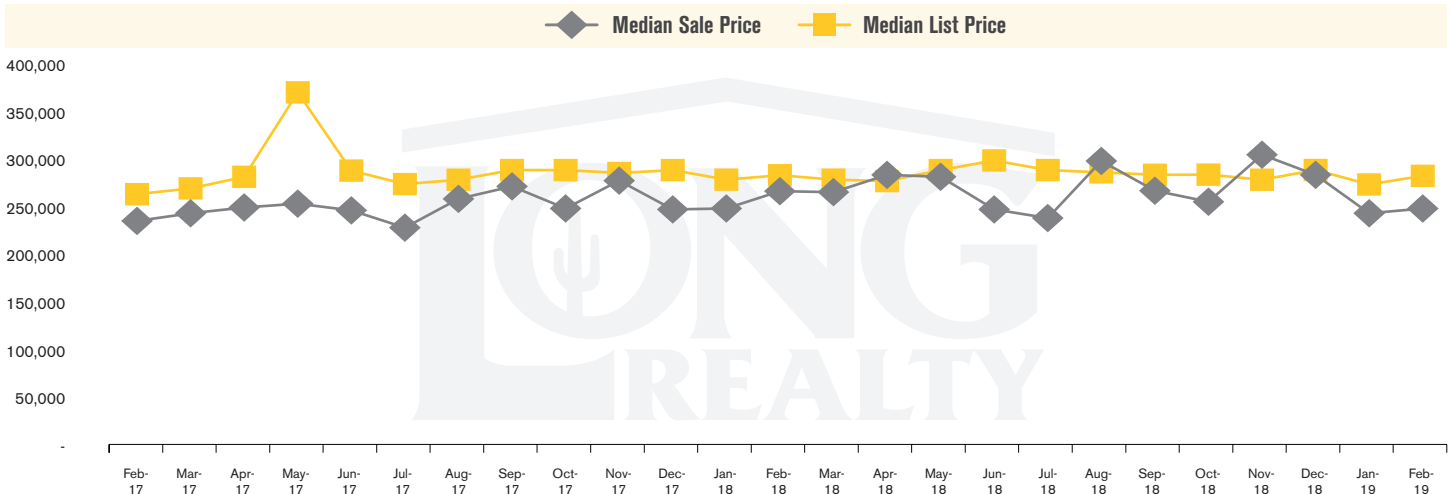
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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

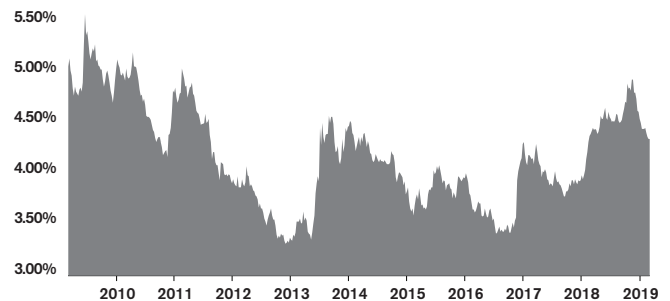


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$331,200    | 6.14%     | \$1,914.84  |
| 2018 | \$263,000    | 4.50%     | \$1,265.95  |
| 2019 | \$244,950    | 4.625%    | \$1,196.42  |

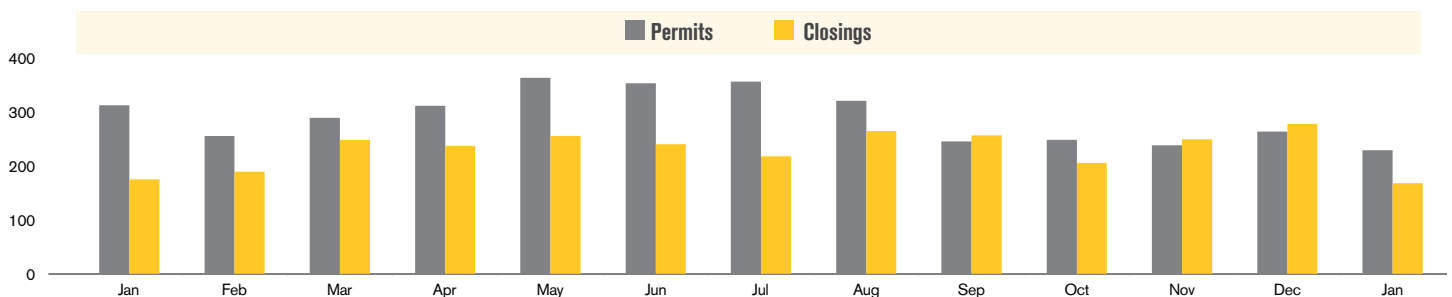
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 (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-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                          | 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                          | 1         | 0         | 0         | 0        | 1         | 0.0                         | 0.0                                    | <b>Seller</b>          |
| \$200,000 - 224,999    | 1               | 1                          | 1         | 1         | 1         | 0        | 1         | 1.0                         | 1.0                                    | <b>Seller</b>          |
| \$225,000 - 249,999    | 3               | 2                          | 3         | 1         | 0         | 3        | 6         | 0.5                         | 1.2                                    | <b>Seller</b>          |
| \$250,000 - 274,999    | 5               | 2                          | 2         | 3         | 4         | 1        | 3         | 1.7                         | 1.4                                    | <b>Seller</b>          |
| \$275,000 - 299,999    | 6               | 2                          | 1         | 0         | 3         | 0        | 0         | n/a                         | 4.3                                    | <b>Slightly Seller</b> |
| \$300,000 - 349,999    | 3               | 1                          | 1         | 1         | 3         | 1        | 1         | 3.0                         | 1.0                                    | <b>Seller</b>          |
| \$350,000 - 399,999    | 4               | 1                          | 1         | 2         | 1         | 0        | 1         | 4.0                         | 4.5                                    | <b>Slightly Seller</b> |
| \$400,000 - 499,999    | 0               | 0                          | 1         | 2         | 1         | 0        | 0         | n/a                         | 2.0                                    | <b>Seller</b>          |
| \$500,000 - 599,999    | 0               | 0                          | 0         | 0         | 0         | 0        | 1         | 0.0                         | 2.0                                    | <b>Seller</b>          |
| \$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>22</b>       | <b>9</b>                   | <b>11</b> | <b>10</b> | <b>13</b> | <b>5</b> | <b>14</b> | <b>1.6</b>                  | <b>1.7</b>                             | <b>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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## MARKET SHARE (SUN CITY 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

56.5%

Coldwell Banker Residential Brokerage 14.0%

Tierra Antigua Realty 12.5%

Keller Williams Souther Arizona 5.0%

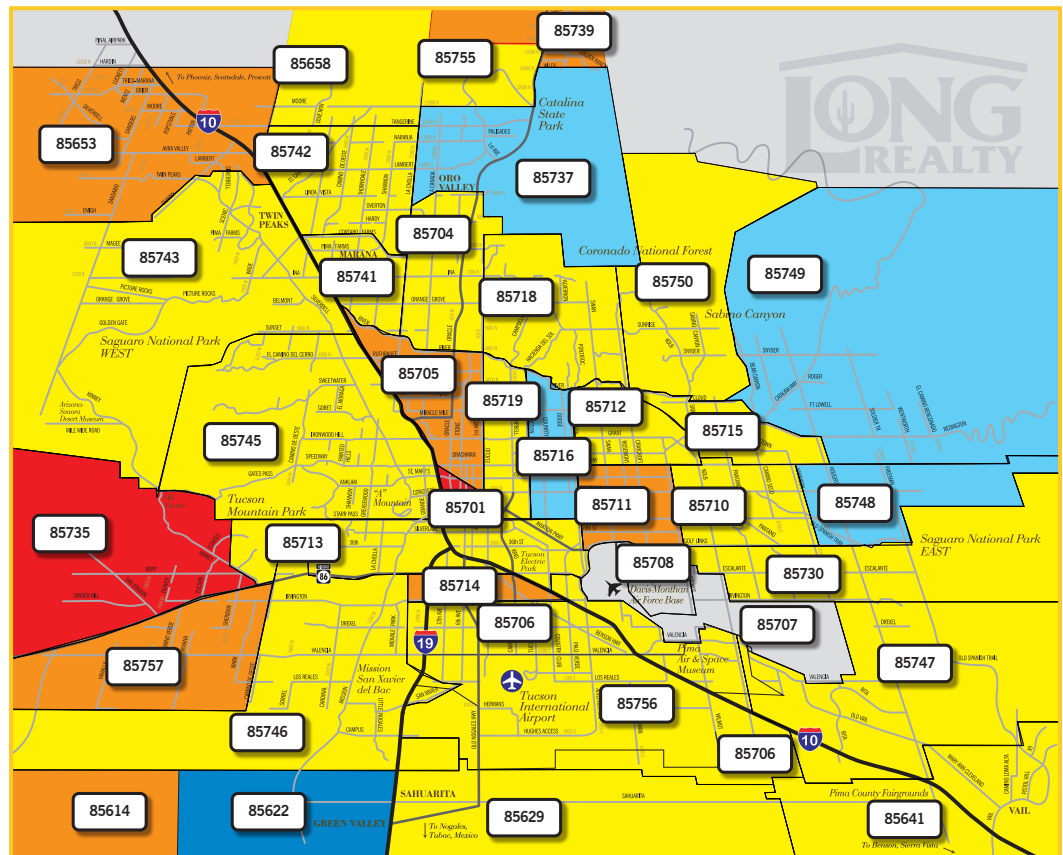
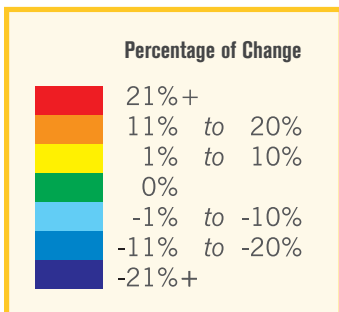
Realty Executives Tucson Elite 2.2%

RE/Max Excalibur 0.9%

## 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.



**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.