

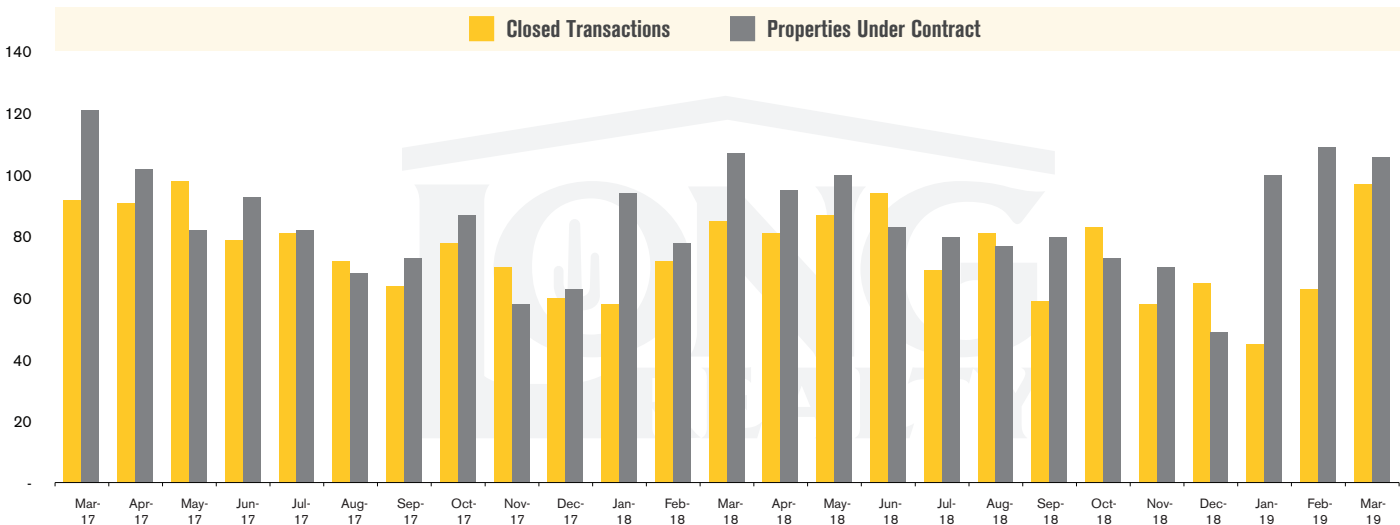
THE HOUSING REPORT

ORO VALLEY | APRIL 2019

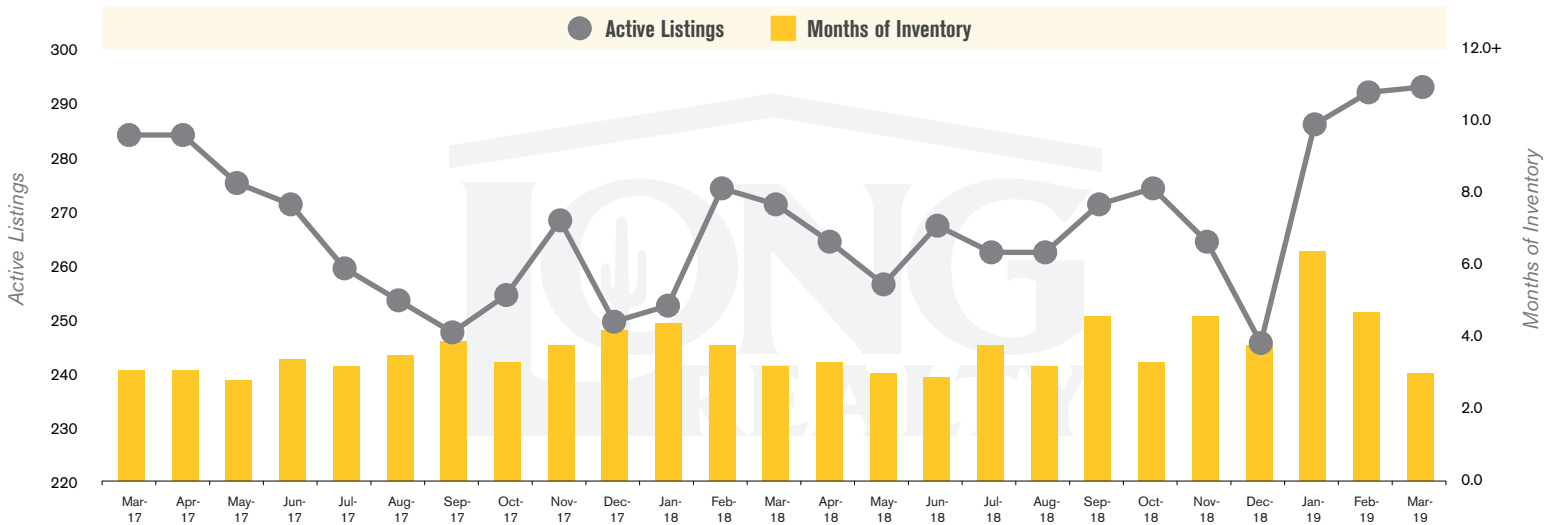


In the Oro Valley area, March 2019 active inventory was 294, an 8% increase from March 2018. There were 97 closings in March 2019, a 14% increase from March 2018. Year-to-date 2019 there were 205 closings, a 5% decrease from year-to-date 2018. Months of Inventory was 3.0, down from 3.2 in March 2018. Median price of sold homes was \$317,500 for the month of March 2019, up 11% from March 2018. The Oro Valley area had 106 new properties under contract in March 2019, down 1% from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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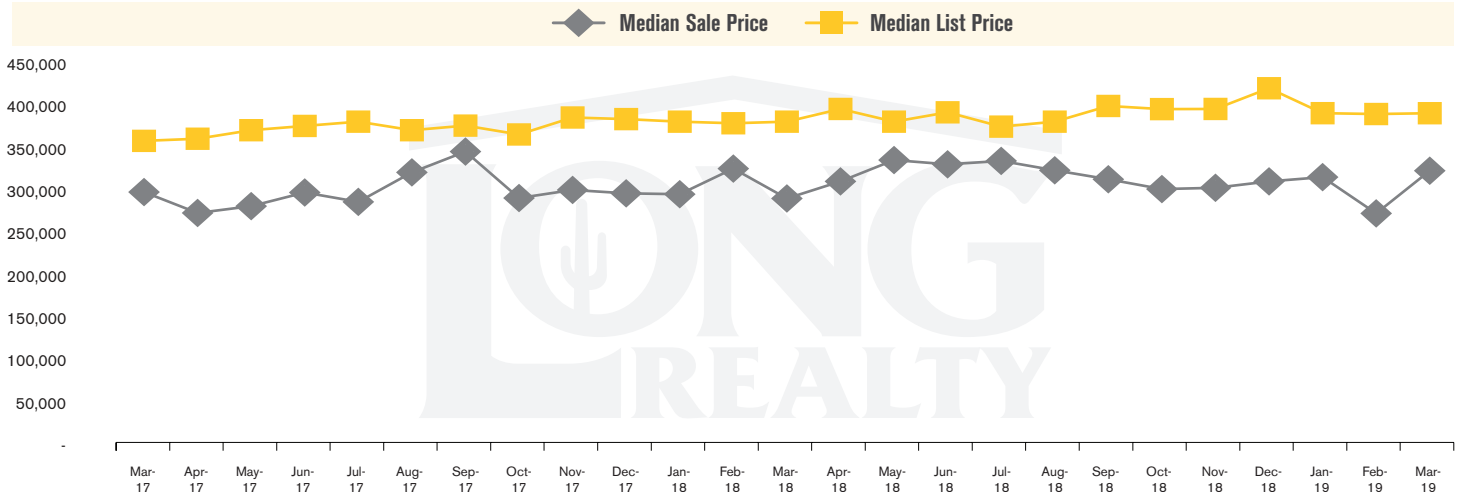
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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ORO VALLEY | APRIL 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

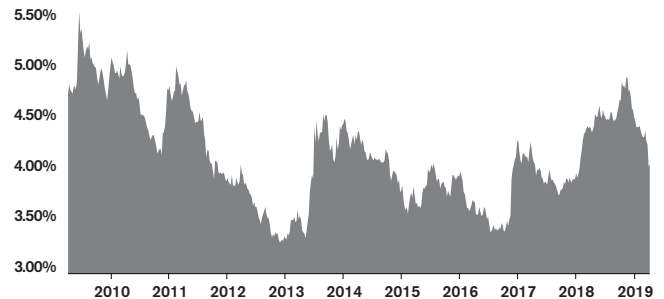


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$285,000	4.500%	\$1,371.85
2019	\$317,500	4.250%	\$1,483.81

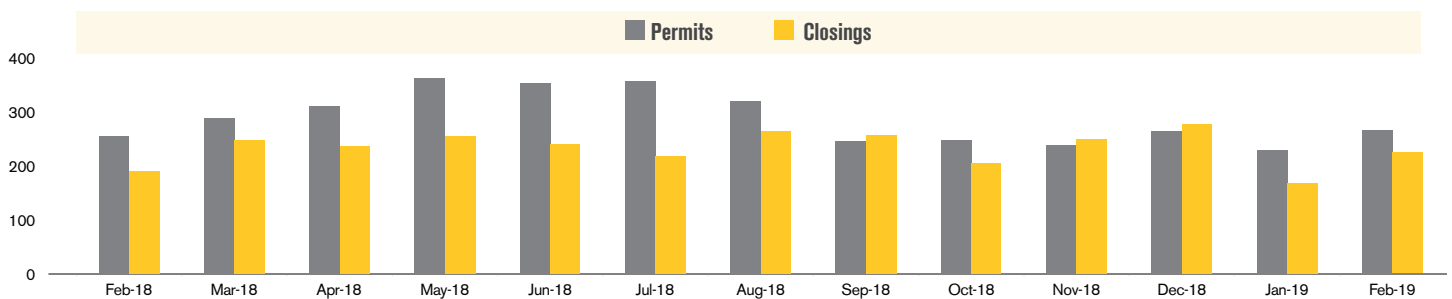
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 February 2019, new home permits were **up 5%** from last year and new home closings were **up 20%** from last year.

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ORO VALLEY | APRIL 2019



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
		Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	1	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	1	1	1	0	2	0	n/a	0.5	Seller
\$125,000 - 149,999	0	0	1	1	0	0	1	0.0	1.0	Seller
\$150,000 - 174,999	0	1	1	0	0	1	0	n/a	2.0	Seller
\$175,000 - 199,999	3	3	2	1	2	2	2	1.5	1.3	Seller
\$200,000 - 224,999	8	6	9	4	5	7	7	1.1	1.1	Seller
\$225,000 - 249,999	15	13	7	8	5	12	8	1.9	1.7	Seller
\$250,000 - 274,999	21	11	4	9	5	12	14	1.5	1.7	Seller
\$275,000 - 299,999	19	7	5	9	5	8	12	1.6	2.2	Seller
\$300,000 - 349,999	35	12	6	11	4	2	19	1.8	4.3	Slightly Seller
\$350,000 - 399,999	40	8	8	8	6	4	10	4.0	6.4	Balanced
\$400,000 - 499,999	38	10	8	4	7	3	10	3.8	5.9	Balanced
\$500,000 - 599,999	18	4	2	2	5	4	9	2.0	3.7	Seller
\$600,000 - 699,999	23	7	2	4	0	4	3	7.7	8.9	Buyer
\$700,000 - 799,999	17	1	4	0	0	4	2	8.5	7.2	Slightly Buyer
\$800,000 - 899,999	16	2	0	3	1	1	0	n/a	23.0	Buyer
\$900,000 - 999,999	8	0	0	2	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	33	0	0	1	1	0	0	n/a	100.0	Buyer
TOTAL	294	87	60	68	46	66	97	3.0	4.2	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 04/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2019-03/31/2019. 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 04/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2018 – 03/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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37.7%

Tierra Antigua Realty

10.4%

Coldwell Banker Residential Brokerage

8.5%

Keller Williams Southern Arizona

5.4%

Realty Executives Tucson Elite

5.2%

Exp Realty

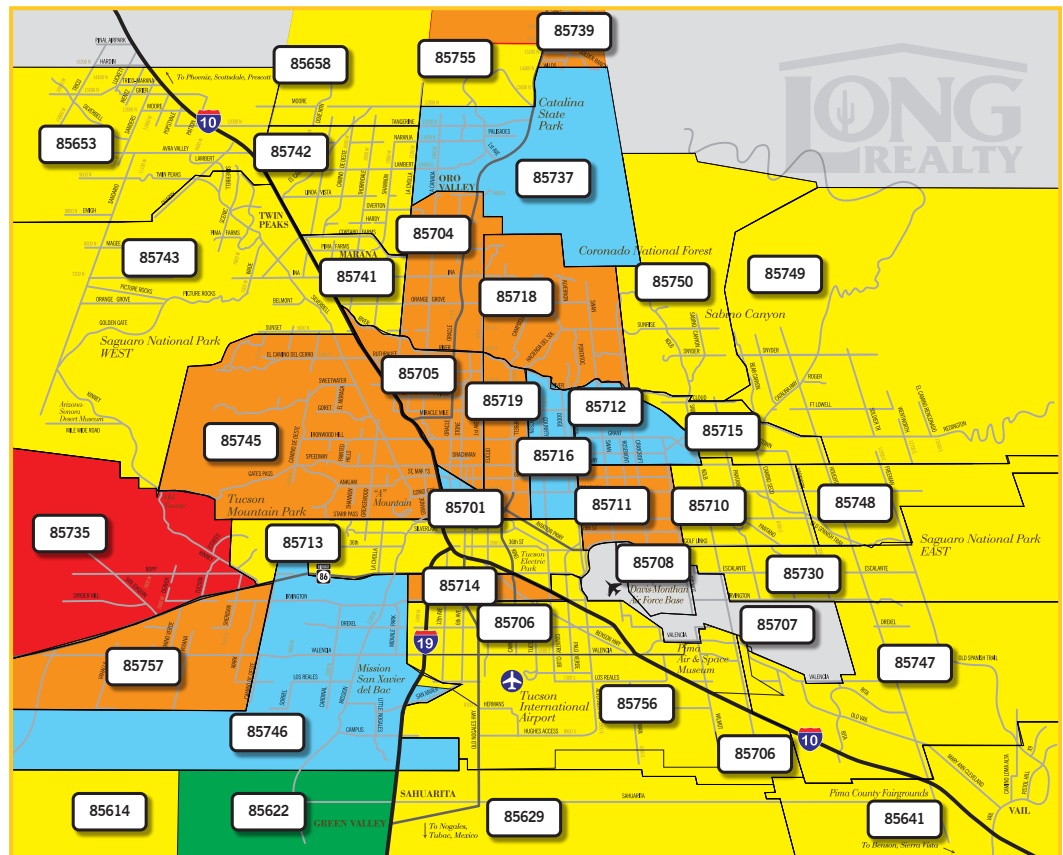
3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2018-MAR 2018 TO JAN 2019-MAR 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 January 2018-March 2018 to January 2019-March 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2019. Information is believed to be reliable, but not guaranteed.