

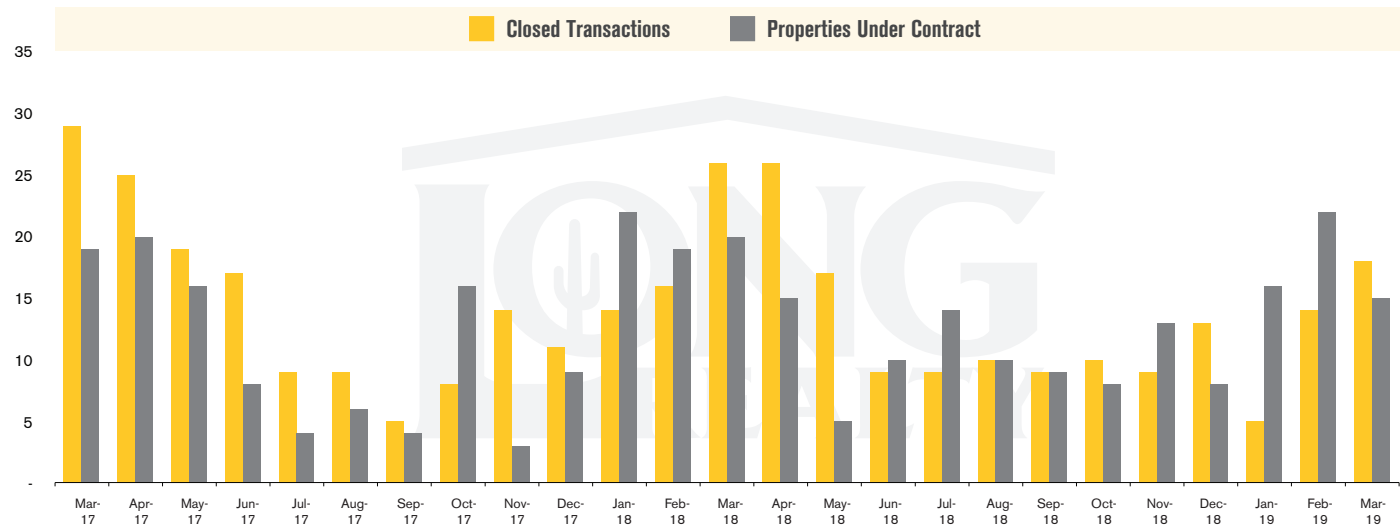
# THE HOUSING REPORT

SUN CITY ORO VALLEY | APRIL 2019

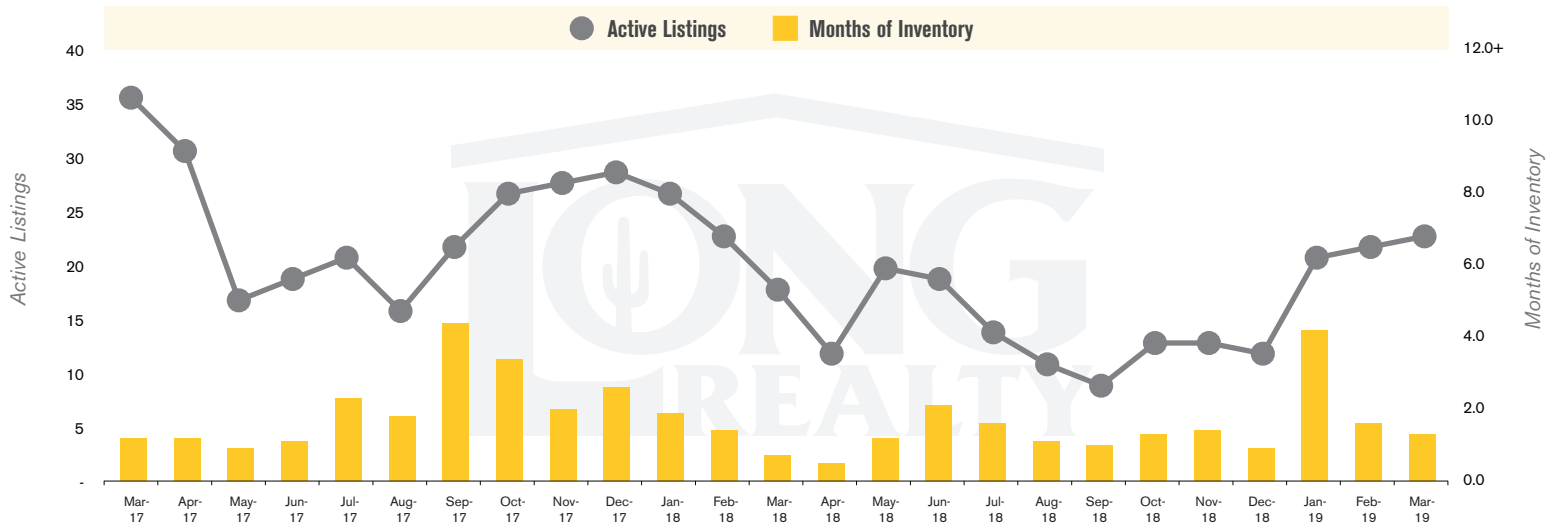


In the Sun City Oro Valley area, March 2019 active inventory was 23, a 28% increase from March 2018. There were 18 closings in March 2019, a 31% decrease from March 2018. Year-to-date 2019 there were 37 closings, a 34% decrease from year-to-date 2018. Months of Inventory was 1.3, up from .7 in March 2018. Median price of sold homes was \$284,525 for the month of March 2019, up 9% from March 2018. The Sun City Oro Valley area had 15 new properties under contract in March 2019, down 25% from March 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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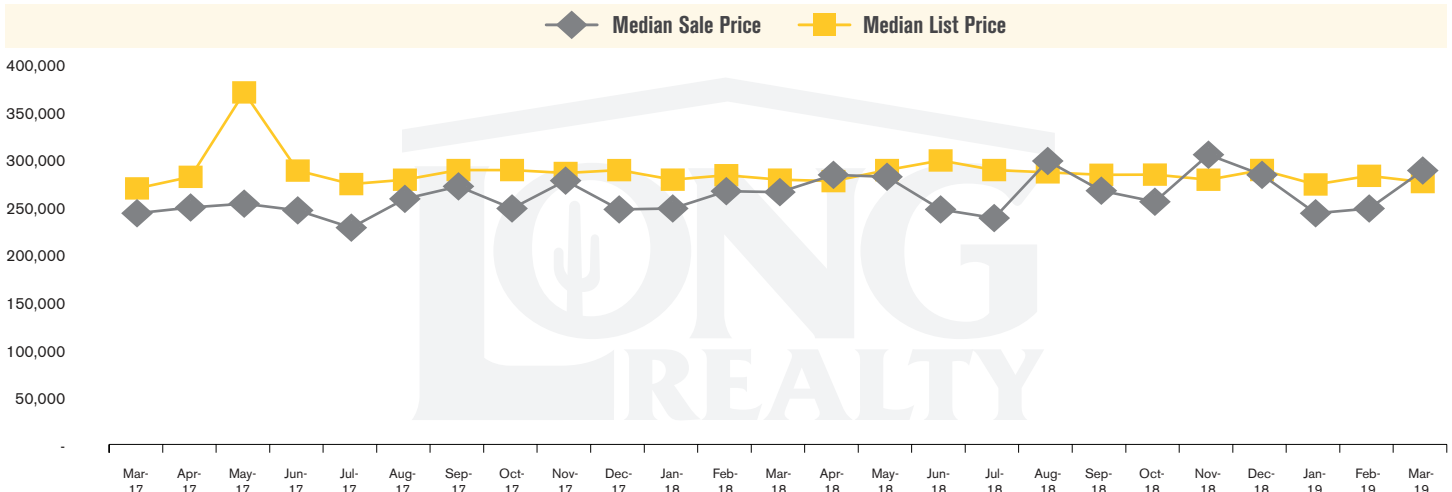
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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

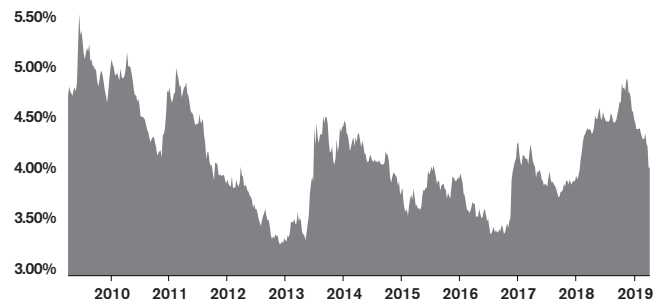


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2018	\$262,000	4.50%	\$1,261.14
2019	\$284,525	4.250%	\$1,329.71

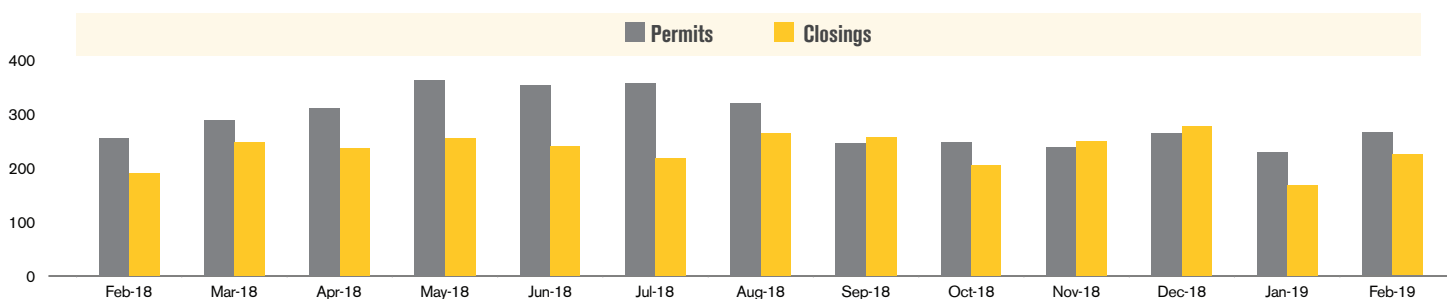
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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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## 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
		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	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	1	1	0	0	0	1	0	n/a	1.0	<b>Seller</b>
\$200,000 - 224,999	0	1	1	1	0	1	1	0.0	1.0	<b>Seller</b>
\$225,000 - 249,999	3	3	1	0	3	6	2	1.5	0.9	<b>Seller</b>
\$250,000 - 274,999	10	2	3	4	1	3	5	2.0	2.2	<b>Seller</b>
\$275,000 - 299,999	4	1	0	3	0	0	3	1.3	4.7	<b>Slightly Seller</b>
\$300,000 - 349,999	3	1	1	3	1	1	4	0.8	1.3	<b>Seller</b>
\$350,000 - 399,999	2	1	2	1	0	1	2	1.0	3.3	<b>Seller</b>
\$400,000 - 499,999	0	1	2	1	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	0	0	0	0	0	1	1	0.0	0.5	<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>23</b>	<b>11</b>	<b>10</b>	<b>13</b>	<b>5</b>	<b>14</b>	<b>18</b>	<b>1.3</b>	<b>1.8</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 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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SUN CITY ORO VALLEY | APRIL 2019



## MARKET SHARE (SUN CITY 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.

### LONG REALTY COMPANY

53.3%

Coldwell Banker Residential Brokerage 15.3%

Tierra Antigua Realty 12.6%

Keller Williams Souther Arizona 5.1%

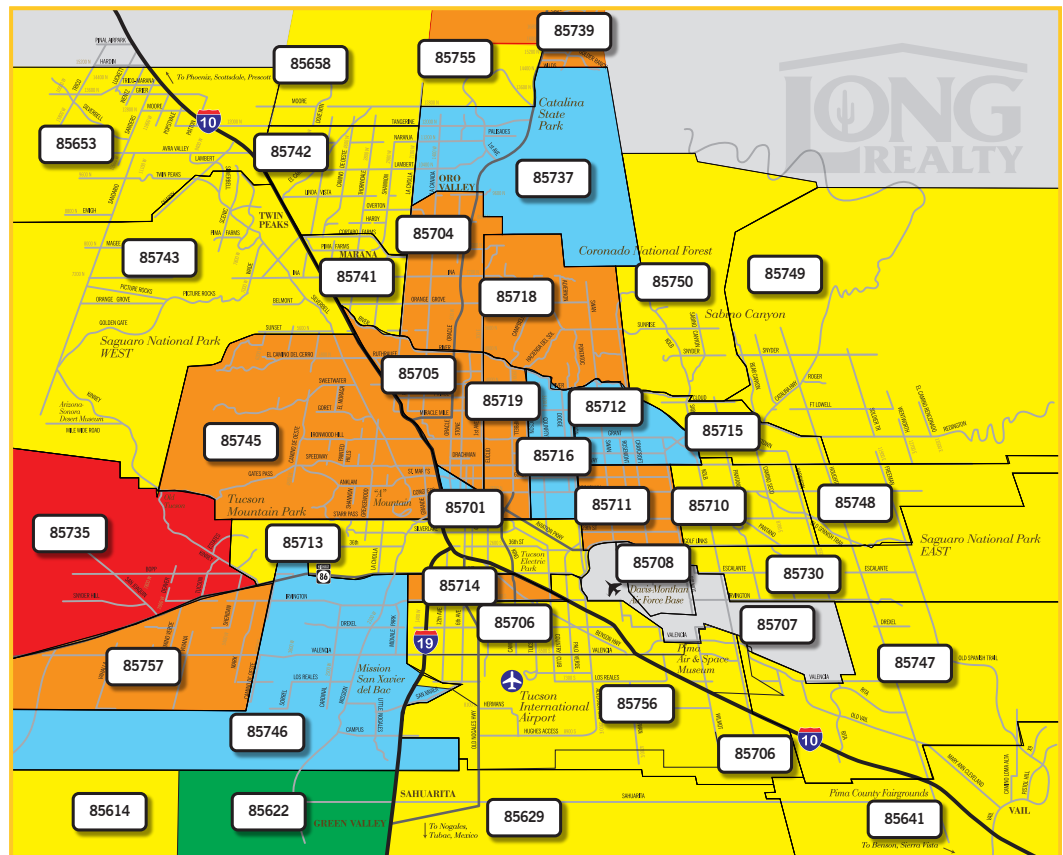
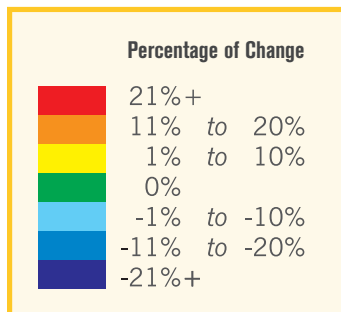
Realty Executives Tucson Elite 3.2%

Homesmart Advantage Group 1.2%

## 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.



**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.