

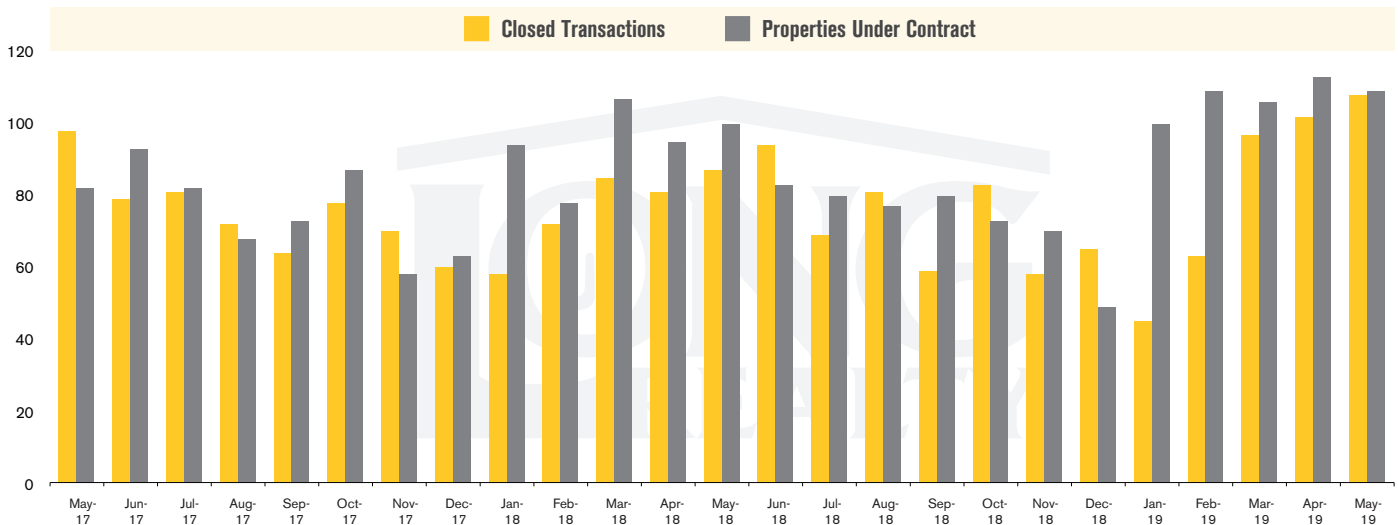
THE HOUSING REPORT

ORO VALLEY | JUNE 2019

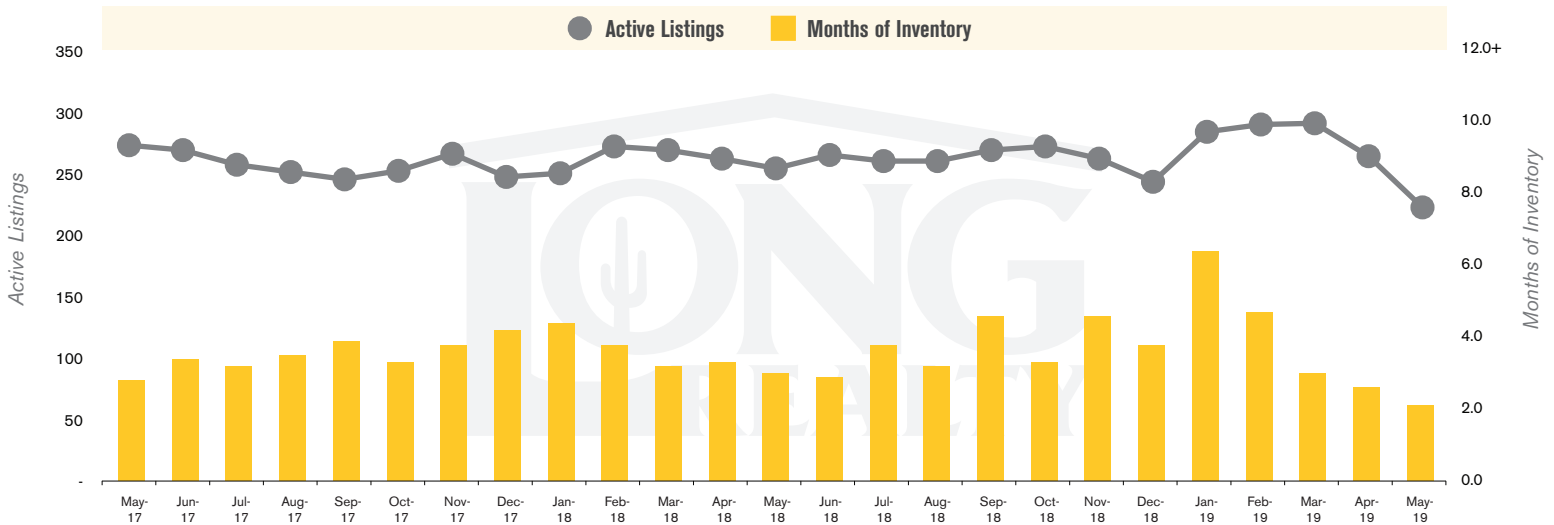


In the Oro Valley area, May 2019 active inventory was 225, a 12% decrease from May 2018. There were 108 closings in May 2019, a 24% increase from May 2018. Year-to-date 2019 there were 415 closings, an 8% increase from year-to-date 2018. Months of Inventory was 2.1, down from 3.0 in May 2018. Median price of sold homes was \$321,867 for the month of May 2019, down 3% from May 2018. The Oro Valley area had 109 new properties under contract in May 2019, up 9% from May 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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

Long Realty Company

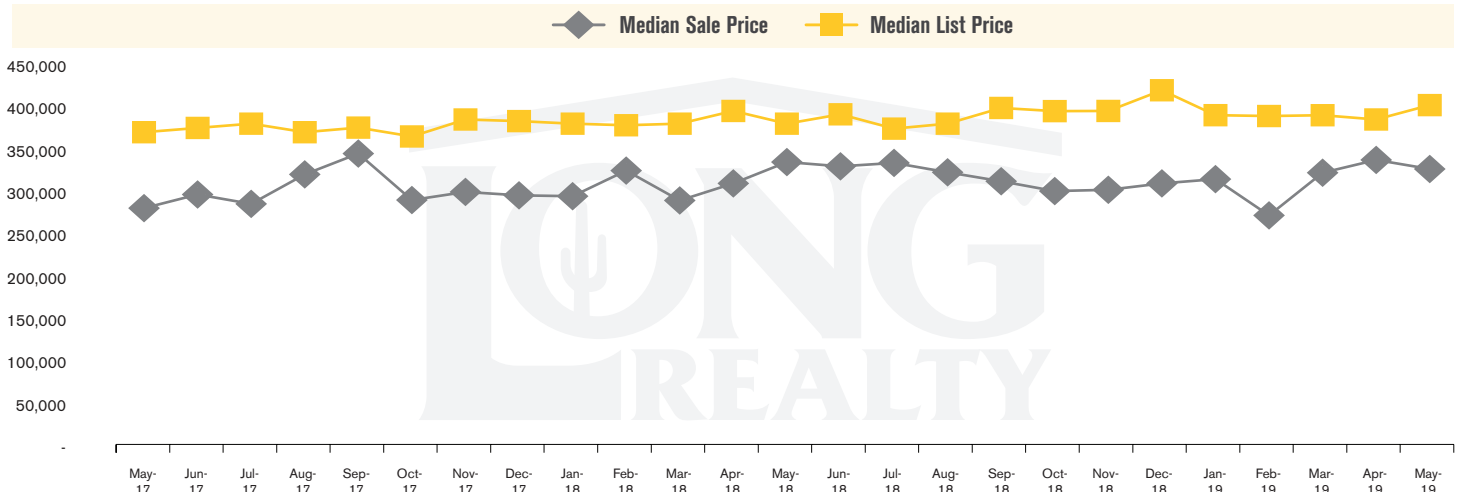
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | JUNE 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

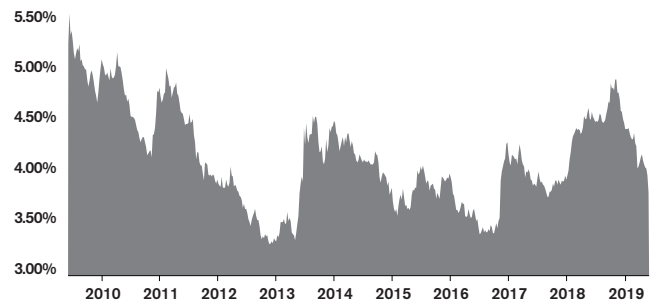


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$330,000	4.625%	\$1,611.83
2019	\$321,867	4.000%	\$1,459.81

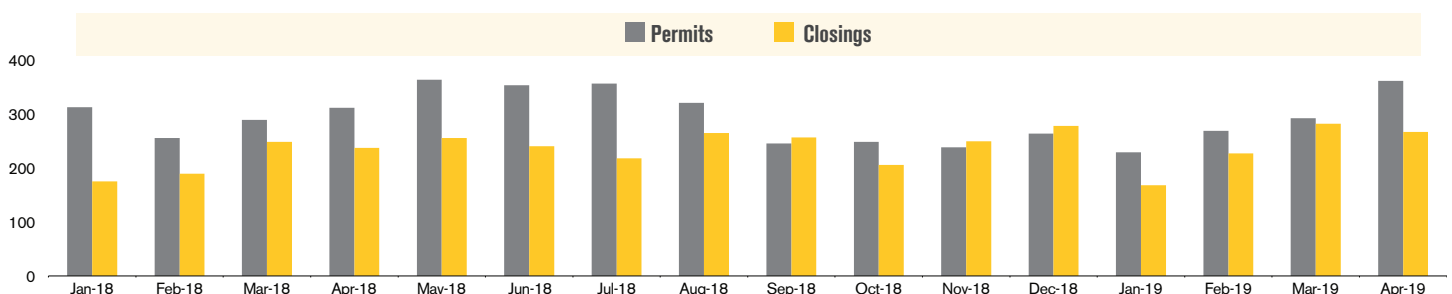
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For April 2019, new home permits were **down 2%** year-to-date from 2018 and new home closings were **up 11%** year to date from 2018.

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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 06/05/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | JUNE 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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-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	1	1	0	2	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	1	0	0	1	0	0	n/a	0.0	Seller
\$150,000 - 174,999	0	0	0	1	0	2	0	n/a	0.0	Seller
\$175,000 - 199,999	2	1	2	2	2	4	4	0.5	0.7	Seller
\$200,000 - 224,999	5	4	5	7	8	11	4	1.3	0.8	Seller
\$225,000 - 249,999	7	8	5	12	8	6	16	0.4	1.2	Seller
\$250,000 - 274,999	15	9	5	12	15	11	11	1.4	1.4	Seller
\$275,000 - 299,999	13	9	5	8	12	6	9	1.4	1.9	Seller
\$300,000 - 349,999	33	11	4	2	19	16	19	1.7	1.9	Seller
\$350,000 - 399,999	25	8	6	4	10	14	14	1.8	2.4	Seller
\$400,000 - 499,999	31	4	7	4	11	14	20	1.6	2.4	Seller
\$500,000 - 599,999	14	2	5	6	9	6	4	3.5	2.5	Seller
\$600,000 - 699,999	19	4	0	4	3	1	2	9.5	11.0	Buyer
\$700,000 - 799,999	14	0	0	4	2	7	2	7.0	4.4	Slightly Seller
\$800,000 - 899,999	12	3	1	1	0	1	1	12.0	21.5	Buyer
\$900,000 - 999,999	8	2	0	0	0	0	1	8.0	22.0	Buyer
\$1,000,000 - and over	26	1	1	0	0	3	1	26.0	22.3	Buyer
TOTAL	225	68	46	69	100	102	108	2.1	2.5	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

Long Realty Company

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2019-05/31/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | JUNE 2019



MARKET SHARE (ORO VALLEY)

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 05/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

36.5%

Tierra Antigua Realty 9.8%

Coldwell Banker Residential Brokerage 9.1%

Keller Williams Southern Arizona 5.3%

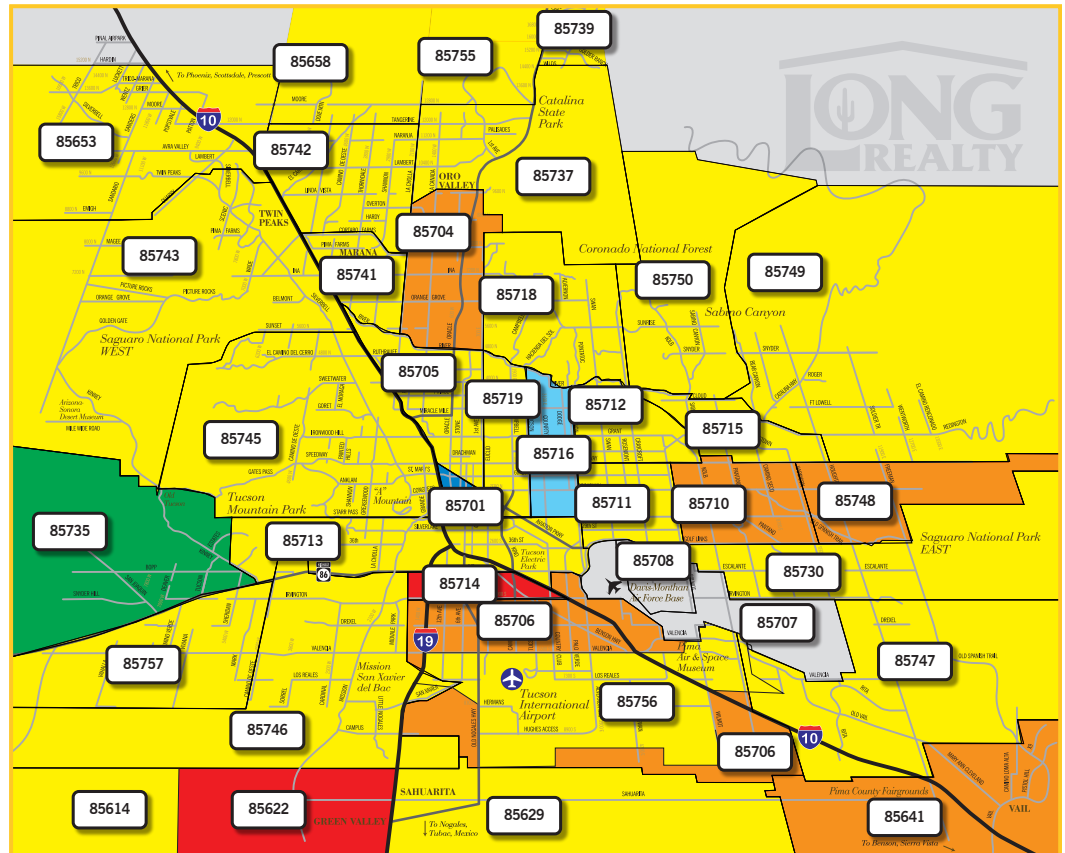
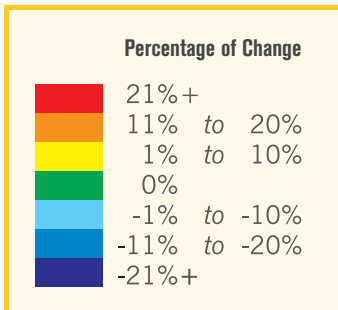
Realty Executives Tucson Elite 5.2%

Russ Lyon Sotheby's 4.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2018-MAY 2018 TO MAR 2019-MAY 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.

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

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from March 2018-May 2018 to March 2019-May 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/05/2019. Information is believed to be reliable, but not guaranteed.