

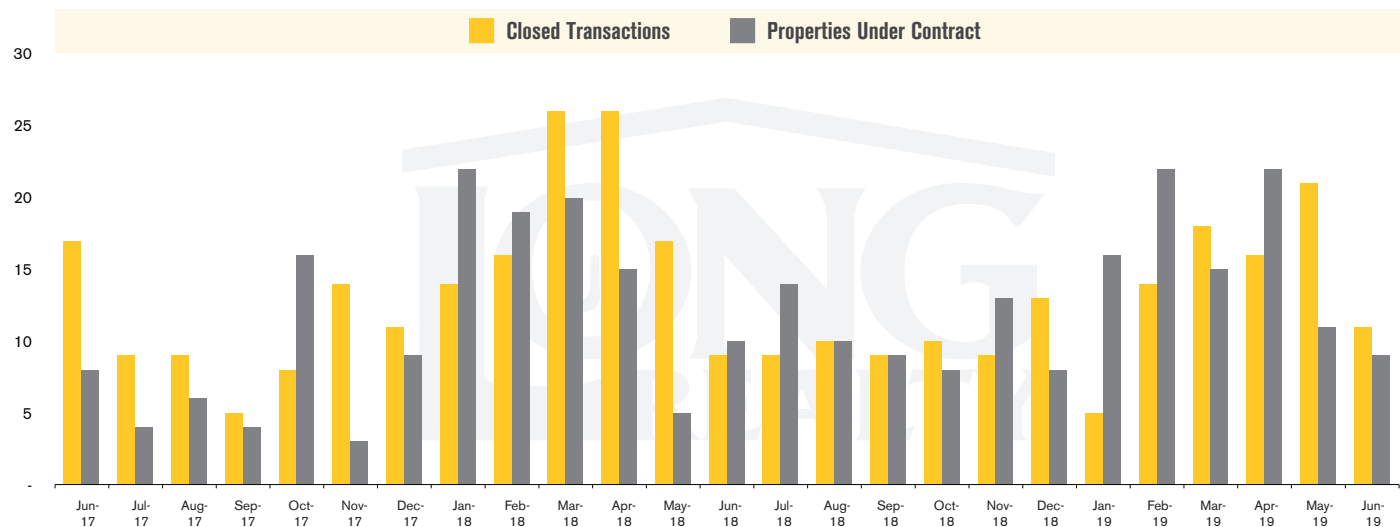
THE HOUSING REPORT

SUN CITY ORO VALLEY | JULY 2019

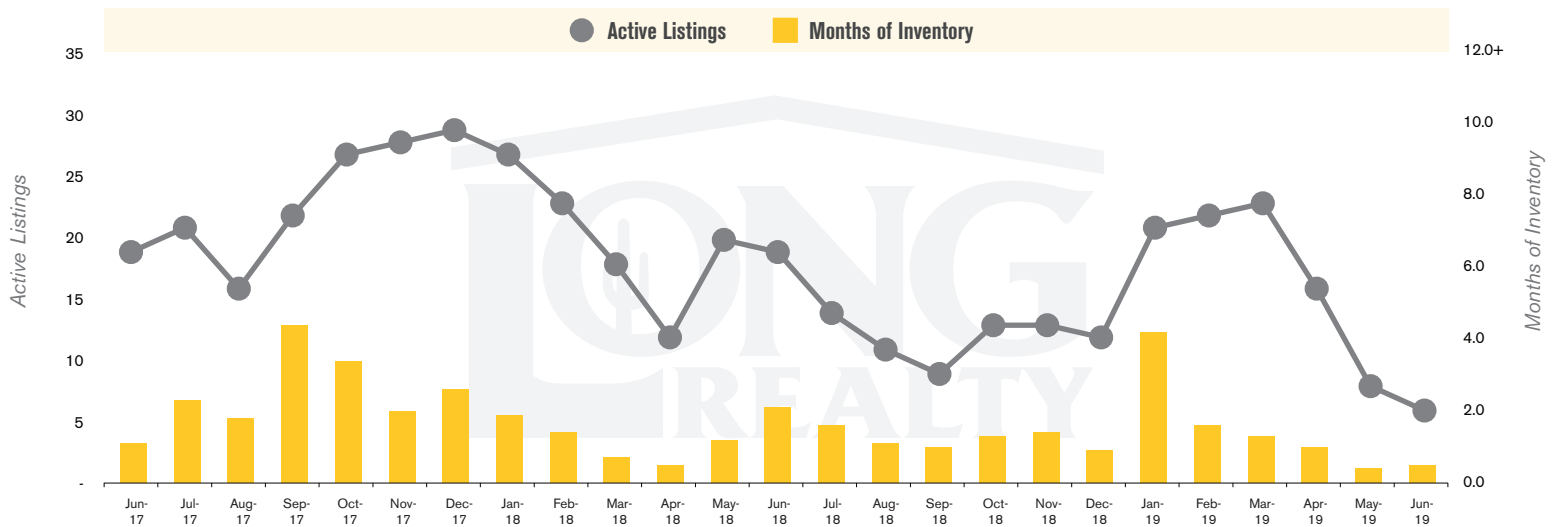


In the Sun City Oro Valley area, June 2019 active inventory was 6, a 68% decrease from June 2018. There were 11 closings in June 2019, a 22% increase from June 2018. Year-to-date 2019 there were 85 closings, a 21% decrease from year-to-date 2018. Months of Inventory was .5, down from 2.1 in June 2018. Median price of sold homes was \$249,900 for the month of June 2019, up 2% from June 2018. The Sun City Oro Valley area had 9 new properties under contract in June 2019, down 10% from June 2018.

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



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



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

Long Realty Company

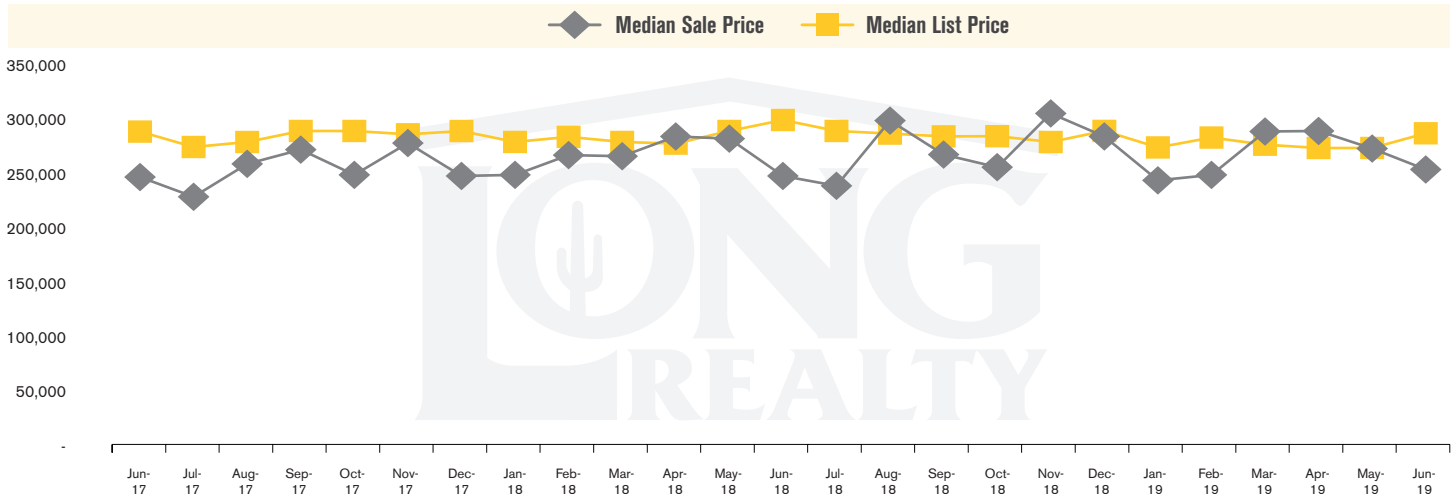
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SUN CITY ORO VALLEY | JULY 2019



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

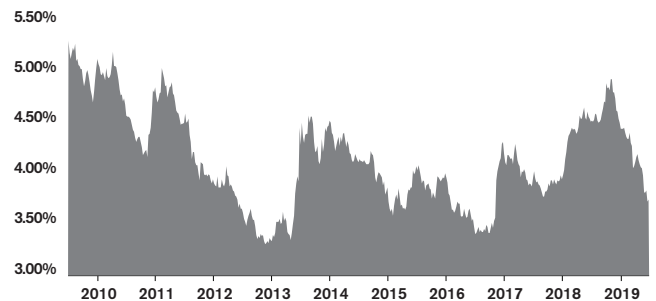


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2018	\$244,000	4.50%	\$1,174.50
2019	\$249,900	4.000%	\$1,133.41

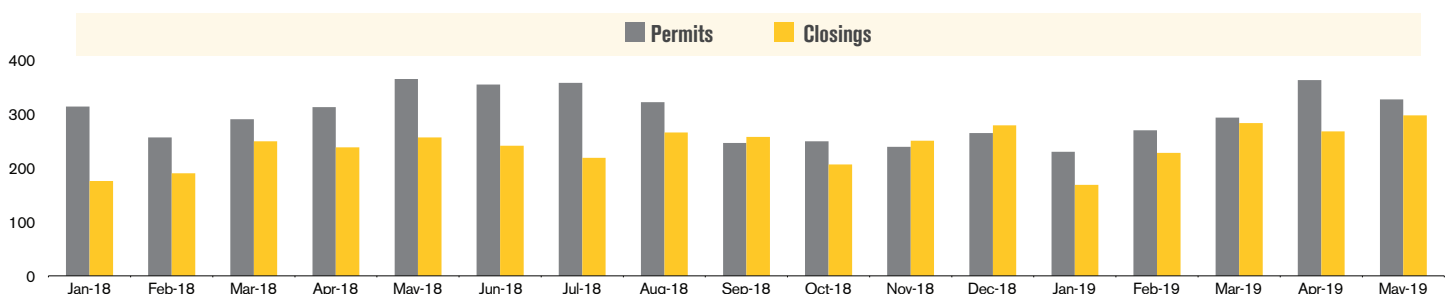
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** 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 07/03/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SUN CITY ORO VALLEY | JULY 2019



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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-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	1	1	0.0	1.0	Seller
\$200,000 - 224,999	0	0	1	1	2	1	0	n/a	0.3	Seller
\$225,000 - 249,999	1	3	6	2	1	4	5	0.2	0.3	Seller
\$250,000 - 274,999	1	1	3	5	3	5	4	0.3	0.7	Seller
\$275,000 - 299,999	0	0	0	3	3	2	0	n/a	1.0	Seller
\$300,000 - 349,999	3	1	1	4	4	3	1	3.0	0.9	Seller
\$350,000 - 399,999	1	0	1	2	1	1	0	n/a	2.0	Seller
\$400,000 - 499,999	0	0	0	0	2	3	0	n/a	0.0	Seller
\$500,000 - 599,999	0	0	1	1	0	1	0	n/a	0.0	Seller
\$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
TOTAL	6	5	14	18	16	21	11	0.5	0.6	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 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SUN CITY ORO VALLEY | JULY 2019



MARKET SHARE (SUN CITY ORO VALLEY)

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

55.3%

Coldwell Banker Residential Brokerage

19.1%

Tierra Antigua Realty

10.3%

Keller Williams Souther Arizona

4.0%

Realty Executives Tucson Elite

3.0%

Homesmart Advantage Group

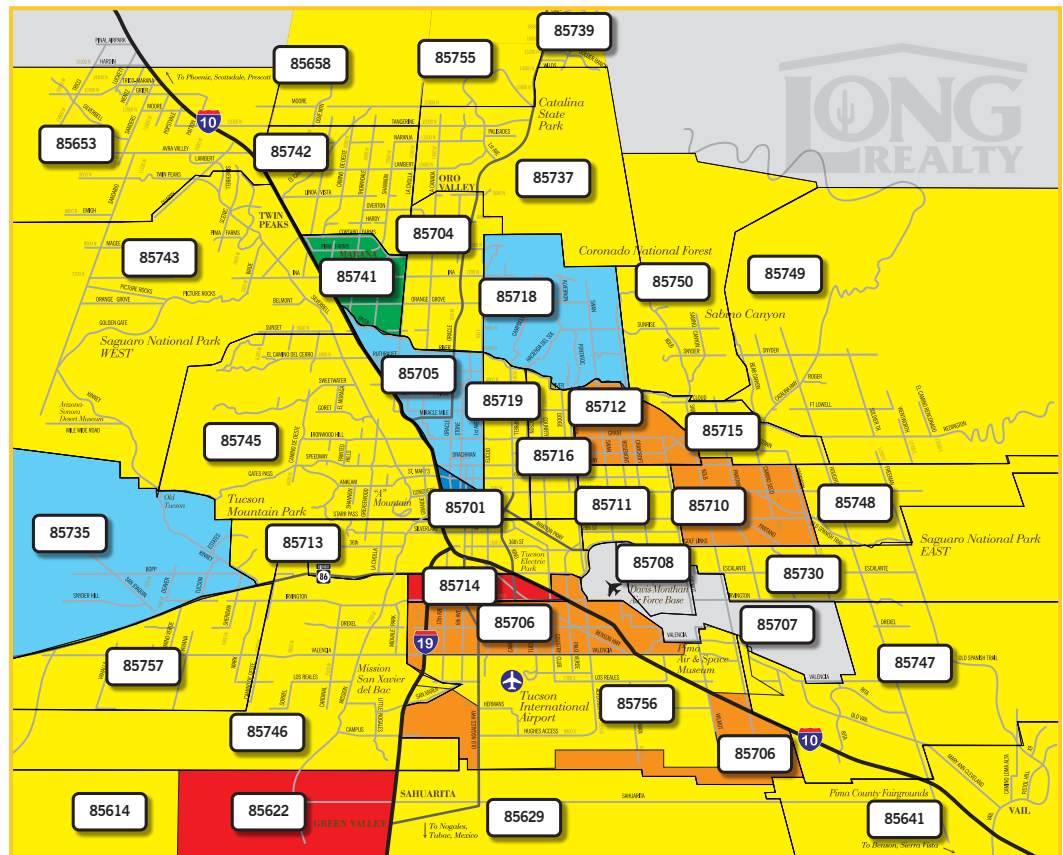
1.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2018-JUN 2018 TO
APR 2019-JUN 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.



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 April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.