

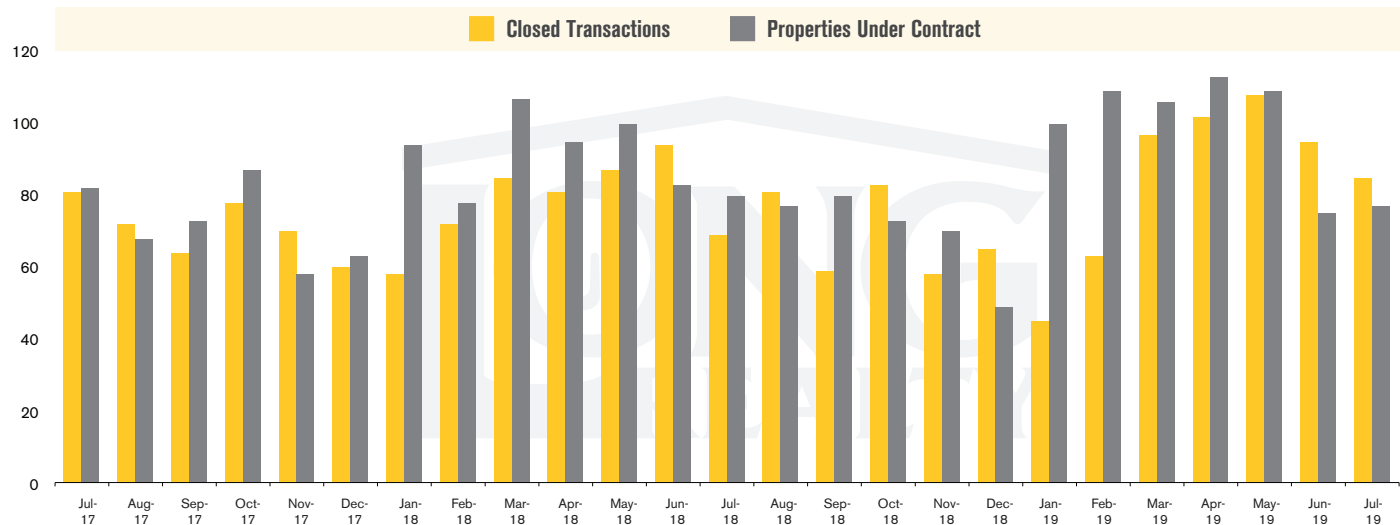
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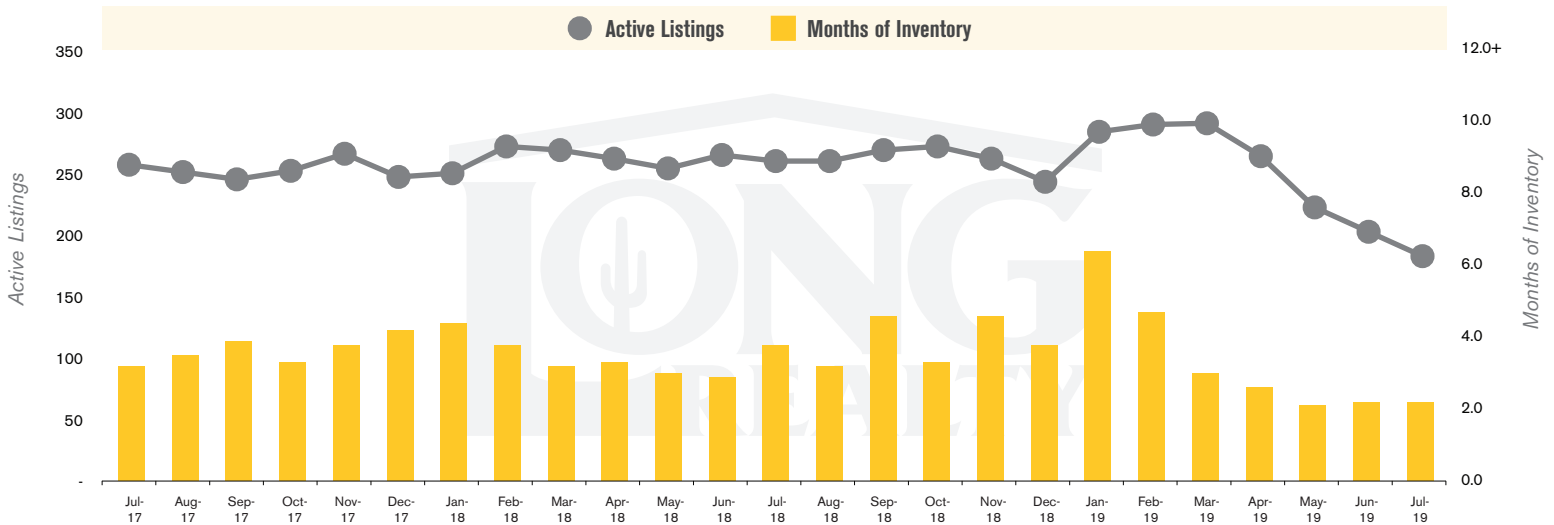


In the Oro Valley area, July 2019 active inventory was 185, a 30% decrease from July 2018. There were 85 closings in July 2019, a 23% increase from July 2018. Year-to-date 2019 there were 607 closings, a 9% increase from year-to-date 2018. Months of Inventory was 2.2, down from 3.8 in July 2018. Median price of sold homes was \$349,900 for the month of July 2019, up 6% from July 2018. The Oro Valley area had 77 new properties under contract in July 2019, down 4% from July 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

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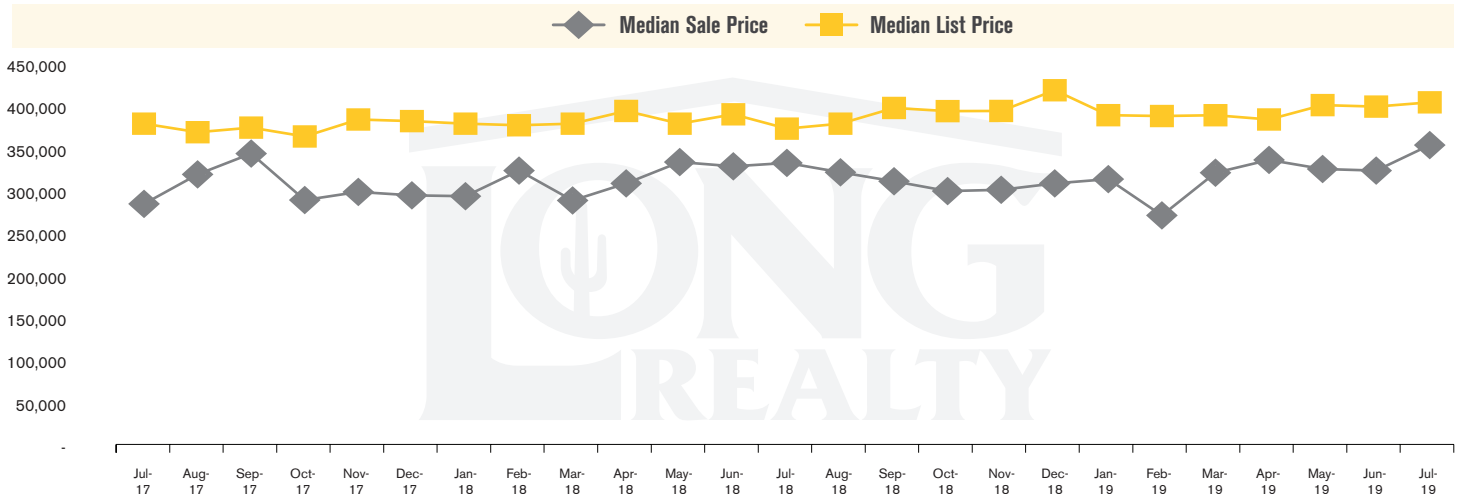
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

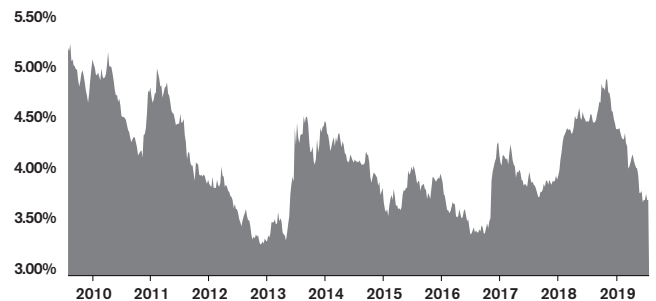


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$329,000	4.530%	\$1,589.22
2019	\$349,900	3.770%	\$1,543.19

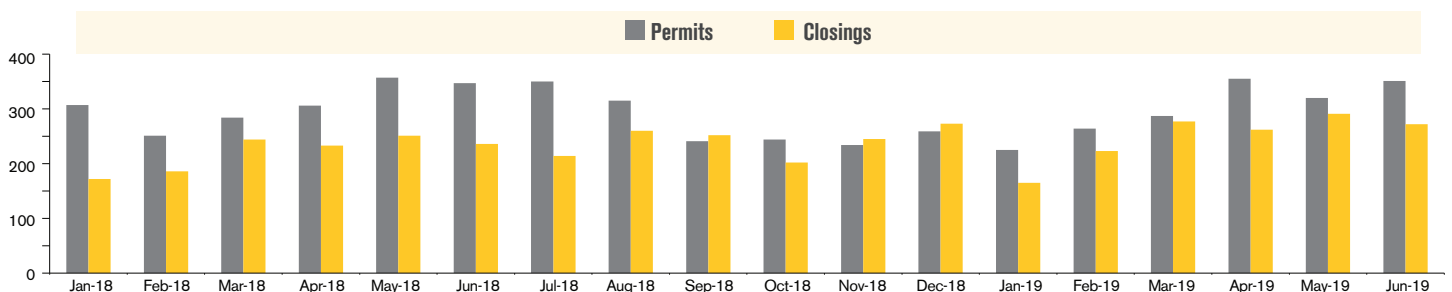
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 June 2019, new home permits were **down 3%** year-to-date from 2018 and new home closings were **up 13%** year to date from 2018.

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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
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-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	2	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	1	0	0	1	0	n/a	0.0	Seller
\$150,000 - 174,999	0	1	0	2	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	1	2	2	4	4	1	3	0.3	0.6	Seller
\$200,000 - 224,999	2	7	8	11	4	3	5	0.4	0.9	Seller
\$225,000 - 249,999	2	12	8	6	16	13	10	0.2	0.5	Seller
\$250,000 - 274,999	10	12	15	11	11	13	9	1.1	1.1	Seller
\$275,000 - 299,999	12	8	12	6	9	7	5	2.4	1.8	Seller
\$300,000 - 349,999	22	2	19	16	19	22	11	2.0	1.6	Seller
\$350,000 - 399,999	25	4	10	14	14	13	13	1.9	1.8	Seller
\$400,000 - 499,999	20	4	12	14	20	11	17	1.2	1.6	Seller
\$500,000 - 599,999	16	6	9	6	4	7	2	8.0	3.6	Seller
\$600,000 - 699,999	19	4	3	1	2	4	2	9.5	6.5	Balanced
\$700,000 - 799,999	12	4	2	7	2	1	3	4.0	6.3	Balanced
\$800,000 - 899,999	11	1	0	1	1	1	1	11.0	11.7	Buyer
\$900,000 - 999,999	8	0	0	0	1	0	4	2.0	4.4	Slightly Seller
\$1,000,000 - and over	24	0	0	3	1	1	0	n/a	38.5	Buyer
TOTAL	185	69	101	102	108	98	85	2.2	2.1	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

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. 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 08/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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36.9%

Coldwell Banker Residential Brokerage 9.5%

Tierra Antigua Realty 9.4%

Realty Executives Tucson Elite 5.6%

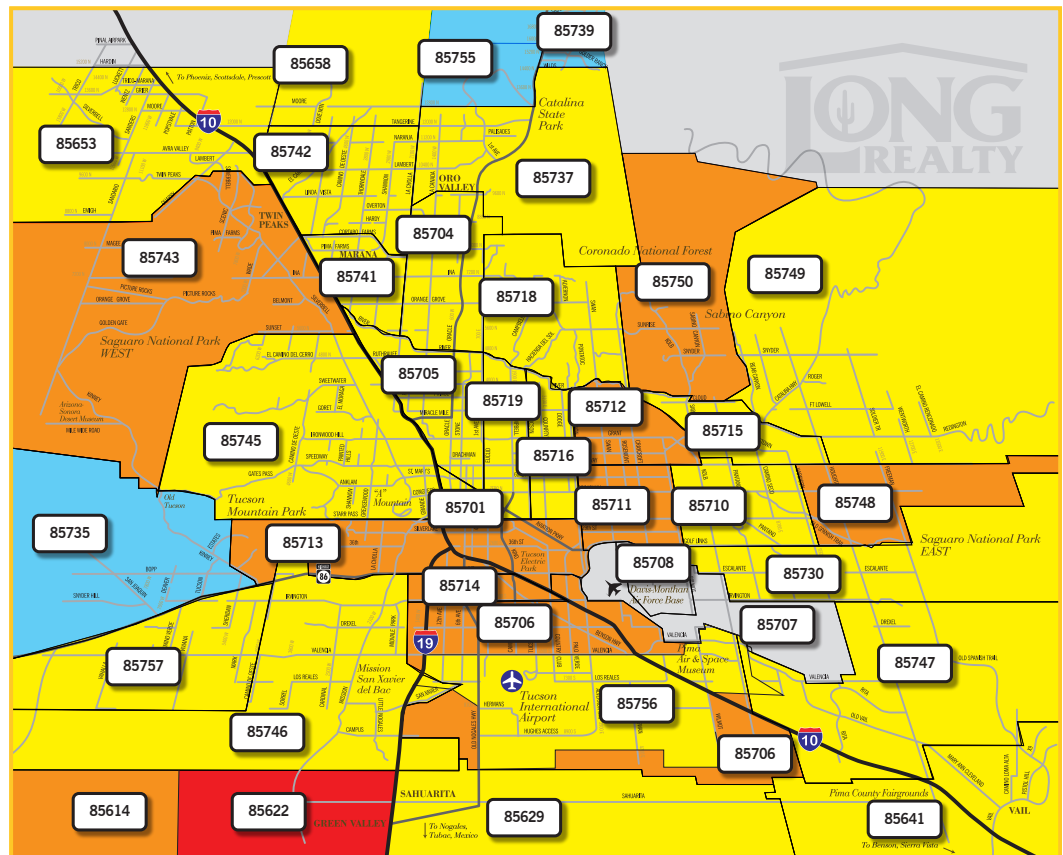
Keller Williams Southern Arizona 4.8%

Exp Realty 4.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2018-JUL 2018 TO MAY 2019-JUL 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
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This heat map represents the percentage of change in Tucson metro median sales prices from May 2018-July 2018 to May 2019-July 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2019. Information is believed to be reliable, but not guaranteed.