

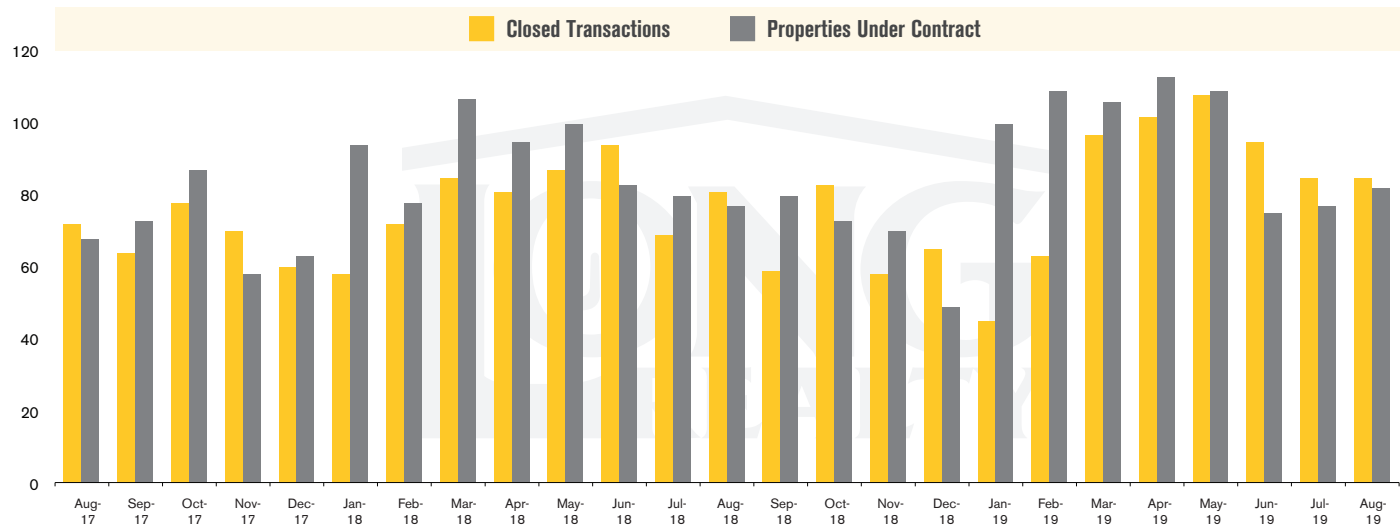
# THE HOUSING REPORT

ORO VALLEY | SEPTEMBER 2019

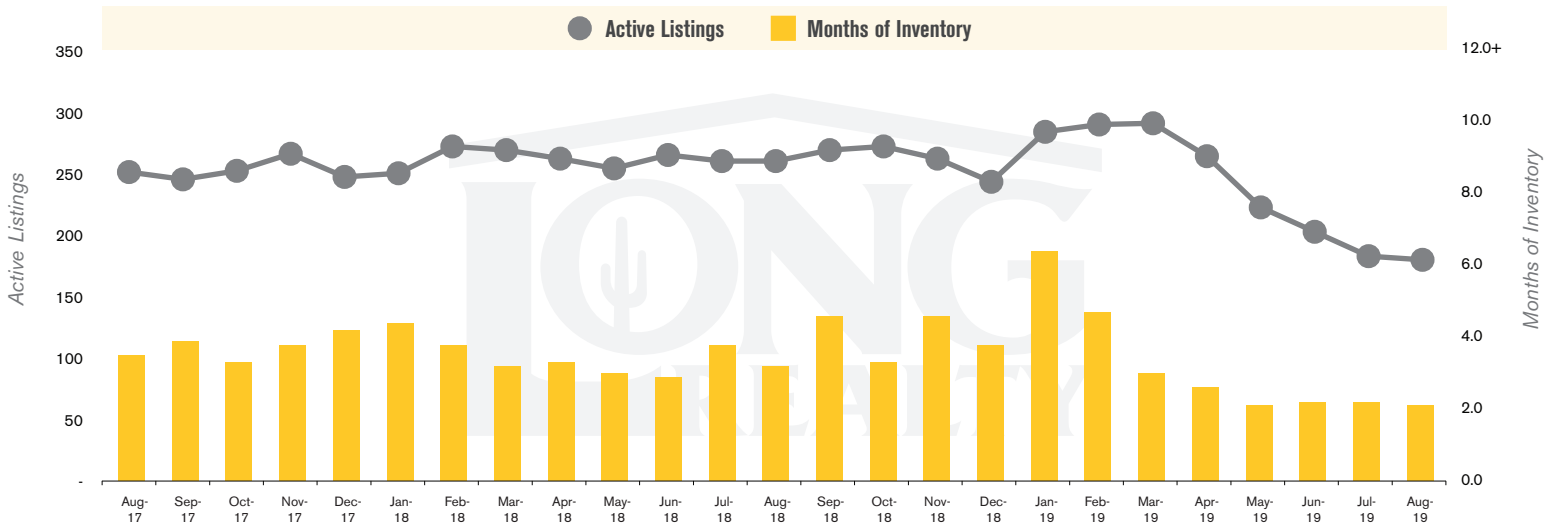


In the Oro Valley area, August 2019 active inventory was 182, a 31% decrease from August 2018. There were 85 closings in August 2019, a 5% increase from August 2018. Year-to-date 2019 there were 689 closings, an 8% increase from year-to-date 2018. Months of Inventory was 2.1, down from 3.2 in August 2018. Median price of sold homes was \$365,950 for the month of August 2019, up 15% from August 2018. The Oro Valley area had 82 new properties under contract in August 2019, up 6% from August 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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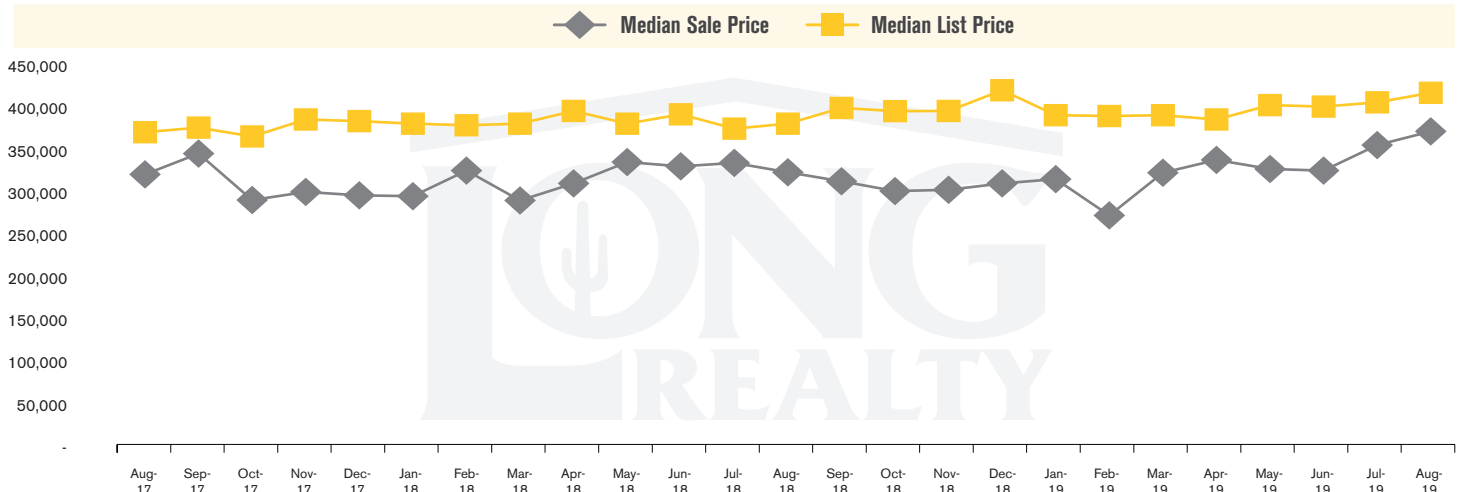
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

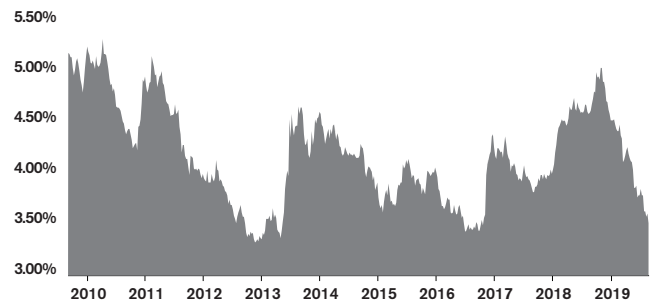


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$318,000	4.879%	\$1,599.38
2019	\$365,950	3.625%	\$1,585.47

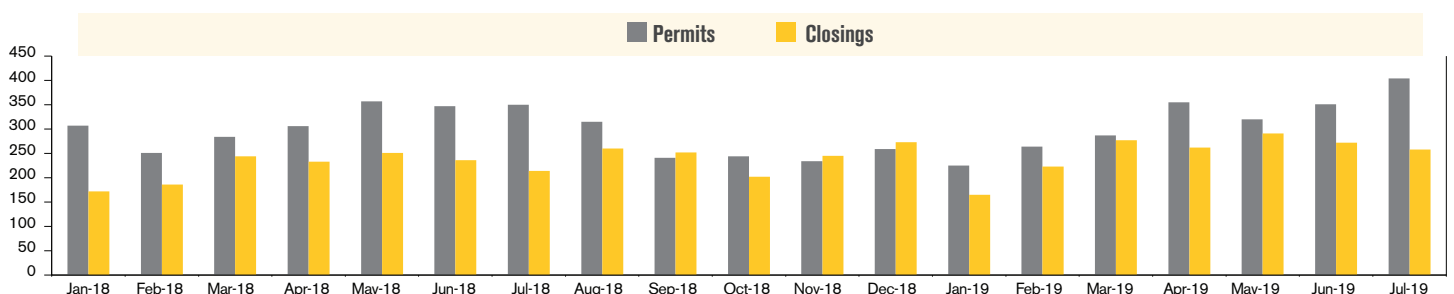
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 July 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 14%** 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
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-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	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	1	0	0	1	0	0	n/a	0.0	<b>Seller</b>
\$150,000 - 174,999	0	0	2	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	3	2	4	4	1	3	1	3.0	1.2	<b>Seller</b>
\$200,000 - 224,999	3	8	11	4	3	5	3	1.0	0.8	<b>Seller</b>
\$225,000 - 249,999	4	8	6	16	13	10	8	0.5	0.5	<b>Seller</b>
\$250,000 - 274,999	7	15	11	11	13	9	9	0.8	0.9	<b>Seller</b>
\$275,000 - 299,999	11	12	6	9	7	5	8	1.4	1.8	<b>Seller</b>
\$300,000 - 349,999	22	19	16	19	22	11	11	2.0	1.6	<b>Seller</b>
\$350,000 - 399,999	26	10	14	14	13	13	7	3.7	2.2	<b>Seller</b>
\$400,000 - 499,999	20	12	14	20	11	17	15	1.3	1.5	<b>Seller</b>
\$500,000 - 599,999	12	9	6	4	7	2	8	1.5	2.6	<b>Seller</b>
\$600,000 - 699,999	16	3	1	2	4	2	6	2.7	4.1	<b>Slightly Seller</b>
\$700,000 - 799,999	11	2	7	2	1	3	4	2.8	4.4	<b>Slightly Seller</b>
\$800,000 - 899,999	12	0	1	1	1	1	3	4.0	7.0	<b>Slightly Buyer</b>
\$900,000 - 999,999	9	0	0	1	0	4	1	9.0	4.6	<b>Slightly Seller</b>
\$1,000,000 - and over	25	0	3	1	1	0	1	25.0	38.0	<b>Buyer</b>
<b>TOTAL</b>	<b>182</b>	<b>101</b>	<b>102</b>	<b>108</b>	<b>98</b>	<b>85</b>	<b>85</b>	<b>2.1</b>	<b>2.1</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 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

ORO VALLEY | SEPTEMBER 2019



## MARKET SHARE (ORO VALLEY)

**Long Realty leads the market in successful real estate sales.**

Data Obtained 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

36.7%

Coldwell Banker Residential Brokerage 9.5%

Tierra Antigua Realty 8.7%

Realty Executives Tucson Elite 5.9%

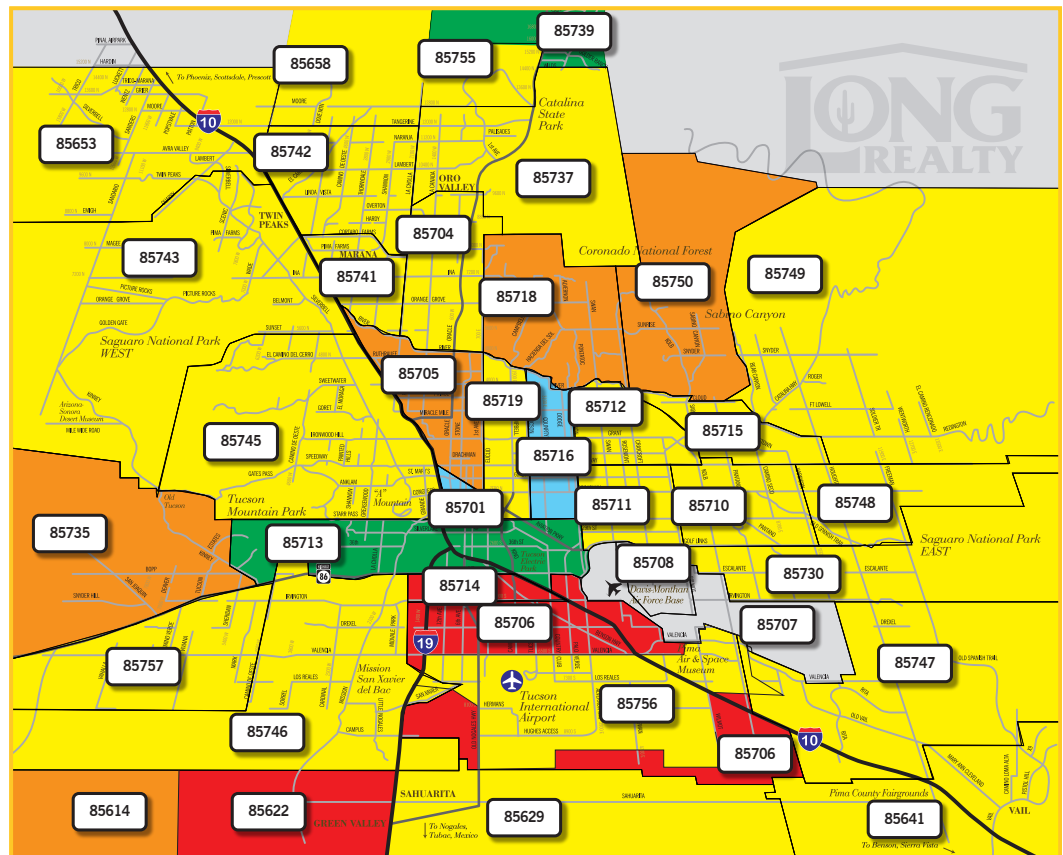
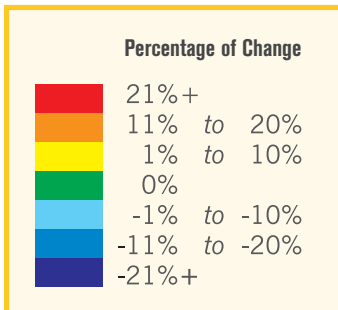
Keller Williams Southern Arizona 4.8%

Russ Lyon Sotheby's 3.9%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN2018-AUG 2018 TO JUN 2019-AUG 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 June 2018-August 2018 to June 2019-August 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/05/2019. Information is believed to be reliable, but not guaranteed.