

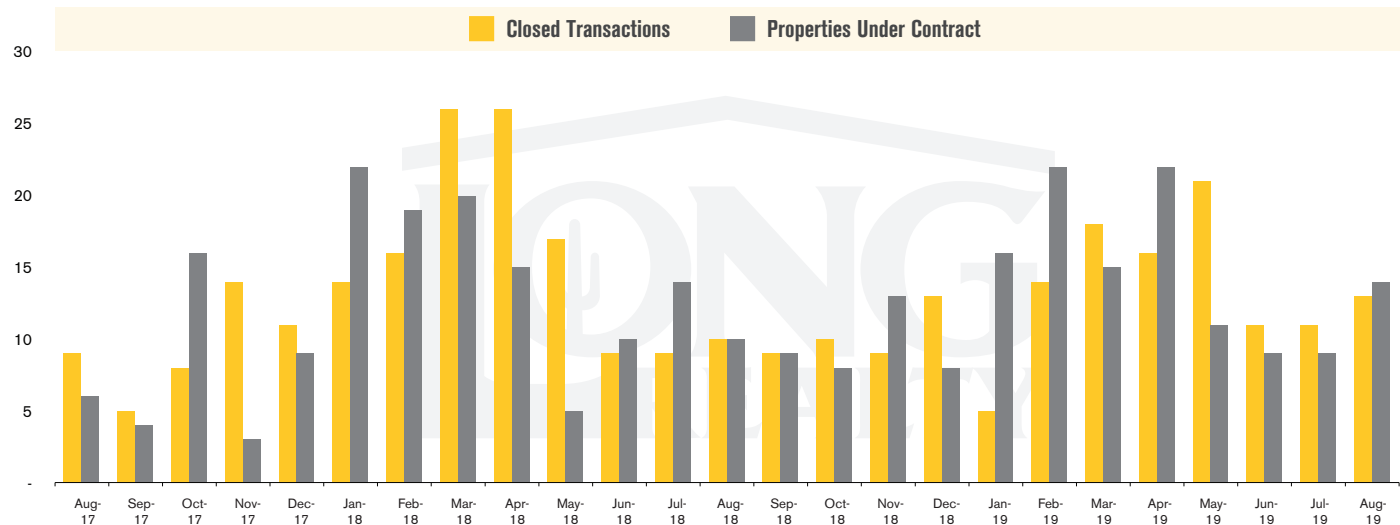
THE HOUSING REPORT

SUN CITY ORO VALLEY | SEPTEMBER 2019

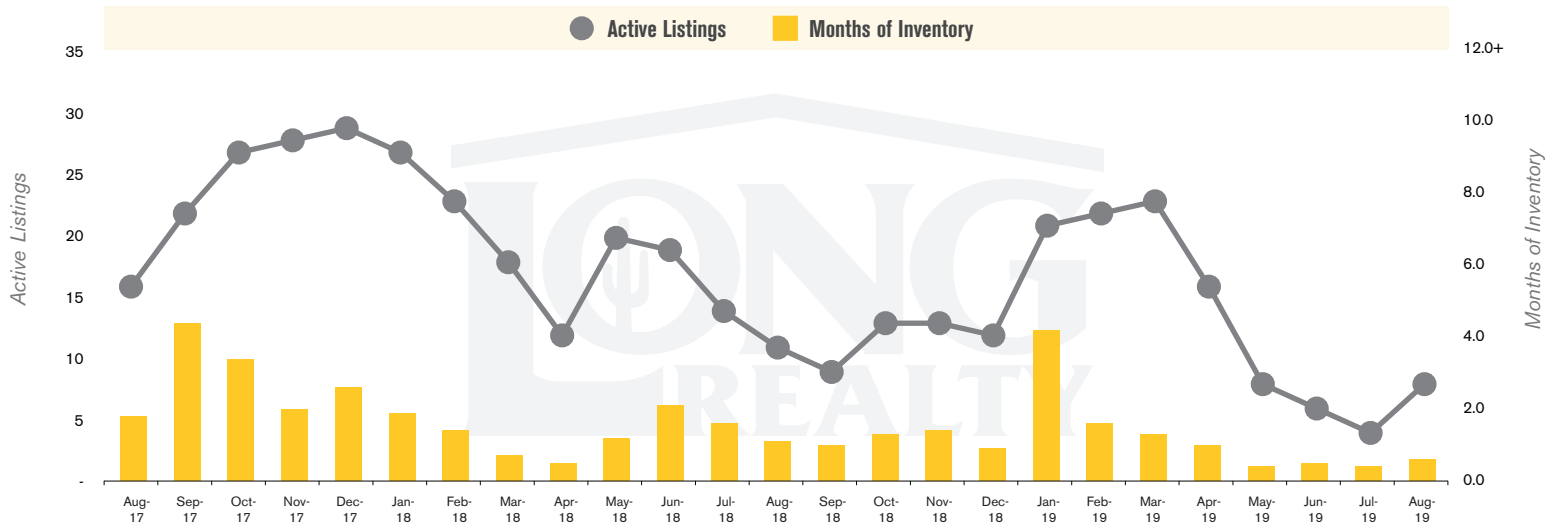


In the Sun City Oro Valley area, August 2019 active inventory was 8, a 27% decrease from August 2018. There were 13 closings in August 2019, a 30% increase from August 2018. Year-to-date 2019 there were 106 closings, a 17% decrease from year-to-date 2018. Months of Inventory was 0.6, down from 1.1 in August 2018. Median price of sold homes was \$297,000 for the month of August 2019, up 1% from August 2018. The Sun City Oro Valley area had 14 new properties under contract in August 2019, up 40% from August 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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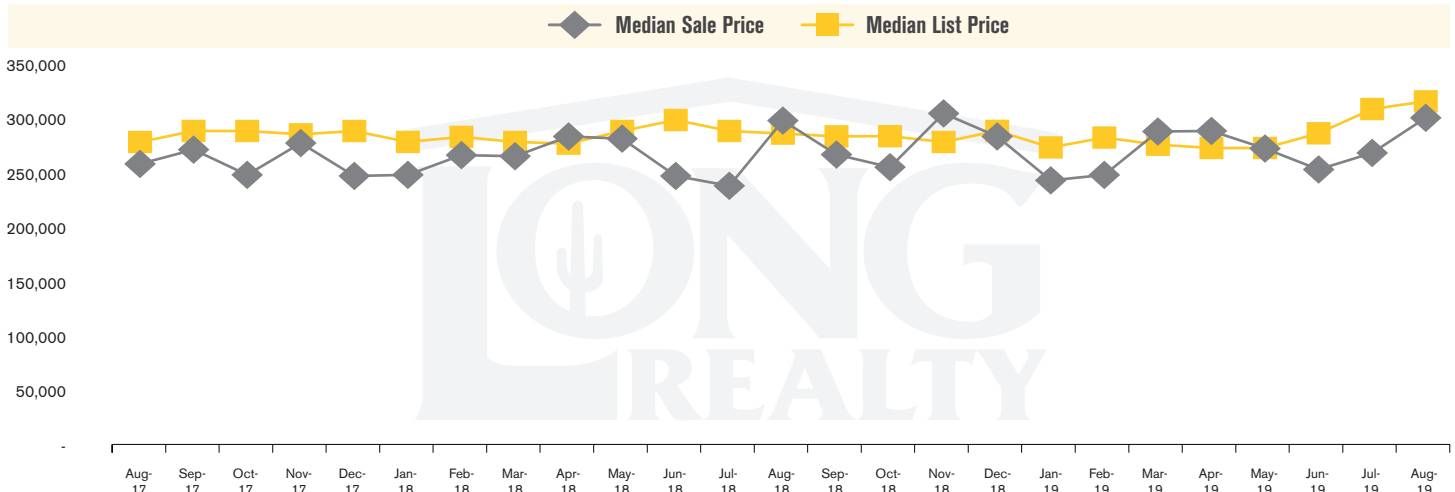
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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

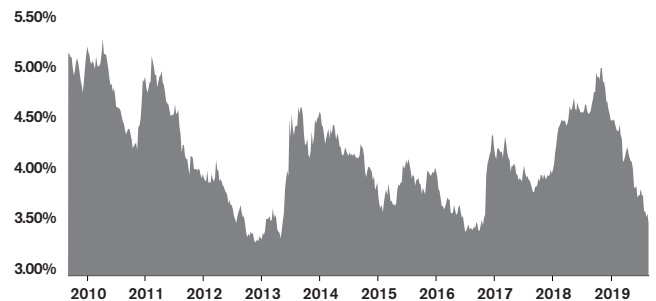


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$331,200 | 6.14% | \$1,914.84 |
| 2018 | \$294,450 | 4.88% | \$1,480.94 |
| 2019 | \$297,000 | 3.625% | \$1,286.75 |

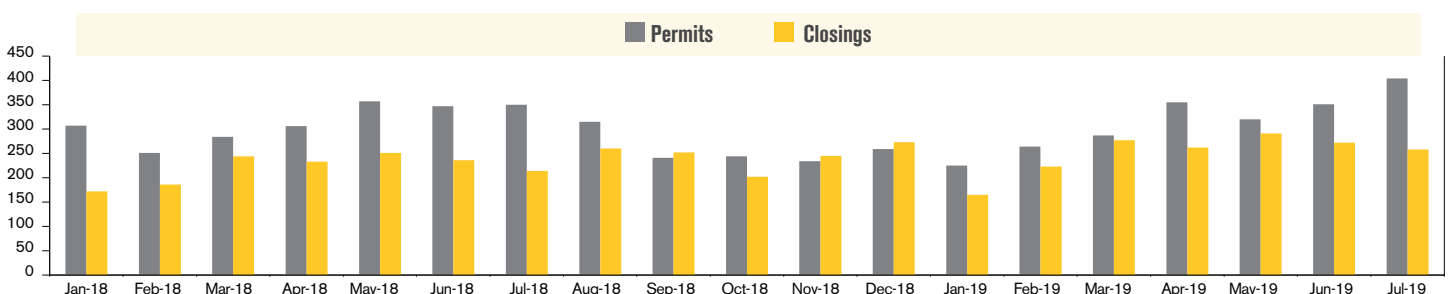
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 (SUN CITY 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 | 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 | 0 | 1 | 1 | 1 | 1 | 0.0 | 0.0 | Seller |
| \$200,000 - 224,999 | 0 | 1 | 2 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$225,000 - 249,999 | 0 | 2 | 1 | 4 | 5 | 3 | 1 | 0.0 | 0.1 | Seller |
| \$250,000 - 274,999 | 2 | 5 | 3 | 5 | 4 | 3 | 2 | 1.0 | 0.3 | Seller |
| \$275,000 - 299,999 | 1 | 3 | 3 | 2 | 0 | 2 | 4 | 0.3 | 0.2 | Seller |
| \$300,000 - 349,999 | 4 | 4 | 4 | 3 | 1 | 2 | 3 | 1.3 | 1.7 | Seller |
| \$350,000 - 399,999 | 0 | 2 | 1 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$400,000 - 499,999 | 0 | 0 | 2 | 3 | 0 | 0 | 1 | 0.0 | 1.0 | Seller |
| \$500,000 - 599,999 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 1.0 | 1.0 | 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 | 8 | 18 | 16 | 21 | 11 | 11 | 13 | 0.6 | 0.5 | Seller |



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.

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MARKET SHARE (SUN CITY 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.

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55.0%

Coldwell Banker Residential Brokerage 18.6%

Tierra Antigua Realty 11.5%

Keller Williams Souther Arizona 3.6%

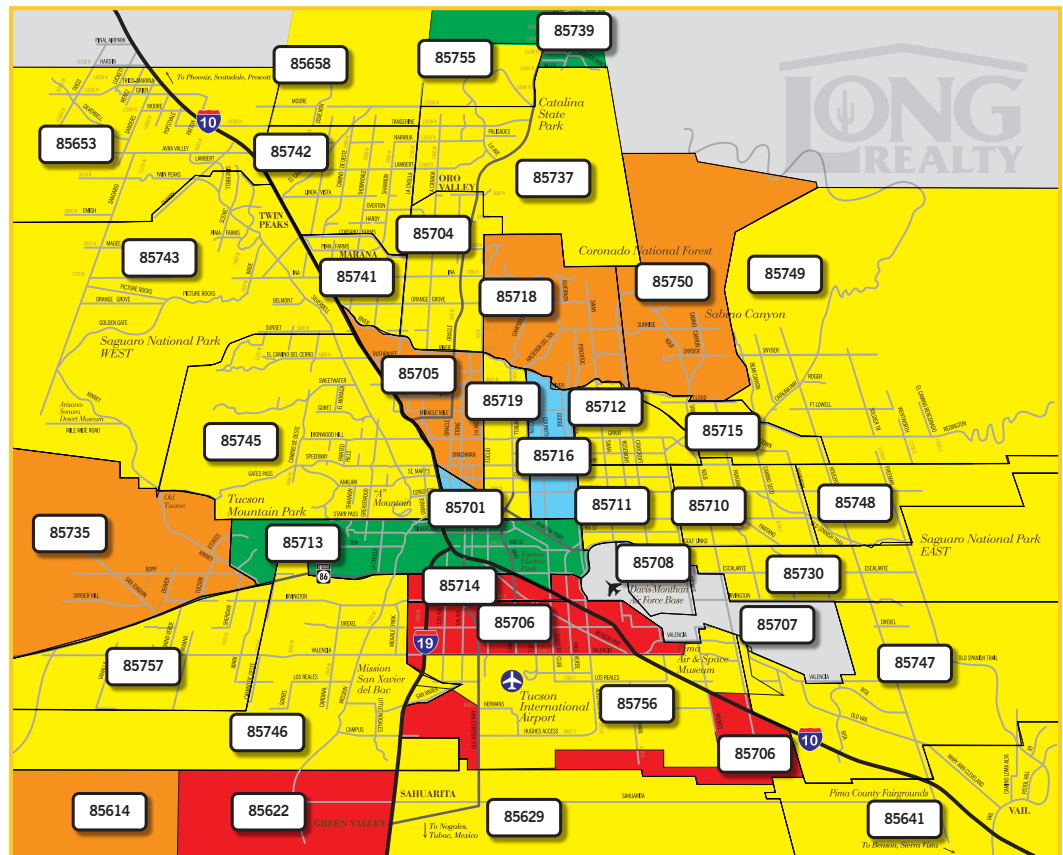
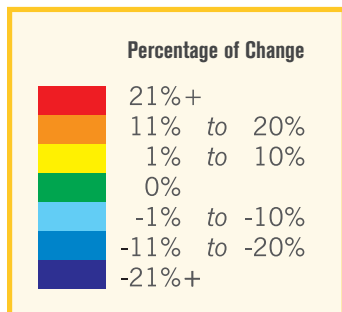
Realty Executives Tucson Elite 2.8%

Exp Realty 1.3%

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.