

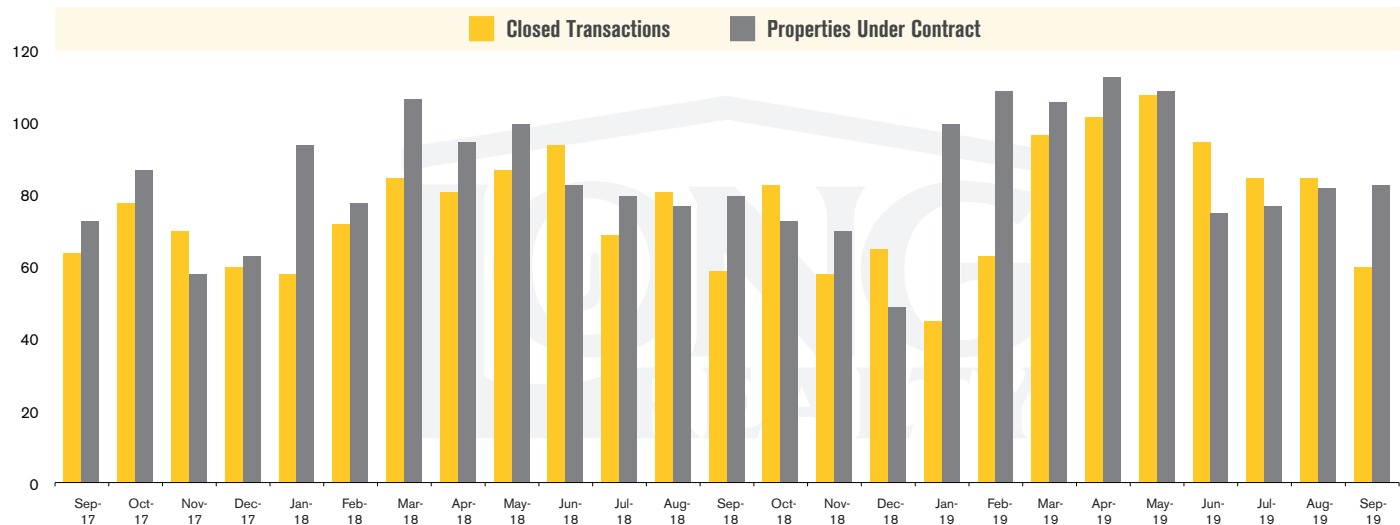
# THE HOUSING REPORT

ORO VALLEY | OCTOBER 2019

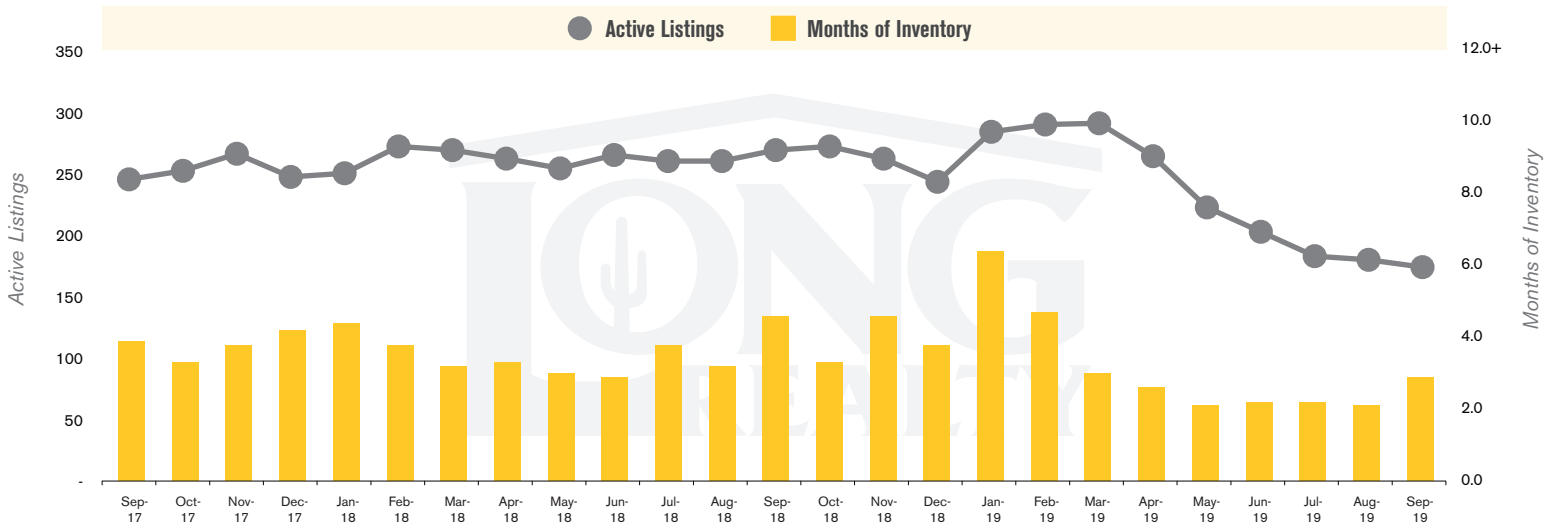


In the Oro Valley area, September 2019 active inventory was 176, a 35% decrease from September 2018. There were 60 closings in September 2019, a 2% increase from September 2018. Year-to-date 2019 there were 749 closings, a 7% increase from year-to-date 2018. Months of Inventory was 2.9, down from 4.6 in September 2018. Median price of sold homes was \$340,000 for the month of September 2019, up 11% from September 2018. The Oro Valley area had 83 new properties under contract in September 2019, up 4% from September 2018.

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



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



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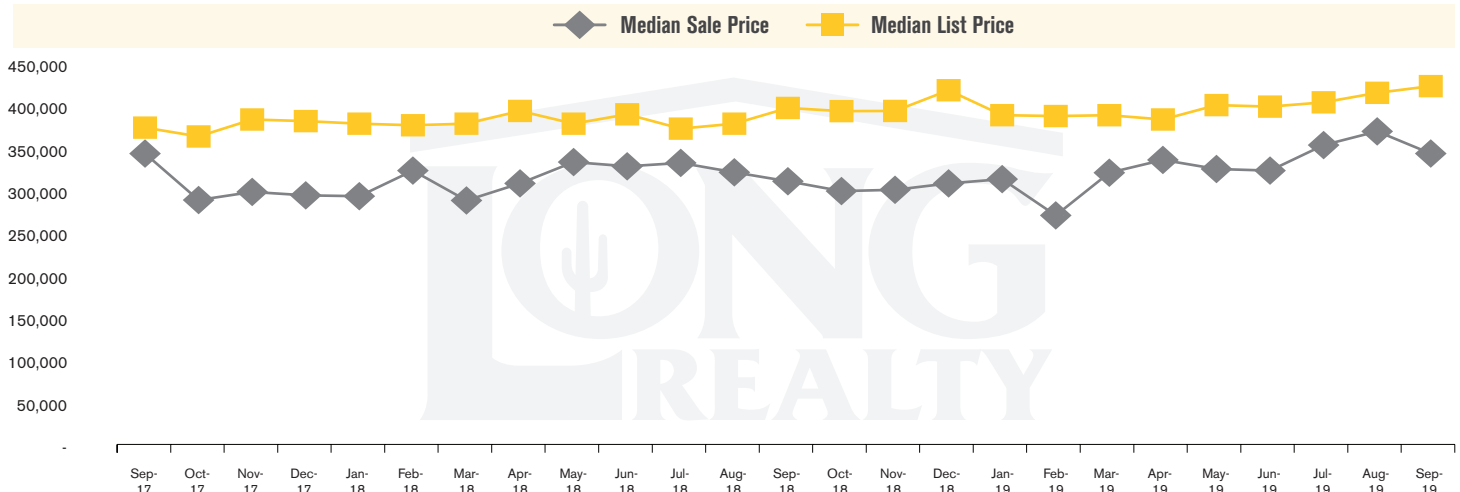
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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

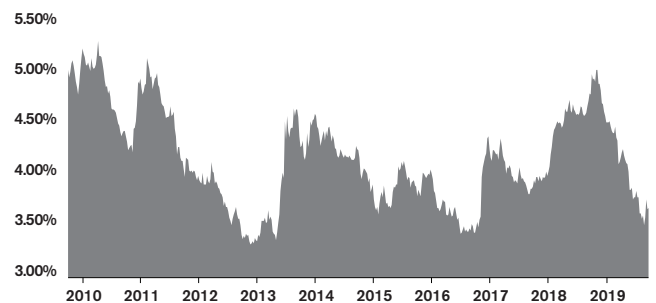


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$307,500	4.875%	\$1,545.95
2019	\$340,000	4.125%	\$1,565.42

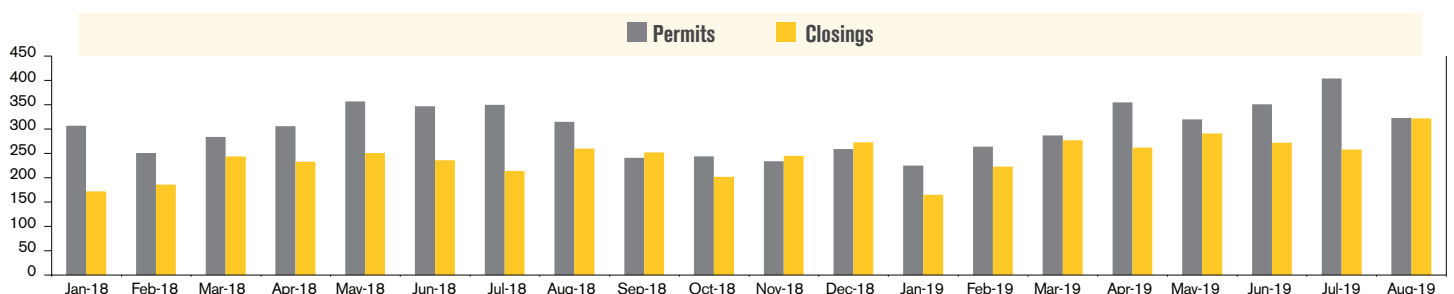
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 August 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 15%** 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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-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	0	0	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	2	0	0	0	0	1	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	1	4	4	1	3	1	1	1.0	1.0	<b>Seller</b>
\$200,000 - 224,999	5	11	4	3	5	3	4	1.3	0.8	<b>Seller</b>
\$225,000 - 249,999	4	6	16	13	10	8	6	0.7	0.4	<b>Seller</b>
\$250,000 - 274,999	9	11	11	13	9	9	6	1.5	1.1	<b>Seller</b>
\$275,000 - 299,999	6	6	9	7	5	8	2	3.0	1.9	<b>Seller</b>
\$300,000 - 349,999	19	16	19	22	11	11	14	1.4	1.8	<b>Seller</b>
\$350,000 - 399,999	20	14	14	13	13	7	7	2.9	2.6	<b>Seller</b>
\$400,000 - 499,999	23	14	20	11	17	15	7	3.3	1.6	<b>Seller</b>
\$500,000 - 599,999	15	6	4	7	2	8	6	2.5	2.7	<b>Seller</b>
\$600,000 - 699,999	16	1	2	4	2	6	1	16.0	5.7	<b>Balanced</b>
\$700,000 - 799,999	16	7	2	1	3	4	1	16.0	4.9	<b>Slightly Seller</b>
\$800,000 - 899,999	12	1	1	1	1	3	4	3.0	4.4	<b>Slightly Seller</b>
\$900,000 - 999,999	6	0	1	0	4	1	0	n/a	4.6	<b>Slightly Seller</b>
\$1,000,000 - and over	23	3	1	1	0	1	0	n/a	72.0	<b>Buyer</b>
<b>TOTAL</b>	<b>176</b>	<b>102</b>	<b>108</b>	<b>98</b>	<b>85</b>	<b>85</b>	<b>60</b>	<b>2.9</b>	<b>2.4</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 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. Information is believed to be reliable, but not guaranteed.

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ORO VALLEY | OCTOBER 2019



## MARKET SHARE (ORO VALLEY)

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

Data Obtained 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

36.7%

Coldwell Banker Residential Brokerage 9.9%

Tierra Antigua Realty 8.8%

Realty Executives Tucson Elite 5.9%

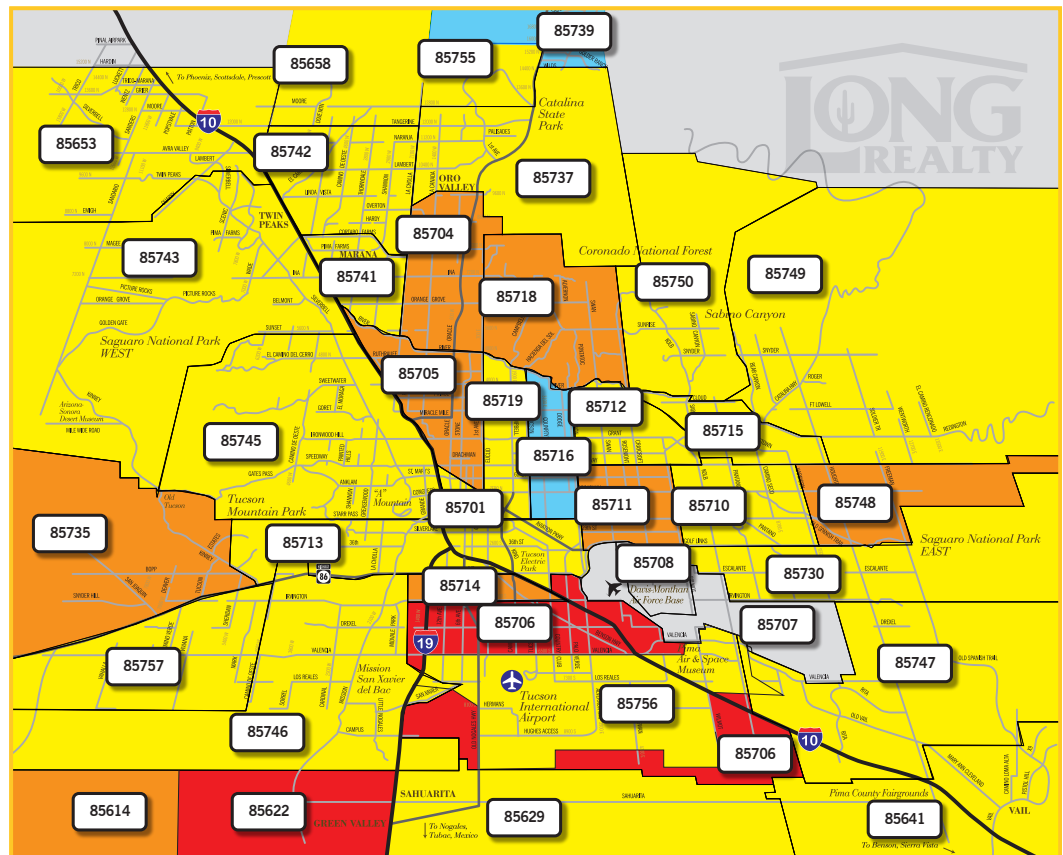
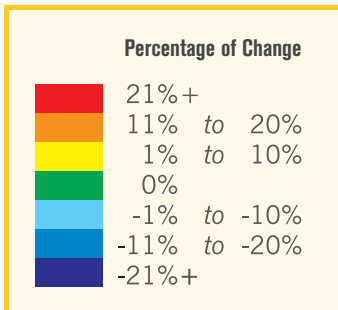
Keller Williams Southern Arizona 5.0%

Russ Lyon Sotheby's 3.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2018-SEP 2018 TO JUL 2019-SEP 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 July 2018-September 2018 to July 2019-September 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/03/2019. Information is believed to be reliable, but not guaranteed.*