

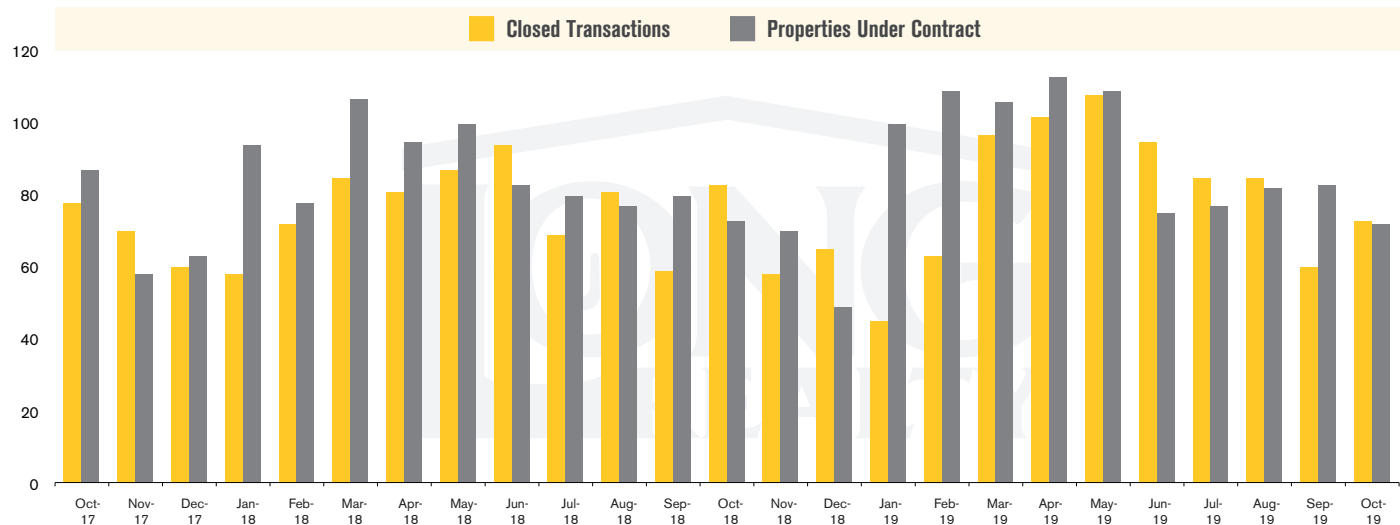
THE HOUSING REPORT

ORO VALLEY | NOVEMBER 2019

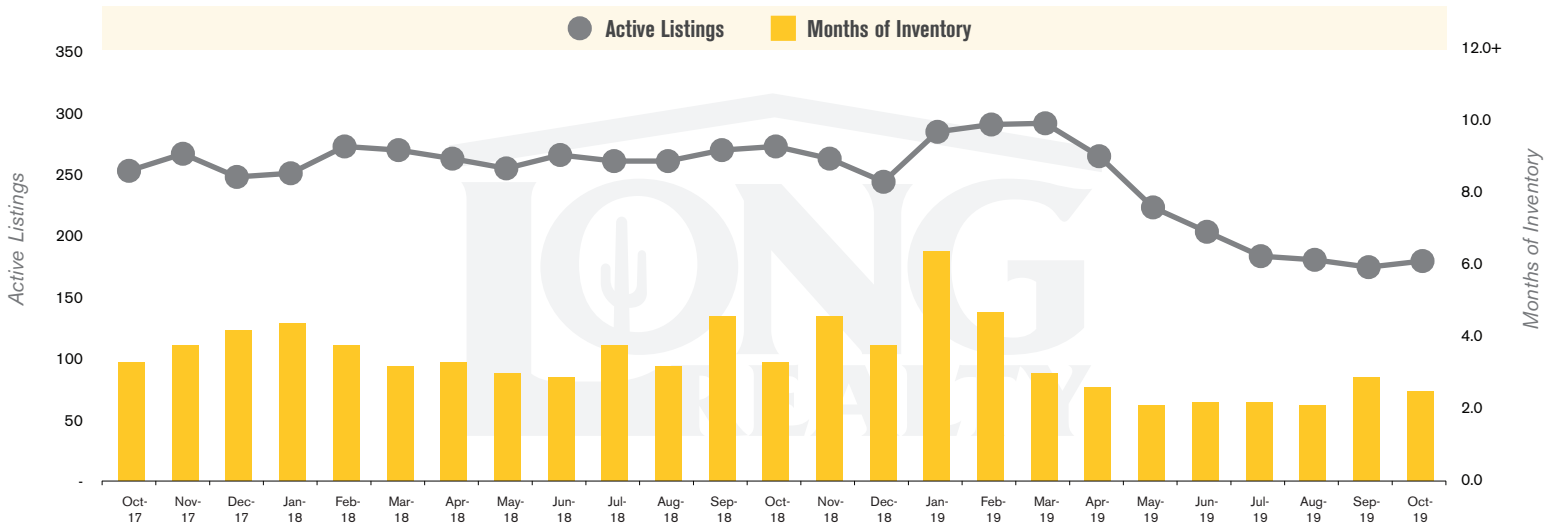


In the Oro Valley area, October 2019 active inventory was 181, a 34% decrease from October 2018. There were 73 closings in October 2019, a 12% decrease from October 2018. Year-to-date 2019 there were 824 closings, a 5% increase from year-to-date 2018. Months of Inventory was 2.5, down from 3.3 in October 2018. Median price of sold homes was \$325,000 for the month of October 2019, up 10% from October 2018. The Oro Valley area had 72 new properties under contract in October 2019, down 1% from October 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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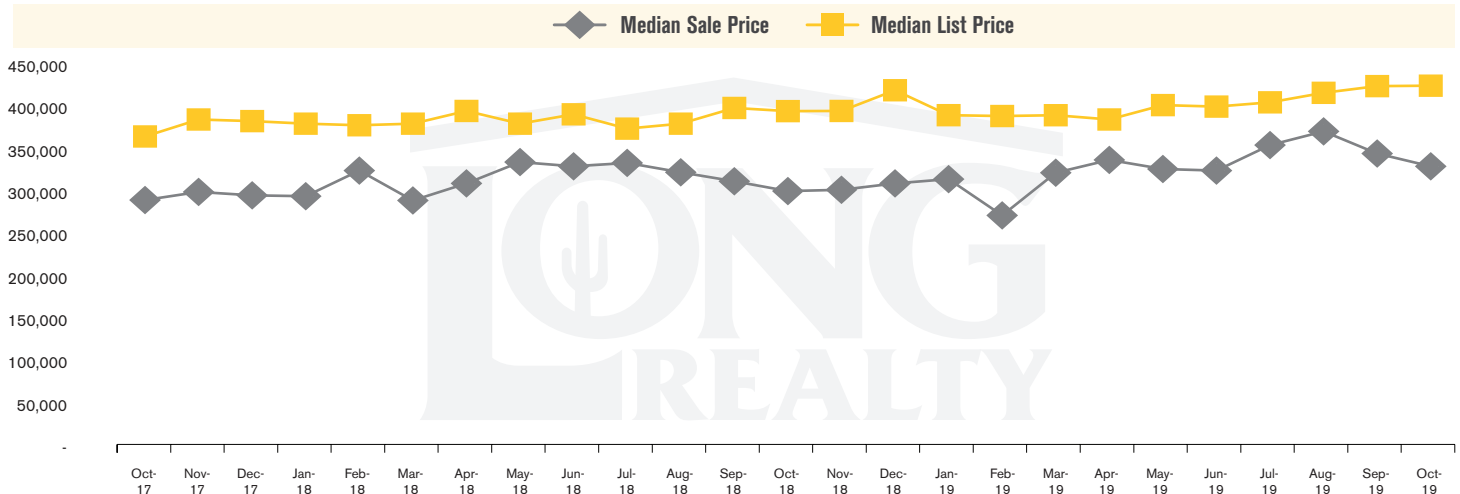
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

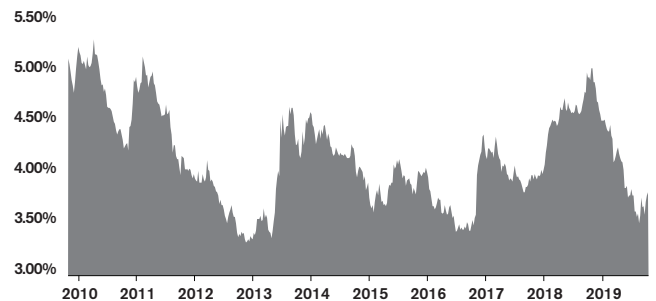


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$296,000	4.500%	\$1,424.80
2019	\$325,000	3.875%	\$1,451.86

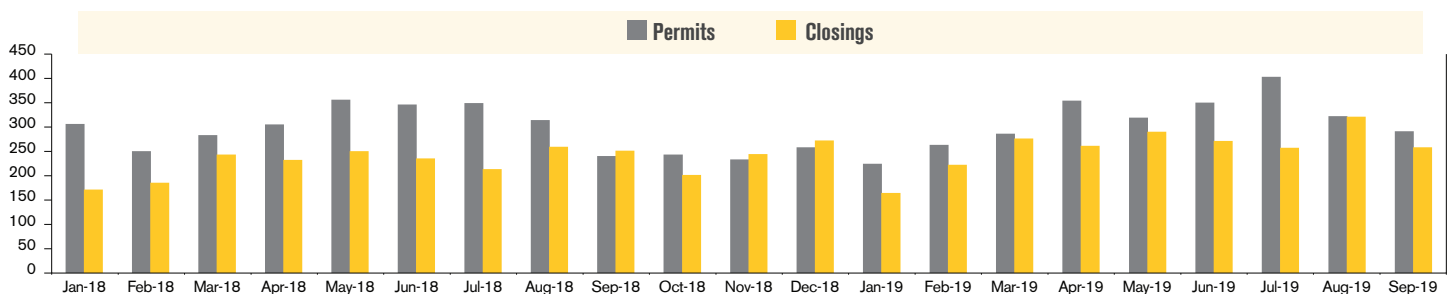
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For September 2019, new home permits were **up 2%** 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
		May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-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	1	0	0	0	1	0.0	0.0	Seller
\$150,000 - 174,999	1	0	0	0	0	1	0	n/a	1.0	Seller
\$175,000 - 199,999	1	4	1	3	1	1	2	0.5	1.3	Seller
\$200,000 - 224,999	5	4	3	5	3	4	3	1.7	1.3	Seller
\$225,000 - 249,999	6	16	13	10	8	6	7	0.9	0.7	Seller
\$250,000 - 274,999	8	11	13	9	9	6	7	1.1	1.1	Seller
\$275,000 - 299,999	10	9	7	5	9	2	7	1.4	1.5	Seller
\$300,000 - 349,999	22	19	22	11	11	15	14	1.6	1.6	Seller
\$350,000 - 399,999	21	14	13	13	7	7	13	1.6	2.5	Seller
\$400,000 - 499,999	21	20	11	17	15	7	5	4.2	2.4	Seller
\$500,000 - 599,999	16	4	7	2	8	6	4	4.0	2.4	Seller
\$600,000 - 699,999	18	2	4	2	6	1	6	3.0	3.8	Seller
\$700,000 - 799,999	12	2	1	3	4	1	1	12.0	6.5	Balanced
\$800,000 - 899,999	11	1	1	1	3	4	3	3.7	3.5	Seller
\$900,000 - 999,999	7	1	0	4	1	0	0	n/a	22.0	Buyer
\$1,000,000 - and over	22	1	1	0	1	0	0	n/a	70.0	Buyer
TOTAL	181	108	98	85	86	61	73	2.5	2.5	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 11/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2019-10/31/2019. 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 11/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2018 – 10/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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37.1%

Coldwell Banker Residential Brokerage 9.8%

Tierra Antigua Realty 8.6%

Realty Executives Tucson Elite 5.9%

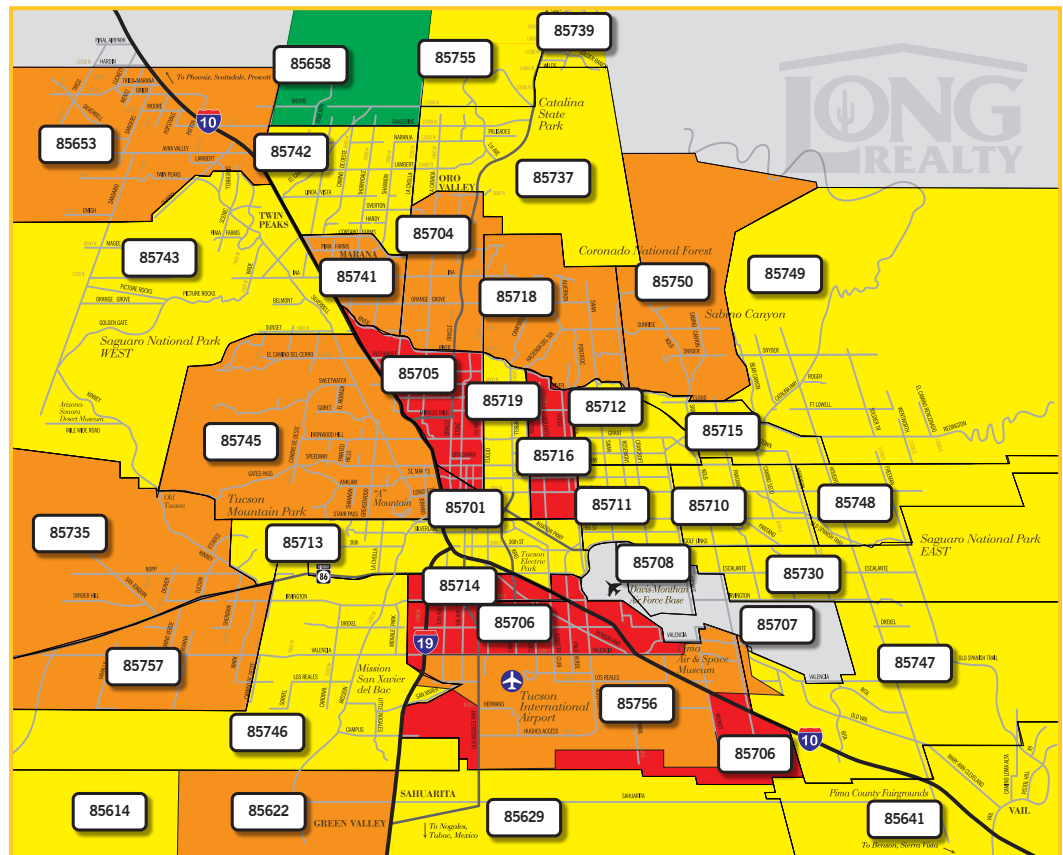
Keller Williams Southern Arizona 5.1%

Russ Lyon Sotheby's 3.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(AUG 2018-OCT 2018 TO
AUG 2019-OCT 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 August 2018-October 2018 to August 2019-October 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/05/2019. Information is believed to be reliable, but not guaranteed.