

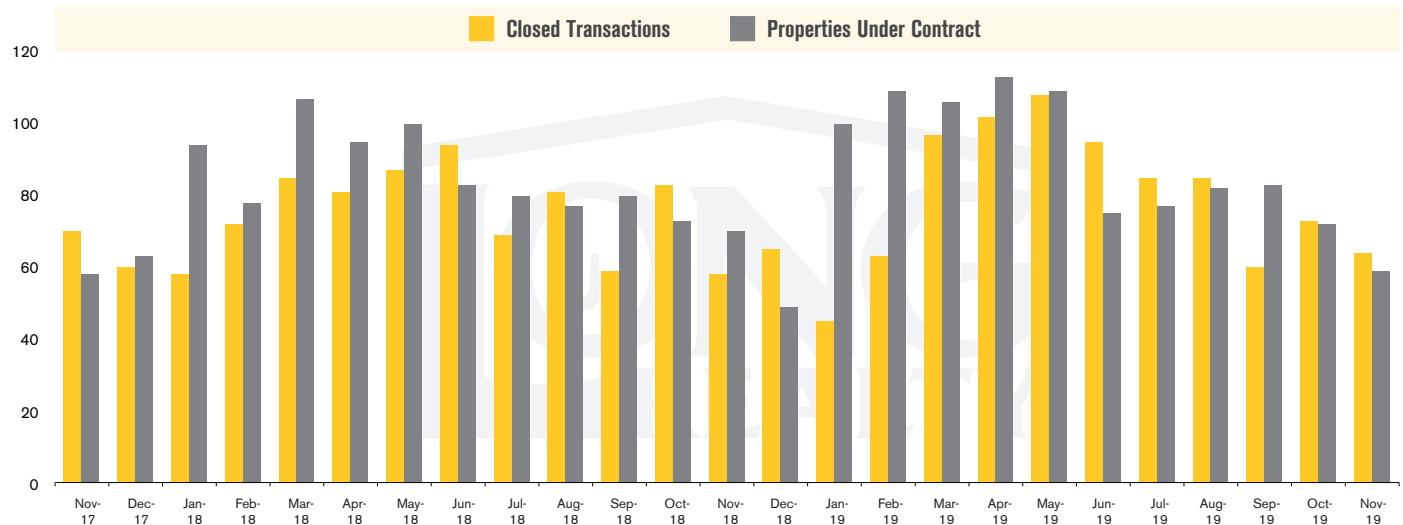
# THE HOUSING REPORT

ORO VALLEY | DECEMBER 2019

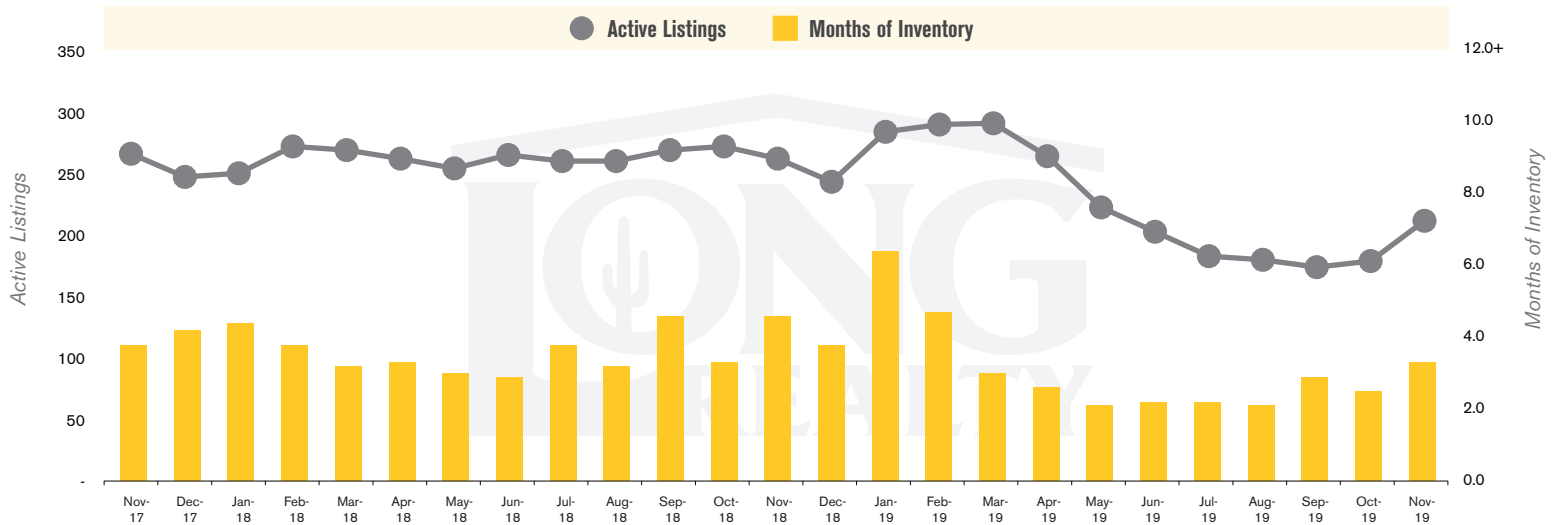


In the Oro Valley area, November 2019 active inventory was 214, a 19% decrease from November 2018. There were 64 closings in November 2019, a 10% increase from November 2018. Year-to-date 2019 there were 891 closings, a 5% increase from year-to-date 2018. Months of Inventory was 3.3, down from 4.6 in November 2018. Median price of sold homes was \$331,500 for the month of November 2019, up 11% from November 2018. The Oro Valley area had 59 new properties under contract in November 2019, down 16% from November 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 12/04/2019 is believed to be reliable, but not guaranteed.

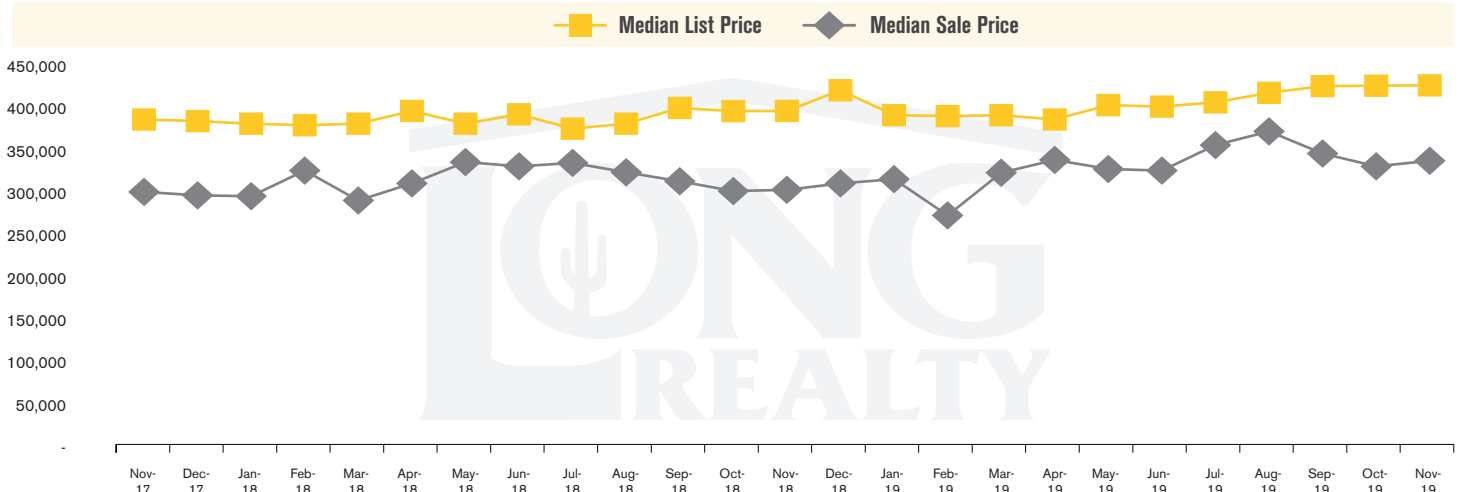


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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

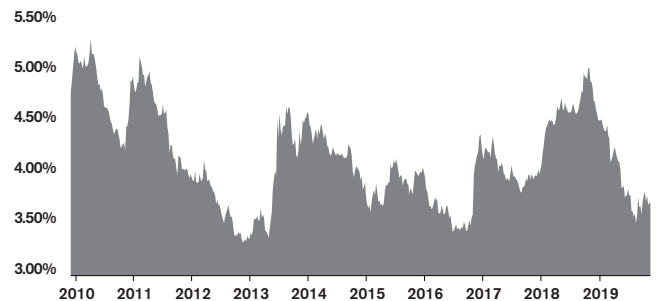


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

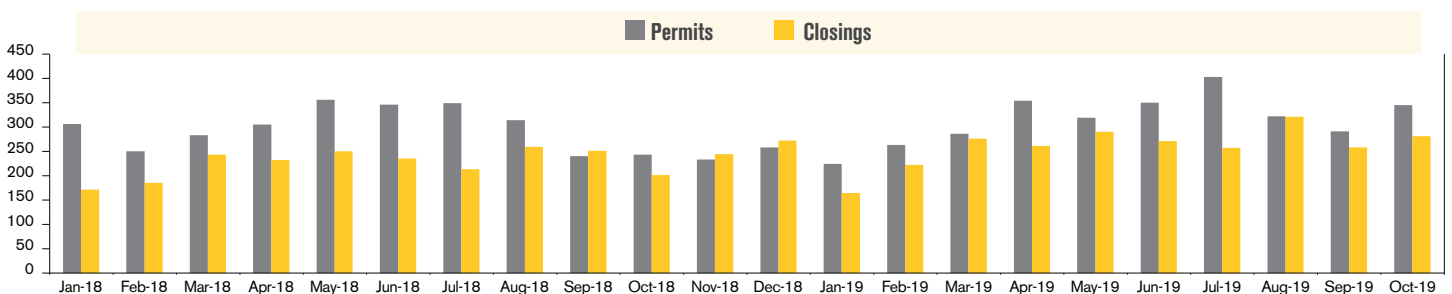
Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$297,500	4.870%	\$1,494.82
2019	\$331,500	3.700%	\$1,449.55

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

## 30 YEAR FIXED MORTGAGE RATE



## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** year-to-date from 2018.

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# THE HOUSING REPORT

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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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-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	1	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	1	0	0	0	1	0	n/a	0.0	<b>Seller</b>
\$150,000 - 174,999	2	0	0	0	1	0	0	n/a	3.0	<b>Seller</b>
\$175,000 - 199,999	3	1	3	1	1	2	0	n/a	1.7	<b>Seller</b>
\$200,000 - 224,999	1	3	5	3	4	3	3	0.3	1.1	<b>Seller</b>
\$225,000 - 249,999	8	13	10	8	6	7	5	1.6	1.0	<b>Seller</b>
\$250,000 - 274,999	9	13	9	9	6	7	10	0.9	1.1	<b>Seller</b>
\$275,000 - 299,999	14	7	6	9	2	7	3	4.7	2.5	<b>Seller</b>
\$300,000 - 349,999	26	22	11	11	15	15	14	1.9	1.5	<b>Seller</b>
\$350,000 - 399,999	26	13	13	7	7	13	11	2.4	2.2	<b>Seller</b>
\$400,000 - 499,999	28	11	17	15	7	5	8	3.5	3.6	<b>Seller</b>
\$500,000 - 599,999	17	7	2	8	6	4	5	3.4	3.2	<b>Seller</b>
\$600,000 - 699,999	18	4	2	6	1	6	2	9.0	5.8	<b>Balanced</b>
\$700,000 - 799,999	13	1	3	4	1	1	1	13.0	13.7	<b>Buyer</b>
\$800,000 - 899,999	14	1	1	3	4	3	2	7.0	4.1	<b>Slightly Seller</b>
\$900,000 - 999,999	6	0	4	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	28	1	0	1	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>214</b>	<b>98</b>	<b>86</b>	<b>86</b>	<b>61</b>	<b>74</b>	<b>64</b>	<b>3.3</b>	<b>2.9</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 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. Information is believed to be reliable, but not guaranteed.



# THE HOUSING REPORT

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## MARKET SHARE (ORO VALLEY)

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

Data Obtained 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

36.6%

Coldwell Banker Residential Brokerage 10.0%

Tierra Antigua Realty 8.8%

Realty Executives Tucson Elite 5.8%

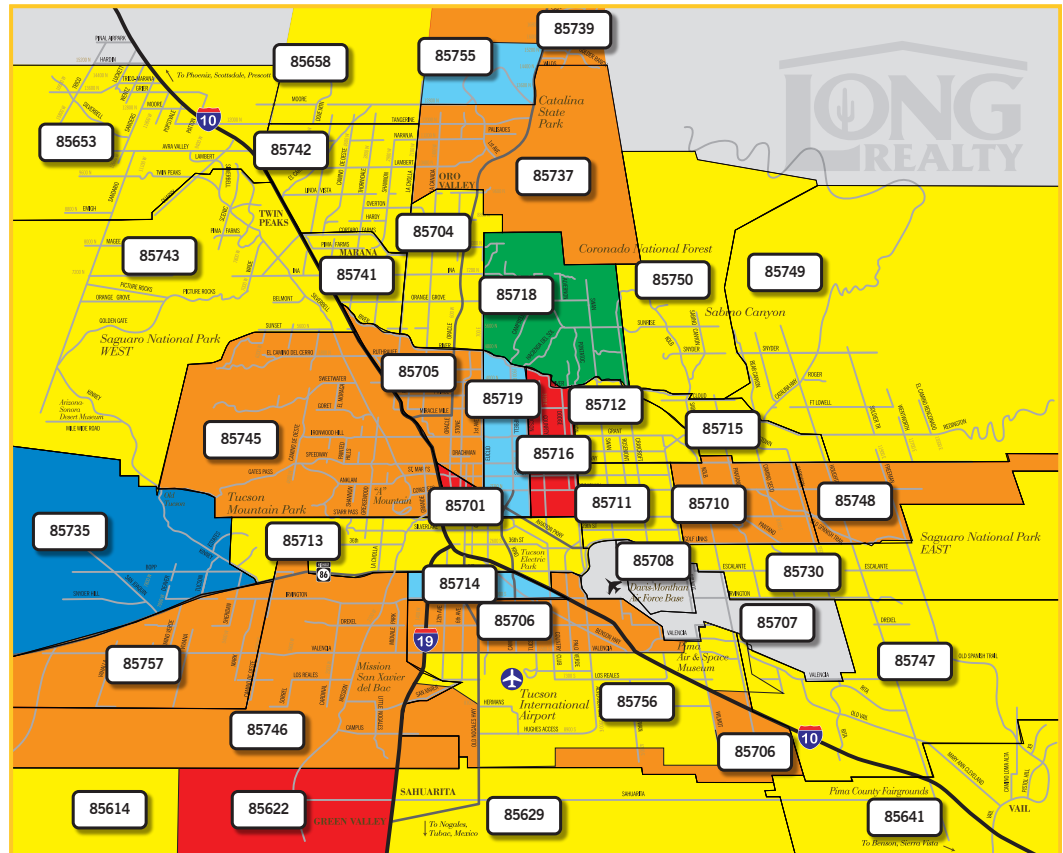
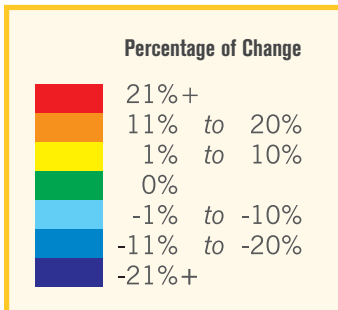
Keller Williams Southern Arizona 5.8%

Russ Lyon Sotheby's 3.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(SEP 2018-NOV 2018 TO SEP 2019-NOV 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 September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.*