

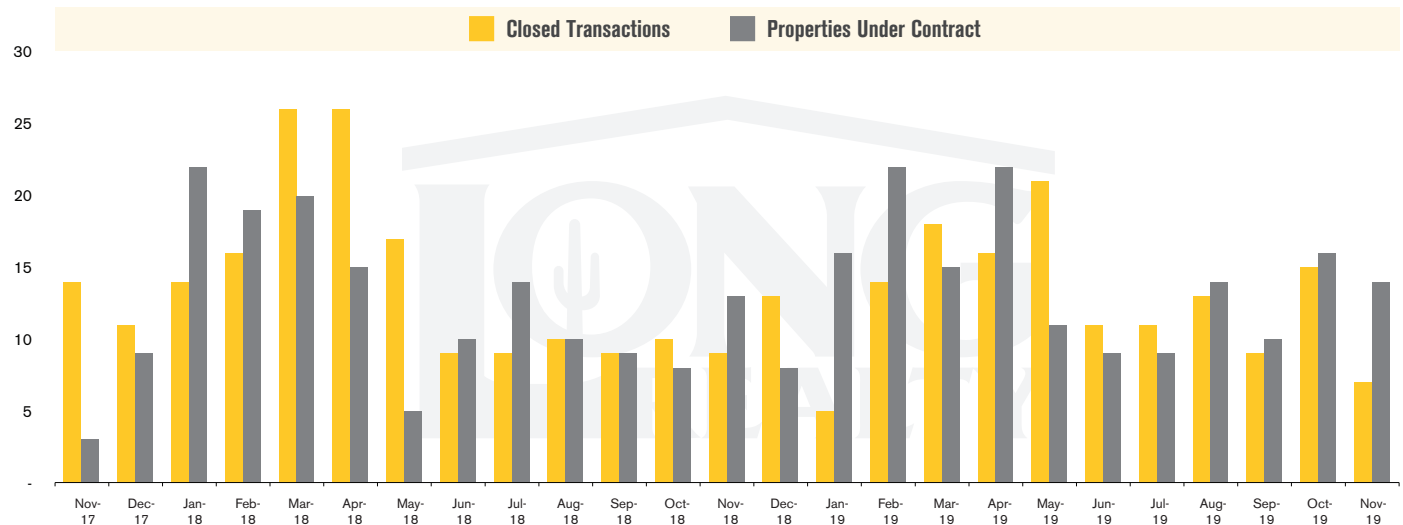
# THE HOUSING REPORT

SUN CITY ORO VALLEY | DECEMBER 2019

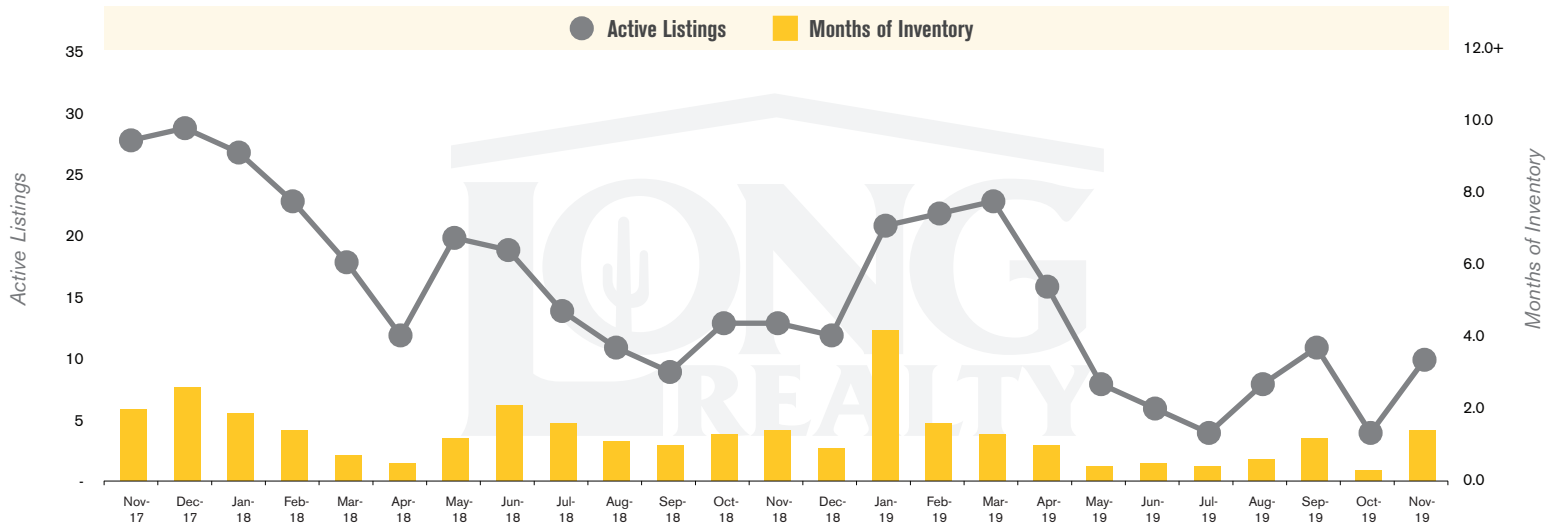


In the Sun City Oro Valley area, November 2019 active inventory was 10, a 23% decrease from November 2018. There were 7 closings in November 2019, a 22% decrease from November 2018. Year-to-date 2019 there were 136 closings, a 14% decrease from year-to-date 2018. Months of Inventory was 1.4, unchanged from 1.4 in November 2018. Median price of sold homes was \$325,000 for the month of November 2019, up 8% from November 2018. The Sun City Oro Valley area had 14 new properties under contract in November 2019, up 8% from November 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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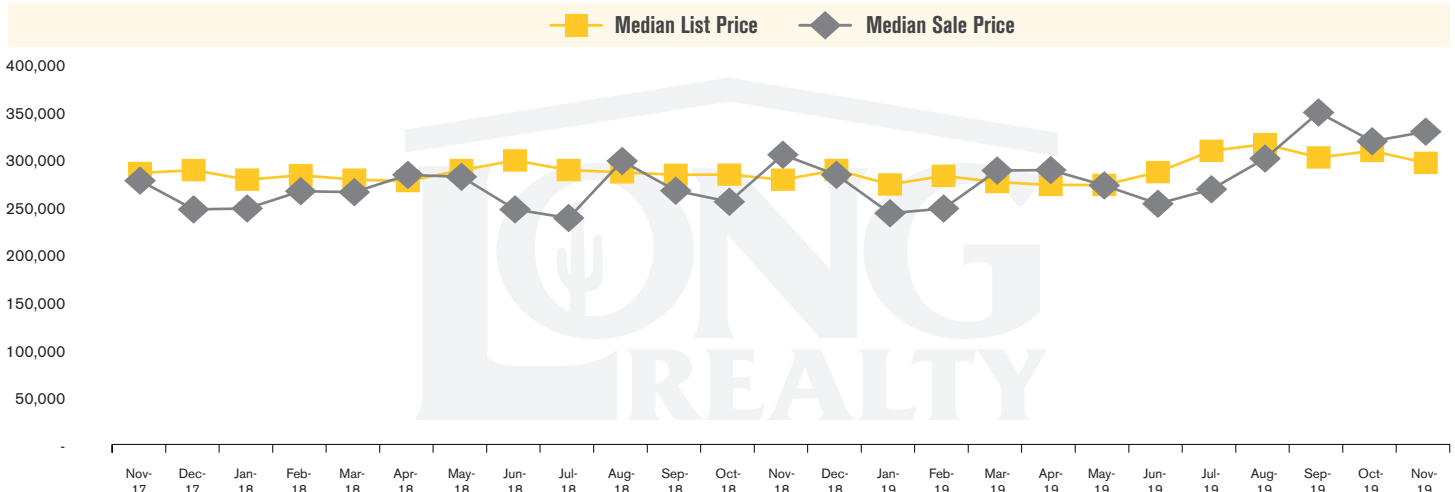
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SUN CITY ORO VALLEY | DECEMBER 2019



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

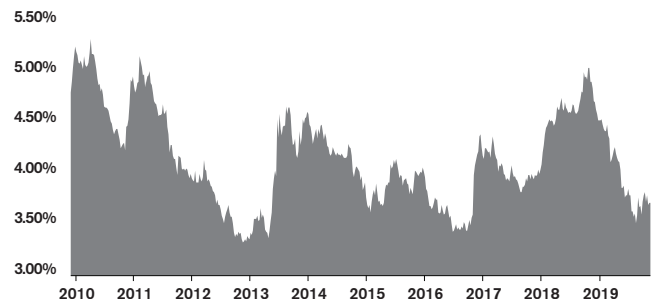


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$331,200    | 6.14%     | \$1,914.84  |
| 2018 | \$301,000    | 4.87%     | \$1,512.40  |
| 2019 | \$325,000    | 3.700%    | \$1,421.12  |

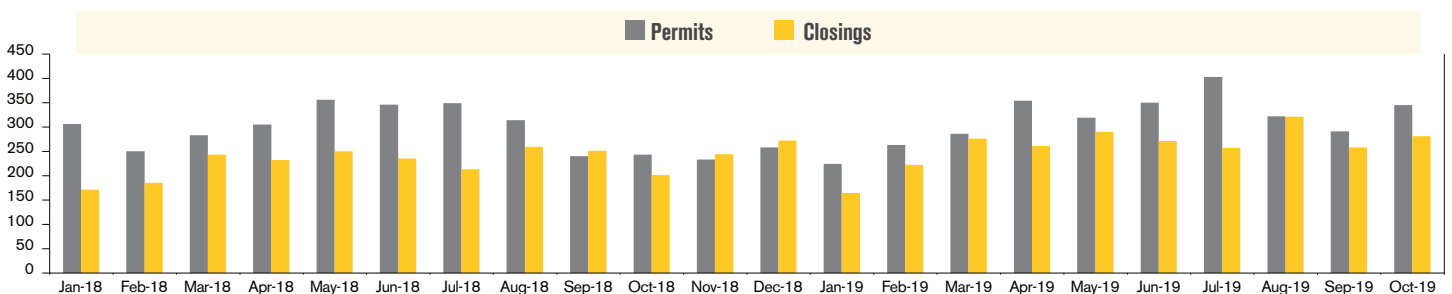
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For 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

SUN CITY ORO VALLEY | DECEMBER 2019



## 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|----------|-----------|----------|-----------------------------|--|-------------------|
|                        |                 | 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      | 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               | 1                          | 1         | 1         | 0        | 0         | 0        | n/a                         | n/a                                    | n/a               |
| \$200,000 - 224,999    | 0               | 0                          | 0         | 0         | 1        | 1         | 1        | 0.0                         | 0.7                                    | <b>Seller</b>     |
| \$225,000 - 249,999    | 3               | 5                          | 3         | 1         | 0        | 2         | 1        | 3.0                         | 1.3                                    | <b>Seller</b>     |
| \$250,000 - 274,999    | 2               | 4                          | 3         | 2         | 1        | 1         | 0        | n/a                         | 3.0                                    | <b>Seller</b>     |
| \$275,000 - 299,999    | 0               | 0                          | 2         | 4         | 0        | 3         | 0        | n/a                         | 0.7                                    | <b>Seller</b>     |
| \$300,000 - 349,999    | 3               | 1                          | 2         | 3         | 4        | 4         | 3        | 1.0                         | 0.6                                    | <b>Seller</b>     |
| \$350,000 - 399,999    | 2               | 0                          | 0         | 0         | 1        | 3         | 1        | 2.0                         | 0.6                                    | <b>Seller</b>     |
| \$400,000 - 499,999    | 0               | 0                          | 0         | 1         | 2        | 0         | 1        | 0.0                         | 0.0                                    | <b>Seller</b>     |
| \$500,000 - 599,999    | 0               | 0                          | 0         | 1         | 0        | 1         | 0        | n/a                         | 1.0                                    | <b>Seller</b>     |
| \$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               |
| <b>TOTAL</b>           | <b>10</b>       | <b>11</b>                  | <b>11</b> | <b>13</b> | <b>9</b> | <b>15</b> | <b>7</b> | <b>1.4</b>                  | <b>0.8</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.

SUN CITY ORO VALLEY | DECEMBER 2019



**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.*

**53.7%**

Coldwell Banker Residential Brokerage 19.9%

Tierra Antigua Realty 11.5%

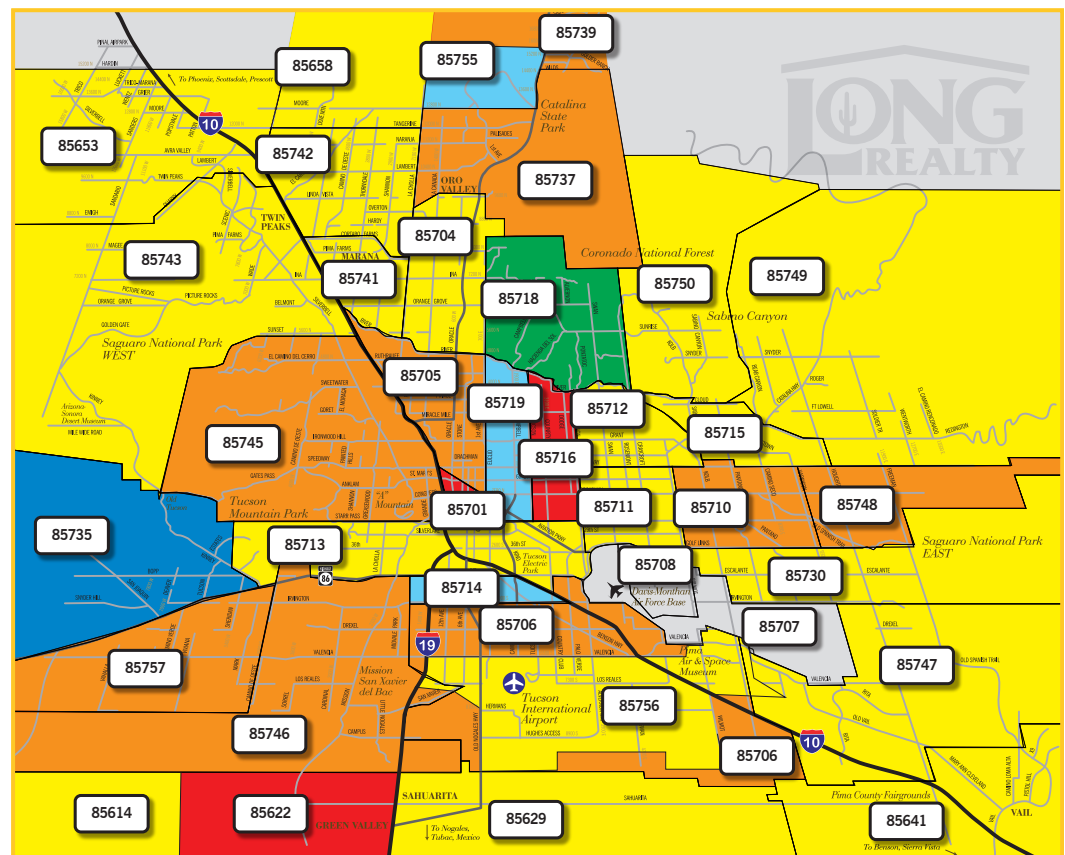
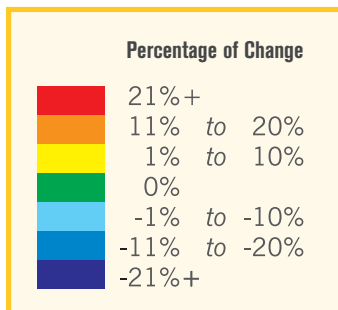
Keller Williams Souther Arizona 3.6%

Realty Executives Tucson Elite 2.9%

Exp Realty 1.5%

(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.*