

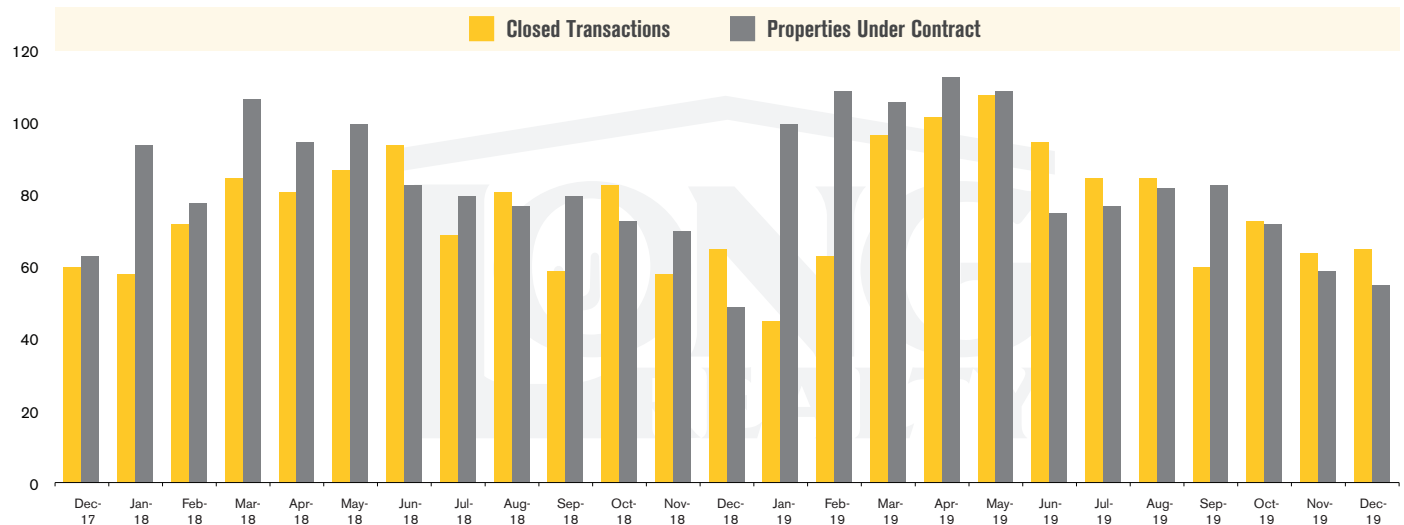
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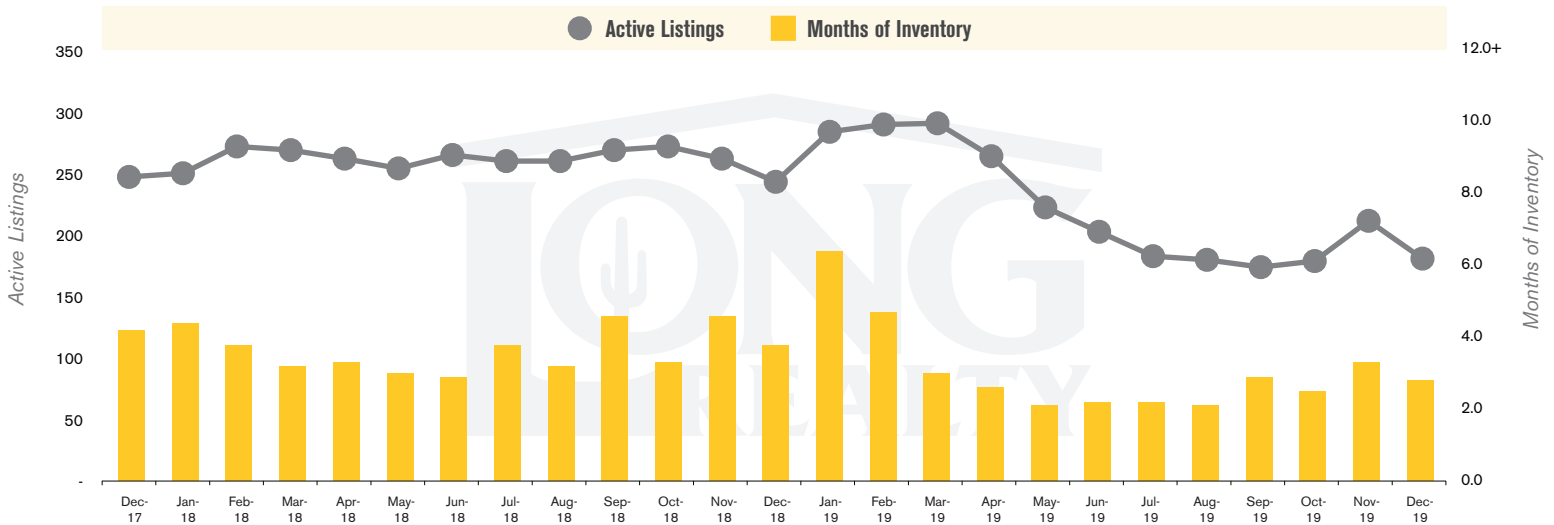


In the Oro Valley area, December 2019 active inventory was 183, a 26% decrease from December 2018. There were 65 closings in December 2019, virtually unchanged from December 2018. Year-to-date 2019 there were 958 closings, a 5% increase from year-to-date 2018. Months of Inventory was 2.8, down from 3.8 in December 2018. Median price of sold homes was \$325,000 for the month of December 2019, up 7% from December 2018. The Oro Valley area had 55 new properties under contract in December 2019, up 12% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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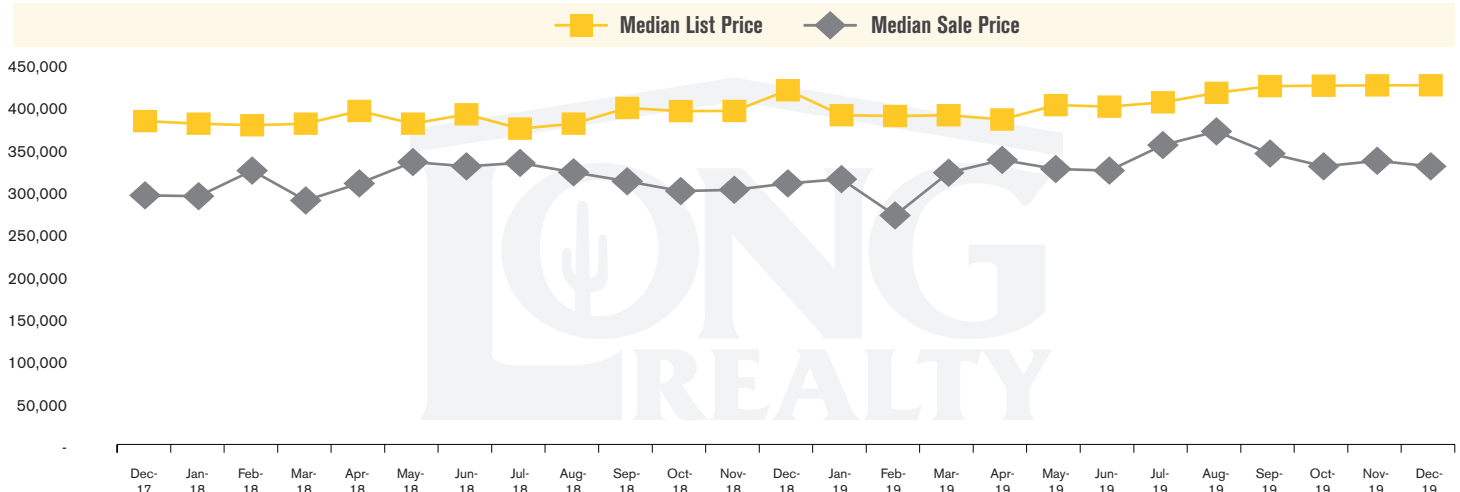
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

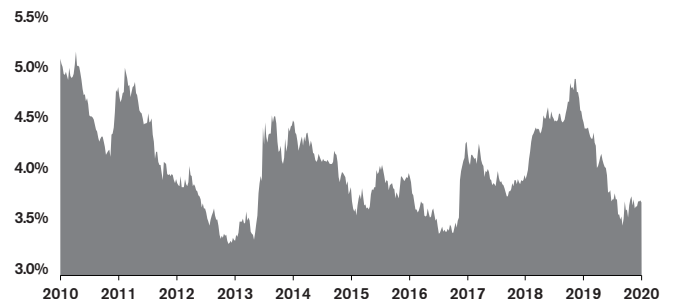


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

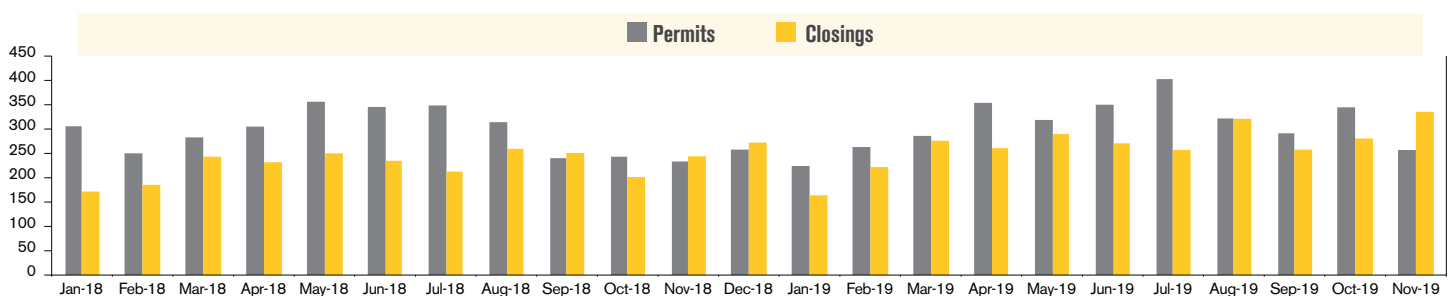
| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$327,500 | 6.140% | \$1,893.45 |
| 2018 | \$305,000 | 4.640% | \$1,492.32 |
| 2019 | \$325,000 | 3.840% | \$1,445.68 |

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 November 2019, new home permits were **up 6%** year-to-date from 2018 and new home closings were **up 18%** 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Jul-19 | Aug-19 | Sep-19 | Oct-19 | Nov-19 | Dec-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 | 0 | 1 | 0 | 0 | n/a | 0.0 | Seller |
| \$150,000 - 174,999 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$175,000 - 199,999 | 3 | 3 | 1 | 1 | 2 | 0 | 1 | 3.0 | 2.3 | Seller |
| \$200,000 - 224,999 | 2 | 5 | 3 | 4 | 3 | 3 | 4 | 0.5 | 0.8 | Seller |
| \$225,000 - 249,999 | 6 | 10 | 8 | 6 | 7 | 5 | 8 | 0.8 | 1.0 | Seller |
| \$250,000 - 274,999 | 9 | 9 | 9 | 6 | 7 | 10 | 6 | 1.5 | 1.1 | Seller |
| \$275,000 - 299,999 | 12 | 6 | 9 | 2 | 7 | 3 | 7 | 1.7 | 2.1 | Seller |
| \$300,000 - 349,999 | 21 | 11 | 11 | 15 | 15 | 14 | 10 | 2.1 | 1.8 | Seller |
| \$350,000 - 399,999 | 18 | 13 | 7 | 7 | 13 | 11 | 8 | 2.3 | 2.0 | Seller |
| \$400,000 - 499,999 | 26 | 17 | 15 | 7 | 6 | 9 | 10 | 2.6 | 3.0 | Seller |
| \$500,000 - 599,999 | 13 | 2 | 8 | 6 | 5 | 5 | 4 | 3.3 | 3.3 | Seller |
| \$600,000 - 699,999 | 16 | 2 | 6 | 1 | 6 | 2 | 0 | n/a | 6.5 | Balanced |
| \$700,000 - 799,999 | 13 | 3 | 4 | 1 | 1 | 1 | 2 | 6.5 | 9.5 | Buyer |
| \$800,000 - 899,999 | 14 | 1 | 3 | 4 | 3 | 2 | 1 | 14.0 | 6.5 | Balanced |
| \$900,000 - 999,999 | 6 | 4 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$1,000,000 - and over | 21 | 0 | 1 | 0 | 0 | 0 | 4 | 5.3 | 17.8 | Buyer |
| TOTAL | 183 | 86 | 86 | 61 | 76 | 65 | 65 | 2.8 | 2.8 | Seller |



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. 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 01/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2019 – 12/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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37.7%

Coldwell Banker Residential Brokerage 10.4%

Tierra Antigua Realty 8.5%

Keller Williams Southern Arizona 5.7%

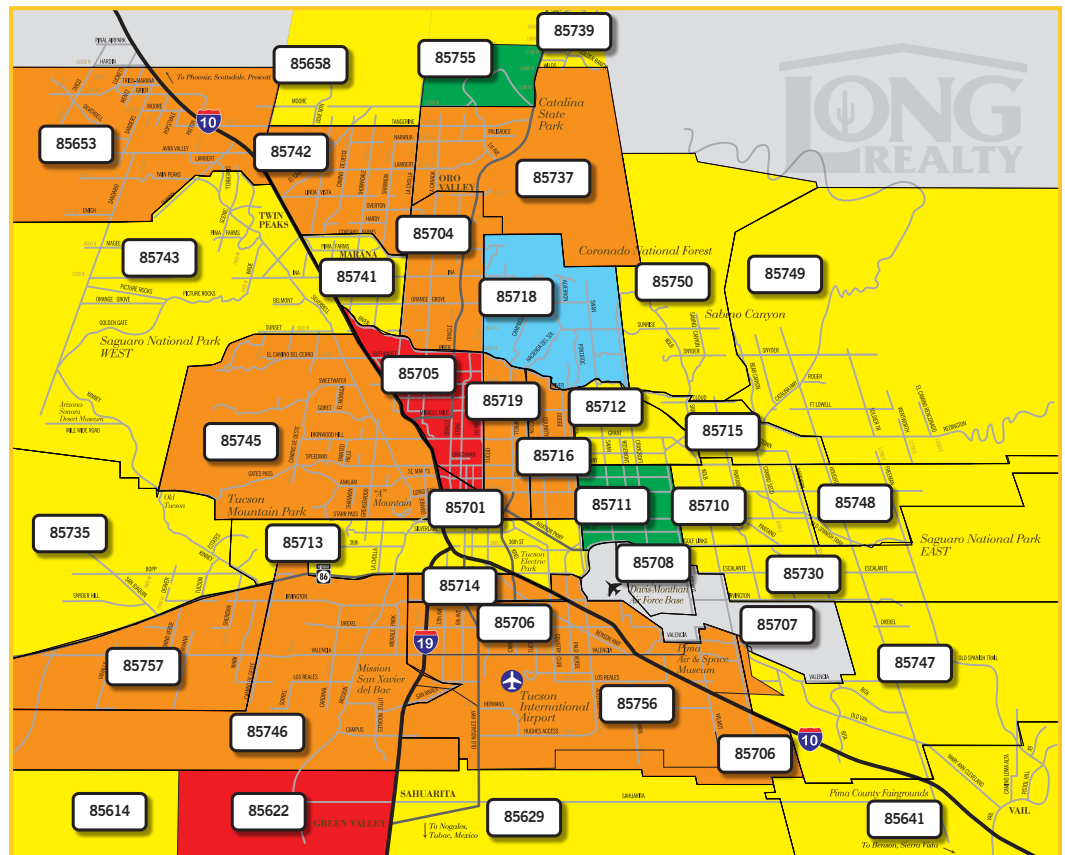
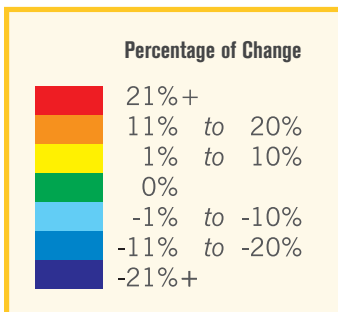
Realty Executives Tucson Elite 5.5%

Russ Lyon Sotheby's 3.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(OCT 2018-DEC 2018 TO OCT 2019-DEC 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.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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This heat map represents the percentage of change in Tucson metro median sales prices from October 2018-December 2018 to October 2019-December 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2020. Information is believed to be reliable, but not guaranteed.