

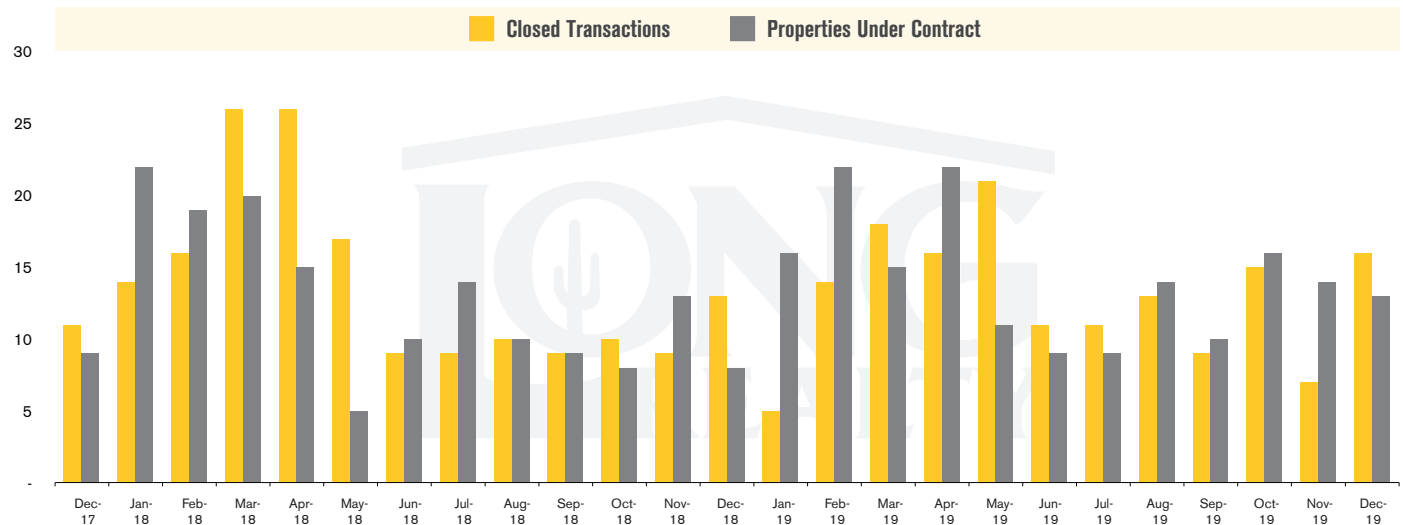
THE HOUSING REPORT

SUN CITY ORO VALLEY | JANUARY 2020

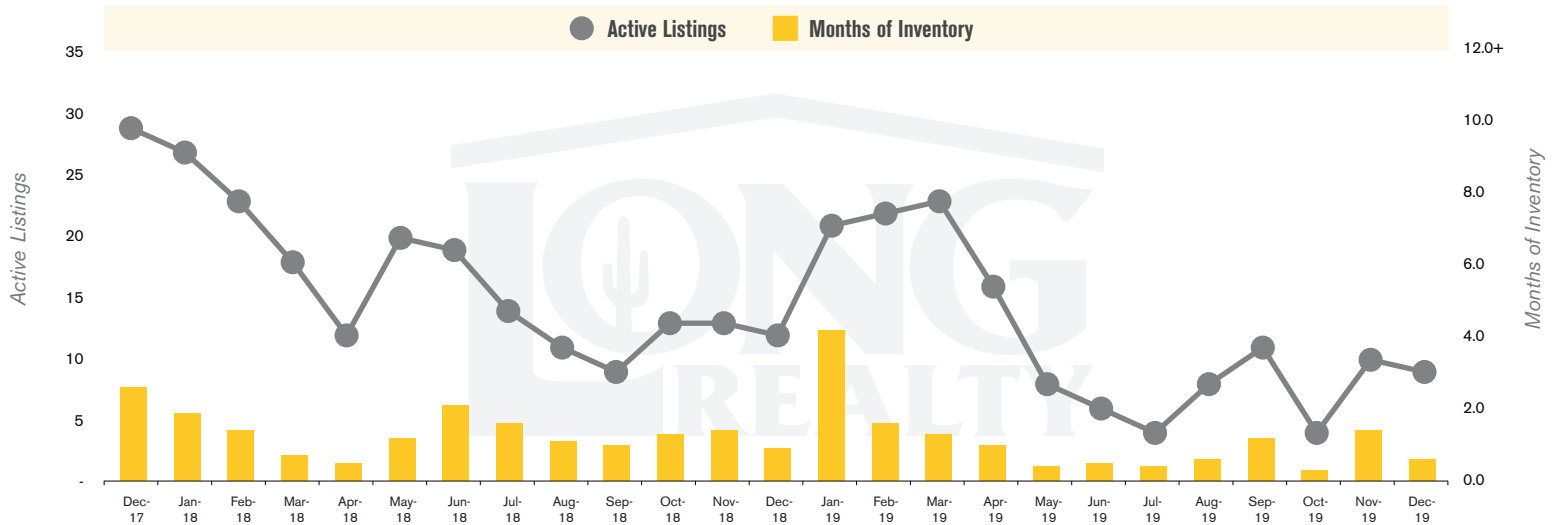


In the Sun City Oro Valley area, December 2019 active inventory was 9, a 25% decrease from December 2018. There were 16 closings in December 2019, a 23% increase from December 2018. Year-to-date 2019 there were 152 closings, an 11% decrease from year-to-date 2018. Months of Inventory was .6, down from .9 in December 2018. Median price of sold homes was \$300,000 for the month of December 2019, up 7% from December 2018. The Sun City Oro Valley area had 13 new properties under contract in December 2019, up 63% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SUN CITY ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SUN CITY ORO VALLEY)



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

Long Realty Company

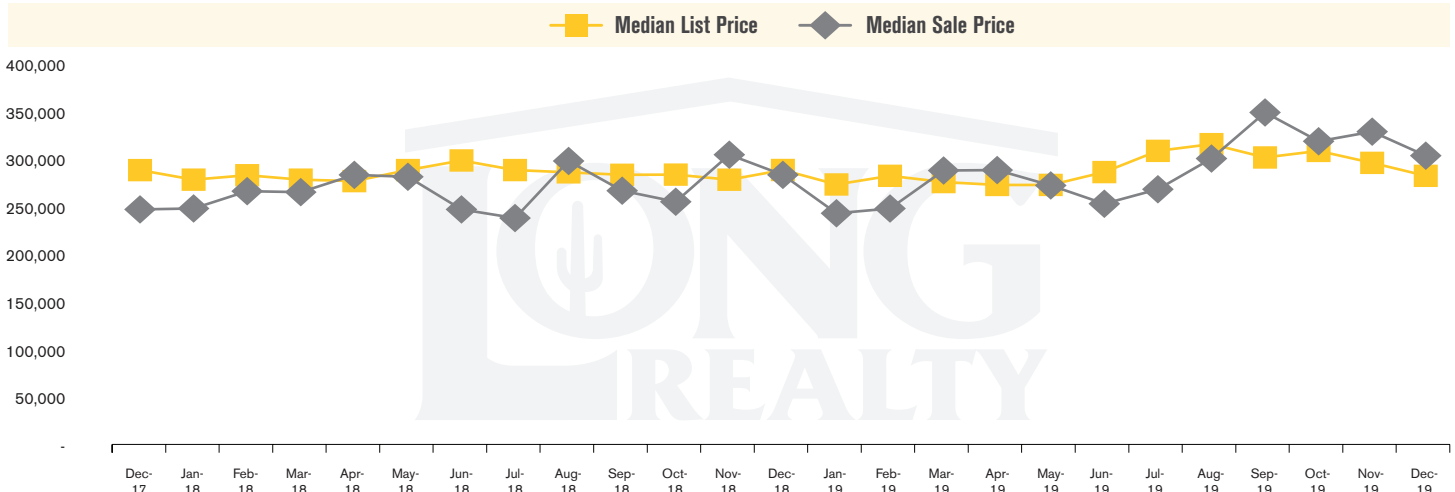
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SUN CITY ORO VALLEY | JANUARY 2020



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

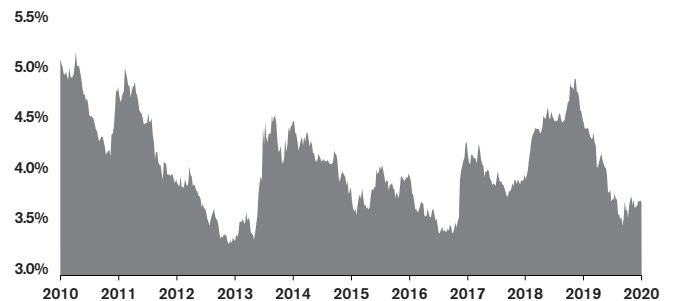


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2018	\$280,000	4.64%	\$1,370.00
2019	\$300,000	3.840%	\$1,334.48

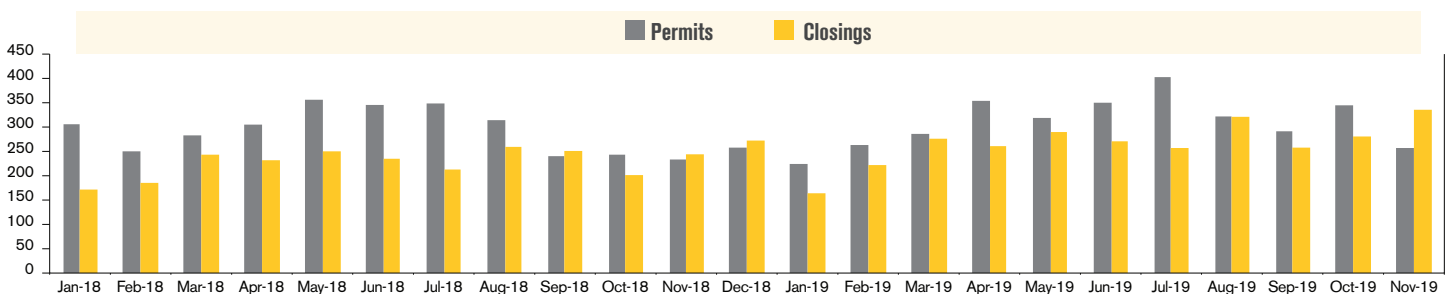
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For 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.

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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 01/06/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SUN CITY ORO VALLEY | JANUARY 2020



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
		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	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	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	0	0	1	1	1	1	1.0	0.3	Seller
\$225,000 - 249,999	2	3	1	0	2	1	2	1.0	1.2	Seller
\$250,000 - 274,999	1	3	2	1	1	0	2	0.5	1.3	Seller
\$275,000 - 299,999	1	2	4	0	3	0	2	0.5	0.4	Seller
\$300,000 - 349,999	3	2	3	4	4	3	6	0.5	0.5	Seller
\$350,000 - 399,999	1	0	0	1	3	1	1	1.0	0.6	Seller
\$400,000 - 499,999	0	0	1	2	0	1	1	0.0	0.0	Seller
\$500,000 - 599,999	0	0	1	0	1	0	1	0.0	0.0	Seller
\$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
TOTAL	9	11	13	9	15	7	16	0.6	0.6	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

Long Realty Company

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.

THE HOUSING REPORT

SUN CITY ORO VALLEY | JANUARY 2020



MARKET SHARE (SUN CITY 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.

LONG REALTY COMPANY

53.3%

Coldwell Banker Residential Brokerage 21.3%

Tierra Antigua Realty 10.9%

Keller Williams Souther Arizona 4.0%

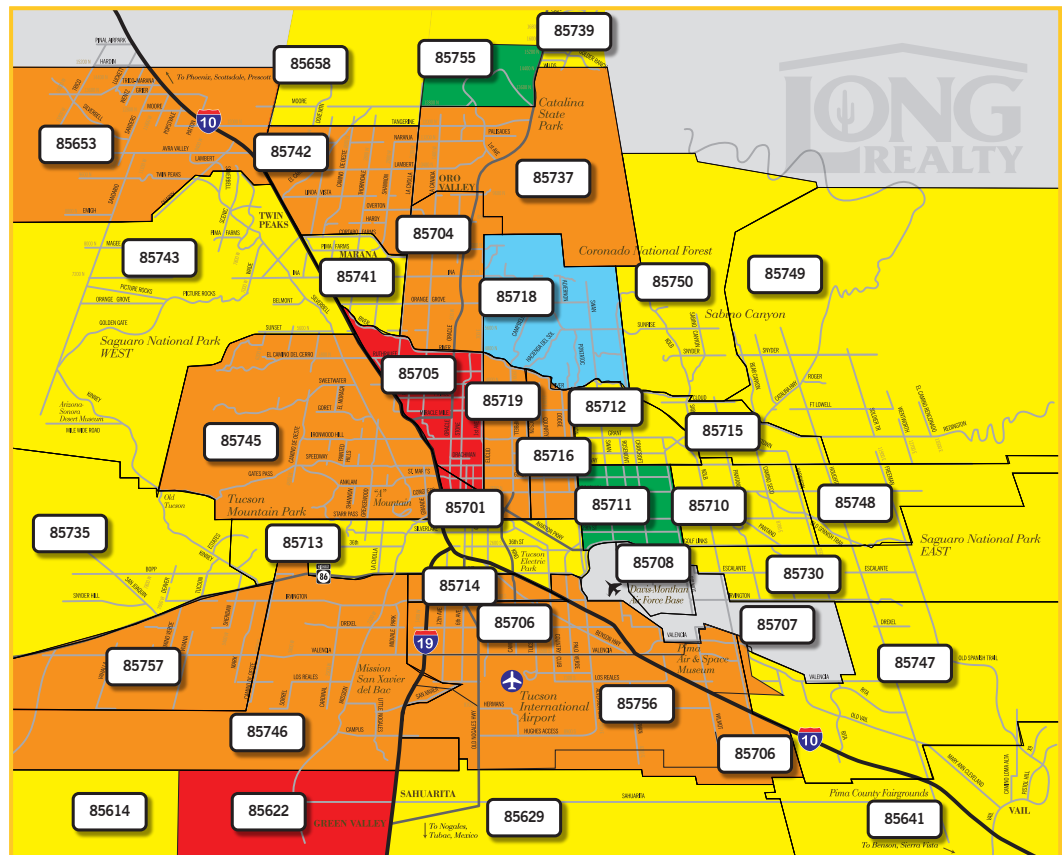
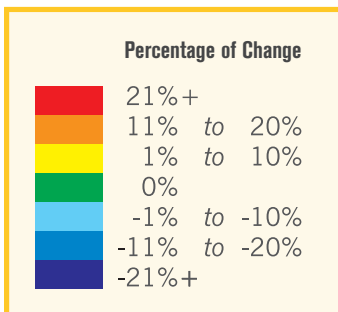
Realty Executives Tucson Elite 2.8%

Exp Realty 1.2%

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

Long Realty Company

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.