

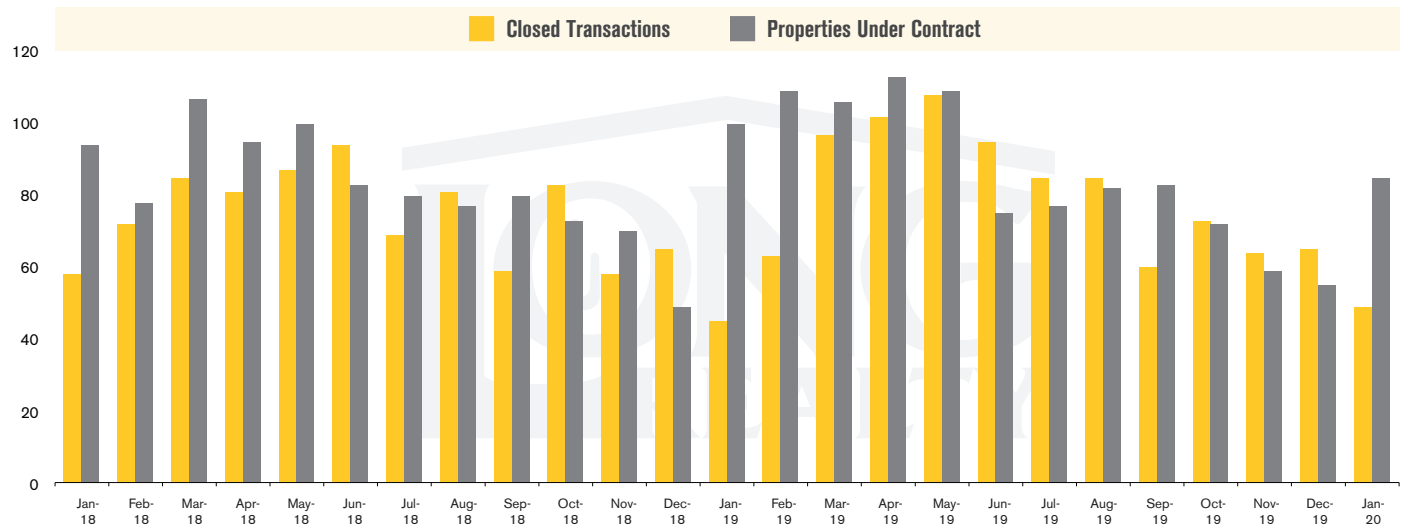
THE HOUSING REPORT

ORO VALLEY | FEBRUARY 2020

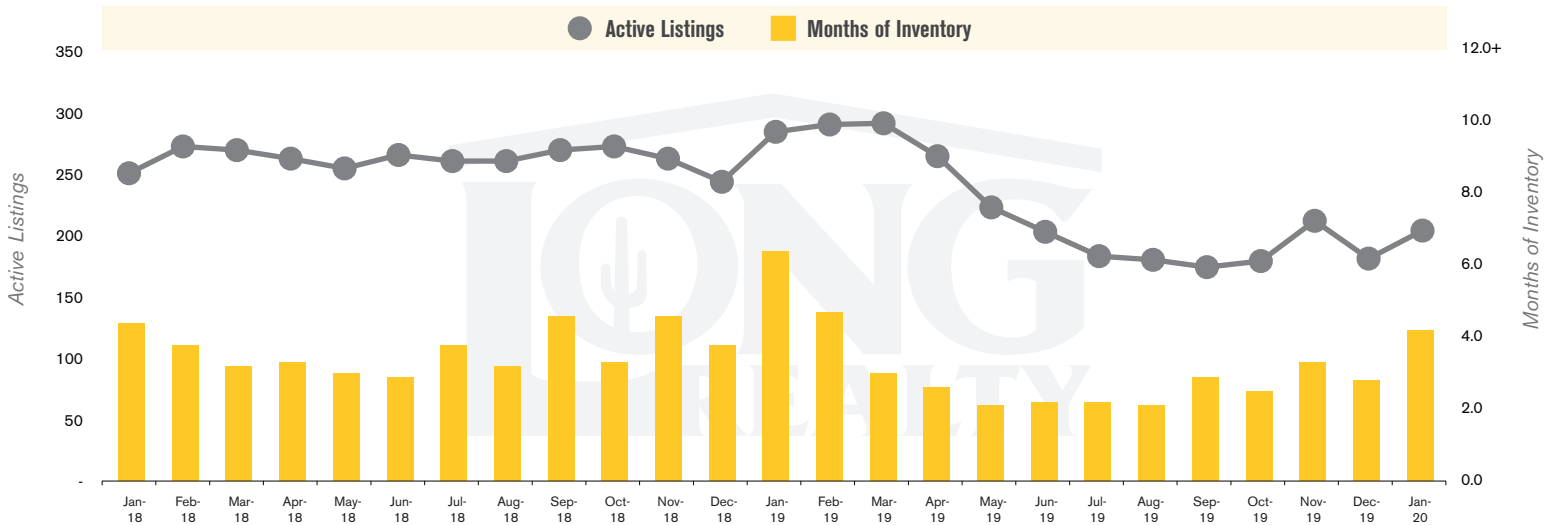


In the Oro Valley area, January 2020 active inventory was 206, a 28% decrease from January 2019. There were 49 closings in January 2020, a 9% increase from January 2019. Year-to-date 2020 there were 49 closings, a 7% increase from year-to-date 2018. Months of Inventory was 4.2, down from 6.4 in January 2019. Median price of sold homes was \$320,000 for the month of January 2020, up 3% from January 2019. The Oro Valley area had 85 new properties under contract in January 2020, down 15% from January 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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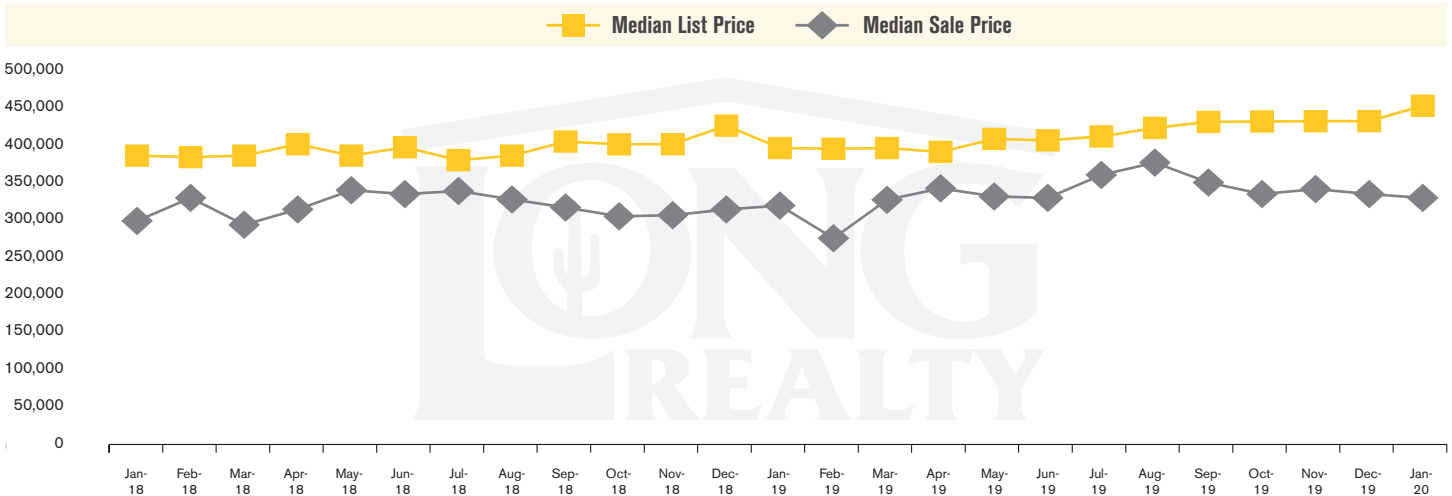
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

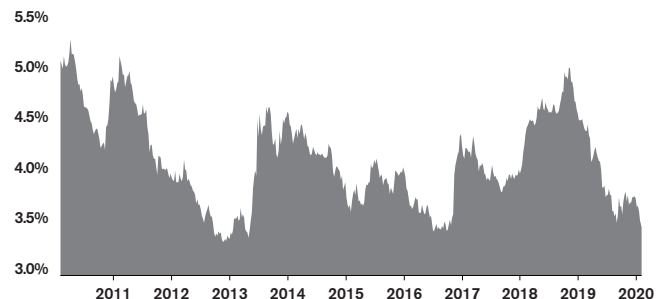


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

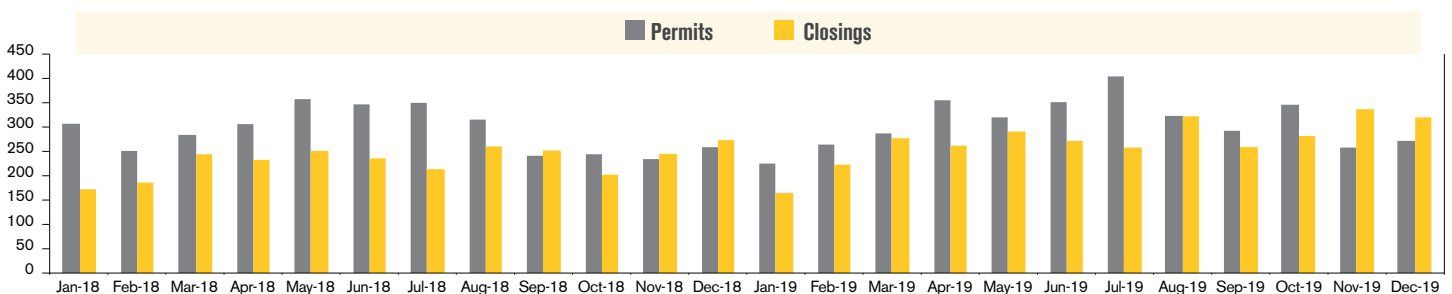
Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2019	\$310,000	4.460%	\$1,485.20
2020	\$320,000	3.680%	\$1,395.82

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 December 2019, new home permits were **down 1%** and new home closings were **up 18%** from December 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
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$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	1	0	0	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	1	0	1	0	0	0	1	1.0	5.0	Balanced
\$175,000 - 199,999	1	1	1	2	0	1	2	0.5	2.3	Seller
\$200,000 - 224,999	2	3	4	3	3	4	1	2.0	0.6	Seller
\$225,000 - 249,999	5	8	6	7	5	8	3	1.7	1.2	Seller
\$250,000 - 274,999	14	9	6	7	10	6	5	2.8	1.5	Seller
\$275,000 - 299,999	13	9	2	7	3	8	7	1.9	2.2	Seller
\$300,000 - 349,999	20	11	15	15	14	10	10	2.0	2.0	Seller
\$350,000 - 399,999	20	7	7	13	11	8	10	2.0	2.2	Seller
\$400,000 - 499,999	29	15	7	6	9	10	5	5.8	3.5	Seller
\$500,000 - 599,999	22	8	6	5	5	4	1	22.0	5.2	Balanced
\$600,000 - 699,999	18	6	1	6	2	0	4	4.5	8.7	Buyer
\$700,000 - 799,999	14	4	1	1	1	2	0	n/a	13.3	Buyer
\$800,000 - 899,999	19	3	4	3	2	1	0	n/a	15.7	Buyer
\$900,000 - 999,999	5	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	22	1	0	0	0	4	0	n/a	17.8	Buyer
TOTAL	206	86	61	76	65	66	49	4.2	3.4	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 02/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2019-01/31/2020. 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 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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37.0%

Coldwell Banker Residential Brokerage

11.0%

Tierra Antigua Realty

8.6%

Keller Williams Southern Arizona

5.9%

Realty Executives Tucson Elite

5.4%

Russ Lyon Sotheby's

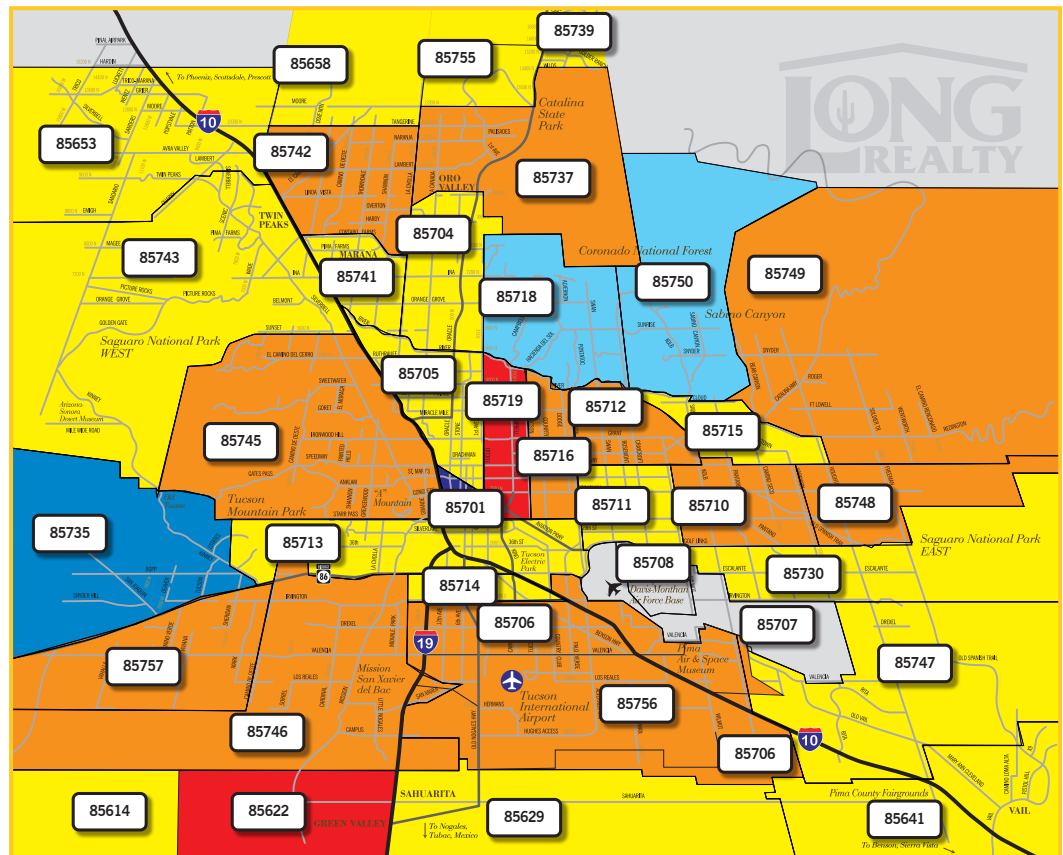
4.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2018-JAN 2019 TO
NOV 2019-JAN 2020)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



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 November 2018-January 2019 to November 2019-January 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2020. Information is believed to be reliable, but not guaranteed.