

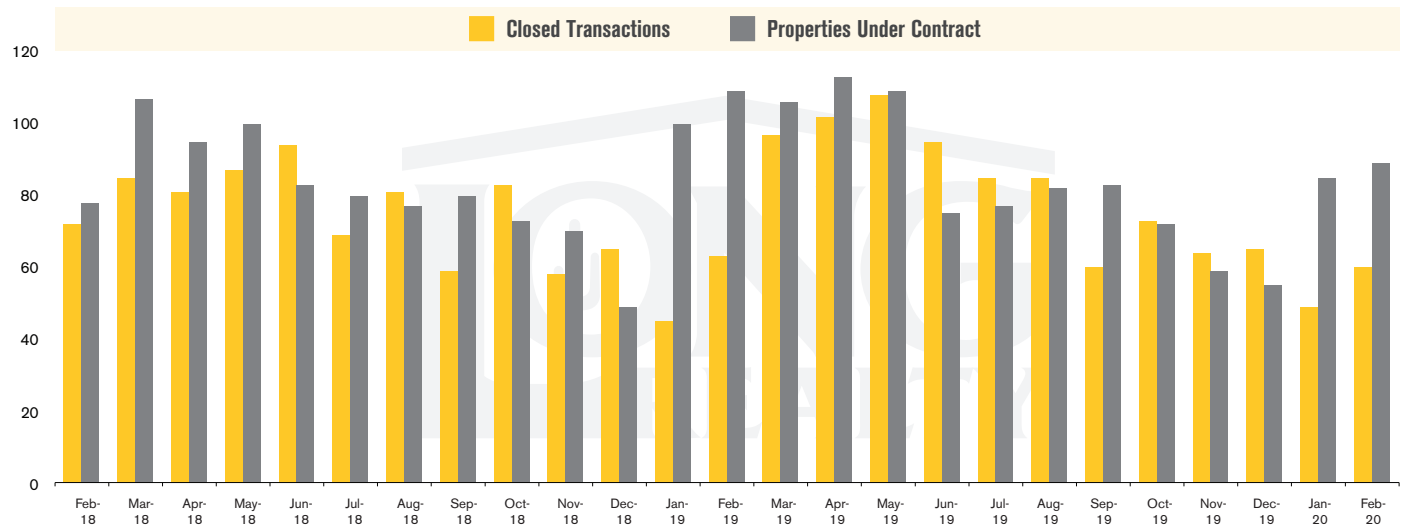
THE HOUSING REPORT

ORO VALLEY | MARCH 2020

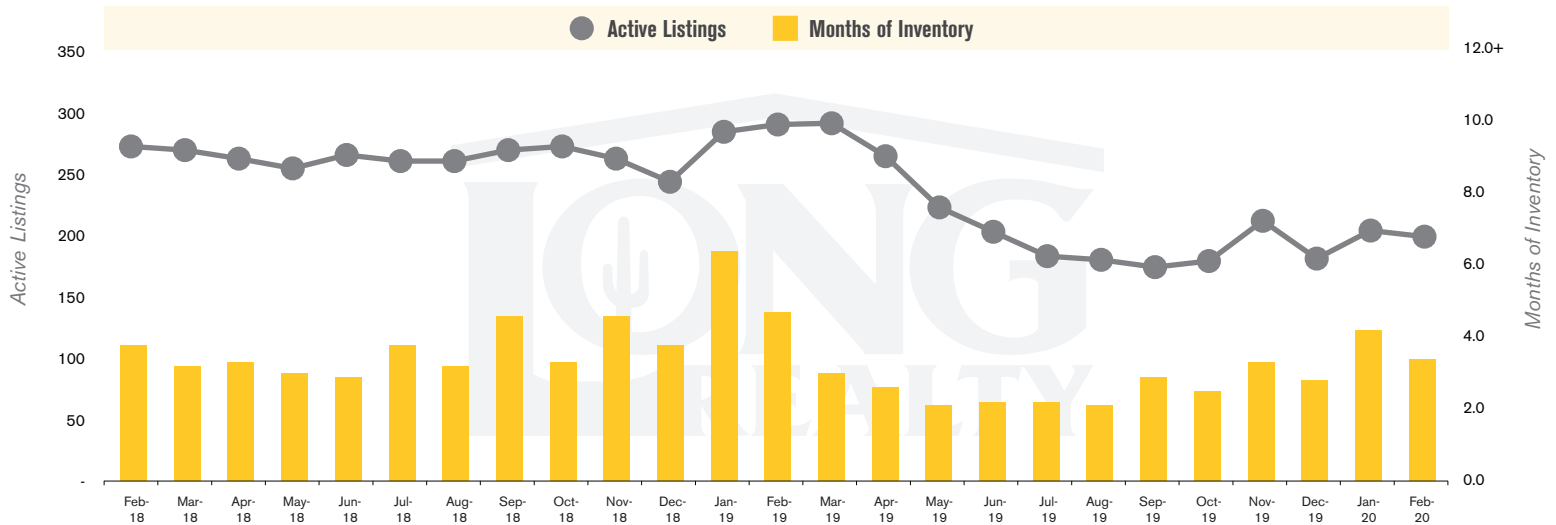


In the Oro Valley area, February 2020 active inventory was 201, a 31% decrease from February 2019. There were 60 closings in February 2020, a 5% decrease from February 2019. Year-to-date 2020 there were 111 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 3.4, down from 4.7 in February 2019. Median price of sold homes was \$346,200 for the month of February 2020, up 29% from February 2019. The Oro Valley area had 89 new properties under contract in February 2020, down 18% from February 2019.

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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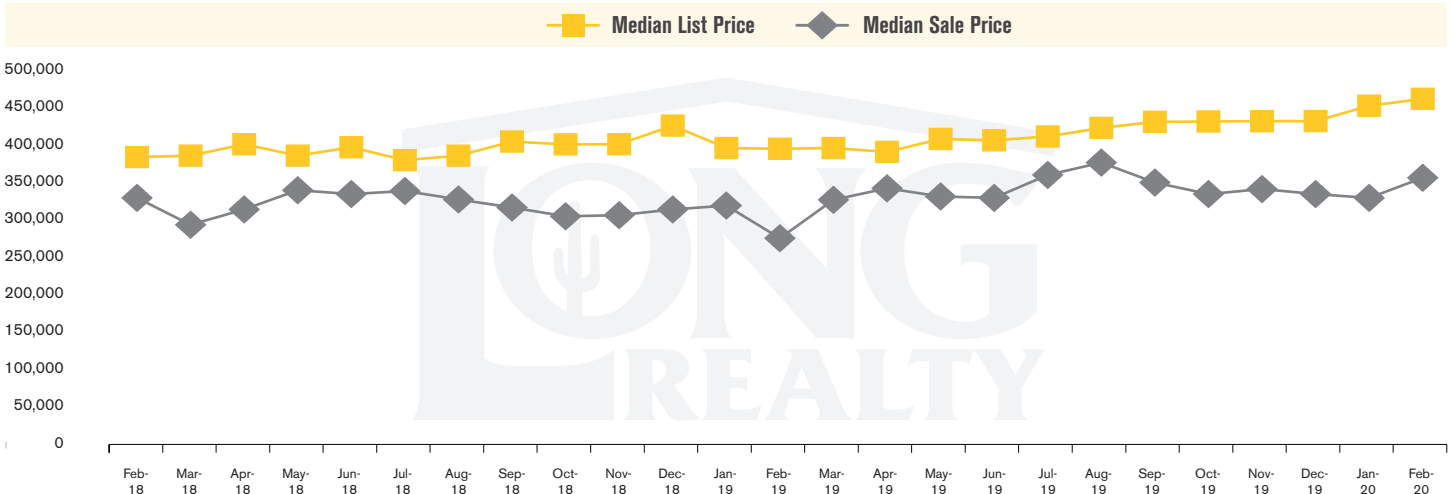
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

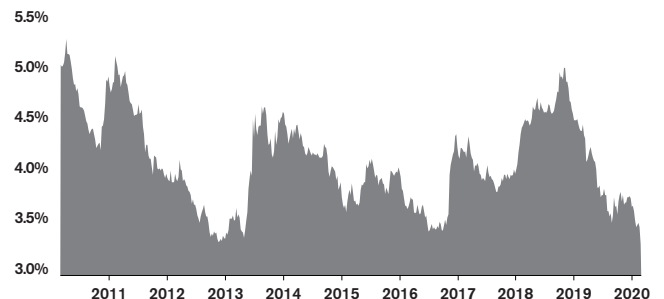


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2019	\$267,500	4.370%	\$1,268.06
2020	\$346,200	3.470%	\$1,471.36

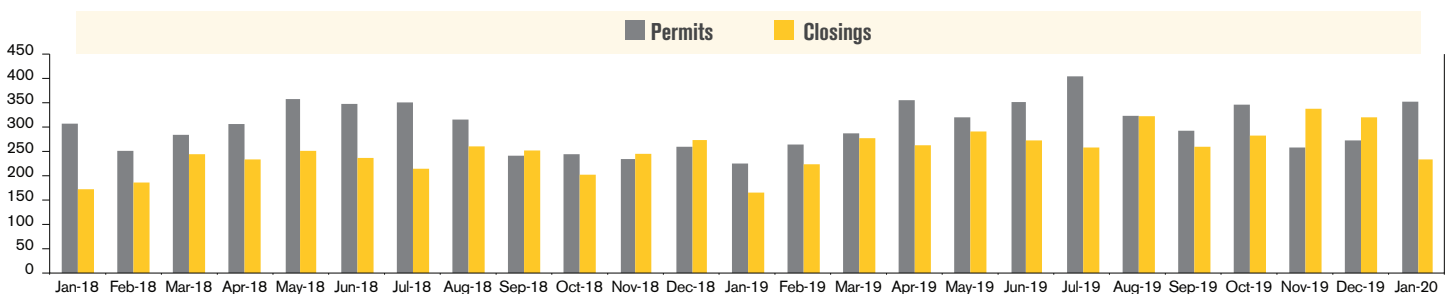
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For January 2020, new home permits were **up 56%** and new home closings were **up 41%** from January 2019.

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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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-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	1	0.0	0.0	Seller
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	2	0	1	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	1	0	0	0	1	0	n/a	3.0	Seller
\$175,000 - 199,999	1	1	2	0	1	2	0	n/a	1.7	Seller
\$200,000 - 224,999	1	4	3	3	4	1	1	1.0	0.8	Seller
\$225,000 - 249,999	6	6	7	5	8	3	7	0.9	0.9	Seller
\$250,000 - 274,999	12	6	7	10	6	6	6	2.0	1.9	Seller
\$275,000 - 299,999	9	2	7	3	8	7	4	2.3	1.8	Seller
\$300,000 - 349,999	15	15	15	14	10	10	12	1.3	1.8	Seller
\$350,000 - 399,999	24	7	13	11	8	10	8	3.0	2.4	Seller
\$400,000 - 499,999	32	7	6	9	10	5	9	3.6	3.6	Seller
\$500,000 - 599,999	23	6	5	5	4	1	3	7.7	7.3	Slightly Buyer
\$600,000 - 699,999	19	1	6	2	0	4	1	19.0	10.6	Buyer
\$700,000 - 799,999	16	1	1	1	2	0	2	8.0	10.8	Buyer
\$800,000 - 899,999	14	4	3	2	1	0	3	4.7	11.8	Buyer
\$900,000 - 999,999	6	0	0	0	0	1	0	n/a	17.0	Buyer
\$1,000,000 - and over	21	0	0	0	4	0	3	7.0	9.1	Buyer
TOTAL	201	61	76	65	66	51	60	3.4	3.3	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 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. 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 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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37.1%

Coldwell Banker Residential Brokerage 11.4%

Tierra Antigua Realty 7.8%

Keller Williams Southern Arizona 6.0%

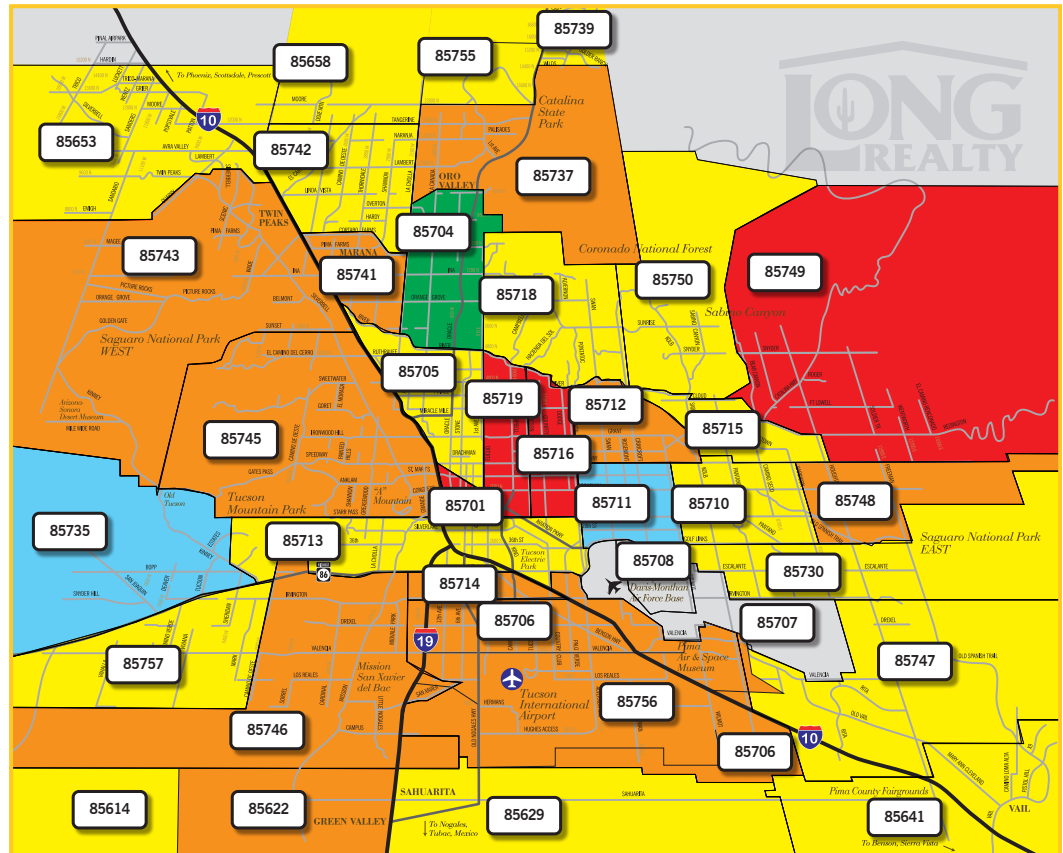
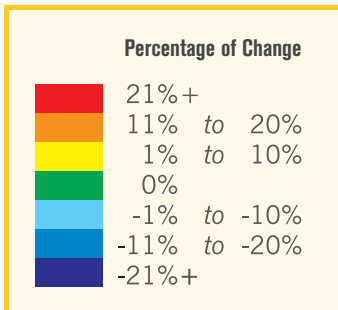
Realty Executives Tucson Elite 5.3%

Russ Lyon Sotheby's 4.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2018-FEB 2019 TO DEC 2019-FEB 2020)

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 December 2018-February 2019 to December 2019-February 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/04/2020. Information is believed to be reliable, but not guaranteed.