

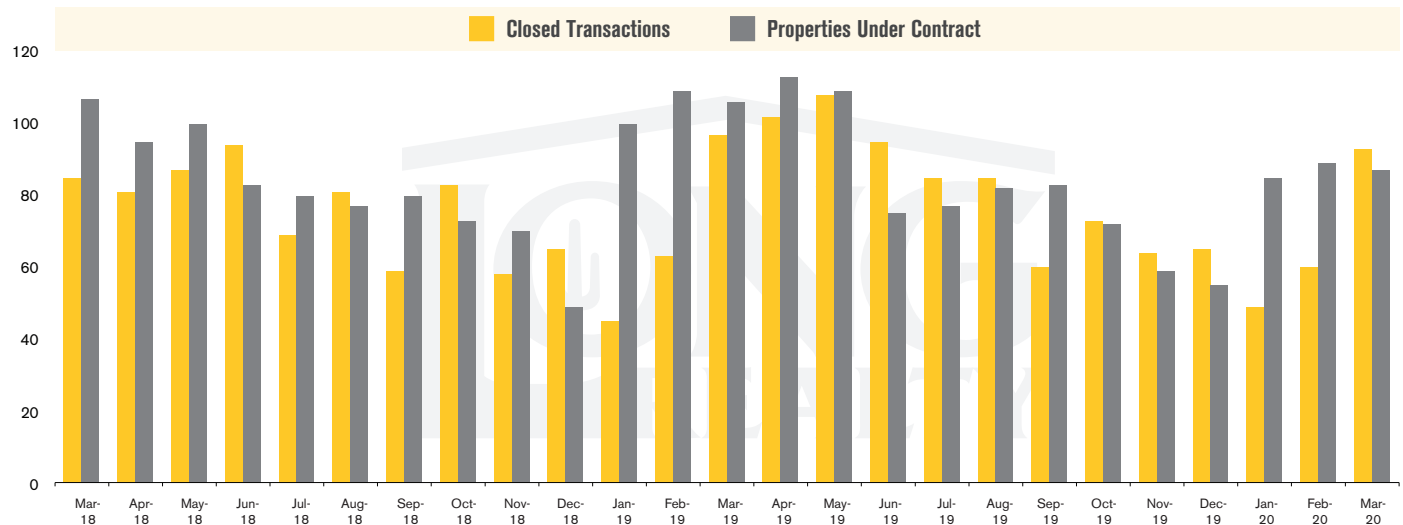
# THE HOUSING REPORT

ORO VALLEY | APRIL 2020

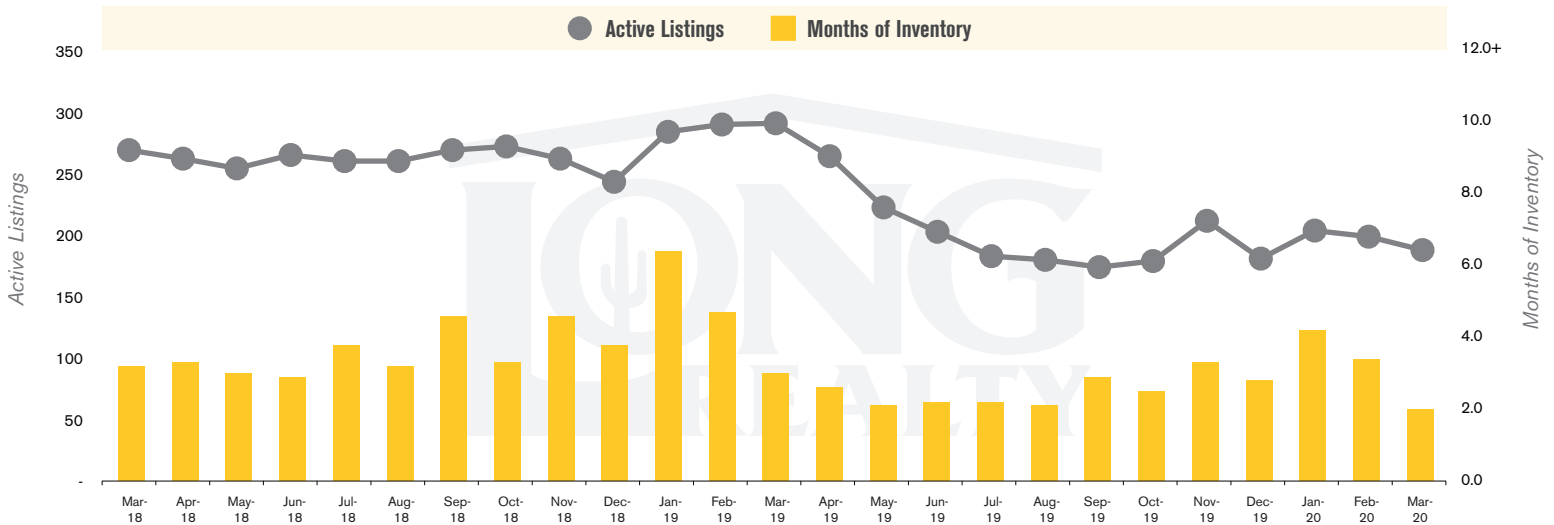


In the Oro Valley area, March 2020 active inventory was 190, a 35% decrease from March 2019. There were 93 closings in March 2020, a 4% decrease from March 2019. Year-to-date 2020 there were 205 closings, a 5% decrease from year-to-date 2019. Months of Inventory was 2.0, down from 3.0 in March 2019. Median price of sold homes was \$362,000 for the month of March 2020, up 14% from March 2019. The Oro Valley area had 87 new properties under contract in March 2020, down 18% from March 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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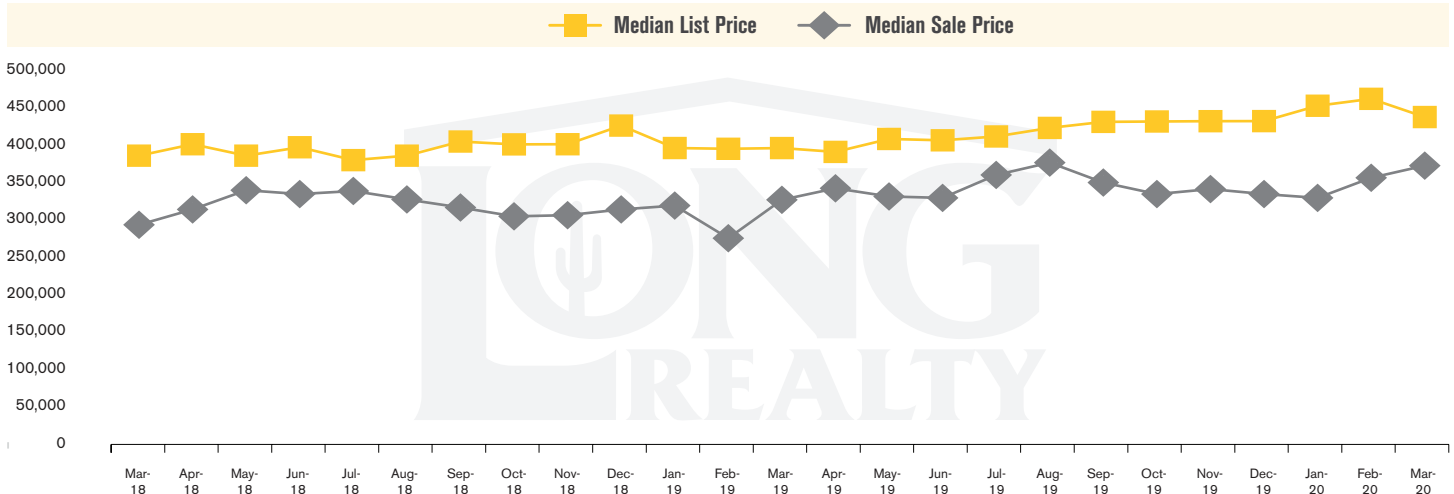
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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

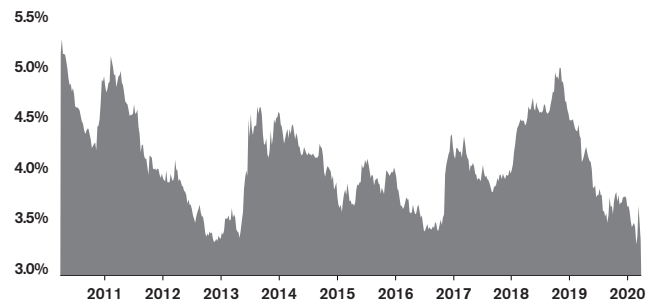


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2019	\$317,500	4.375%	\$1,505.97
2020	\$362,000	3.450%	\$1,534.68

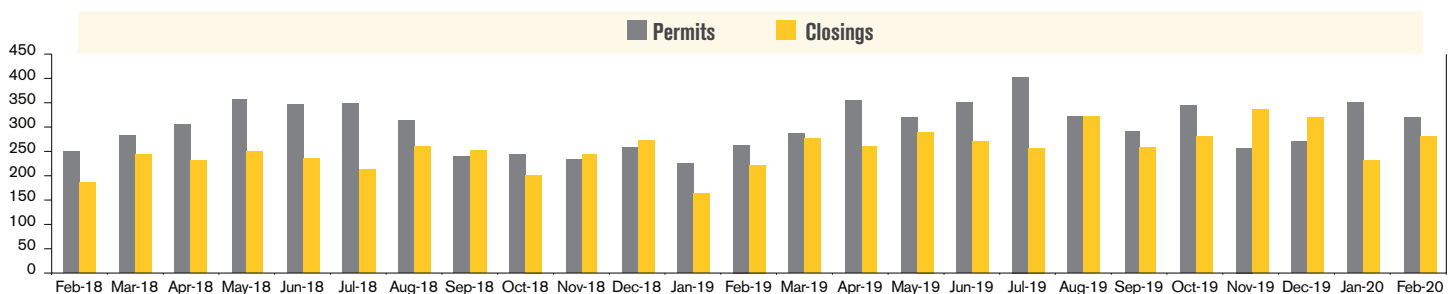
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 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
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-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	1	0	n/a	0.0	Seller
\$100,000 - 124,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	0	0	1	0	0	n/a	1.0	Seller
\$175,000 - 199,999	0	2	0	1	2	0	2	0.0	0.5	Seller
\$200,000 - 224,999	3	3	3	4	1	1	4	0.8	1.0	Seller
\$225,000 - 249,999	3	7	5	8	3	8	3	1.0	1.0	Seller
\$250,000 - 274,999	4	7	10	6	6	6	8	0.5	1.5	Seller
\$275,000 - 299,999	12	7	3	8	7	4	12	1.0	1.5	Seller
\$300,000 - 349,999	12	15	14	10	10	12	14	0.9	1.3	Seller
\$350,000 - 399,999	23	13	11	8	10	8	13	1.8	2.2	Seller
\$400,000 - 499,999	36	6	9	10	5	9	11	3.3	3.9	Seller
\$500,000 - 599,999	18	5	5	4	1	3	9	2.0	4.8	Slightly Seller
\$600,000 - 699,999	19	6	2	0	4	1	3	6.3	7.0	Slightly Buyer
\$700,000 - 799,999	14	1	1	2	0	2	6	2.3	5.5	Balanced
\$800,000 - 899,999	15	3	2	1	0	3	1	15.0	12.0	Buyer
\$900,000 - 999,999	7	0	0	0	1	0	4	1.8	3.6	Seller
\$1,000,000 - and over	21	0	0	4	0	3	3	7.0	10.7	Buyer
<b>TOTAL</b>	<b>190</b>	<b>76</b>	<b>65</b>	<b>66</b>	<b>51</b>	<b>61</b>	<b>93</b>	<b>2.0</b>	<b>2.9</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 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. 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 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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38.5%

Coldwell Banker Residential Brokerage 11.1%

Tierra Antigua Realty 7.7%

Keller Williams Southern Arizona 5.8%

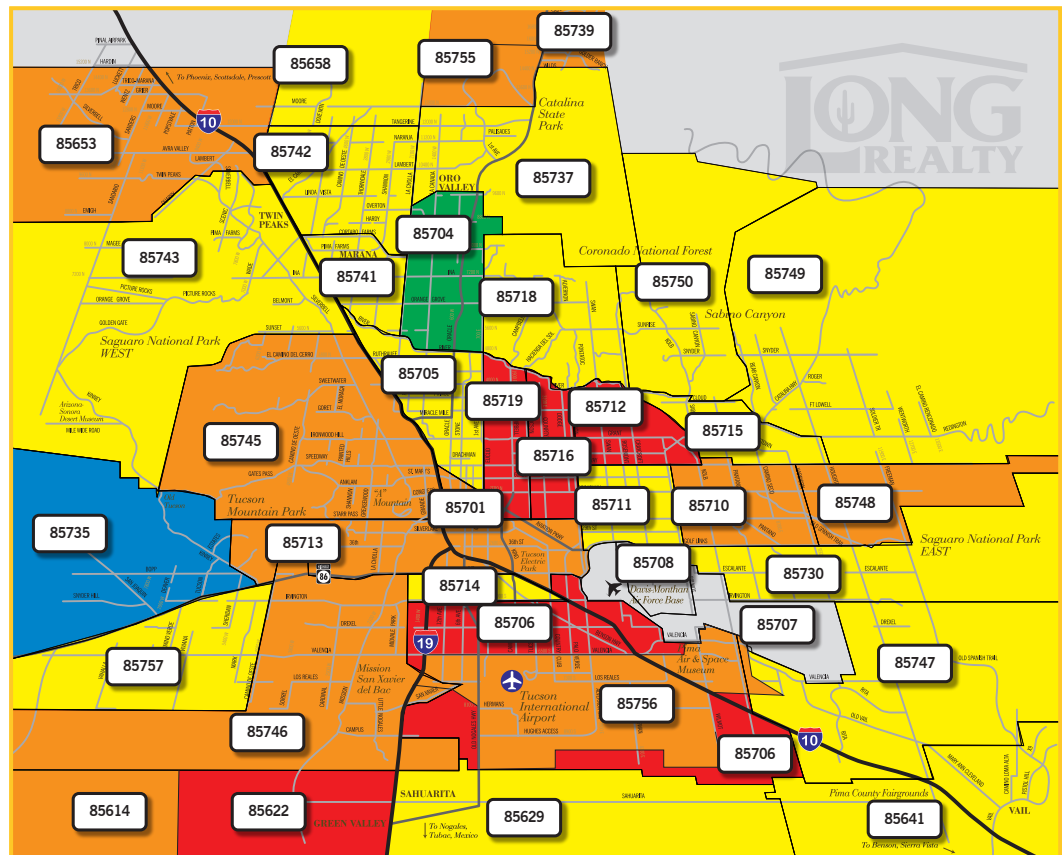
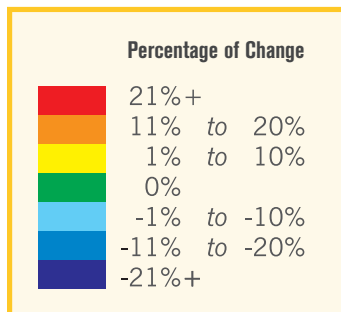
Realty Executives Tucson Elite 5.0%

Russ Lyon Sotheby's 4.2%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO JAN 2020-MAR 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.**



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This heat map represents the percentage of change in Tucson metro median sales prices from January 2019-March 2019 to January 2020-March 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2020. Information is believed to be reliable, but not guaranteed.