

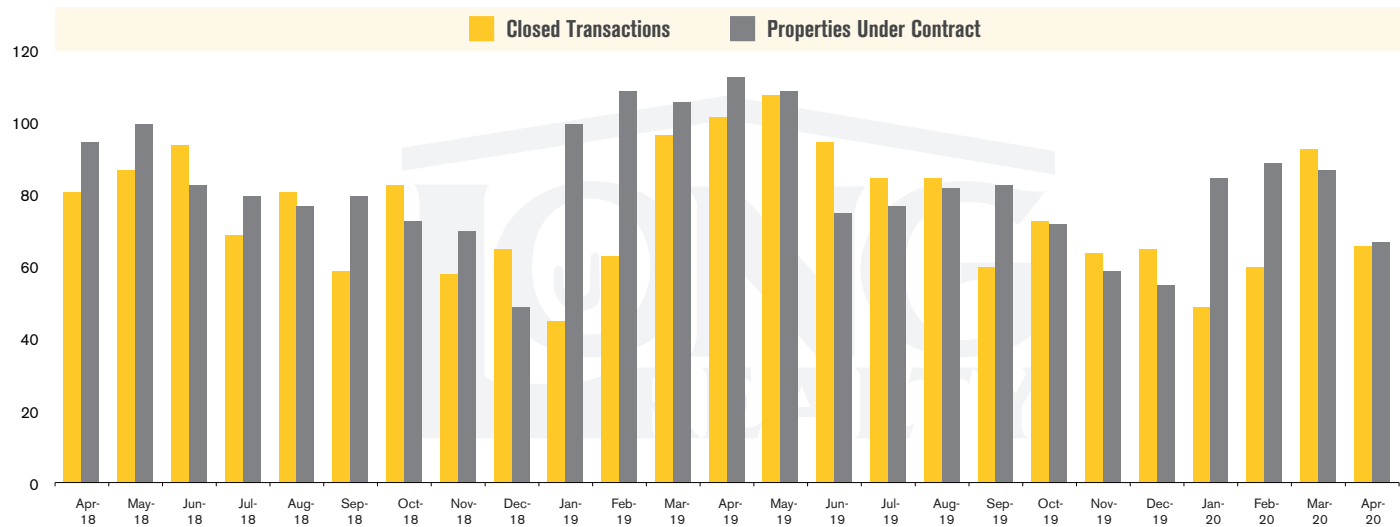
THE HOUSING REPORT

ORO VALLEY | MAY 2020

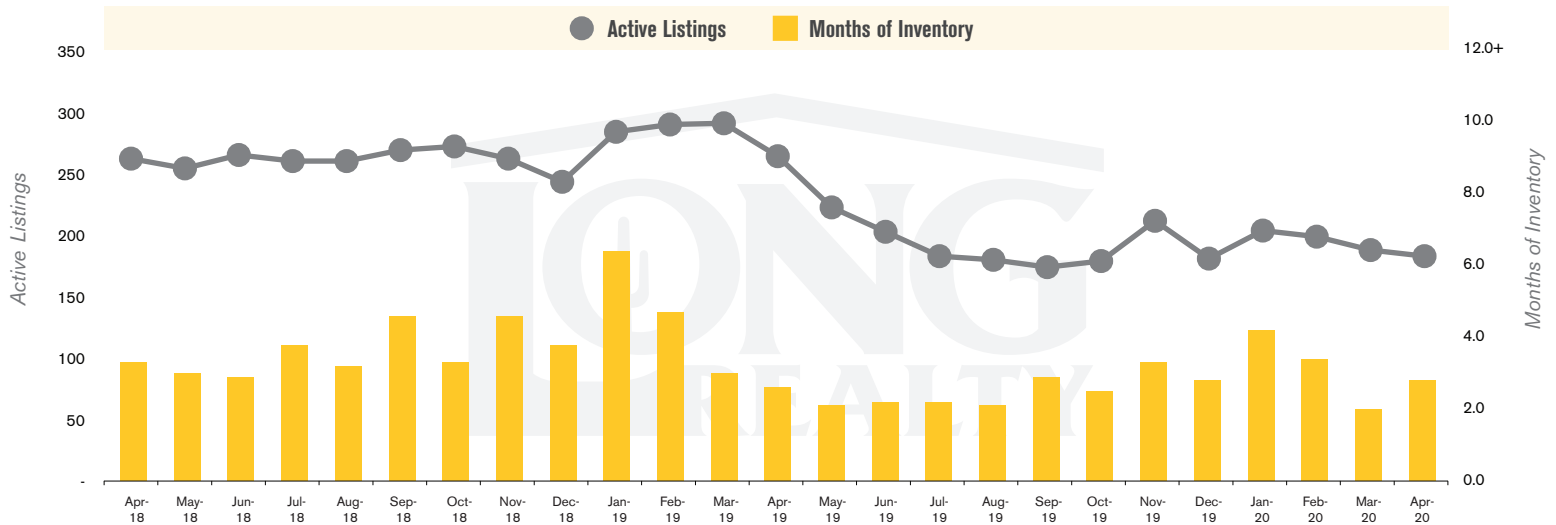


In the Oro Valley area, April 2020 active inventory was 185, a 31% decrease from April 2019. There were 66 closings in April 2020, a 35% decrease from April 2019. Year-to-date 2020 there were 276 closings, a 13% decrease from year-to-date 2019. Months of Inventory was 2.8, up from 2.6 in April 2019. Median price of sold homes was \$344,454 for the month of April 2020, up 4% from April 2019. The Oro Valley area had 67 new properties under contract in April 2020, down 41% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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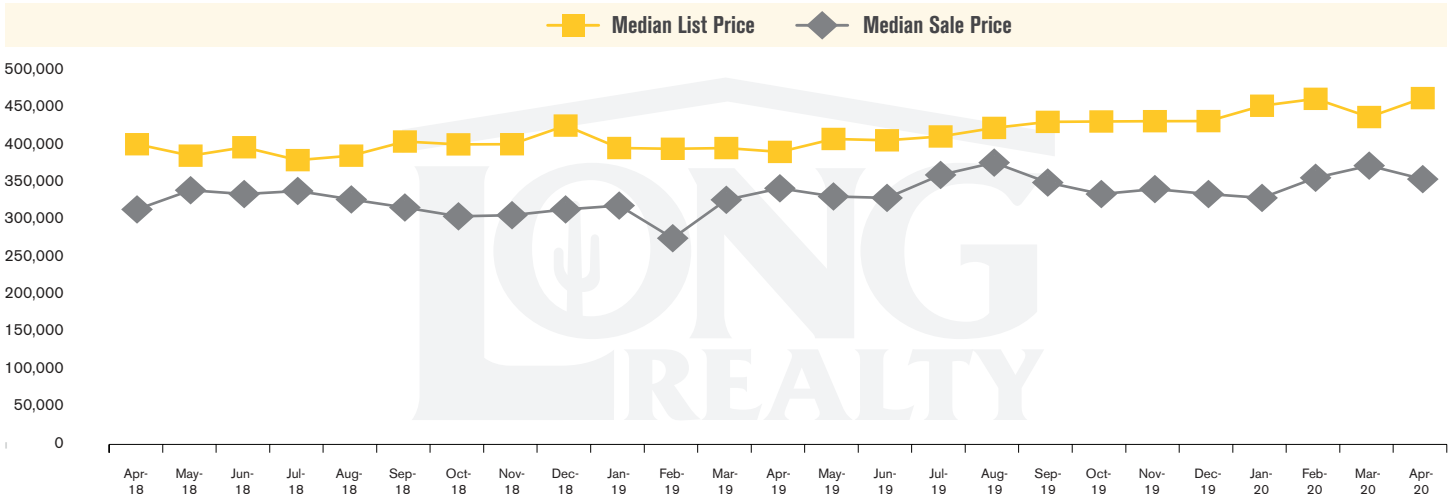
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

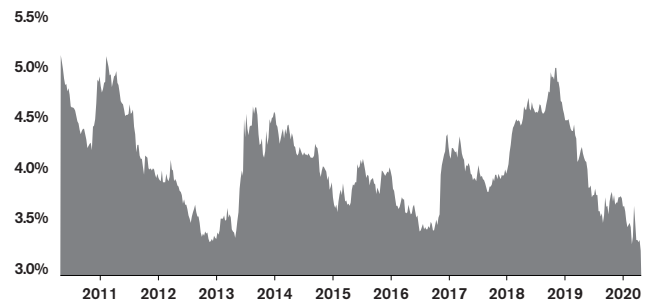


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2019	\$332,500	4.140%	\$1,533.64
2020	\$344,454	3.310%	\$1,434.93

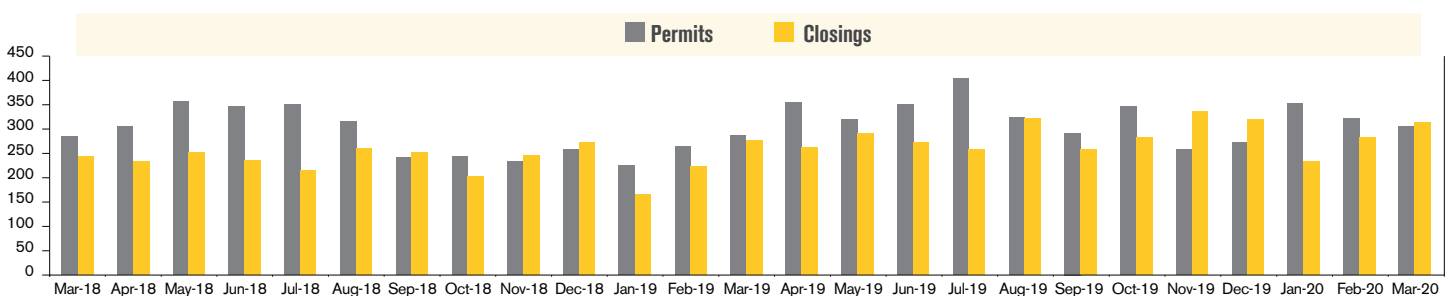
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For March 2020, new home permits were **up 7%** and new home closings were **up 13%** from March 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
		Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-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	1	0	0	n/a	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	0	0	0	1	0	n/a	6.0	Balanced
\$150,000 - 174,999	0	0	0	1	0	0	1	0.0	0.0	Seller
\$175,000 - 199,999	0	0	1	2	0	2	0	n/a	0.5	Seller
\$200,000 - 224,999	4	3	4	1	1	4	3	1.3	1.0	Seller
\$225,000 - 249,999	9	5	8	3	8	3	5	1.8	1.1	Seller
\$250,000 - 274,999	6	10	6	6	6	8	8	0.8	1.0	Seller
\$275,000 - 299,999	12	3	8	7	4	12	3	4.0	1.7	Seller
\$300,000 - 349,999	13	14	10	10	12	15	14	0.9	1.0	Seller
\$350,000 - 399,999	22	11	8	10	8	13	10	2.2	2.2	Seller
\$400,000 - 499,999	37	9	10	5	9	12	11	3.4	3.3	Seller
\$500,000 - 599,999	15	5	4	1	3	9	5	3.0	3.3	Seller
\$600,000 - 699,999	15	2	0	4	1	5	3	5.0	5.9	Balanced
\$700,000 - 799,999	14	1	2	0	2	6	3	4.7	4.0	Seller
\$800,000 - 899,999	13	2	1	0	3	1	0	n/a	10.5	Buyer
\$900,000 - 999,999	4	0	0	1	0	4	0	n/a	4.3	Slightly Seller
\$1,000,000 - and over	19	0	4	0	3	3	0	n/a	10.2	Buyer
TOTAL	185	65	66	51	61	98	66	2.8	2.6	Seller



Seller's Market



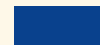
Slight Seller's Market



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 05/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2020-04/30/2020. 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 05/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2019 – 04/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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37.6%

Coldwell Banker Residential Brokerage 10.9%

Tierra Antigua Realty 8.2%

Keller Williams Southern Arizona 5.7%

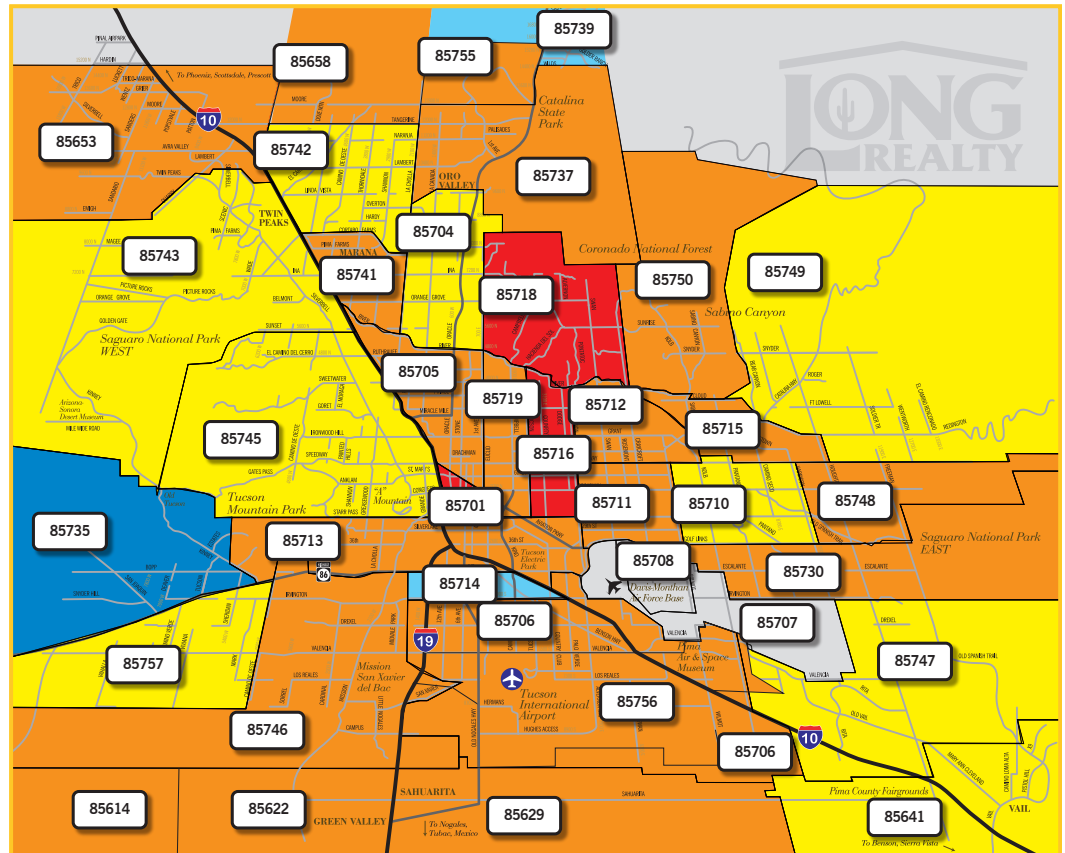
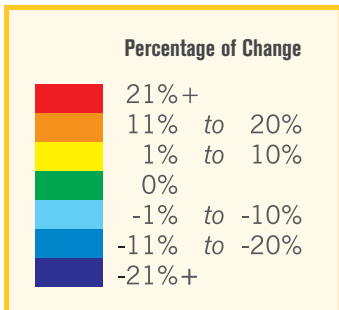
Realty Executives Tucson Elite 5.2%

Russ Lyon Sotheby's 3.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2019-APR 2019 TO FEB 2020-APR 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 February 2019-April 2019 to February 2020-April 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2020. Information is believed to be reliable, but not guaranteed.