

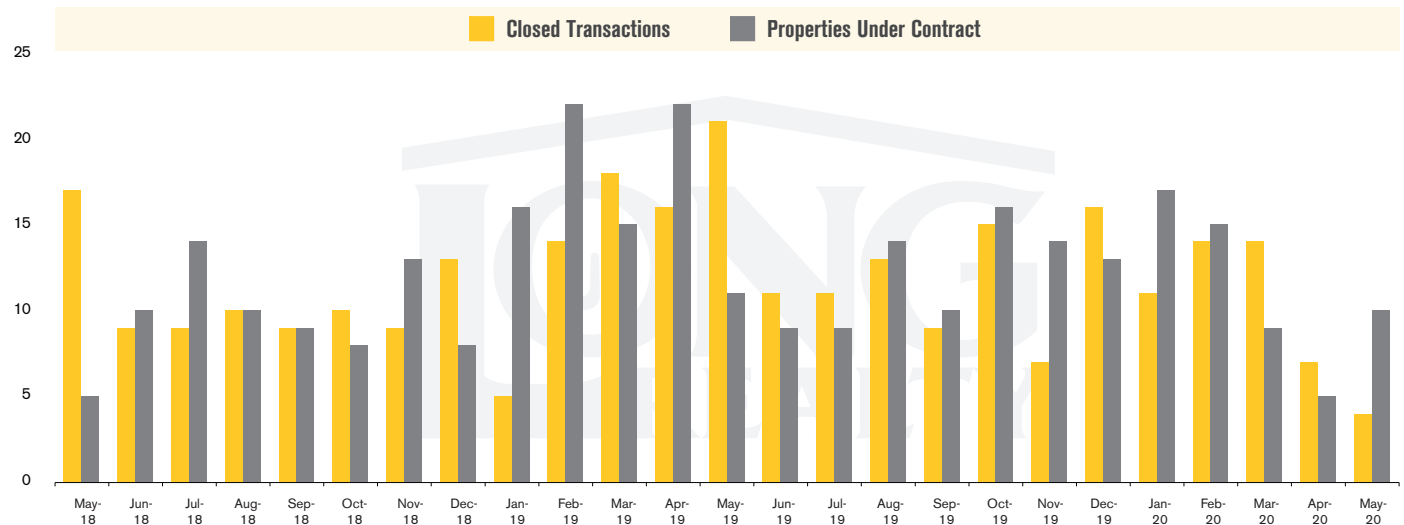
THE HOUSING REPORT

SUN CITY ORO VALLEY | JUNE 2020

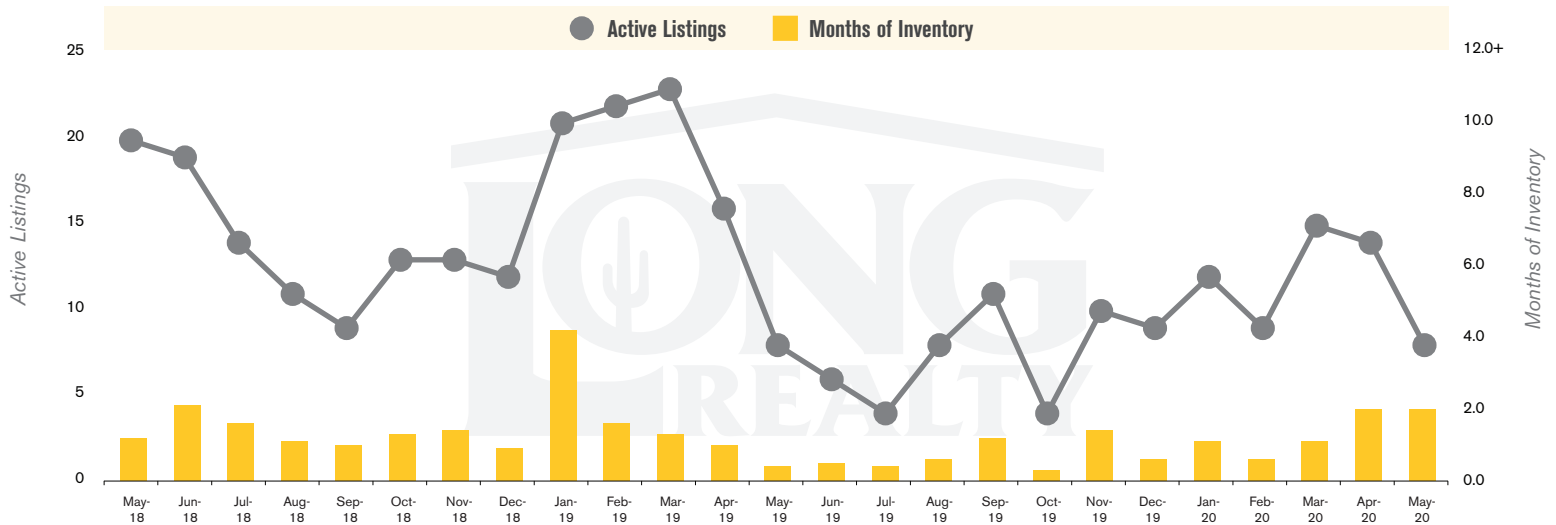


In the Sun City Oro Valley area, May 2020 active inventory was 8, virtually unchanged from May 2019. There were 4 closings in May 2020, a 81% decrease from May 2019. Year-to-date 2020 there were 52 closings, a 30% decrease from year-to-date 2019. Months of Inventory was 2.0, up from .4 in May 2019. Median price of sold homes was \$255,500 for the month of May 2020, down 5% from May 2019. The Sun City Oro Valley area had 10 new properties under contract in May 2020, down 9% from May 2019.

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



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



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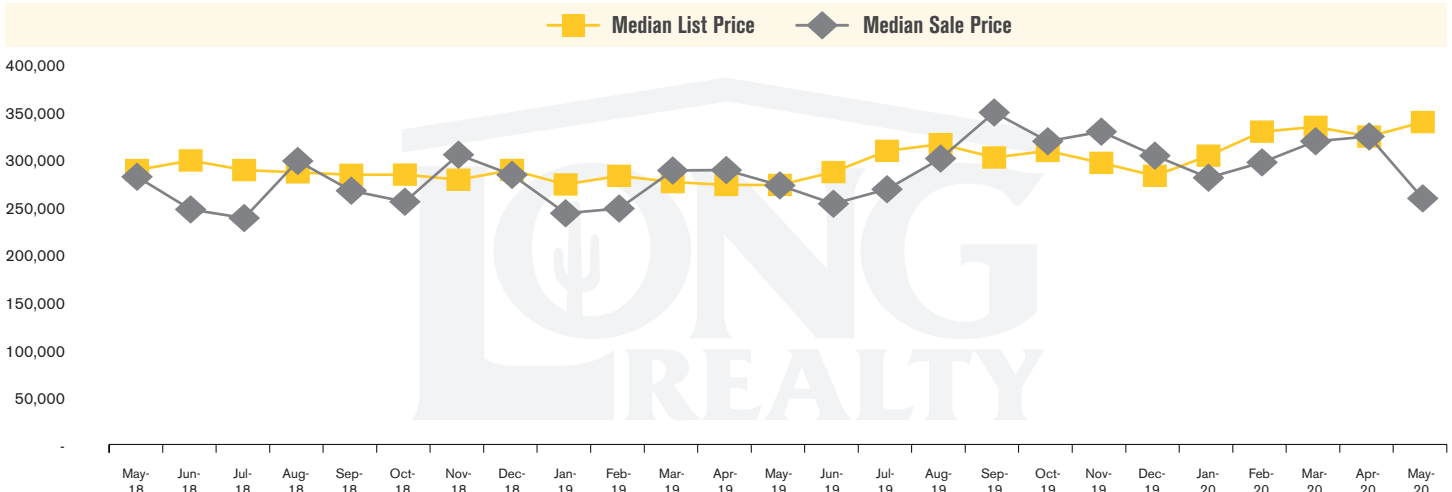
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

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

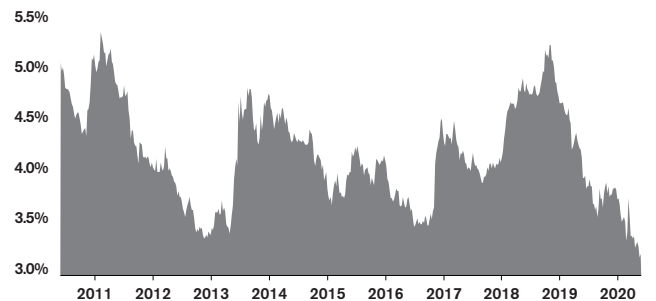


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2019	\$269,000	4.07%	\$1,230.37
2020	\$255,500	3.230%	\$1,053.69

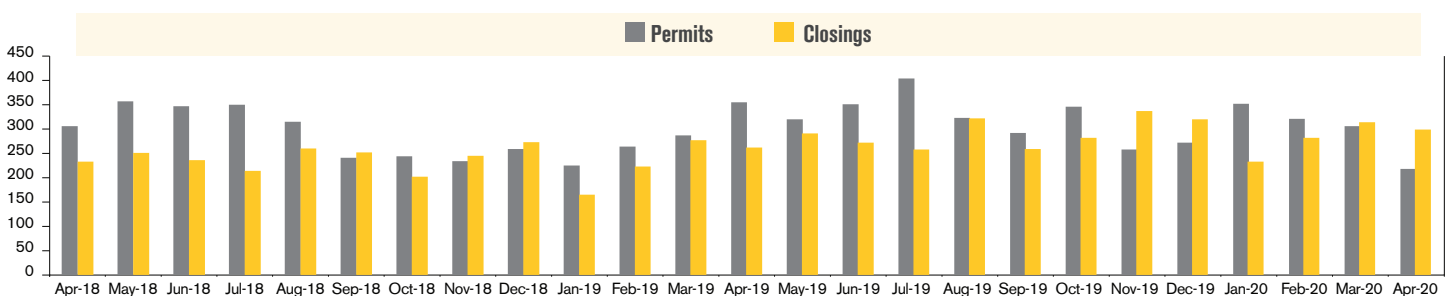
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For April 2020, new home permits were **down 39%** and new home closings were **up 14%** from April 2019.

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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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-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	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	0	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	0	0	1	0	1	0.0	0.0	Seller
\$225,000 - 249,999	0	2	2	4	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	3	2	2	2	1	1	3	1.0	1.2	Seller
\$275,000 - 299,999	0	3	5	1	4	0	0	n/a	1.3	Seller
\$300,000 - 349,999	1	6	0	3	1	5	0	n/a	1.3	Seller
\$350,000 - 399,999	2	1	1	2	4	1	0	n/a	1.8	Seller
\$400,000 - 499,999	2	1	1	2	2	0	0	n/a	3.0	Seller
\$500,000 - 599,999	0	1	0	0	1	0	0	n/a	1.0	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	8	17	11	14	14	7	4	2.0	1.5	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 06/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2020-05/31/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (SUN CITY ORO VALLEY)

Long Realty leads the market in successful real estate sales.

Data Obtained 06/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2019 – 05/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

55.6%

Coldwell Banker Residential Brokerage 20.5%

Tierra Antigua Realty 7.0%

Keller Williams Souther Arizona 4.7%

Realty Executives Tucson Elite 2.4%

Russ Lyon Sotheby's 1.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2019-MAY 2019 TO MAR 2020-MAY 2020)

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

