

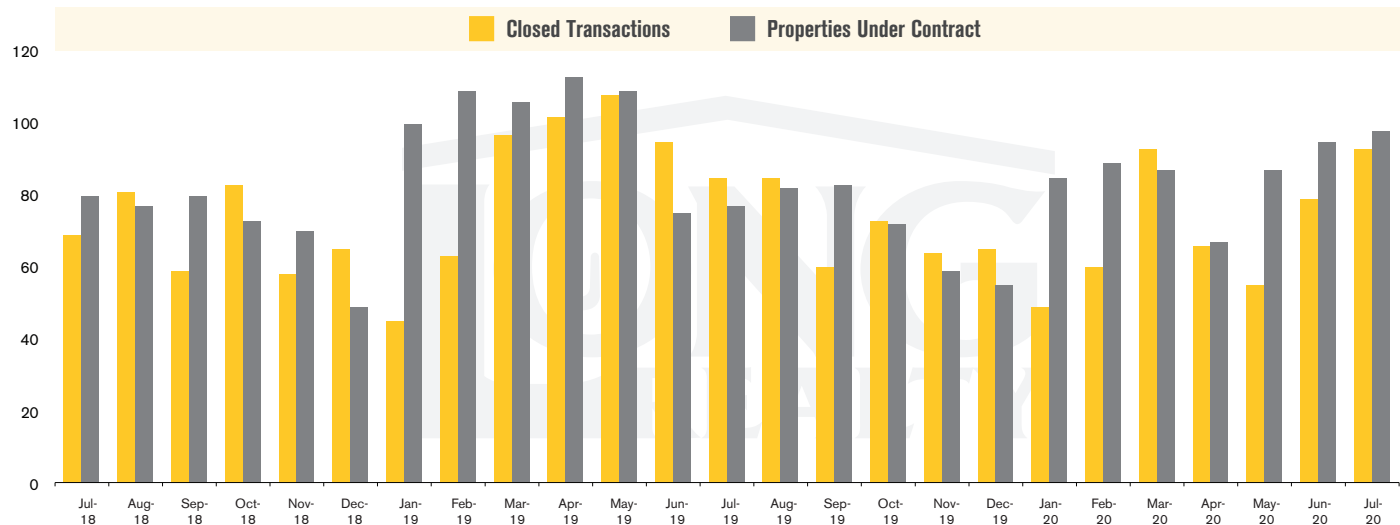
THE HOUSING REPORT

ORO VALLEY | AUGUST 2020

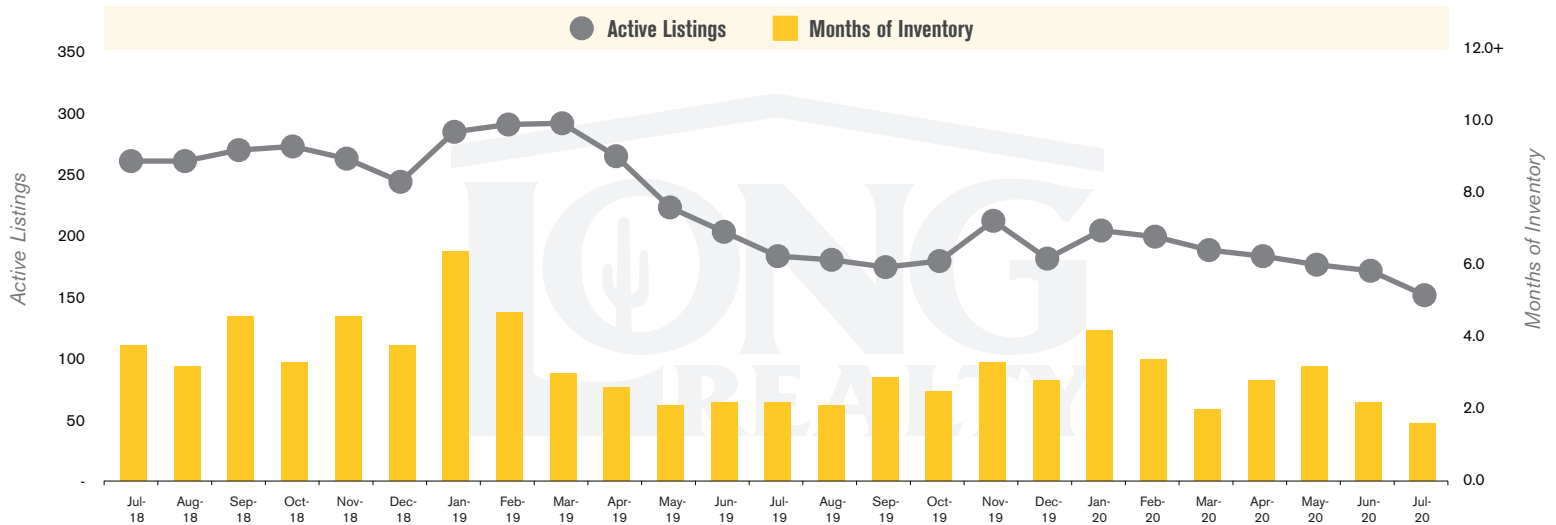


In the Oro Valley area, July 2020 active inventory was 153, a 17% decrease from July 2019. There were 93 closings in July 2020, a 9% increase from July 2019. Year-to-date 2020 there were 513 closings, a 16% decrease from year-to-date 2019. Months of Inventory was 1.6, down from 2.2 in July 2019. Median price of sold homes was \$375,000 for the month of July 2020, up 7% from July 2019. The Oro Valley area had 98 new properties under contract in July 2020, up 27% from July 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

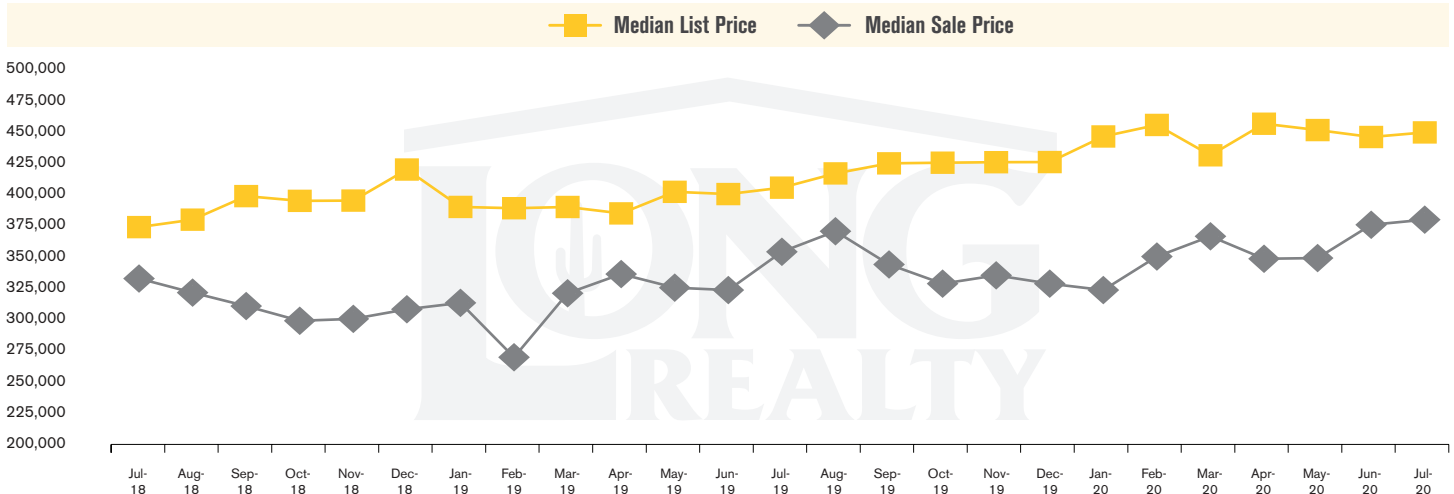
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | AUGUST 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

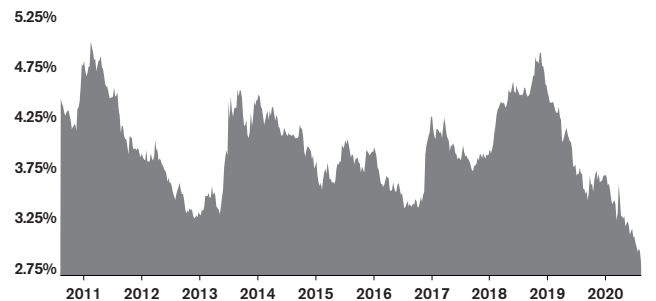


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2019	\$349,900	3.770%	\$1,543.19
2020	\$375,000	3.020%	\$1,505.81

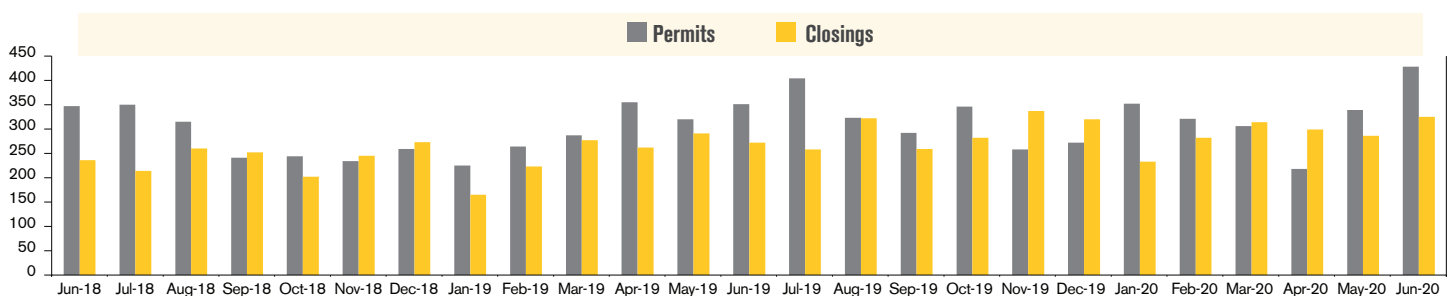
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For June 2020, new home permits were **up 22%** and new home closings were **up 19%** from June 2019.

Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | AUGUST 2020



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
		Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-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	1	0	0	0	0	1	0.0	0.0	Seller
\$100,000 - 124,999	0	0	0	0	0	1	0	n/a	2.0	Seller
\$125,000 - 149,999	1	0	1	0	0	0	1	1.0	3.0	Seller
\$150,000 - 174,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	2	0	2	0	0	1	0	n/a	4.0	Seller
\$200,000 - 224,999	2	1	4	3	2	2	2	1.0	1.3	Seller
\$225,000 - 249,999	8	8	3	5	6	0	4	2.0	2.5	Seller
\$250,000 - 274,999	10	6	8	8	6	7	7	1.4	1.5	Seller
\$275,000 - 299,999	2	4	12	3	6	8	10	0.2	0.7	Seller
\$300,000 - 349,999	12	12	15	14	10	15	13	0.9	0.8	Seller
\$350,000 - 399,999	15	8	13	10	6	13	15	1.0	1.8	Seller
\$400,000 - 499,999	30	9	13	11	11	12	16	1.9	2.7	Seller
\$500,000 - 599,999	15	3	9	6	3	10	5	3.0	2.4	Seller
\$600,000 - 699,999	12	1	5	3	3	5	5	2.4	3.2	Seller
\$700,000 - 799,999	12	2	6	4	2	5	4	3.0	3.6	Seller
\$800,000 - 899,999	14	3	1	0	2	2	2	7.0	6.2	Balanced
\$900,000 - 999,999	2	0	4	0	0	1	1	2.0	4.5	Slightly Seller
\$1,000,000 - and over	16	3	3	0	0	2	7	2.3	5.4	Balanced
TOTAL	153	61	99	68	57	84	93	1.6	2.2	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | AUGUST 2020



MARKET SHARE (ORO VALLEY)

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

37.7%

Coldwell Banker Residential Brokerage 9.3%

Tierra Antigua Realty 8.5%

Keller Williams Southern Arizona 6.0%

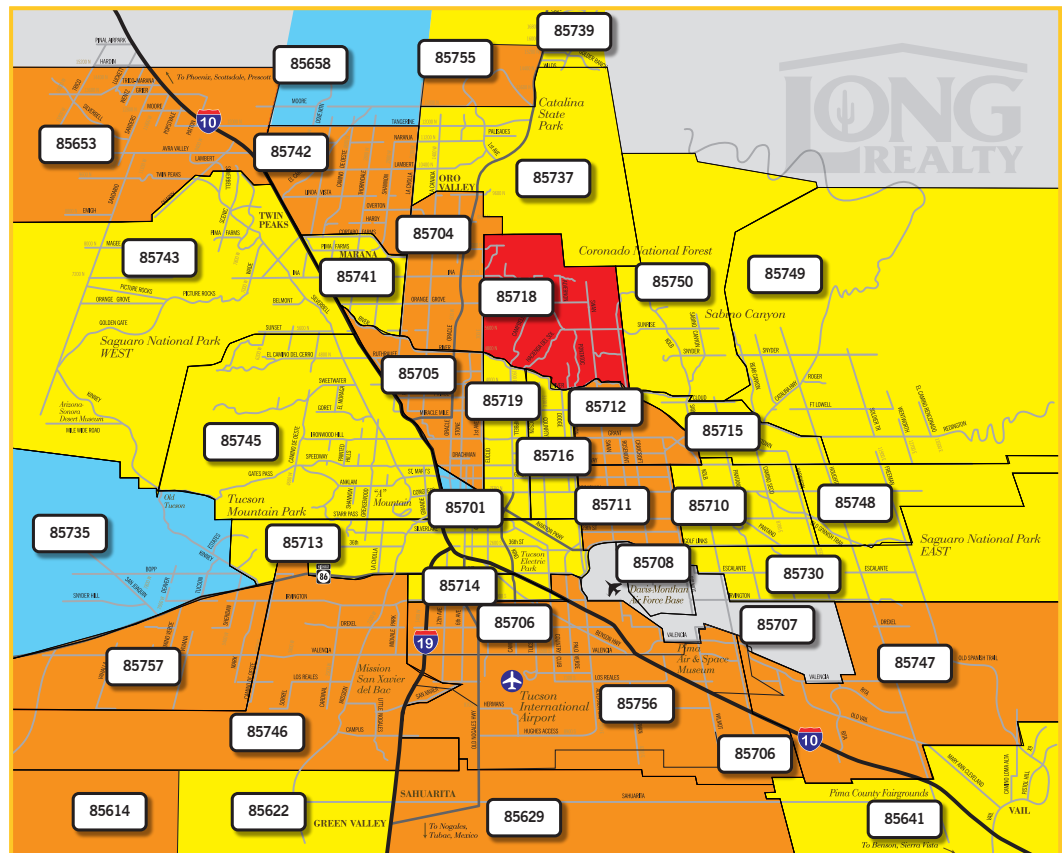
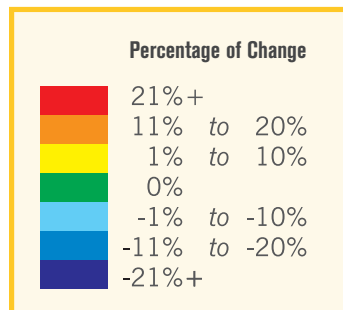
Realty Executives Tucson Elite 5.0%

Russ Lyon Sotheby's 3.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2019-JUL 2019 TO MAY 2020-JUL 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 - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from May 2019-July 2019 to May 2020-July 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2020. Information is believed to be reliable, but not guaranteed.