

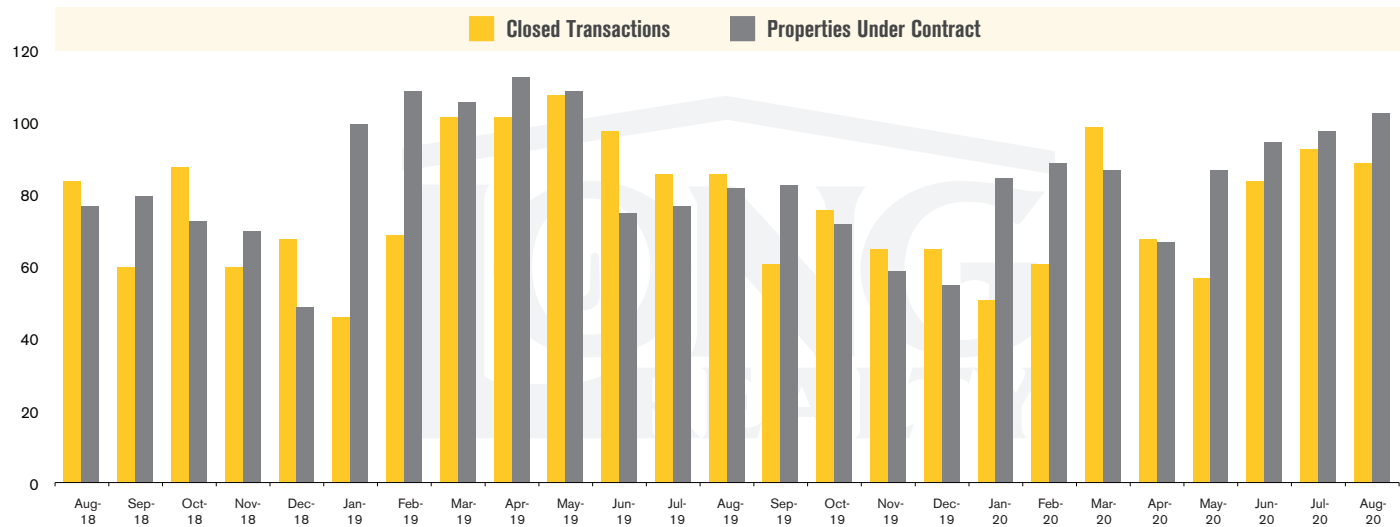
THE HOUSING REPORT

ORO VALLEY | SEPTEMBER 2020

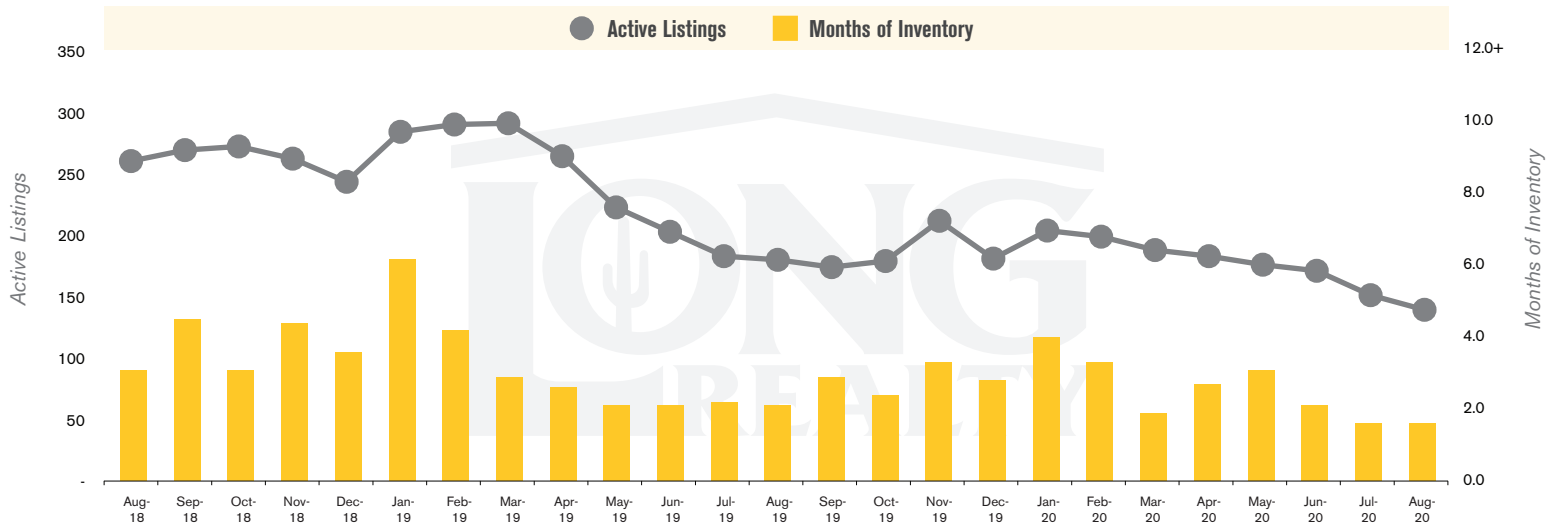


In the Oro Valley area, August 2020 active inventory was 141, a 23% decrease from August 2019. There were 89 closings in August 2020, a 3% increase from August 2019. Year-to-date 2020 there were 516 closings, a 26% decrease from year-to-date 2019. Months of Inventory was 1.6, down from 2.1 in August 2019. Median price of sold homes was \$373,000 for the month of August 2020, up 4% from August 2019. The Oro Valley area had 103 new properties under contract in August 2020, up 26% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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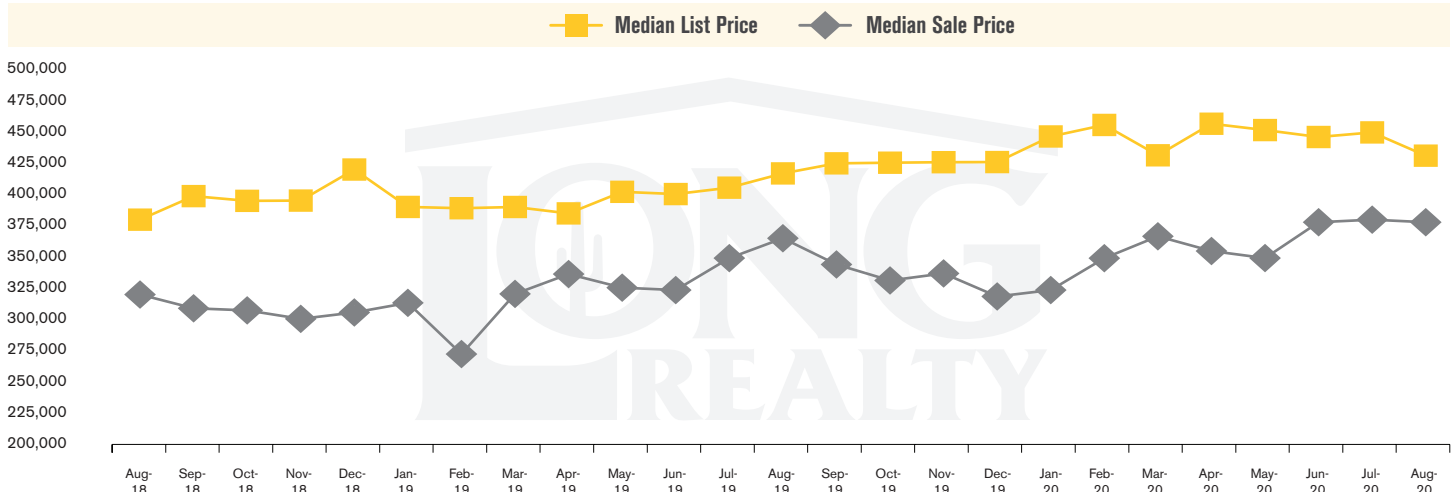
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

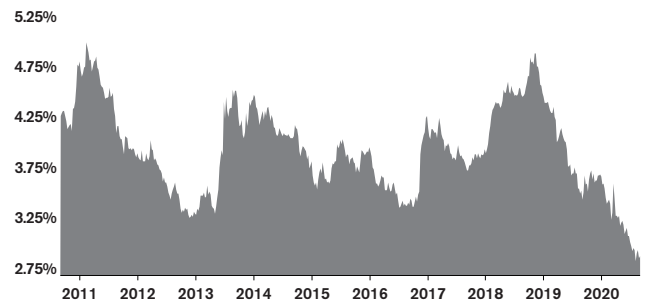


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$327,500 | 6.140% | \$1,893.45 |
| 2019 | \$360,475 | 3.620% | \$1,560.79 |
| 2020 | \$373,000 | 2.940% | \$1,482.51 |

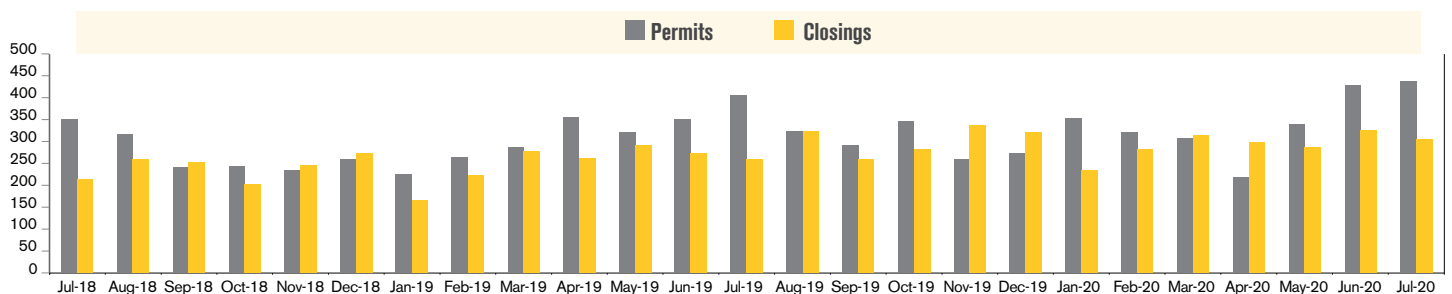
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-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 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | n/a | 1.0 | Seller |
| \$125,000 - 149,999 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | n/a | 1.0 | Seller |
| \$150,000 - 174,999 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 1.0 | 1.0 | Seller |
| \$175,000 - 199,999 | 3 | 2 | 0 | 0 | 1 | 0 | 1 | 3.0 | 3.0 | Seller |
| \$200,000 - 224,999 | 3 | 4 | 3 | 2 | 2 | 2 | 4 | 0.8 | 0.9 | Seller |
| \$225,000 - 249,999 | 6 | 3 | 5 | 6 | 0 | 4 | 8 | 0.8 | 1.8 | Seller |
| \$250,000 - 274,999 | 5 | 8 | 8 | 6 | 7 | 7 | 8 | 0.6 | 1.1 | Seller |
| \$275,000 - 299,999 | 7 | 12 | 3 | 6 | 8 | 10 | 4 | 1.8 | 0.7 | Seller |
| \$300,000 - 349,999 | 9 | 15 | 14 | 10 | 15 | 13 | 14 | 0.6 | 0.7 | Seller |
| \$350,000 - 399,999 | 16 | 13 | 10 | 6 | 13 | 15 | 14 | 1.1 | 1.3 | Seller |
| \$400,000 - 499,999 | 24 | 13 | 11 | 11 | 12 | 16 | 16 | 1.5 | 2.1 | Seller |
| \$500,000 - 599,999 | 15 | 9 | 6 | 3 | 10 | 5 | 7 | 2.1 | 2.1 | Seller |
| \$600,000 - 699,999 | 12 | 5 | 3 | 3 | 5 | 5 | 2 | 6.0 | 3.4 | Seller |
| \$700,000 - 799,999 | 10 | 6 | 4 | 2 | 5 | 4 | 4 | 2.5 | 2.6 | Seller |
| \$800,000 - 899,999 | 10 | 1 | 0 | 2 | 2 | 2 | 2 | 5.0 | 6.0 | Balanced |
| \$900,000 - 999,999 | 3 | 4 | 0 | 0 | 1 | 1 | 0 | n/a | 4.0 | Seller |
| \$1,000,000 - and over | 17 | 3 | 0 | 0 | 2 | 7 | 4 | 4.3 | 3.8 | Seller |
| TOTAL | 141 | 99 | 68 | 57 | 84 | 93 | 89 | 1.6 | 1.8 | 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 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. 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 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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37.9%

Coldwell Banker Residential Brokerage 9.7%

Tierra Antigua Realty 8.9%

Keller Williams Southern Arizona 5.9%

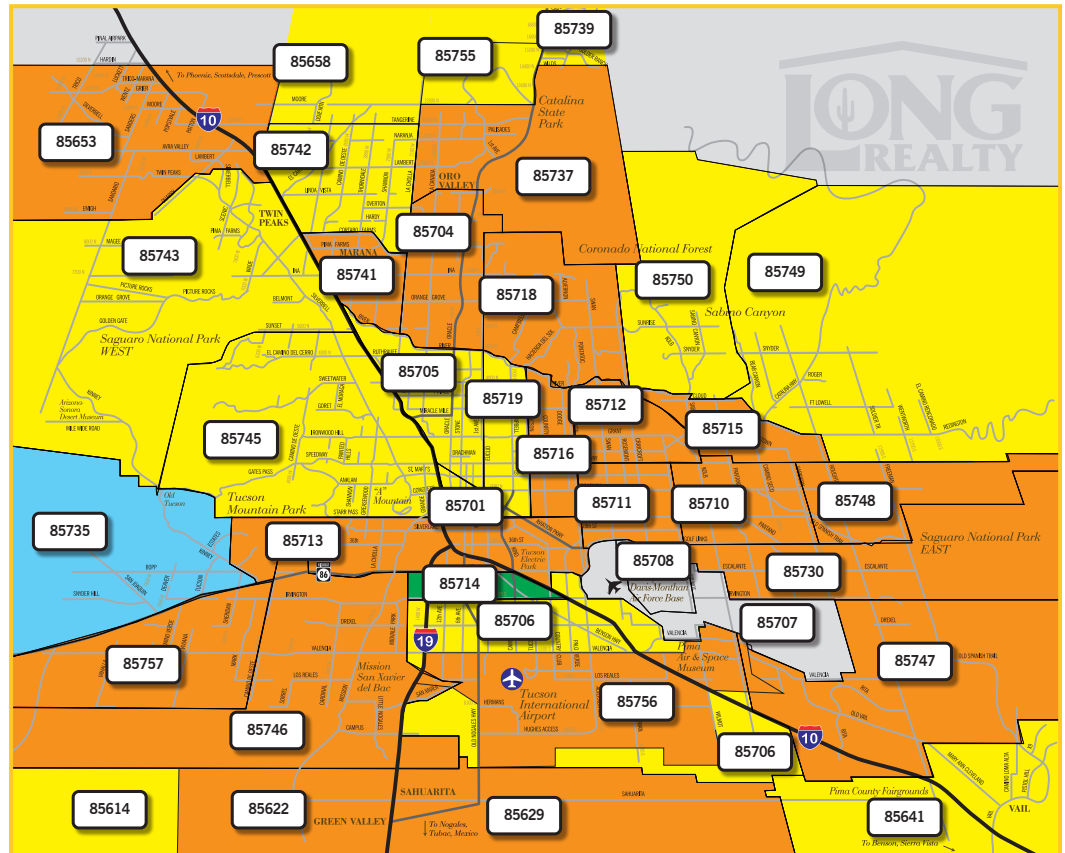
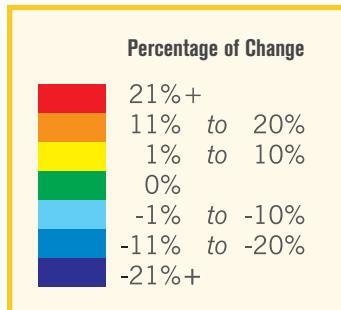
Realty Executives Tucson Elite 4.8%

Russ Lyon Sotheby's 3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN 2019-AUG 2019 TO
JUN 2020-AUG 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 June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.