

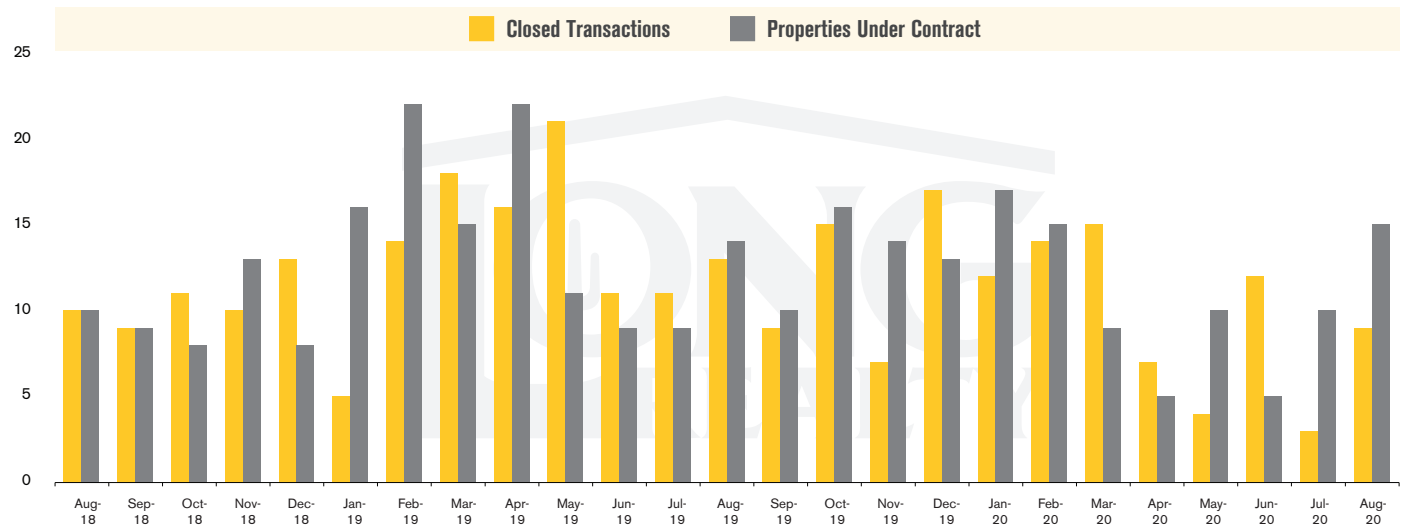
THE HOUSING REPORT

SUN CITY ORO VALLEY | SEPTEMBER 2020

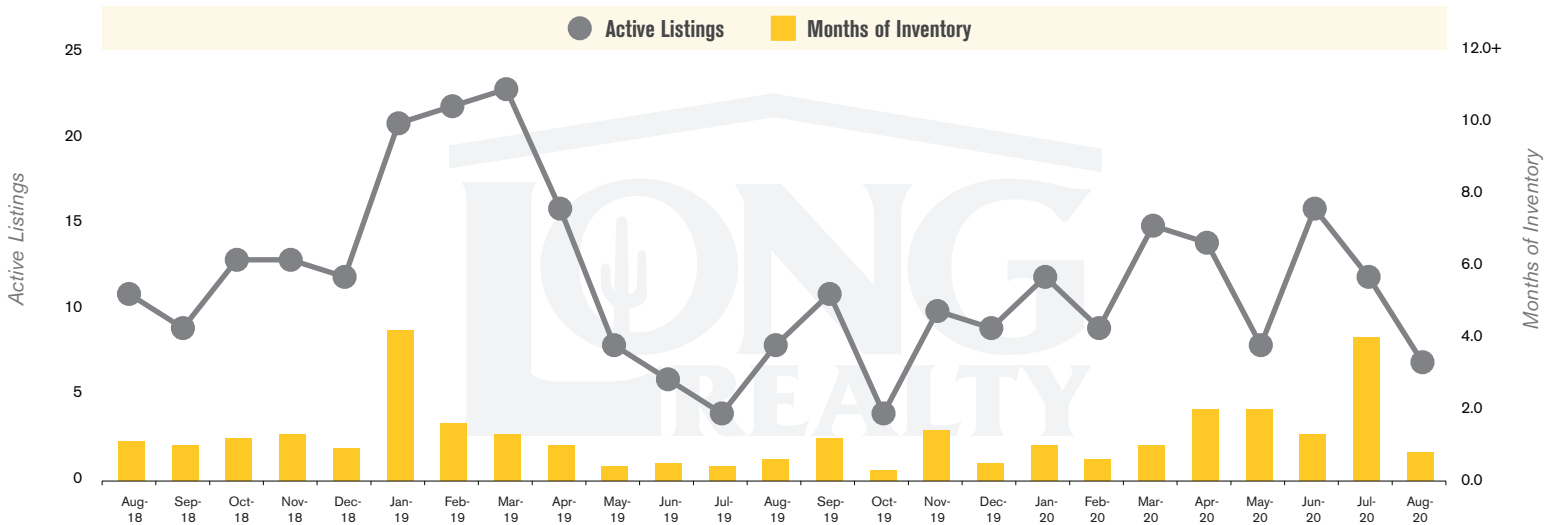


In the Sun City Oro Valley area, August 2020 active inventory was 7, a 13% decrease from August 2019. There were 9 closings in August 2020, a 31% decrease from August 2019. Year-to-date 2020 there were 76 closings, a 30% decrease from year-to-date 2019. Months of Inventory was .8, up from .6 in August 2019. Median price of sold homes was \$301,950 for the month of August 2020, up 2% from August 2019. The Sun City Oro Valley area had 15 new properties under contract in August 2020, up 7% from August 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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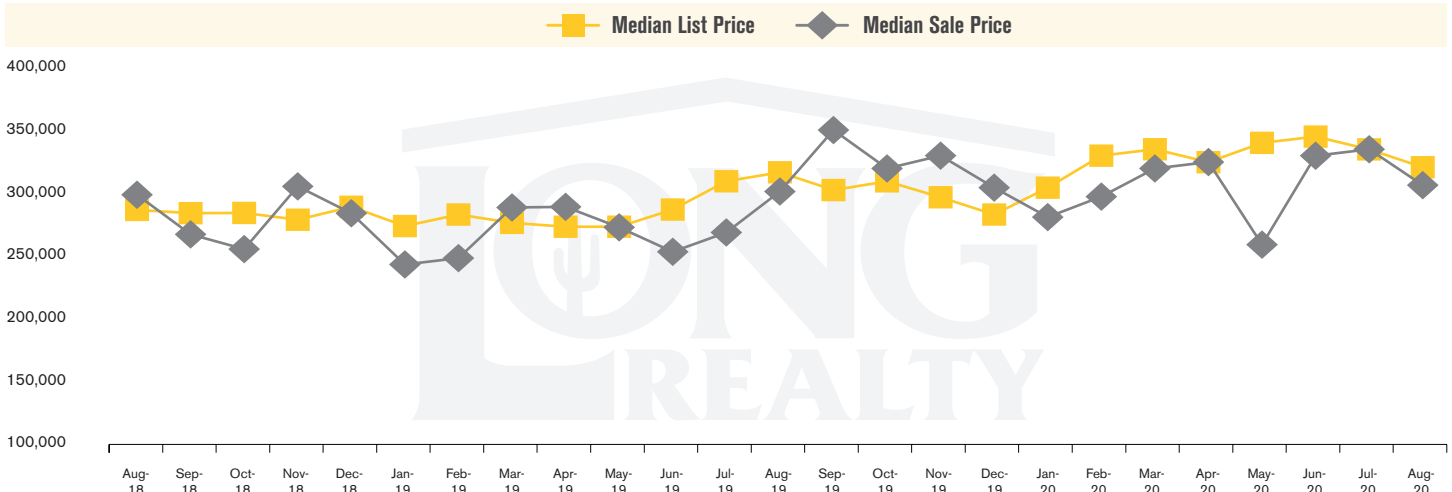
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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

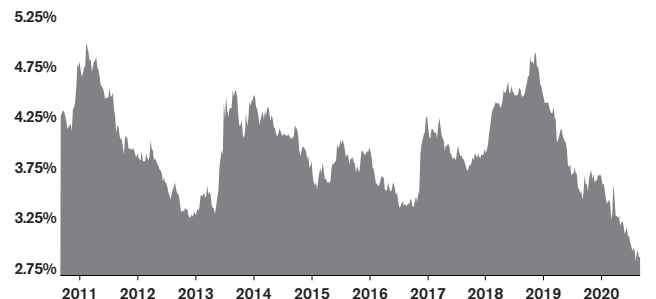


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2019	\$297,000	3.62%	\$1,285.95
2020	\$301,950	2.940%	\$1,200.12

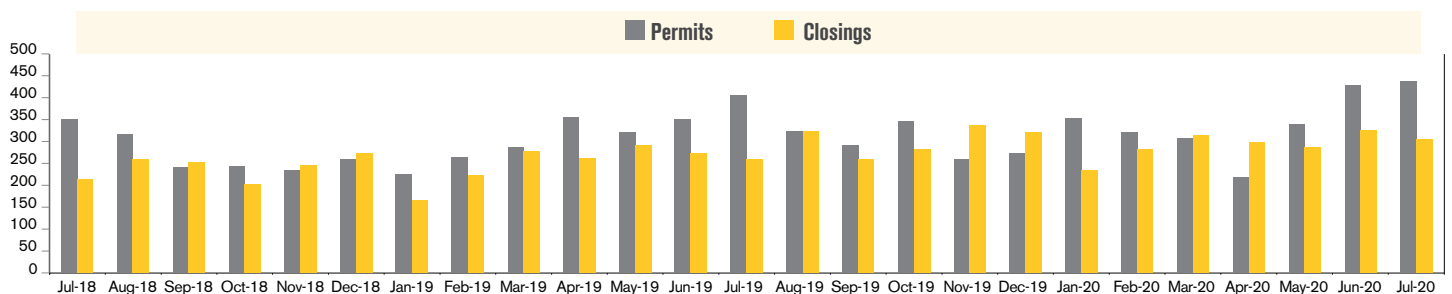
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 (SUN CITY 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	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	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	0	0	0	0	0	2	0.0	1.5	Seller
\$250,000 - 274,999	0	1	1	3	2	0	1	0.0	1.7	Seller
\$275,000 - 299,999	0	4	0	0	2	0	1	0.0	1.0	Seller
\$300,000 - 349,999	1	1	5	0	5	2	2	0.5	0.8	Seller
\$350,000 - 399,999	2	4	1	0	1	1	2	1.0	1.3	Seller
\$400,000 - 499,999	4	2	0	0	2	0	1	4.0	4.0	Seller
\$500,000 - 599,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$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	7	14	7	4	12	3	9	0.8	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 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 (SUN CITY 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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51.8%

Coldwell Banker Residential Brokerage 20.2%

Tierra Antigua Realty 7.2%

Keller Williams Souther Arizona 5.7%

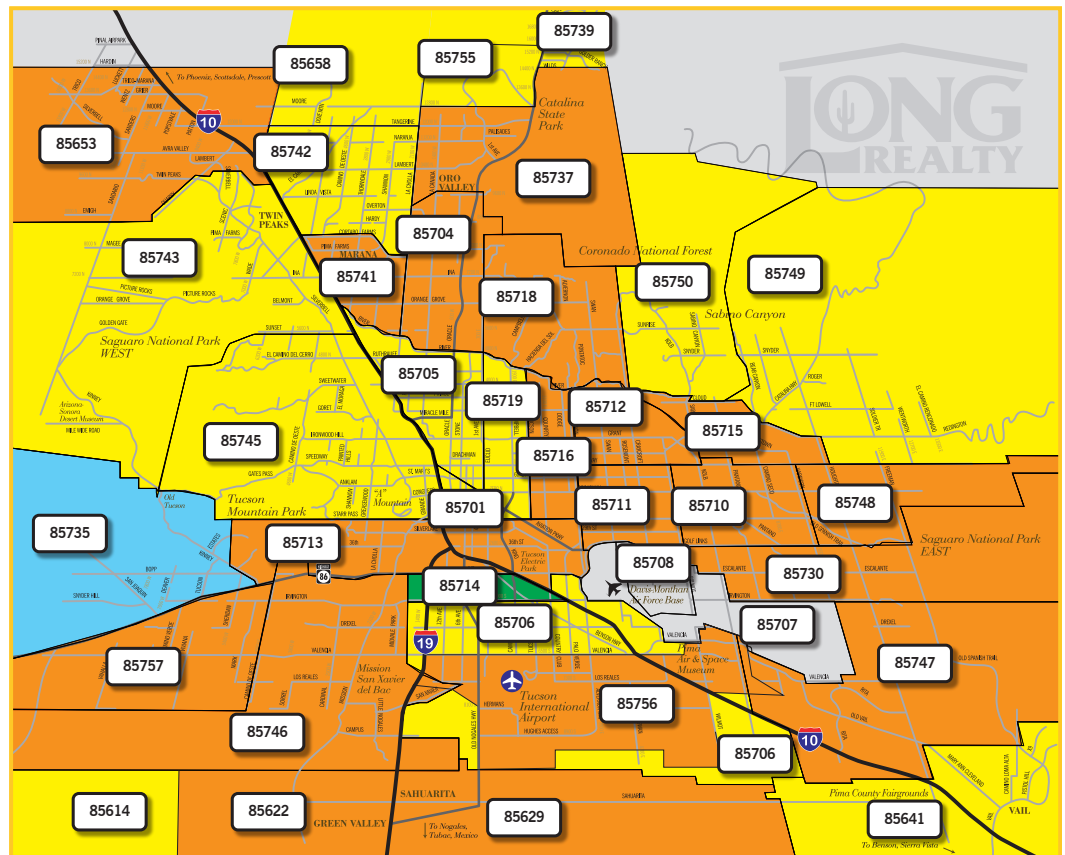
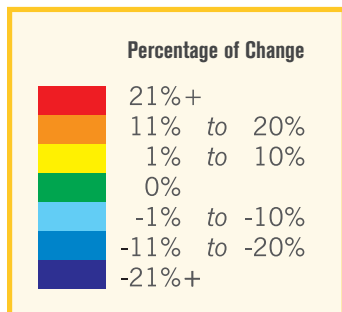
Realty Executives Tucson Elite 3.4%

Exp Realty 1.7%

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.