

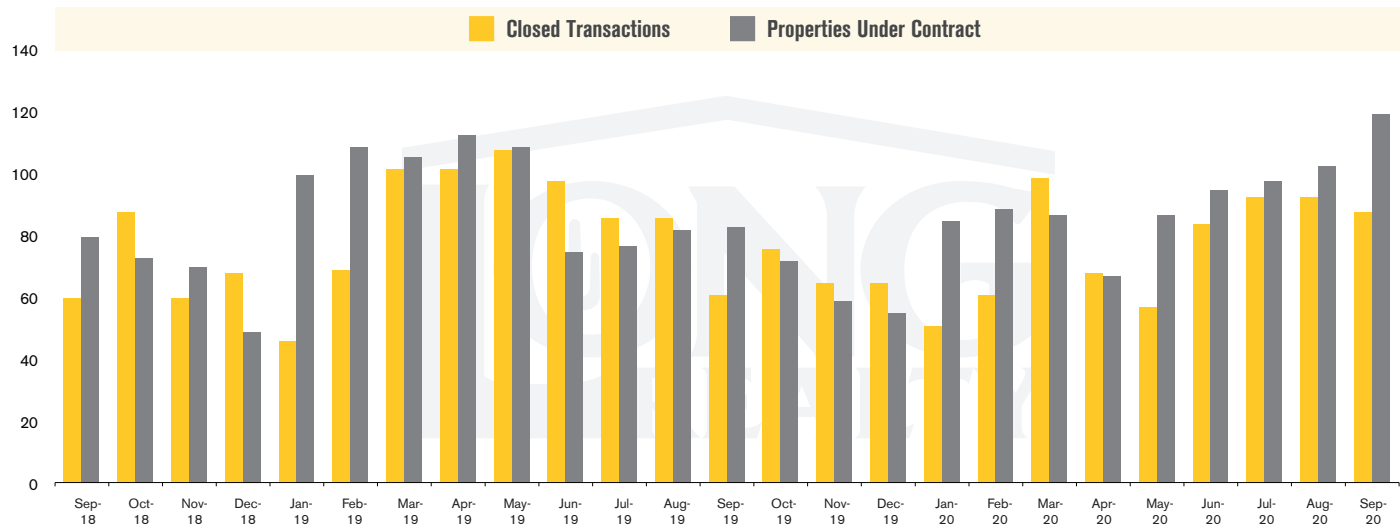
THE HOUSING REPORT

ORO VALLEY | OCTOBER 2020

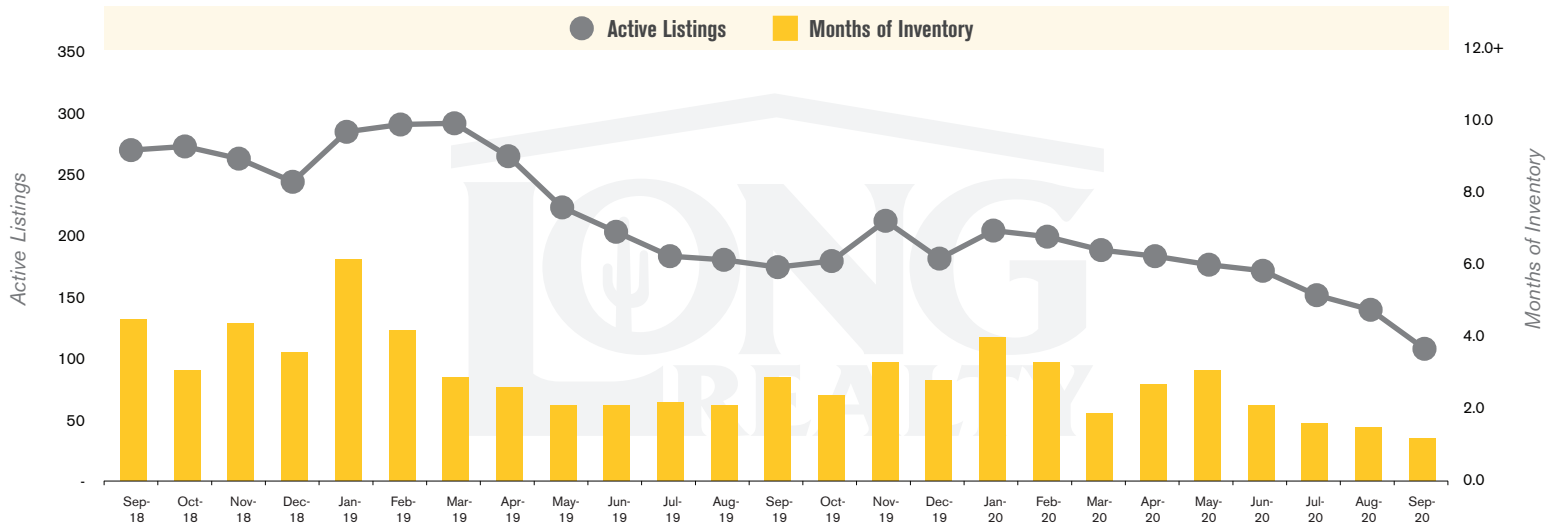


In the Oro Valley area, September 2020 active inventory was 109, a 38% decrease from September 2019. There were 88 closings in September 2020, a 44% increase from September 2019. Year-to-date 2020 there were 694 closings, an 8% decrease from year-to-date 2019. Months of Inventory was 1.2, down from 2.9 in September 2019. Median price of sold homes was \$389,250 for the month of September 2020, up 15% from September 2019. The Oro Valley area had 120 new properties under contract in September 2020, up 45% from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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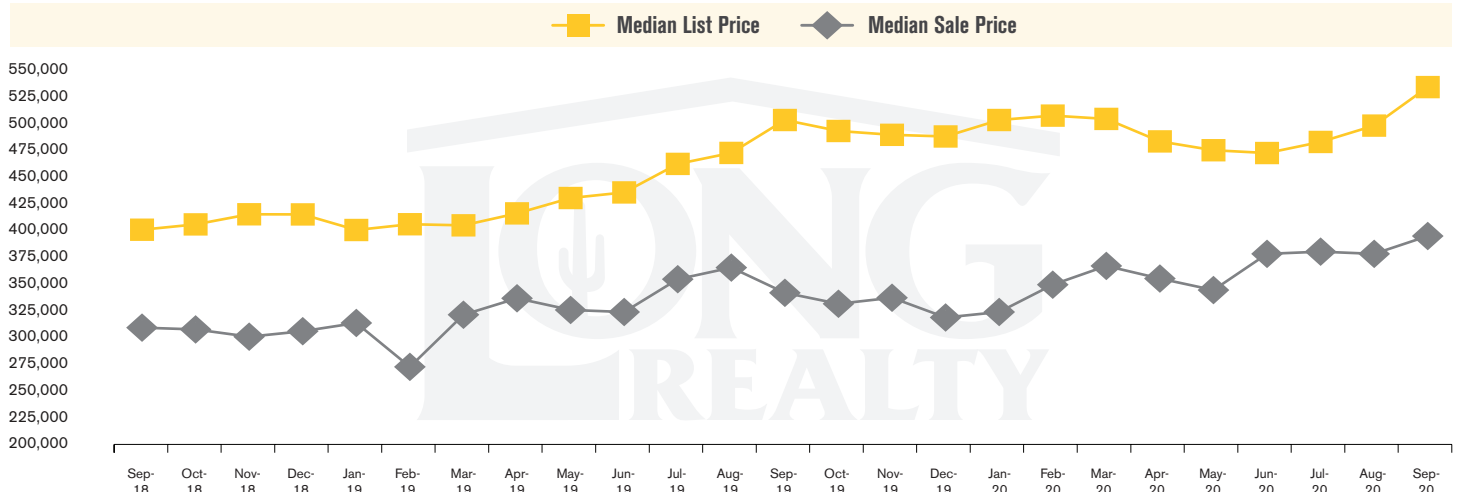
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

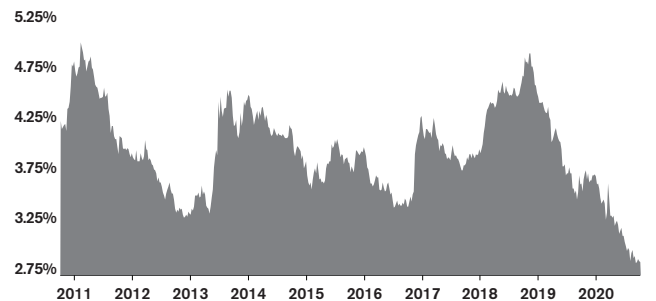


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

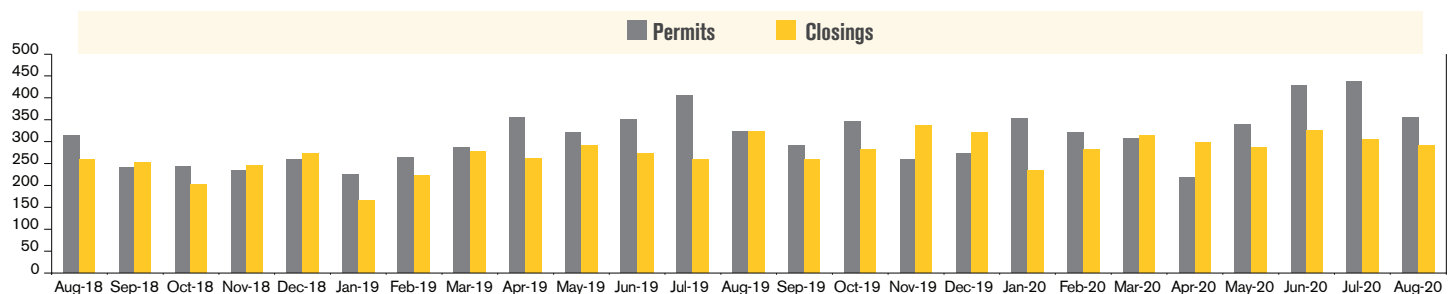
Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2019	\$337,500	3.600%	\$1,457.71
2020	\$389,250	2.890%	\$1,537.19

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For August 2020, new home permits were **up 10%** and new home closings were **down 10%** from August 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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-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	1	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	0	1	0	2	0.0	0.3	Seller
\$150,000 - 174,999	0	1	0	0	0	1	0	n/a	1.0	Seller
\$175,000 - 199,999	1	0	0	1	0	1	0	n/a	6.0	Balanced
\$200,000 - 224,999	1	3	2	2	2	4	1	1.0	0.9	Seller
\$225,000 - 249,999	2	5	6	0	4	9	7	0.3	0.8	Seller
\$250,000 - 274,999	6	8	7	7	7	8	4	1.5	1.1	Seller
\$275,000 - 299,999	3	3	6	8	10	4	4	0.8	0.7	Seller
\$300,000 - 349,999	10	14	10	15	13	14	13	0.8	0.8	Seller
\$350,000 - 399,999	8	10	6	13	15	15	17	0.5	0.8	Seller
\$400,000 - 499,999	20	11	11	12	16	16	14	1.4	1.6	Seller
\$500,000 - 599,999	12	6	3	10	5	8	10	1.2	1.8	Seller
\$600,000 - 699,999	10	3	3	5	5	3	5	2.0	2.6	Seller
\$700,000 - 799,999	7	4	2	5	4	4	4	1.8	2.4	Seller
\$800,000 - 899,999	9	0	2	2	2	2	5	1.8	3.7	Seller
\$900,000 - 999,999	4	0	0	1	1	0	0	n/a	9.0	Buyer
\$1,000,000 - and over	16	0	0	2	7	4	2	8.0	3.8	Seller
TOTAL	109	68	58	84	93	93	88	1.2	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 TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. 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 10/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2019 – 09/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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38.4%

Coldwell Banker Residential Brokerage 9.4%

Tierra Antigua Realty 8.6%

Keller Williams Southern Arizona 5.7%

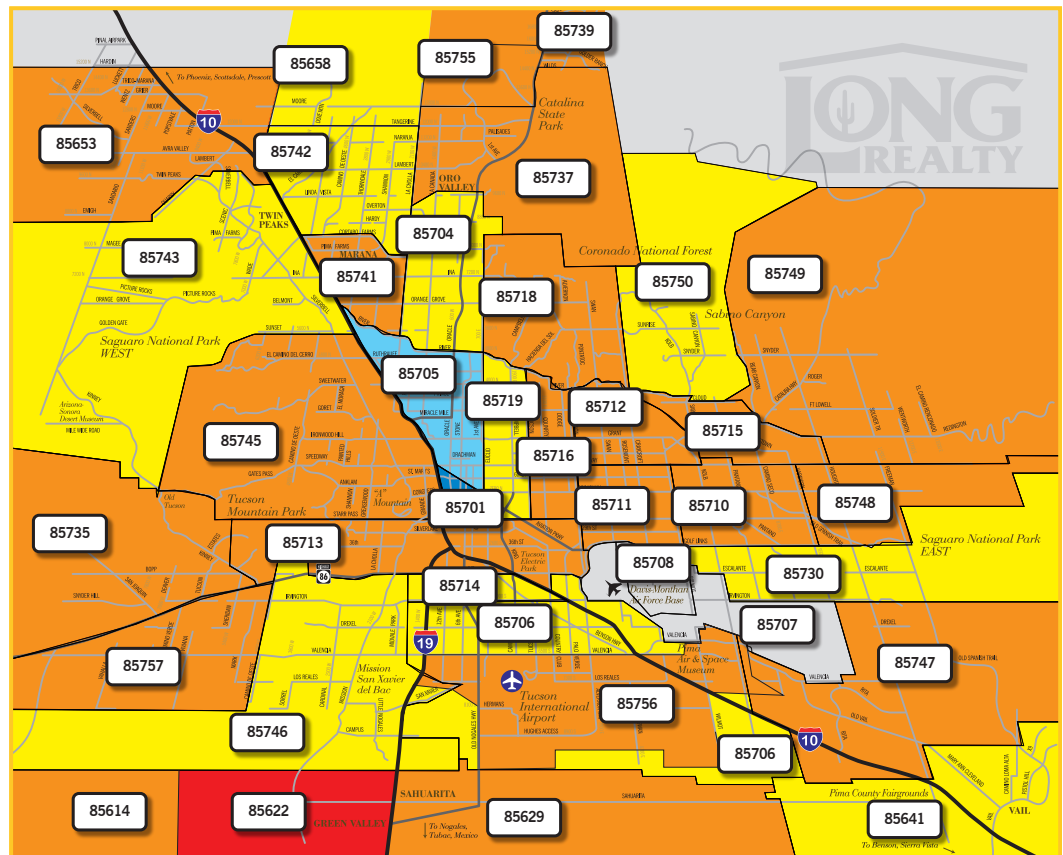
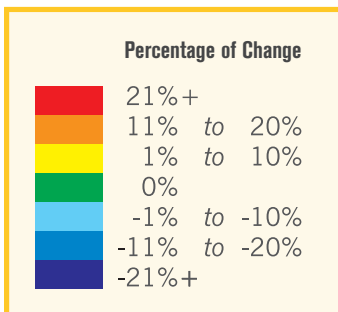
Realty Executives Arizona Territory 4.8%

Homesmart Advantage Group 3.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2019-SEP 2019 TO
JUL 2020-SEP 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 July 2019-September 2019 to July 2020-September 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2020. Information is believed to be reliable, but not guaranteed.