

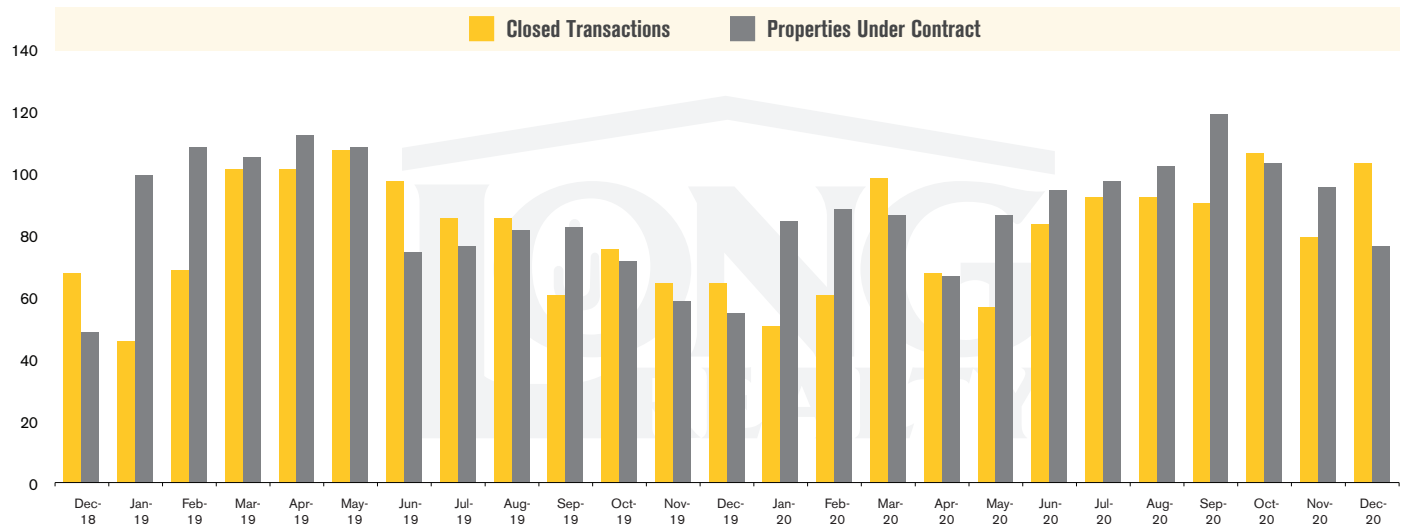
THE HOUSING REPORT

ORO VALLEY | JANUARY 2021

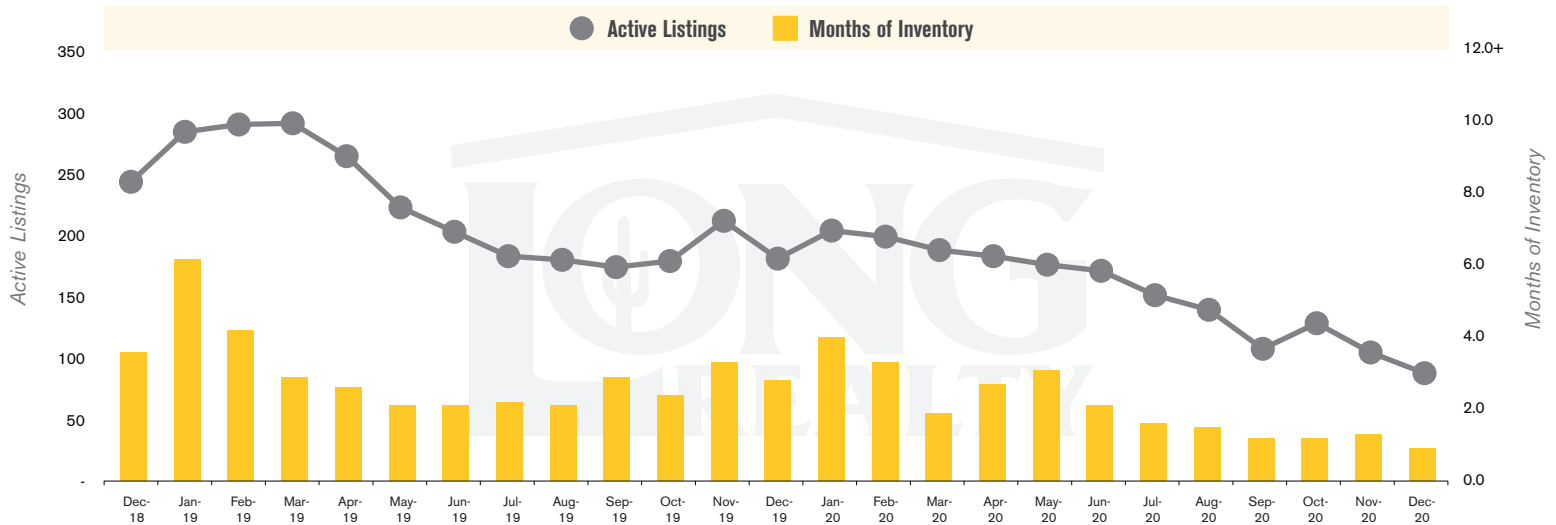


In the Oro Valley area, December 2020 active inventory was 89, a 51% decrease from December 2019. There were 104 closings in December 2020, a 60% increase from December 2019. Year-to-date 2020 there were 988 closings, a 2% increase from year-to-date 2019. Months of Inventory was .9, down from 2.8 in December 2019. Median price of sold homes was \$390,000 for the month of December 2020, up 24% from December 2019. The Oro Valley area had 77 new properties under contract in December 2020, up 40% from December 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

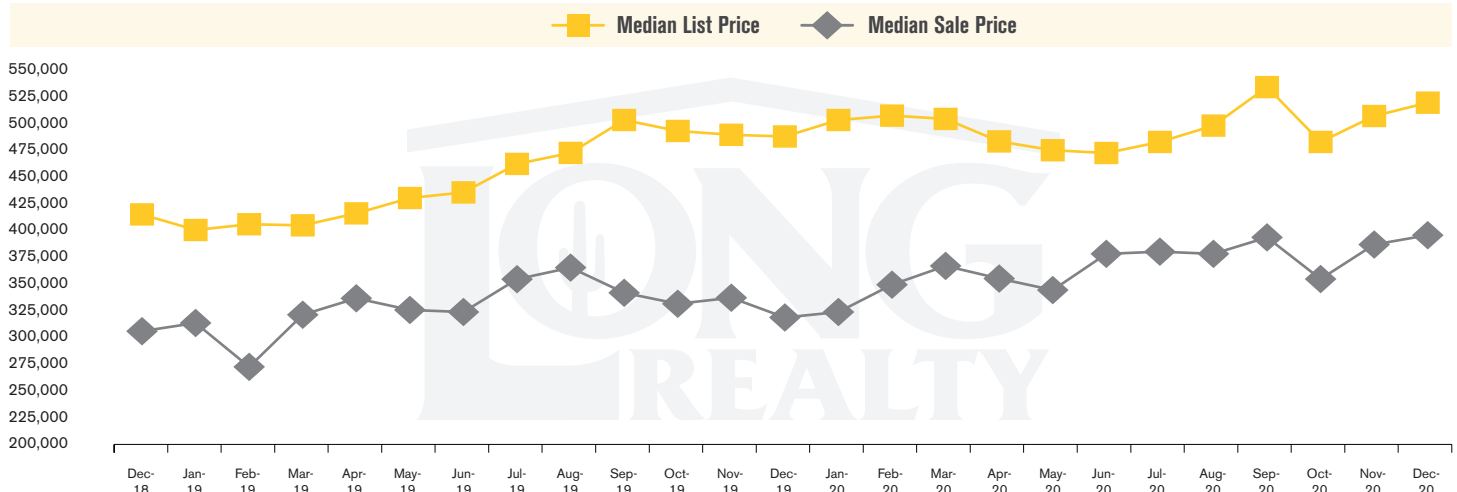
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | JANUARY 2021



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE ORO VALLEY

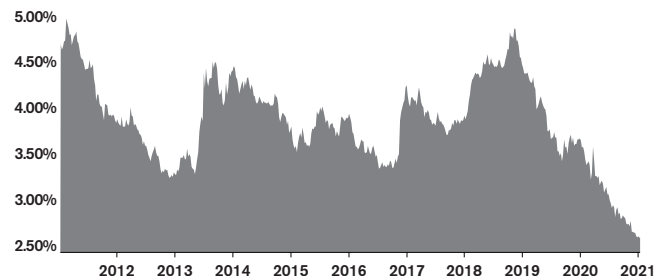


MONTHLY PAYMENT ON A MEDIAN PRICED HOME ORO VALLEY

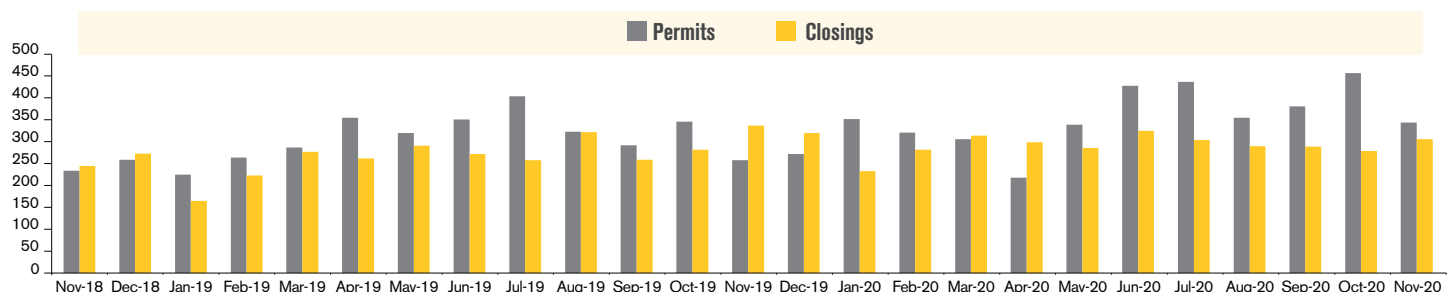
| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$327,500 | 6.140% | \$1,893.45 |
| 2019 | \$315,000 | 3.720% | \$1,380.78 |
| 2020 | \$390,000 | 2.680% | \$1,498.83 |

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 November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 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 TrendGraphix software on 01/08/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | JANUARY 2021



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 |
|------------------------|-----------------|----------------------------|-----------|-----------|------------|-----------|------------|-----------------------------|--|-------------------|
| | | Jul-20 | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Dec-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 | 0 | n/a | n/a | n/a |
| \$100,000 - 124,999 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$125,000 - 149,999 | 0 | 1 | 0 | 2 | 0 | 1 | 3 | 0.0 | 0.3 | Seller |
| \$150,000 - 174,999 | 0 | 0 | 1 | 0 | 2 | 0 | 1 | 0.0 | 0.0 | Seller |
| \$175,000 - 199,999 | 1 | 0 | 1 | 0 | 2 | 0 | 3 | 0.3 | 0.8 | Seller |
| \$200,000 - 224,999 | 0 | 2 | 4 | 1 | 1 | 4 | 0 | n/a | 0.6 | Seller |
| \$225,000 - 249,999 | 0 | 4 | 9 | 7 | 6 | 7 | 8 | 0.0 | 0.3 | Seller |
| \$250,000 - 274,999 | 3 | 7 | 8 | 4 | 14 | 3 | 4 | 0.8 | 0.6 | Seller |
| \$275,000 - 299,999 | 5 | 10 | 4 | 5 | 7 | 4 | 8 | 0.6 | 1.1 | Seller |
| \$300,000 - 349,999 | 13 | 13 | 14 | 13 | 20 | 12 | 13 | 1.0 | 0.8 | Seller |
| \$350,000 - 399,999 | 7 | 15 | 15 | 18 | 8 | 11 | 15 | 0.5 | 0.9 | Seller |
| \$400,000 - 499,999 | 13 | 16 | 16 | 14 | 17 | 17 | 23 | 0.6 | 1.0 | Seller |
| \$500,000 - 599,999 | 11 | 5 | 8 | 10 | 9 | 8 | 11 | 1.0 | 1.4 | Seller |
| \$600,000 - 699,999 | 2 | 5 | 3 | 5 | 9 | 7 | 3 | 0.7 | 0.7 | Seller |
| \$700,000 - 799,999 | 8 | 4 | 4 | 5 | 3 | 3 | 3 | 2.7 | 2.3 | Seller |
| \$800,000 - 899,999 | 7 | 2 | 2 | 5 | 3 | 1 | 2 | 3.5 | 3.7 | Seller |
| \$900,000 - 999,999 | 3 | 1 | 0 | 0 | 3 | 0 | 2 | 1.5 | 1.8 | Seller |
| \$1,000,000 - and over | 15 | 7 | 4 | 2 | 3 | 2 | 5 | 3.0 | 5.1 | Balanced |
| TOTAL | 89 | 93 | 93 | 91 | 107 | 80 | 104 | 0.9 | 1.1 | 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 TrendGraphix software on 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

ORO VALLEY | JANUARY 2021



MARKET SHARE ORO VALLEY

Long Realty leads the market in successful real estate sales.

Data Obtained 01/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2020 – 12/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

36.3%

Tierra Antigua Realty 9.9%

Coldwell Banker Residential Brokerage 9.3%

Realty Executives Arizona Territory 5.0%

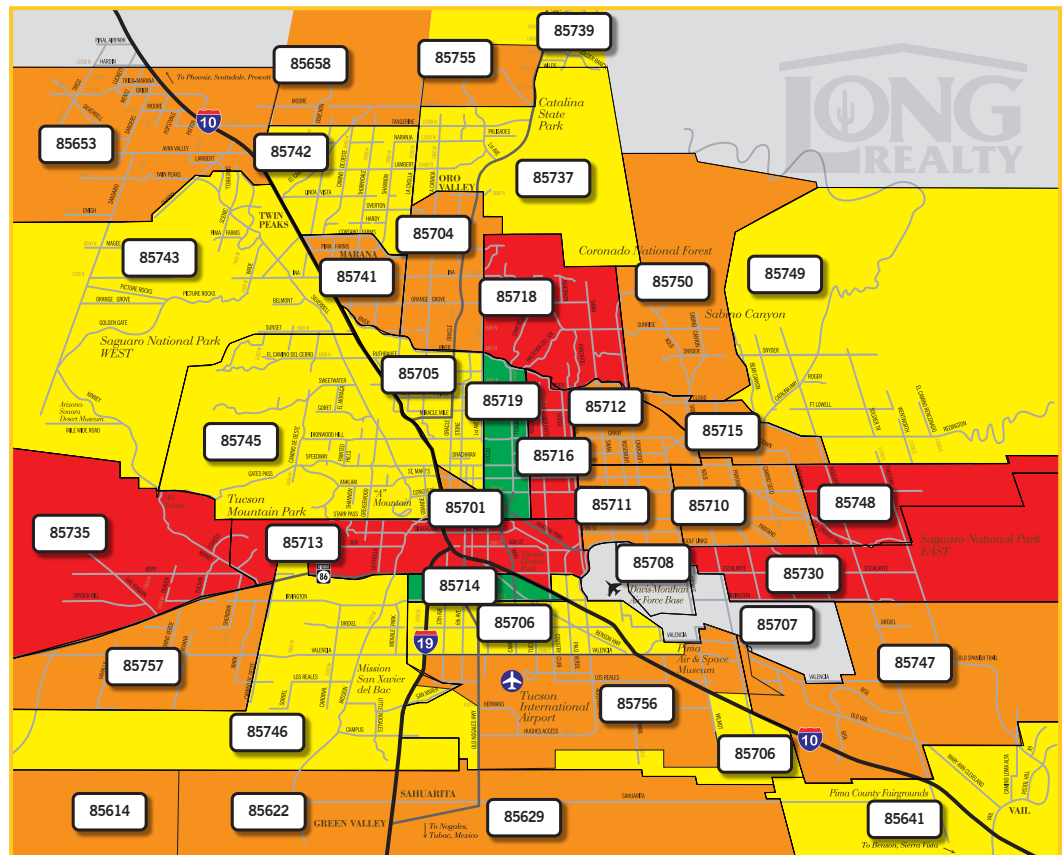
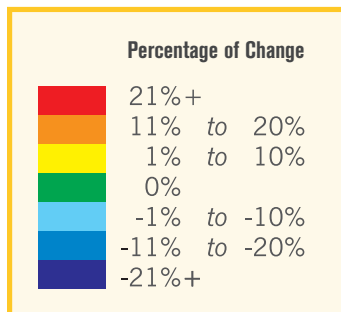
Keller Williams Southern Arizona 4.7%

Russ Lyon Sotheby's International 4.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2019-DEC 2019 TO
OCT 2020-DEC 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 October 2019-December 2019 to October 2020-December 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/08/2021. Information is believed to be reliable, but not guaranteed.