

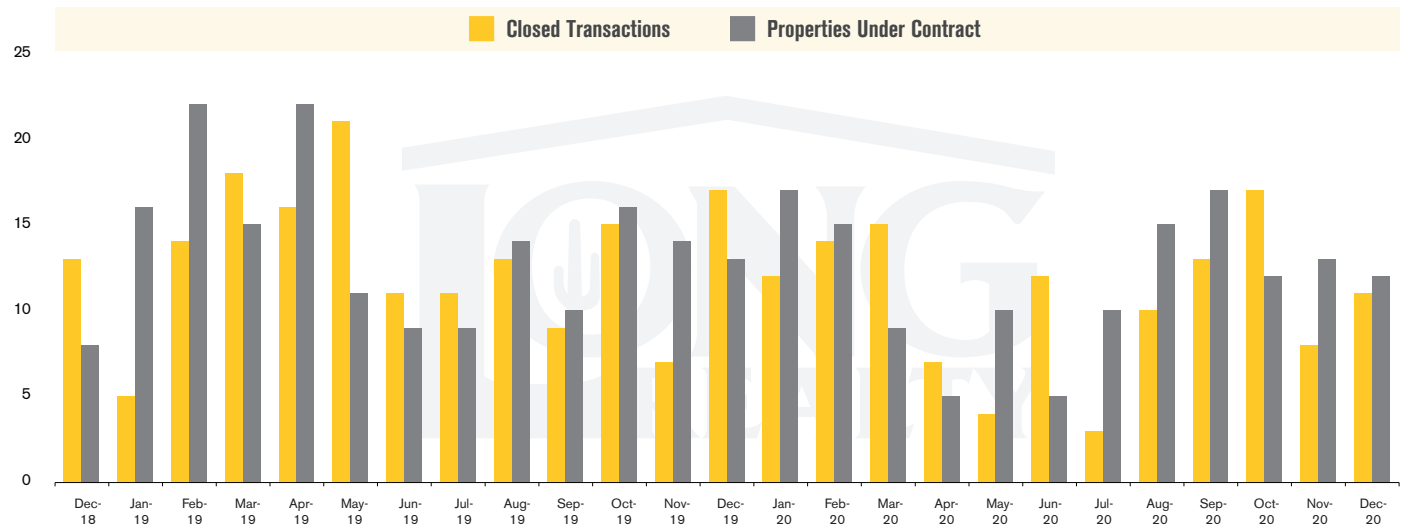
THE HOUSING REPORT

SUN CITY ORO VALLEY | JANUARY 2021

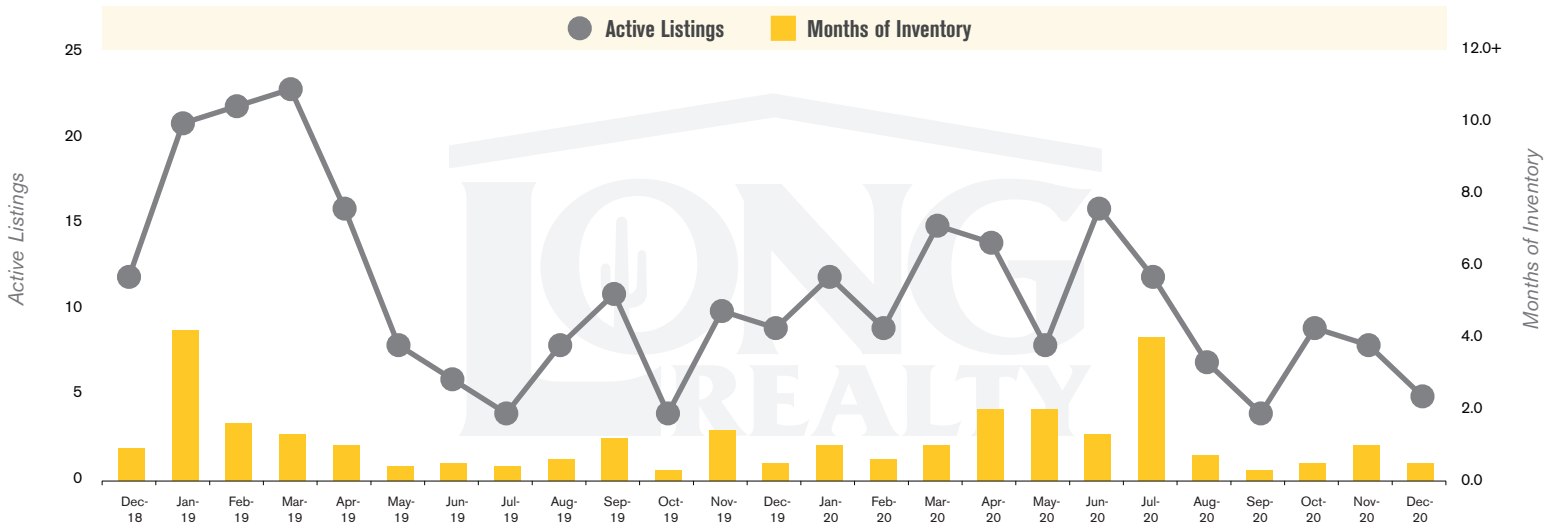


In the Sun City Oro Valley area, December 2020 active inventory was 5, a 44% decrease from December 2019. There were 11 closings in December 2020, a 35% decrease from December 2019. Year-to-date 2020 there were 126 closings, a 20% decrease from year-to-date 2019. Months of Inventory was .5, unchanged from .5 in December 2019. Median price of sold homes was \$334,500 for the month of December 2020, up 12% from December 2019. The Sun City Oro Valley area had 12 new properties under contract in December 2020, down 8% from December 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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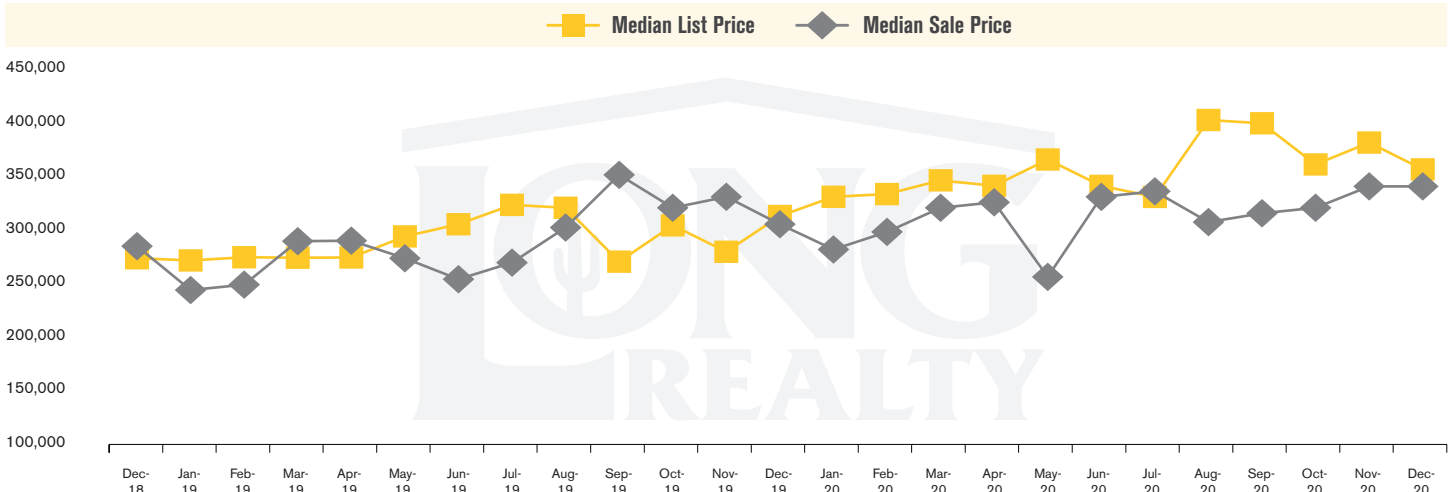
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE SUN CITY ORO VALLEY

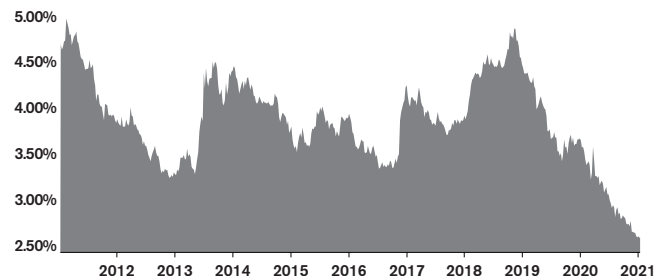


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SUN CITY ORO VALLEY

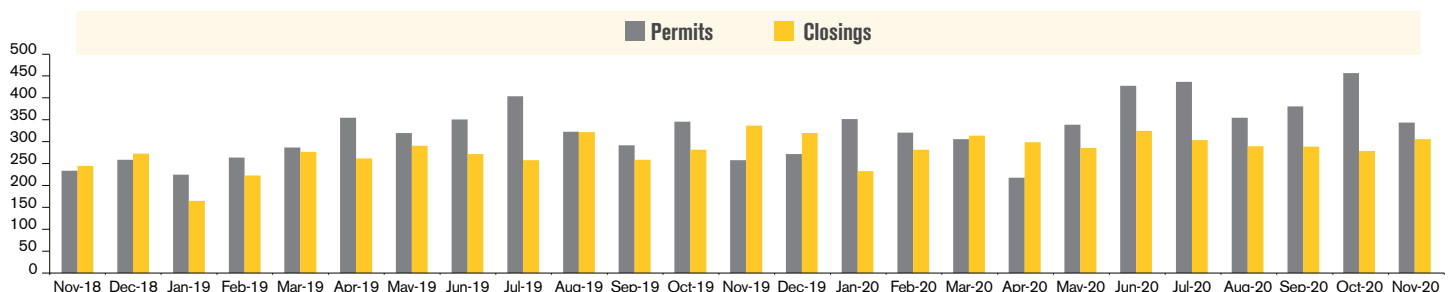
Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2019	\$300,000	3.72%	\$1,315.03
2020	\$334,500	2.680%	\$1,285.54

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.

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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
		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	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	0	0	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	0	2	1	0	2	1	0.0	0.0	Seller
\$250,000 - 274,999	0	0	1	1	2	0	0	n/a	1.0	Seller
\$275,000 - 299,999	1	0	2	2	3	1	2	0.5	0.5	Seller
\$300,000 - 349,999	1	2	2	4	7	1	3	0.3	0.4	Seller
\$350,000 - 399,999	3	1	2	4	2	1	2	1.5	1.8	Seller
\$400,000 - 499,999	0	0	1	0	2	2	3	0.0	0.4	Seller
\$500,000 - 599,999	0	0	0	0	1	1	0	n/a	0.5	Seller
\$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	5	3	10	13	17	8	11	0.5	0.6	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 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.

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MARKET SHARE SUN CITY 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.

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49.5%

Coldwell Banker Residential Brokerage 18.6%

Tierra Antigua Realty 9.6%

Keller Williams Souther Arizona 3.5%

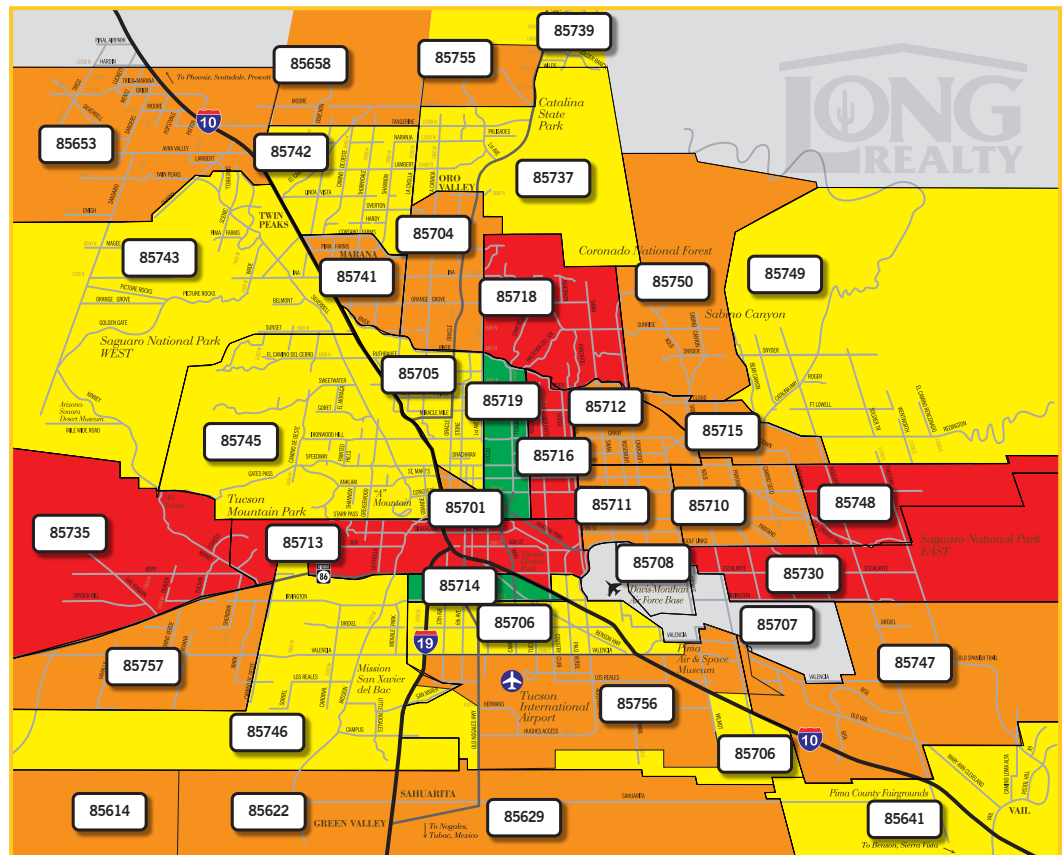
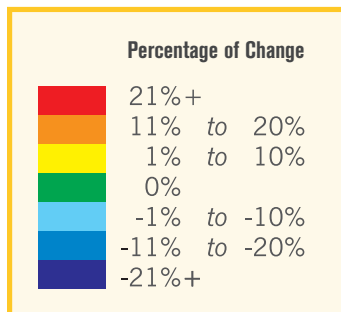
Realty Executives Tucson Elite 3.4%

Homesmart Advantage Group 2.3%

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.

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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.