

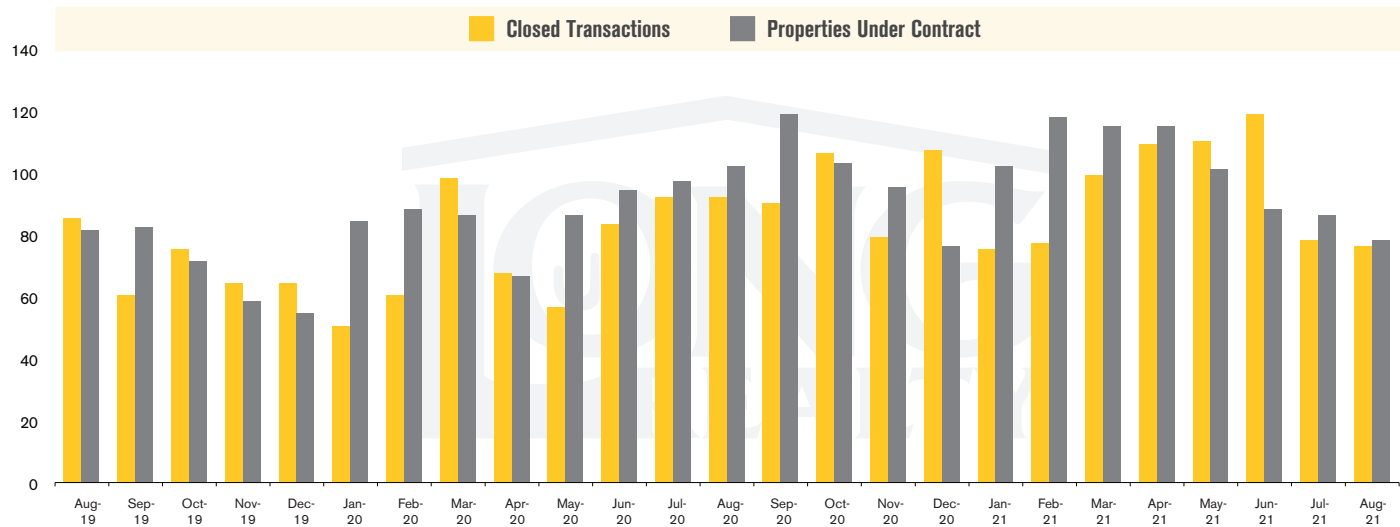
# THE HOUSING REPORT

ORO VALLEY | SEPTEMBER 2021

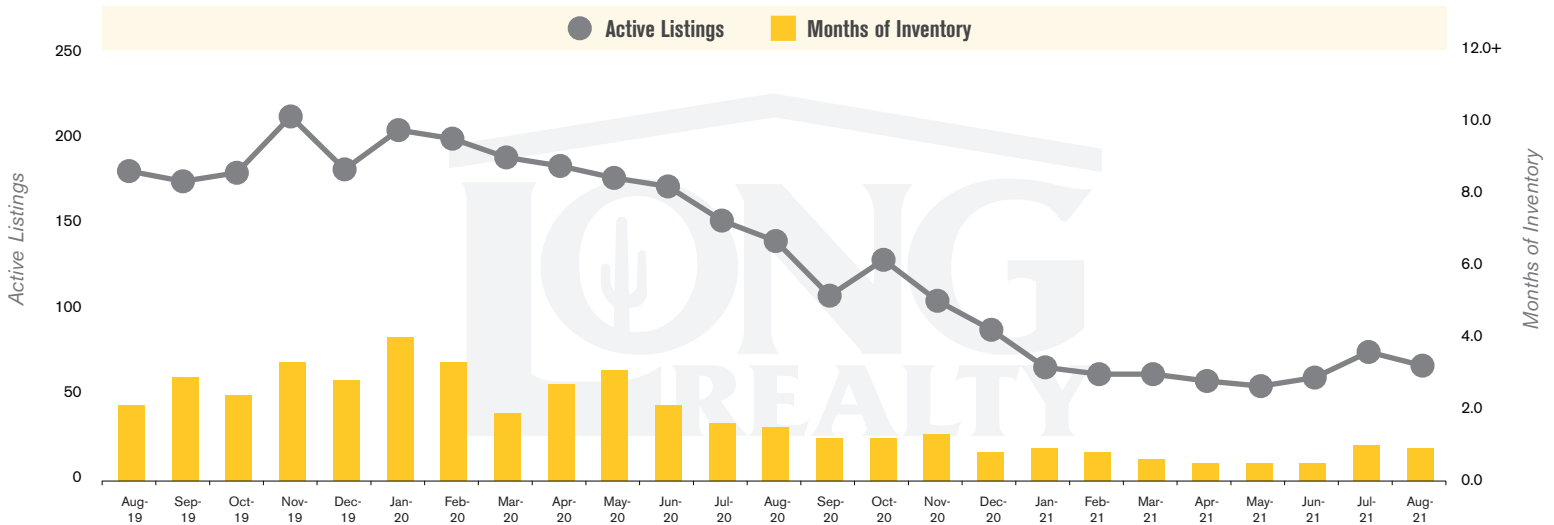


In the Oro Valley area, August 2021 active inventory was 68, a 52% decrease from August 2020. There were 77 closings in August 2021, a 17% decrease from August 2020. Year-to-date 2021 there were 751 closings, a 24% increase from year-to-date 2020. Months of Inventory was 0.9, down from 1.5 in August 2020. Median price of sold homes was \$435,000 for the month of August 2021, up 17% from August 2020. The Oro Valley area had 79 new properties under contract in August 2021, down 23% from August 2020.

## 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](mailto:Stephen@TeamWoodall.com)

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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 09/08/2021 is believed to be reliable, but not guaranteed.

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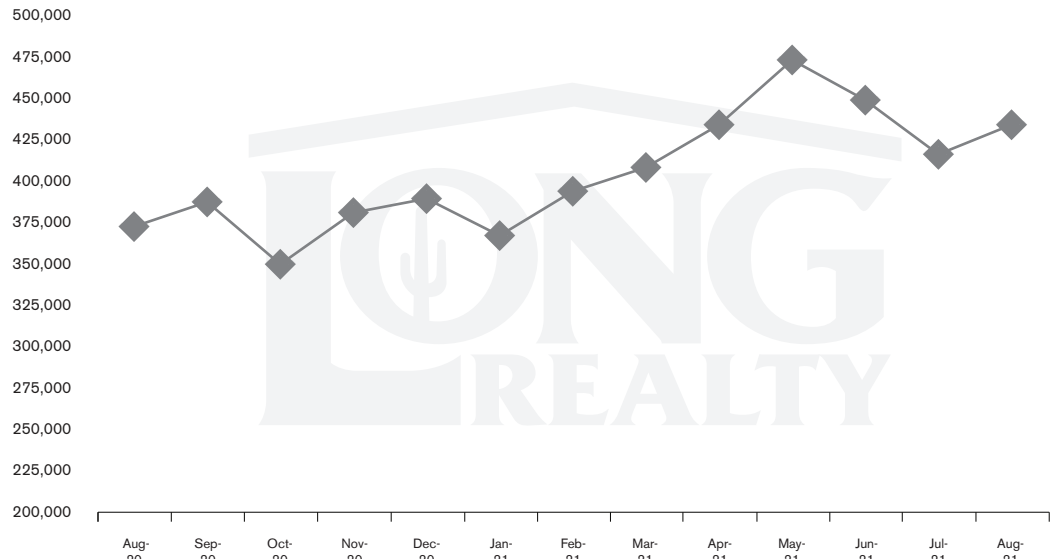
ORO VALLEY | SEPTEMBER 2021



## MEDIAN SOLD PRICE ORO VALLEY

On average, homes sold this % of original list price.

Aug 2020	Aug 2021
98.4%	99.1%

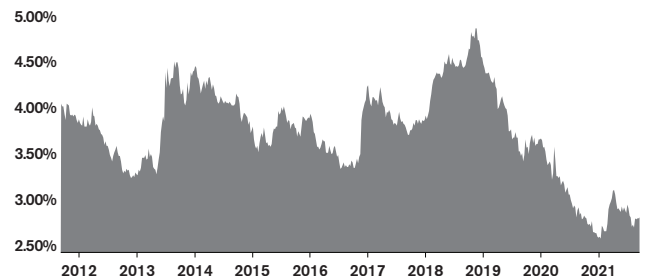


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME ORO VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2020	\$373,000	2.940%	\$1,482.51
2021	\$435,000	2.840%	\$1,706.82

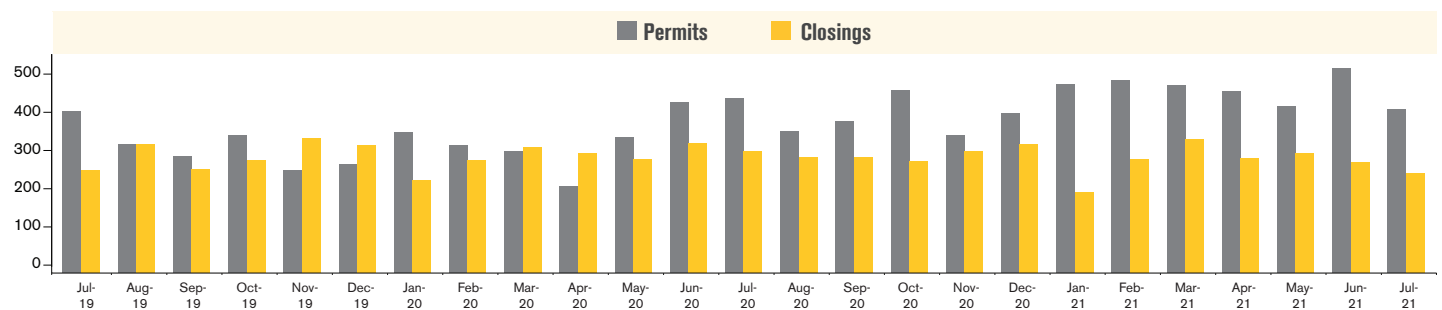
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For July 2021, new home permits were **down 18%** and new home closings were **down 6%** from July 2020.

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ORO VALLEY | SEPTEMBER 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
		Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21			
\$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	1	0	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	1	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	0	0	1	0	n/a	0.0	<b>Seller</b>
\$200,000 - 224,999	0	1	3	0	1	1	0	n/a	0.0	<b>Seller</b>
\$225,000 - 249,999	0	3	1	3	2	1	0	n/a	0.0	<b>Seller</b>
\$250,000 - 274,999	0	2	3	3	2	1	3	0.0	0.0	<b>Seller</b>
\$275,000 - 299,999	1	3	4	2	5	2	1	1.0	0.1	<b>Seller</b>
\$300,000 - 349,999	1	17	16	11	16	14	9	0.1	0.2	<b>Seller</b>
\$350,000 - 399,999	8	20	17	14	21	15	13	0.6	0.4	<b>Seller</b>
\$400,000 - 499,999	14	19	28	29	31	19	22	0.6	0.6	<b>Seller</b>
\$500,000 - 599,999	23	11	15	11	14	9	8	2.9	1.7	<b>Seller</b>
\$600,000 - 699,999	8	5	4	7	9	7	8	1.0	1.3	<b>Seller</b>
\$700,000 - 799,999	3	6	5	6	6	1	2	1.5	1.0	<b>Seller</b>
\$800,000 - 899,999	2	3	6	6	4	2	2	1.0	1.0	<b>Seller</b>
\$900,000 - 999,999	1	2	2	8	5	1	3	0.3	0.3	<b>Seller</b>
\$1,000,000 - and over	7	7	5	9	4	5	6	1.2	2.0	<b>Seller</b>
<b>TOTAL</b>	<b>68</b>	<b>100</b>	<b>110</b>	<b>111</b>	<b>120</b>	<b>79</b>	<b>77</b>	<b>0.9</b>	<b>0.7</b>	<b>Seller</b>



**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 09/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2021-08/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

ORO VALLEY | SEPTEMBER 2021



## MARKET SHARE ORO VALLEY

**Long Realty leads the market in successful real estate sales.**

Data Obtained 09/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 09/01/2020 – 08/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

36.7%

Coldwell Banker Residential Brokerage 9.6%

Tierra Antigua Realty 9.3%

Keller Williams Southern Arizona 5.9%

Realty Executives Arizona Territory 5.4%

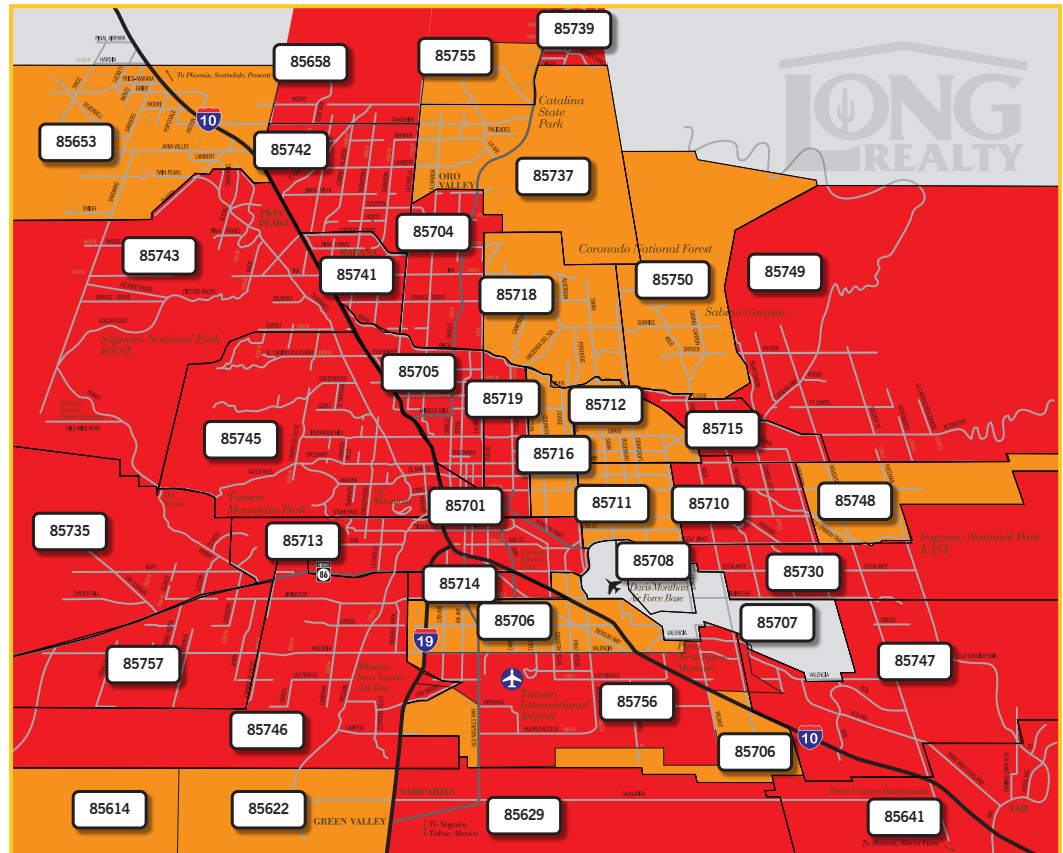
Russ Lyon Sotheby's International 3.7%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2020-AUG 2020 TO  
JUN 2021-AUG 2021

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

### Percentage of Change



**PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.**

Stephen Woodall - Team Woodall  
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This heat map represents the percentage of change in Tucson metro median sales prices from June 2020-August 2020 to June 2021-August 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/08/2021. Information is believed to be reliable, but not guaranteed.