

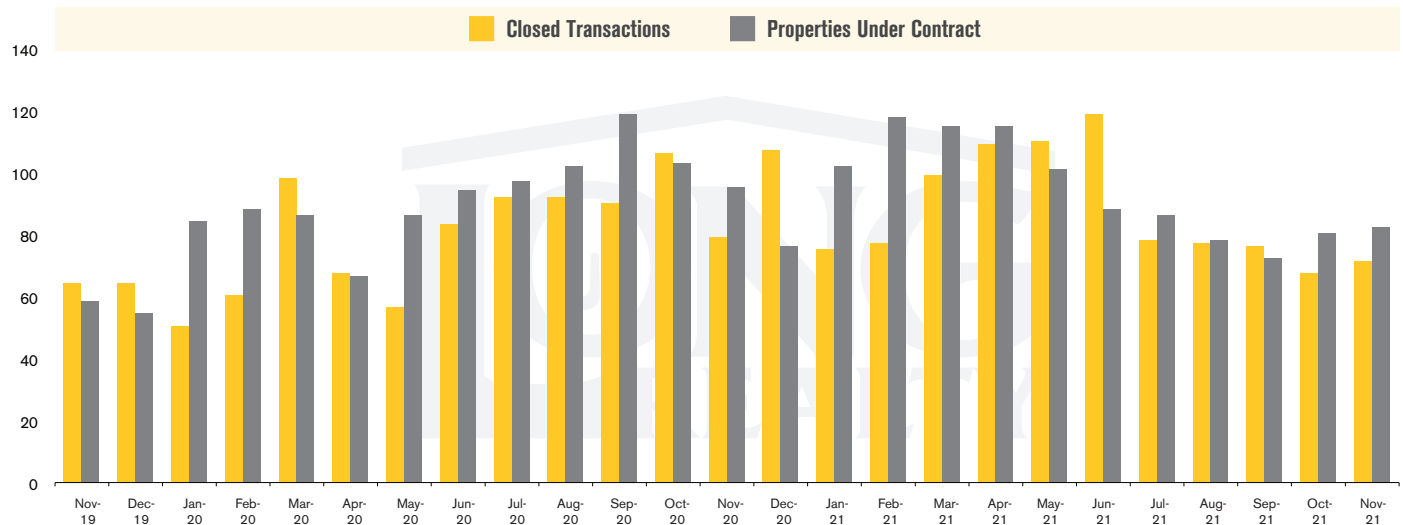
THE HOUSING REPORT

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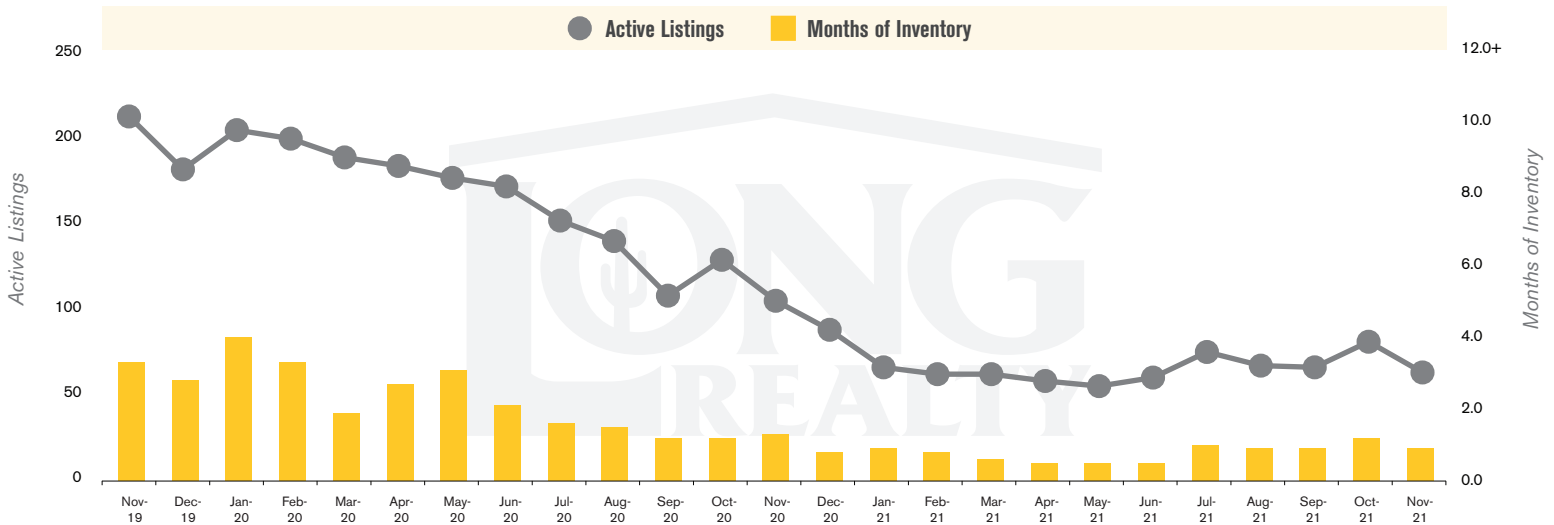


In the Oro Valley area, November 2021 active inventory was 64, a 40% decrease from November 2020. There were 72 closings in November 2021, a 10% decrease from November 2020. Year-to-date 2021 there were 969 closings, a 10% increase from year-to-date 2020. Months of Inventory was 0.9, down from 1.3 in November 2020. Median price of sold homes was \$465,000 for the month of November 2021, up 22% from November 2020. The Oro Valley area had 83 new properties under contract in November 2021, down 14% from November 2020.

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 12/07/2021 is believed to be reliable, but not guaranteed.

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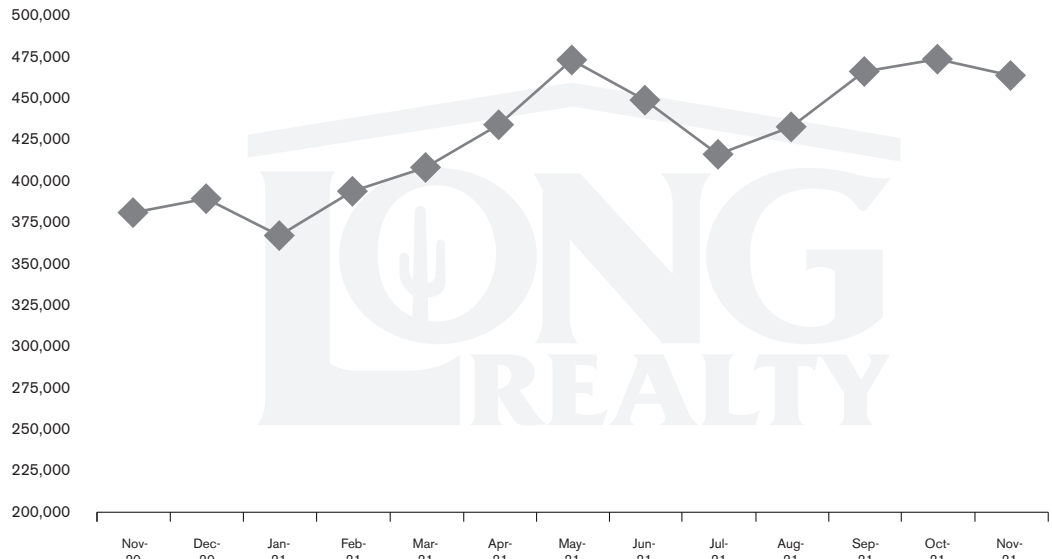
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MEDIAN SOLD PRICE ORO VALLEY

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

Nov 2020	Nov 2021
98.2%	98.8%

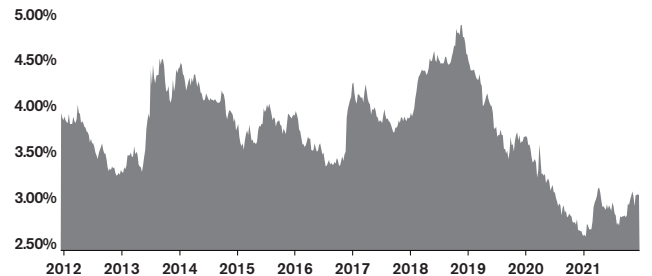


MONTHLY PAYMENT ON A MEDIAN PRICED HOME ORO VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2020	\$381,500	2.770%	\$1,483.41
2021	\$465,000	3.070%	\$1,879.15

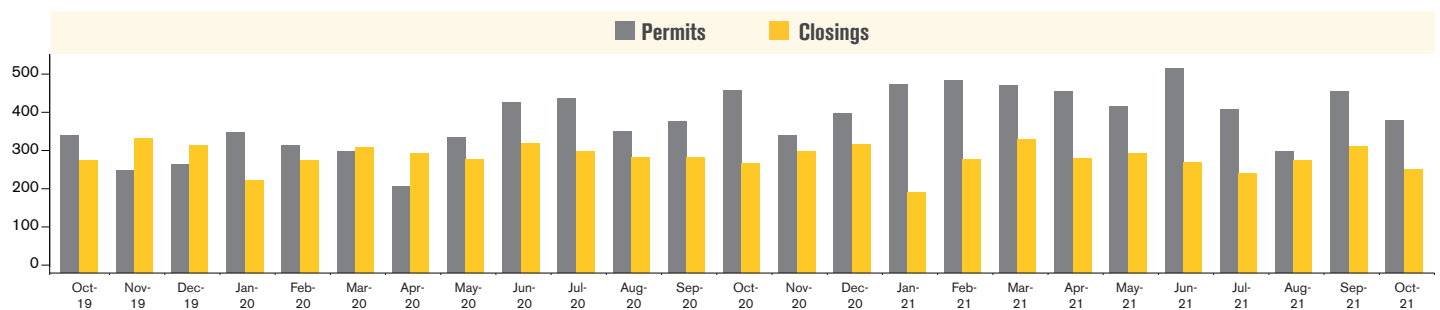
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For October 2021, new home permits were **down 16%** and new home closings were **down 6%** from October 2020.

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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
		Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-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	1	0.0	1.0	Seller
\$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	1	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	1	0	0	1	1	0.0	0.0	Seller
\$225,000 - 249,999	0	2	1	0	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	0	2	1	3	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	1	5	2	2	2	1	2	0.5	0.2	Seller
\$300,000 - 349,999	1	16	14	9	11	4	7	0.1	0.3	Seller
\$350,000 - 399,999	5	21	15	13	7	14	12	0.4	0.8	Seller
\$400,000 - 499,999	13	31	19	22	23	18	23	0.6	0.8	Seller
\$500,000 - 599,999	17	14	9	8	17	15	14	1.2	1.2	Seller
\$600,000 - 699,999	4	9	7	8	7	5	7	0.6	0.7	Seller
\$700,000 - 799,999	6	6	1	2	1	2	1	6.0	2.8	Seller
\$800,000 - 899,999	3	4	2	2	3	0	2	1.5	2.4	Seller
\$900,000 - 999,999	3	5	1	3	1	2	1	3.0	1.0	Seller
\$1,000,000 - and over	11	4	5	6	5	6	1	11.0	2.6	Seller
TOTAL	64	120	79	78	77	68	72	0.9	1.0	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 12/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2021-11/30/2021. 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 12/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2020 – 11/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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37.0%

Coldwell Banker Residential Brokerage 9.3%

Tierra Antigua Realty 9.0%

Keller Williams Southern Arizona 6.1%

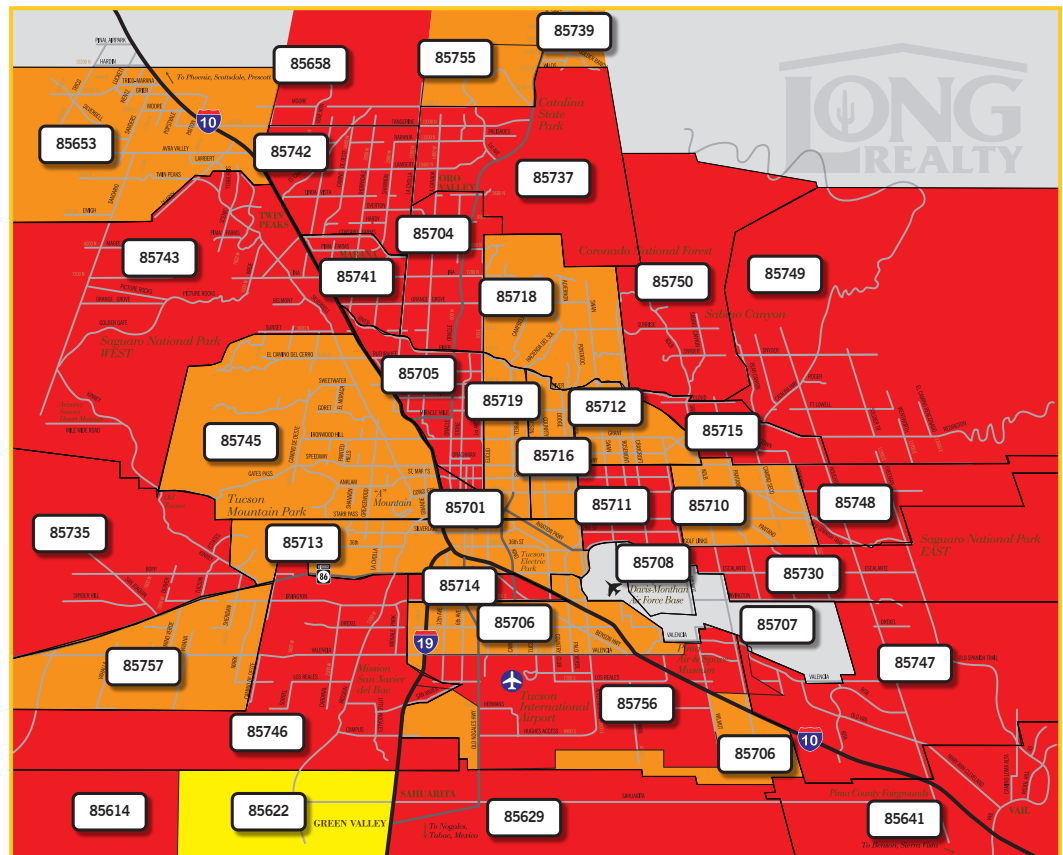
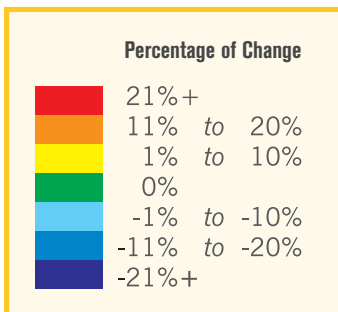
Realty Executives Arizona Territory 5.3%

Exp Realty 3.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2020-NOV 2020 TO
SEP 2021-NOV 2021

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 September 2020-November 2020 to September 2021-November 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2021. Information is believed to be reliable, but not guaranteed.