

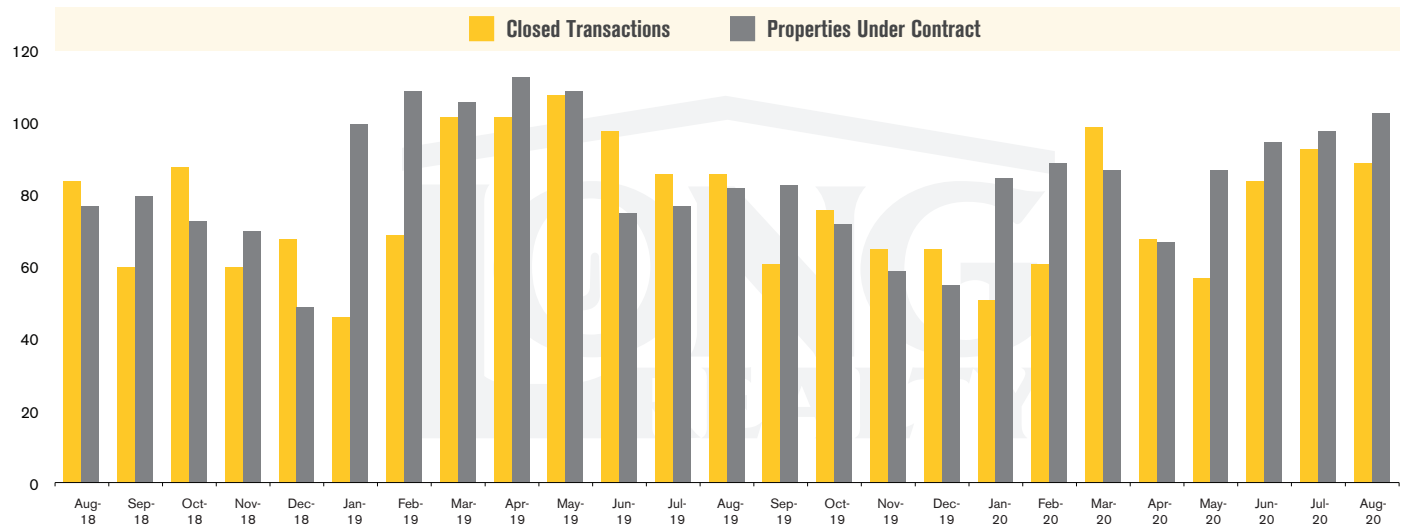
THE HOUSING REPORT



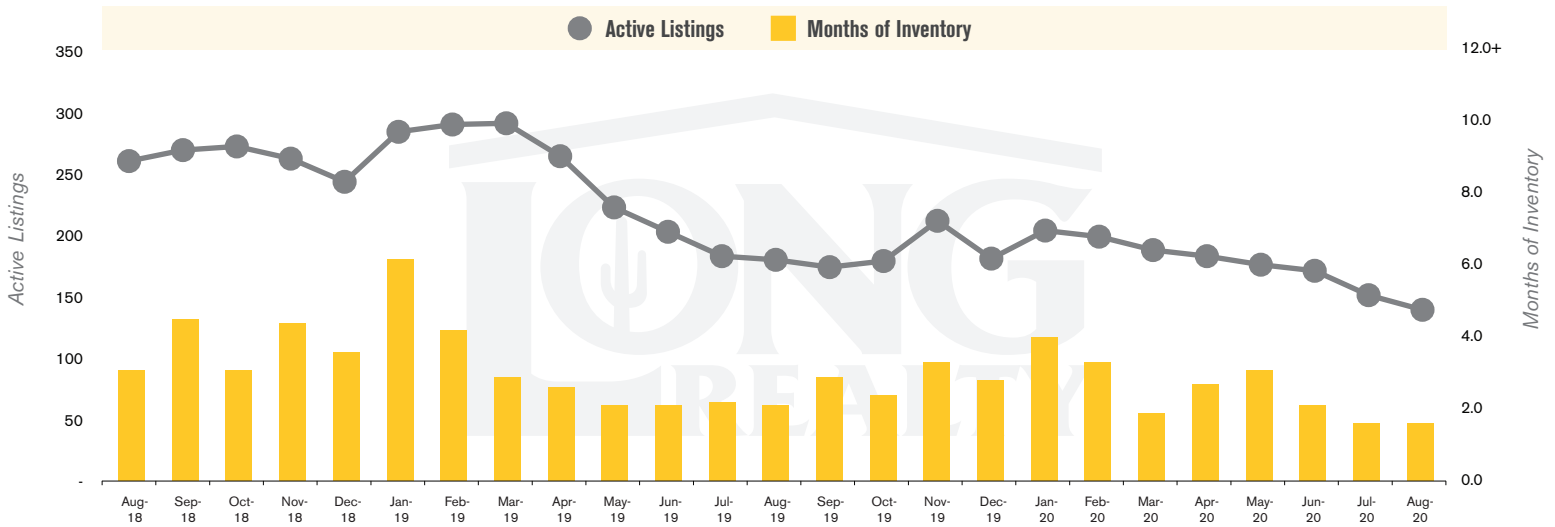
ORO VALLEY | SEPTEMBER 2020

In the Oro Valley area, August 2020 active inventory was 141, a 23% decrease from August 2019. There were 89 closings in August 2020, a 3% increase from August 2019. Year-to-date 2020 there were 516 closings, a 26% decrease from year-to-date 2019. Months of Inventory was 1.6, down from 2.1 in August 2019. Median price of sold homes was \$373,000 for the month of August 2020, up 4% from August 2019. The Oro Valley area had 103 new properties under contract in August 2020, up 26% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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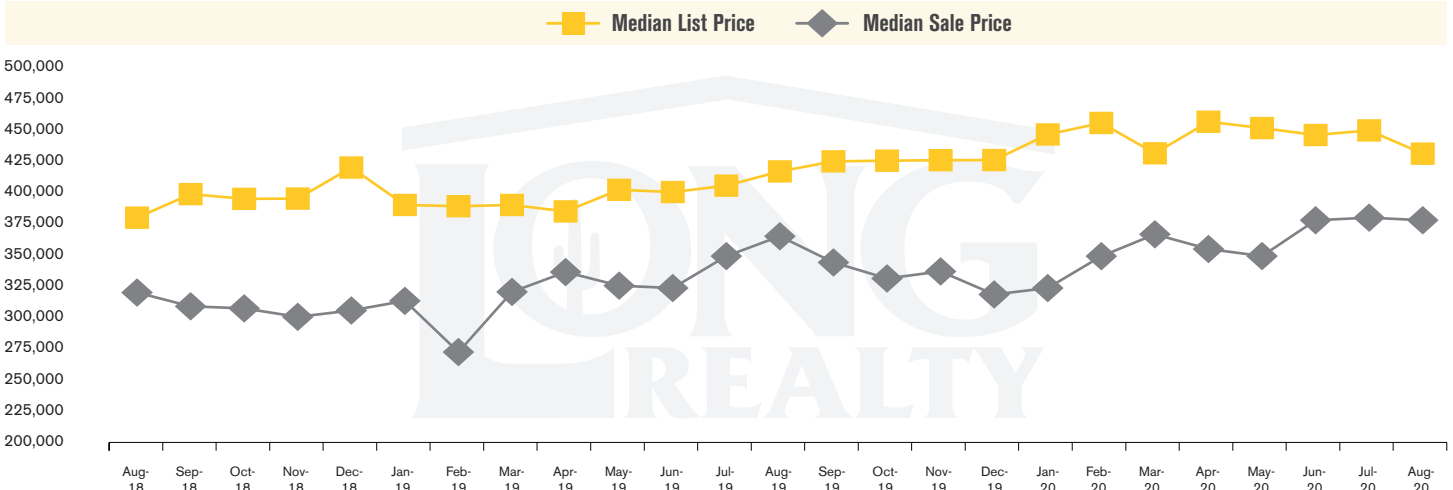
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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ORO VALLEY | SEPTEMBER 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

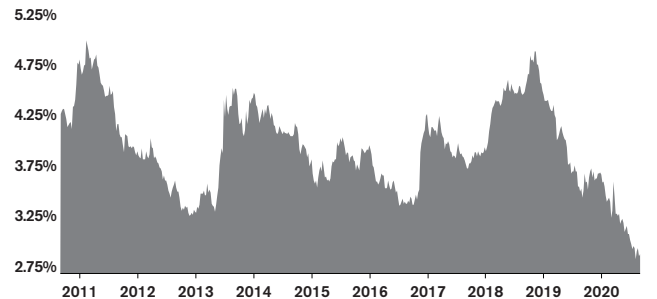


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2019	\$360,475	3.620%	\$1,560.79
2020	\$373,000	2.940%	\$1,482.51

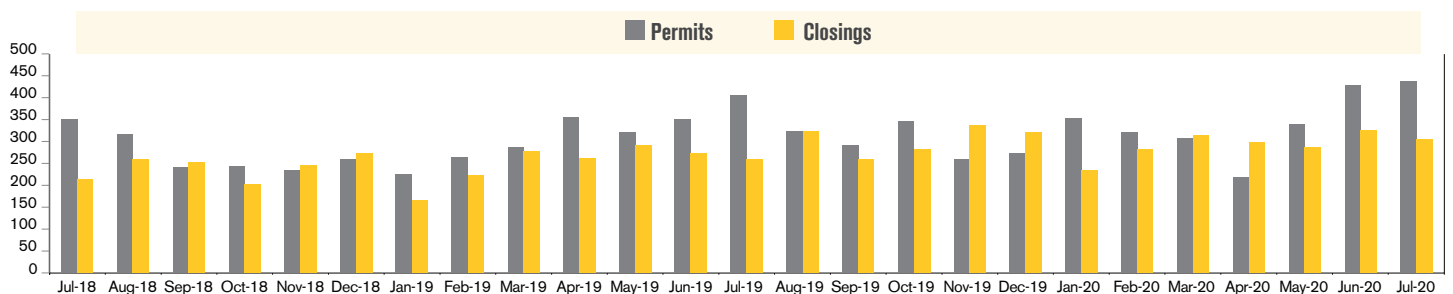
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 2019.

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ORO VALLEY | SEPTEMBER 2020



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-20	Apr-20	May-20	Jun-20	Jul-20	Aug-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	1	0	n/a	0.0	Seller
\$100,000 - 124,999	0	0	0	0	1	0	0	n/a	1.0	Seller
\$125,000 - 149,999	0	1	0	0	0	1	0	n/a	1.0	Seller
\$150,000 - 174,999	1	0	1	0	0	0	1	1.0	1.0	Seller
\$175,000 - 199,999	3	2	0	0	1	0	1	3.0	3.0	Seller
\$200,000 - 224,999	3	4	3	2	2	2	4	0.8	0.9	Seller
\$225,000 - 249,999	6	3	5	6	0	4	8	0.8	1.8	Seller
\$250,000 - 274,999	5	8	8	6	7	7	8	0.6	1.1	Seller
\$275,000 - 299,999	7	12	3	6	8	10	4	1.8	0.7	Seller
\$300,000 - 349,999	9	15	14	10	15	13	14	0.6	0.7	Seller
\$350,000 - 399,999	16	13	10	6	13	15	14	1.1	1.3	Seller
\$400,000 - 499,999	24	13	11	11	12	16	16	1.5	2.1	Seller
\$500,000 - 599,999	15	9	6	3	10	5	7	2.1	2.1	Seller
\$600,000 - 699,999	12	5	3	3	5	5	2	6.0	3.4	Seller
\$700,000 - 799,999	10	6	4	2	5	4	4	2.5	2.6	Seller
\$800,000 - 899,999	10	1	0	2	2	2	2	5.0	6.0	Balanced
\$900,000 - 999,999	3	4	0	0	1	1	0	n/a	4.0	Seller
\$1,000,000 - and over	17	3	0	0	2	7	4	4.3	3.8	Seller
TOTAL	141	99	68	57	84	93	89	1.6	1.8	Seller



Seller's Market



Slight Seller's Market



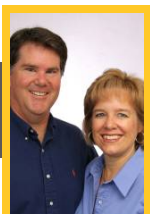
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. Information is believed to be reliable, but not guaranteed.

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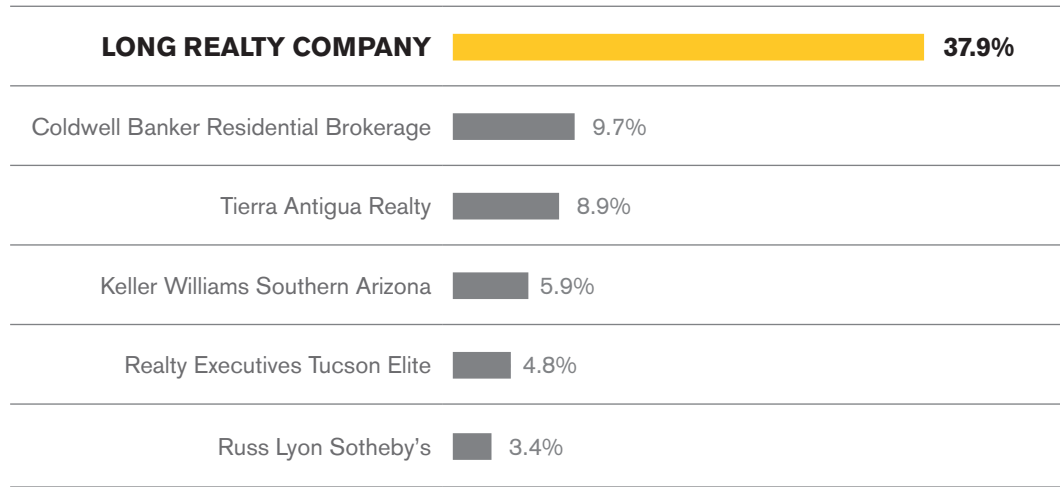
ORO VALLEY | SEPTEMBER 2020



MARKET SHARE (ORO VALLEY)

Long Realty leads the market in successful real estate sales.

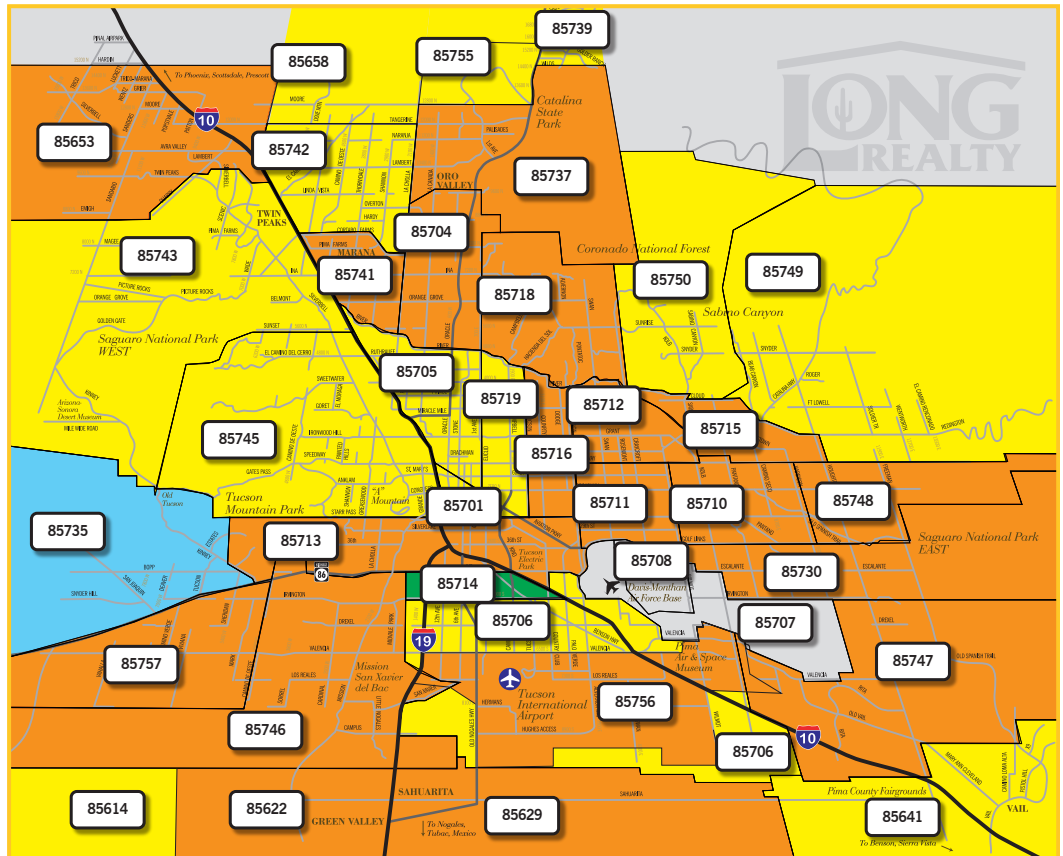
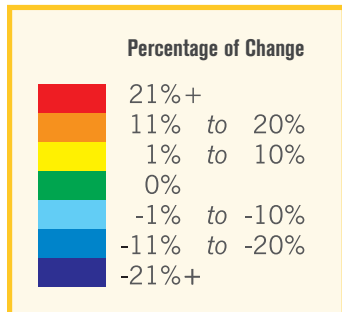
Data Obtained 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.



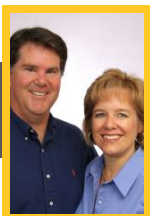
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN 2019-AUG 2019 TO JUN 2020-AUG 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 June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.