

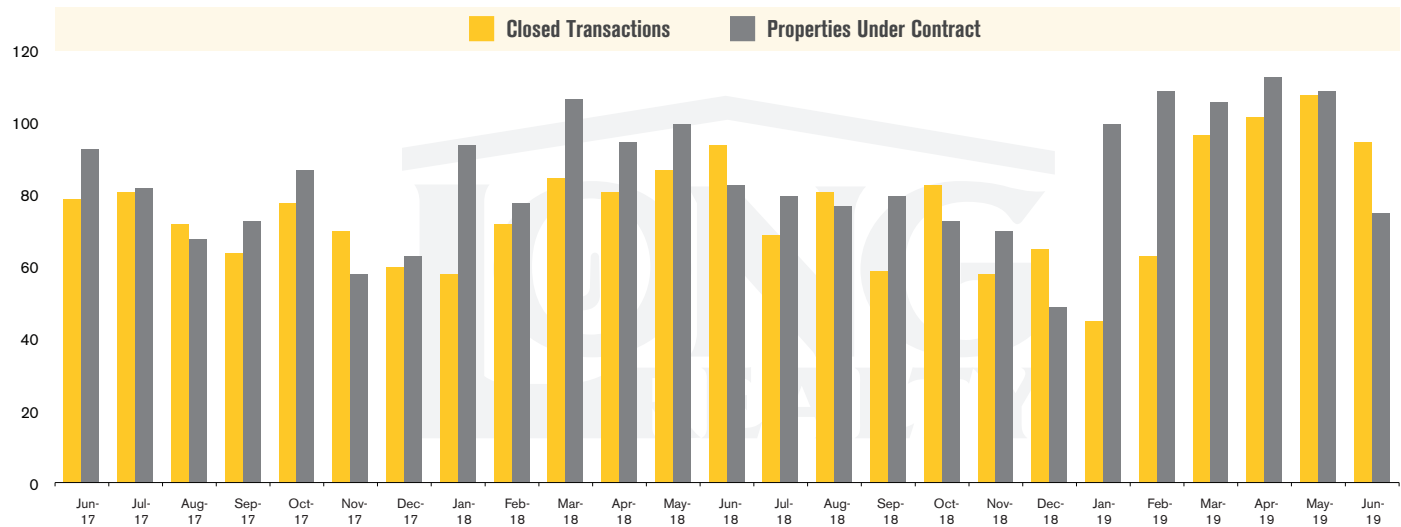
THE HOUSING REPORT



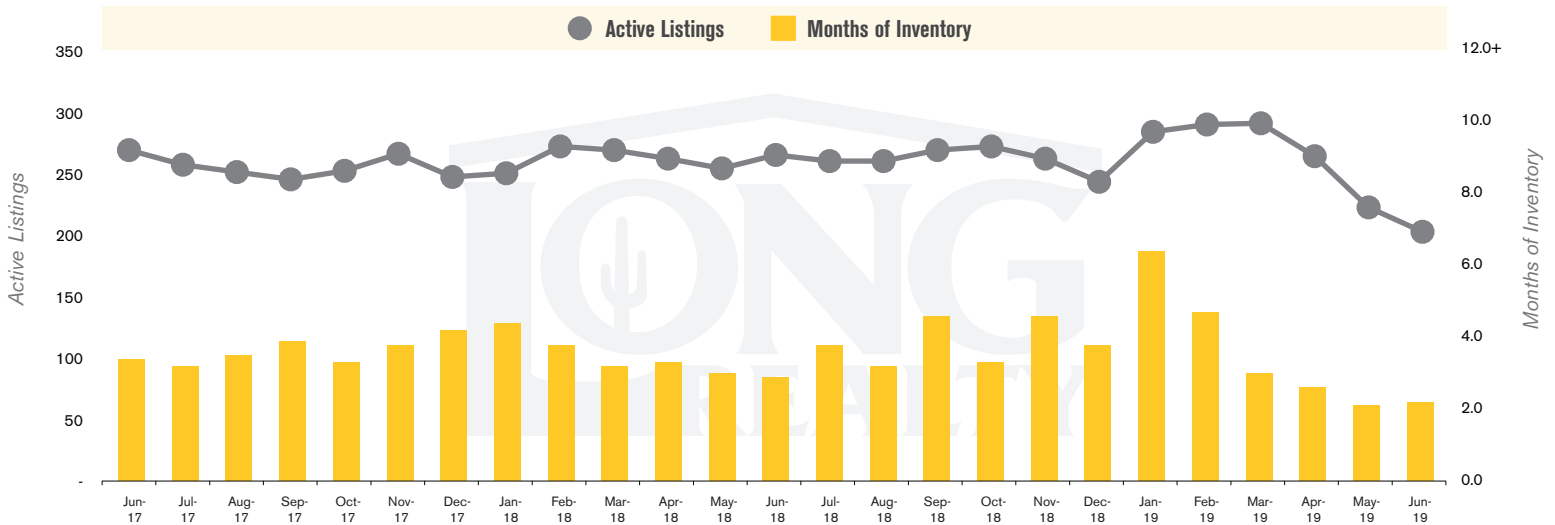
ORO VALLEY | JULY 2019

In the Oro Valley area, June 2019 active inventory was 205, a 24% decrease from June 2018. There were 95 closings in June 2019, a 1% increase from June 2018. Year-to-date 2019 there were 510 closings, a 7% increase from year-to-date 2018. Months of Inventory was 2.2, down from 2.9 in June 2018. Median price of sold homes was \$320,000 for the month of June 2019, down 2% from June 2018. The Oro Valley area had 75 new properties under contract in June 2019, down 10% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (ORO VALLEY)



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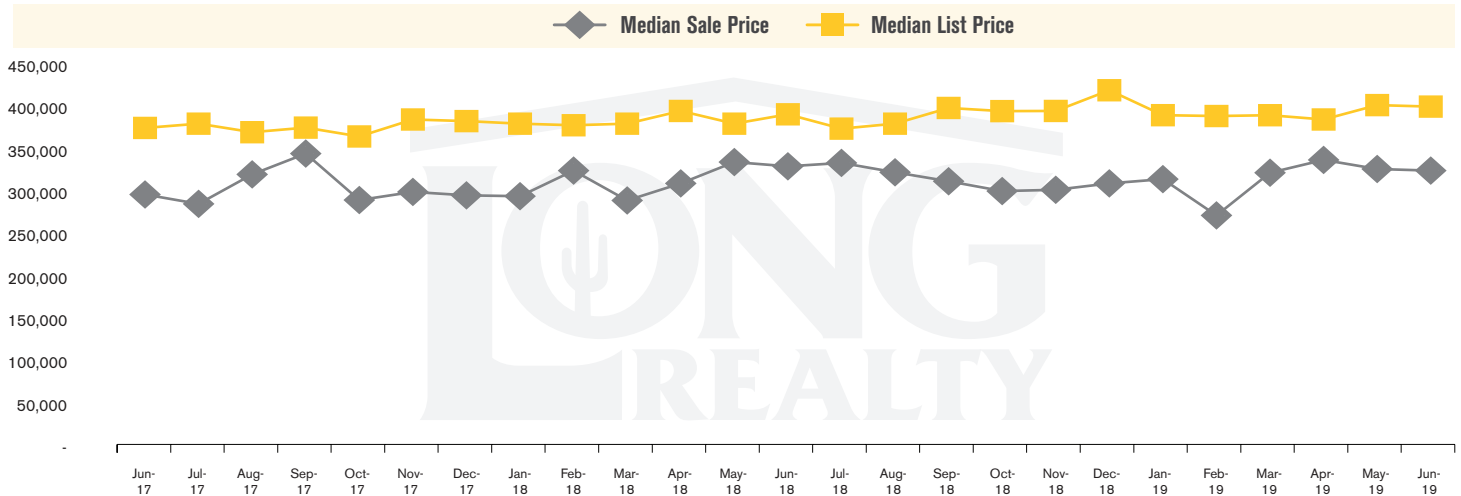
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (ORO VALLEY)

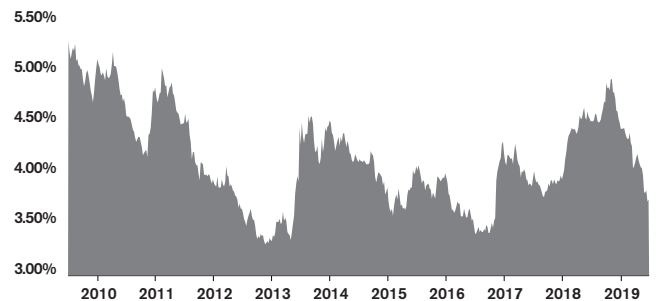


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2018	\$325,000	4.500%	\$1,564.39
2019	\$320,000	4.000%	\$1,451.34

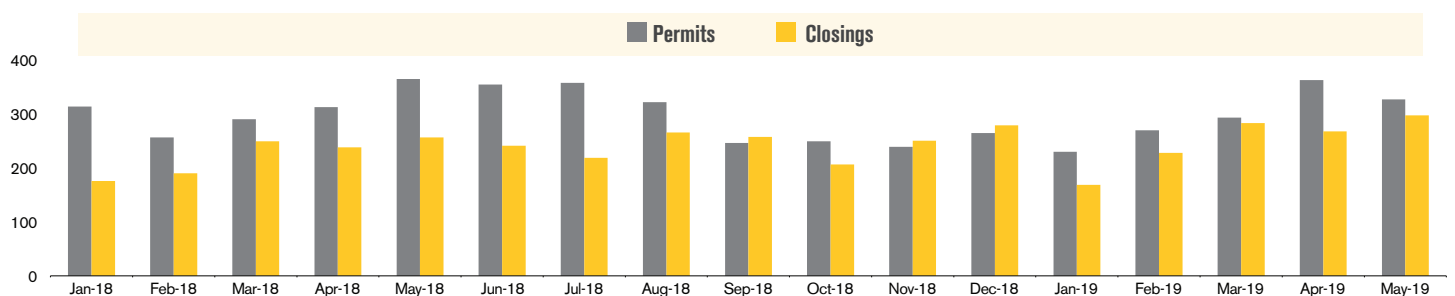
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.

For May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** year to date from 2018.

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These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. Information is believed to be reliable, but not guaranteed.

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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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$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	1	0	2	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	1	0	0	1	0.0	0.0	Seller
\$150,000 - 174,999	0	0	1	0	2	0	0	n/a	0.0	Seller
\$175,000 - 199,999	2	2	2	2	4	4	1	2.0	0.7	Seller
\$200,000 - 224,999	4	5	7	8	11	4	3	1.3	0.8	Seller
\$225,000 - 249,999	11	5	12	8	6	16	12	0.9	0.9	Seller
\$250,000 - 274,999	12	5	12	15	11	11	12	1.0	1.3	Seller
\$275,000 - 299,999	12	5	8	12	6	9	7	1.7	2.0	Seller
\$300,000 - 349,999	28	4	2	19	16	19	21	1.3	1.8	Seller
\$350,000 - 399,999	23	6	4	10	14	14	13	1.8	1.8	Seller
\$400,000 - 499,999	24	7	4	12	14	20	11	2.2	2.1	Seller
\$500,000 - 599,999	17	5	6	9	6	4	7	2.4	2.7	Seller
\$600,000 - 699,999	14	0	4	3	1	2	4	3.5	8.1	Slightly Buyer
\$700,000 - 799,999	12	0	4	2	7	2	1	12.0	4.3	Slightly Seller
\$800,000 - 899,999	12	1	1	0	1	1	1	12.0	13.0	Buyer
\$900,000 - 999,999	6	0	0	0	0	1	0	n/a	20.0	Buyer
\$1,000,000 - and over	27	1	0	0	3	1	1	27.0	16.6	Buyer
TOTAL	205	46	69	101	102	108	95	2.2	2.3	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 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

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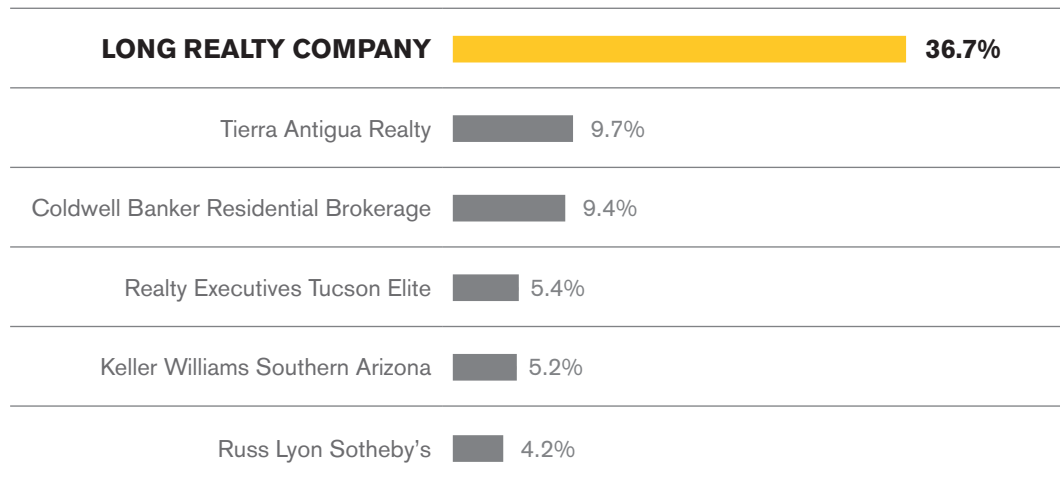
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MARKET SHARE (ORO VALLEY)

Long Realty leads the market in successful real estate sales.

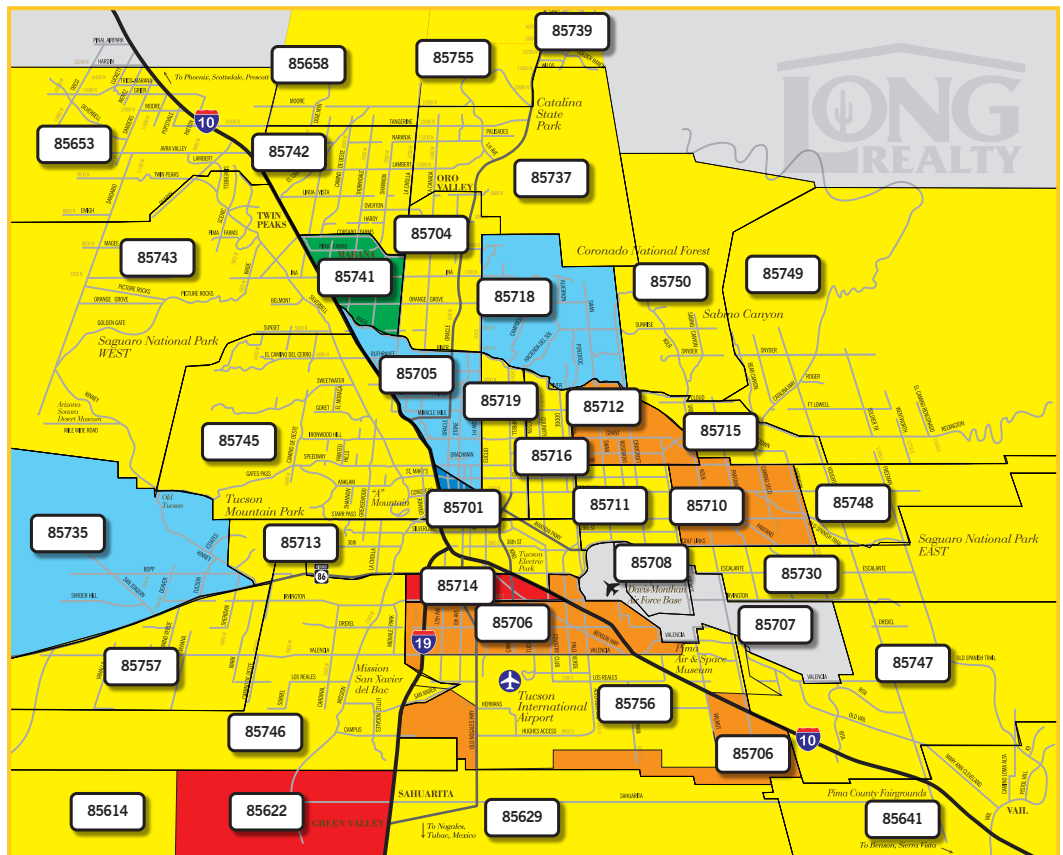
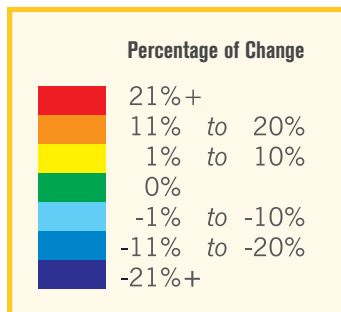
Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2018-JUN 2018 TO APR 2019-JUN 2019)

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 April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.