

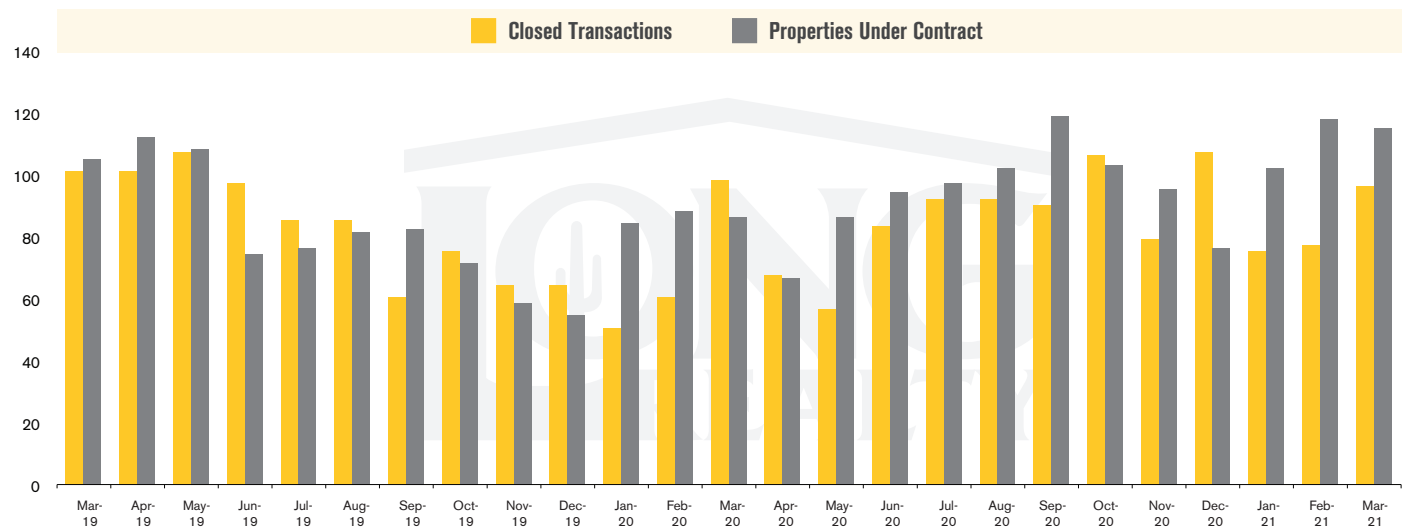
THE HOUSING REPORT



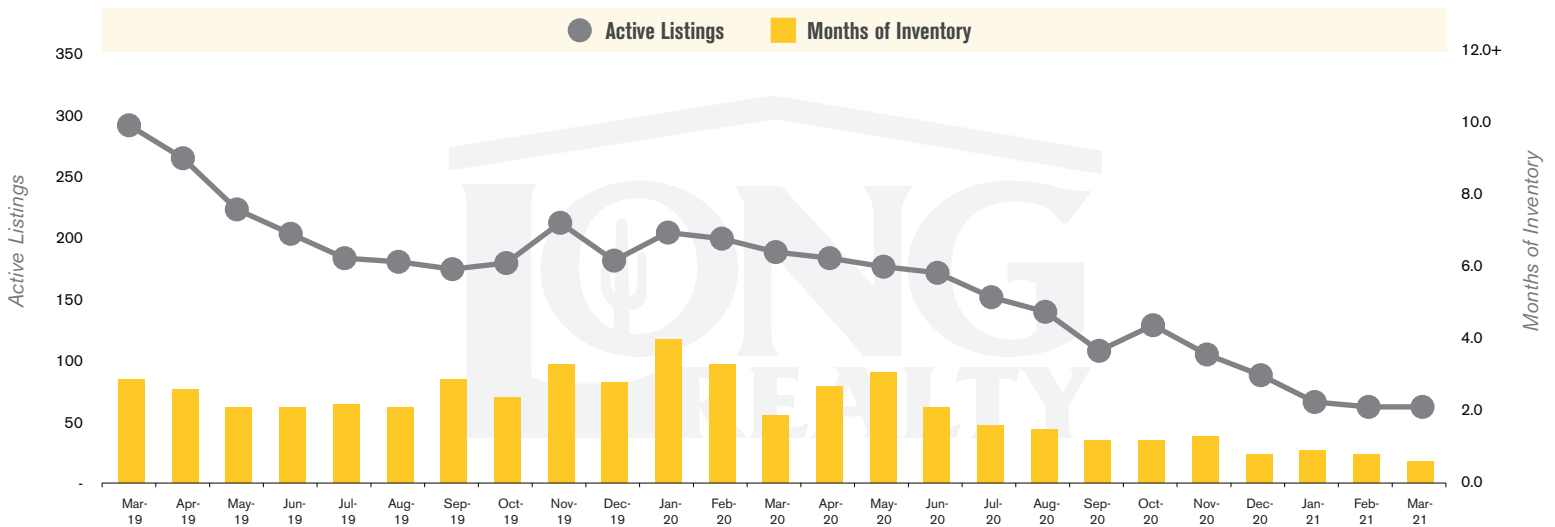
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In the Oro Valley area, March 2021 active inventory was 63, a 67% decrease from March 2020. There were 97 closings in March 2021, a 2% decrease from March 2020. Year-to-date 2021 there were 251 closings, a 19% increase from year-to-date 2020. Months of Inventory was .6, down from 1.9 in March 2020. Median price of sold homes was \$408,000 for the month of March 2021, up 13% from March 2020. The Oro Valley area had 116 new properties under contract in March 2021, up 33% from March 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT ORO VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY ORO VALLEY



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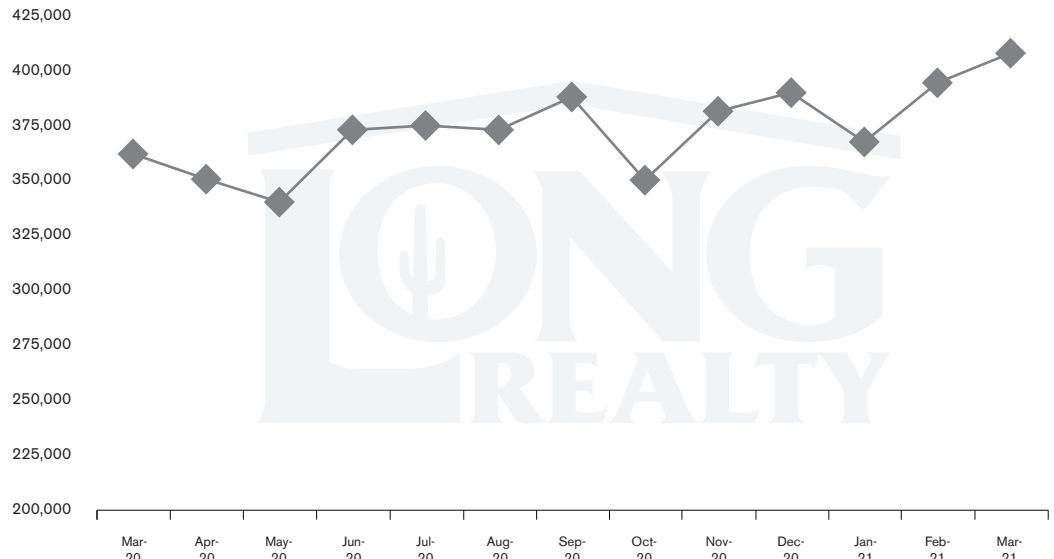
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 04/06/2021 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE ORO VALLEY



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

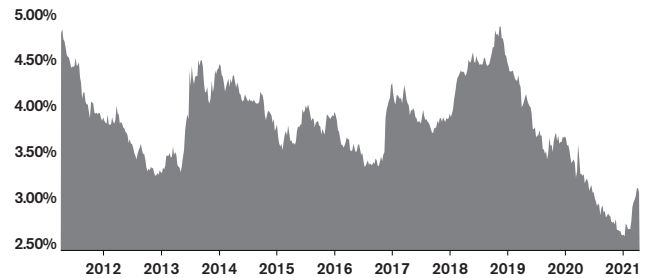
Mar 2020	Mar 2021
97.1%	99.3%

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	\$362,000	3.450%	\$1,534.68
2021	\$408,000	3.080%	\$1,650.91

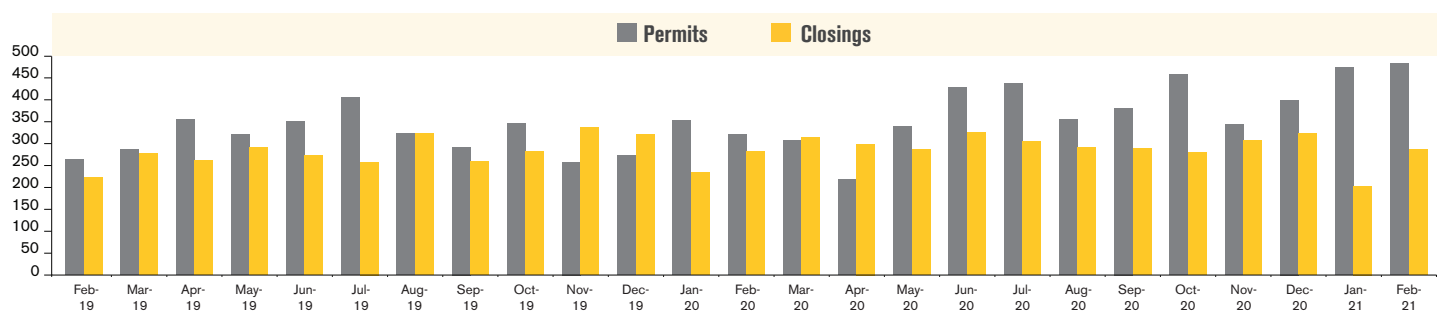
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For February 2021, new home permits were **up 50%** and new home closings were **up 1%** from February 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
		Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-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	1	0	0	n/a	0.0	Seller
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	0	1	3	0	0	1	1.0	3.0	Seller
\$150,000 - 174,999	0	2	0	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	2	0	3	2	0	0	n/a	0.0	Seller
\$200,000 - 224,999	0	1	4	1	1	0	1	0.0	1.0	Seller
\$225,000 - 249,999	1	6	7	8	6	4	3	0.3	0.1	Seller
\$250,000 - 274,999	1	14	3	4	6	6	2	0.5	0.1	Seller
\$275,000 - 299,999	2	7	4	8	8	6	3	0.7	0.2	Seller
\$300,000 - 349,999	2	20	12	14	7	14	17	0.1	0.2	Seller
\$350,000 - 399,999	4	8	11	16	14	10	19	0.2	0.3	Seller
\$400,000 - 499,999	9	17	17	23	10	12	19	0.5	0.9	Seller
\$500,000 - 599,999	9	9	8	12	4	6	11	0.8	1.3	Seller
\$600,000 - 699,999	4	9	7	3	7	4	5	0.8	0.7	Seller
\$700,000 - 799,999	3	3	3	3	1	3	6	0.5	1.3	Seller
\$800,000 - 899,999	3	3	1	2	3	5	3	1.0	0.9	Seller
\$900,000 - 999,999	11	3	0	2	1	0	2	5.5	6.7	Slightly Buyer
\$1,000,000 - and over	13	3	2	5	5	8	5	2.6	2.5	Seller
TOTAL	63	107	80	108	76	78	97	0.6	0.8	Seller



Seller's Market



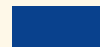
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 04/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2021-03/31/2021. Information is believed to be reliable, but not guaranteed.

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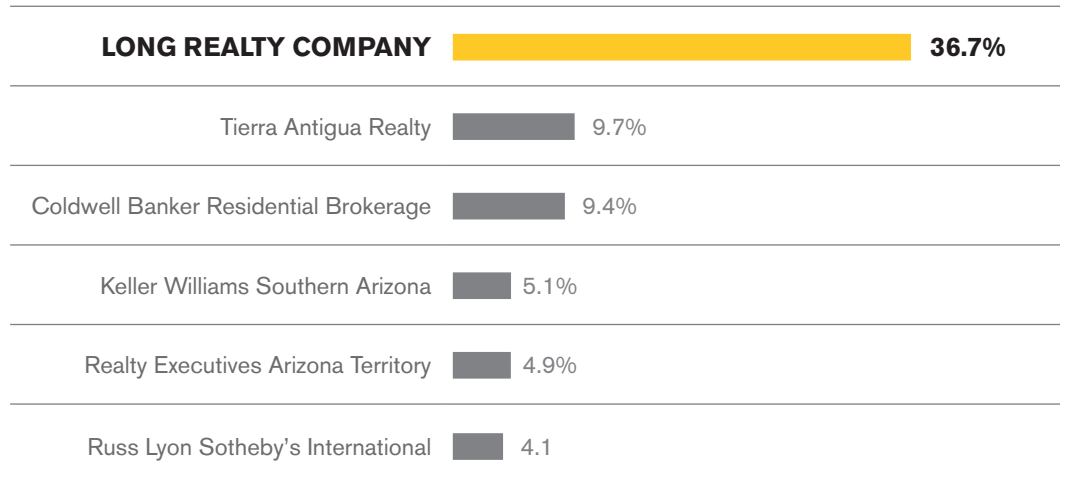
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MARKET SHARE ORO VALLEY

Long Realty leads the market in successful real estate sales.

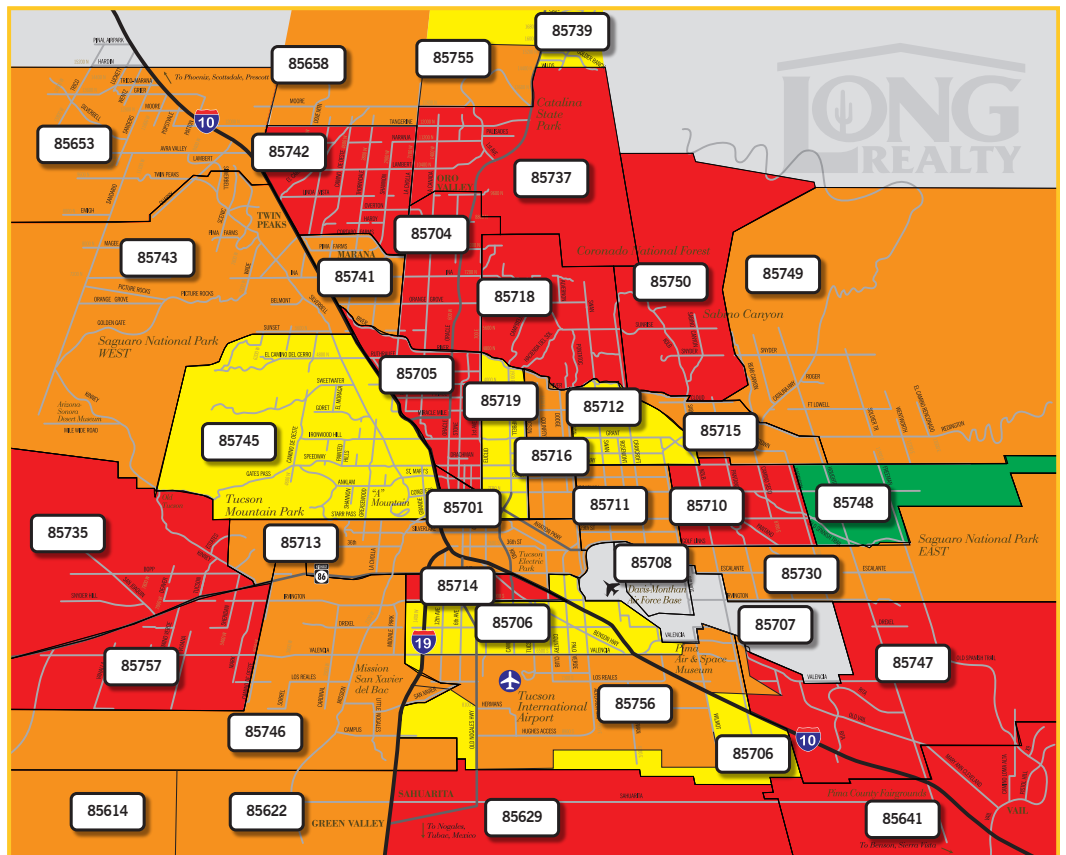
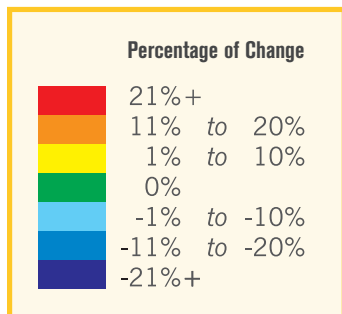
Data Obtained 04/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2020 – 03/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2020-MAR 2020 TO
JAN 2021-MAR 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 January 2020-March 2020 to January 2021-March 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/06/2021. Information is believed to be reliable, but not guaranteed.