

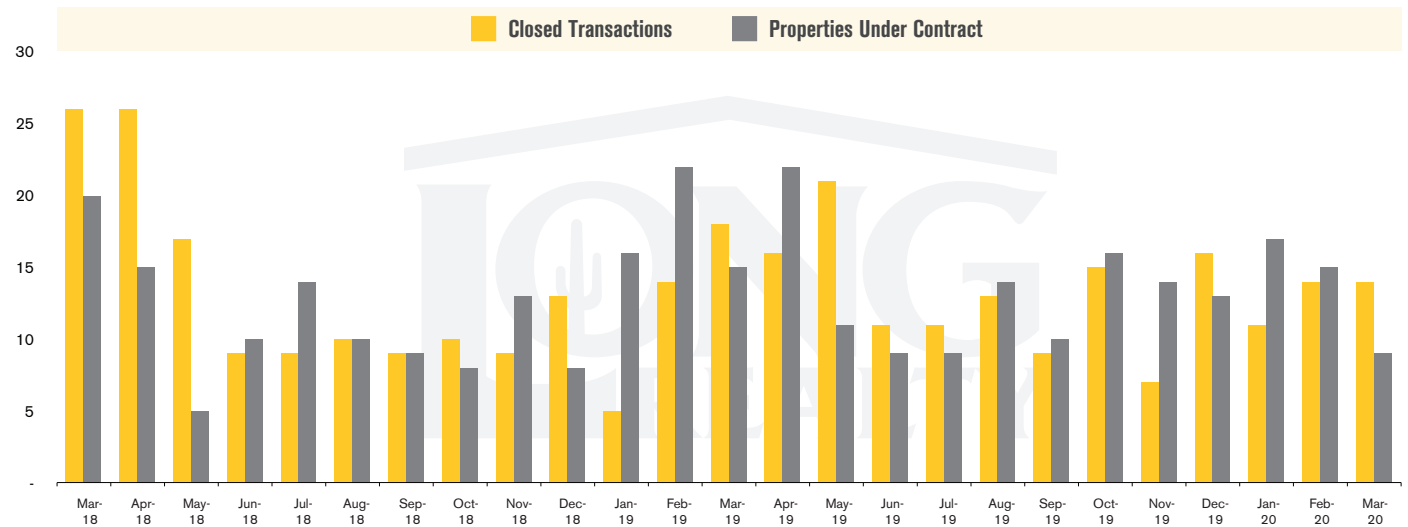
THE HOUSING REPORT



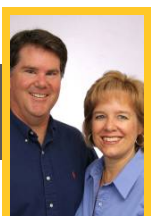
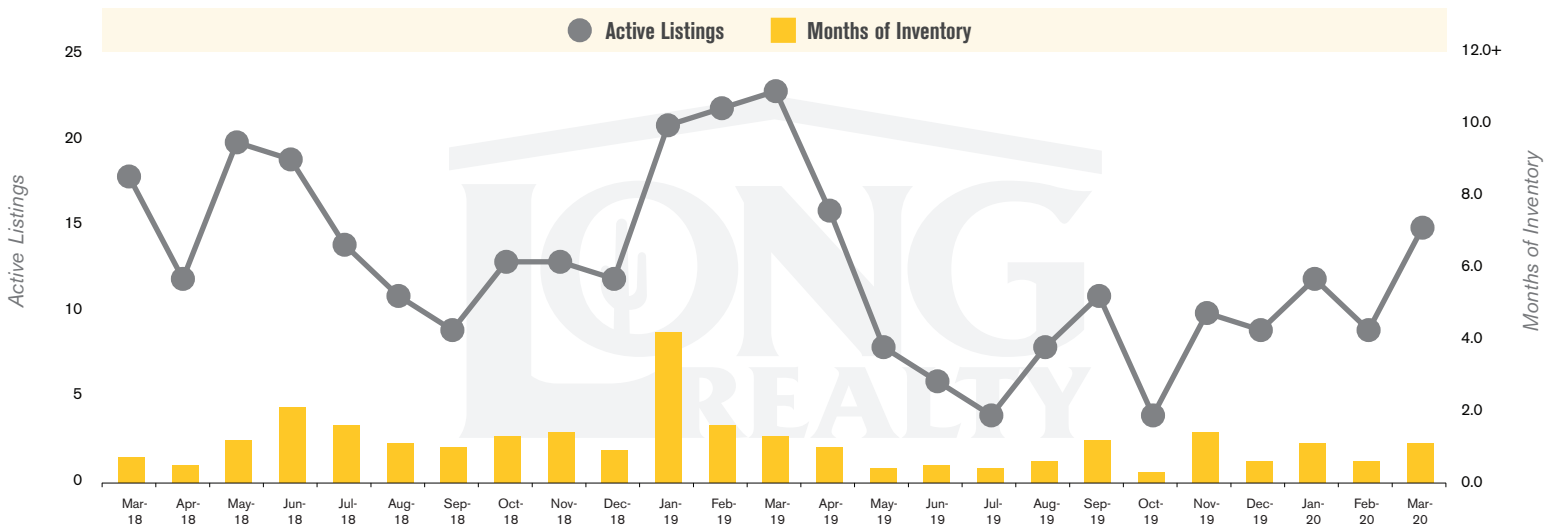
SUN CITY ORO VALLEY | APRIL 2020

In the Sun City Oro Valley area, March 2020 active inventory was 15, a 35% decrease from March 2019. There were 14 closings in March 2020, a 22% decrease from March 2019. Year-to-date 2020 there were 41 closings, an 11% increase from year-to-date 2019. Months of Inventory was 1.1, down from 1.3 in March 2019. Median price of sold homes was \$315,000 for the month of March 2020, up 11% from March 2019. The Sun City Oro Valley area had 9 new properties under contract in March 2020, down 40% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SUN CITY ORO VALLEY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SUN CITY ORO VALLEY)



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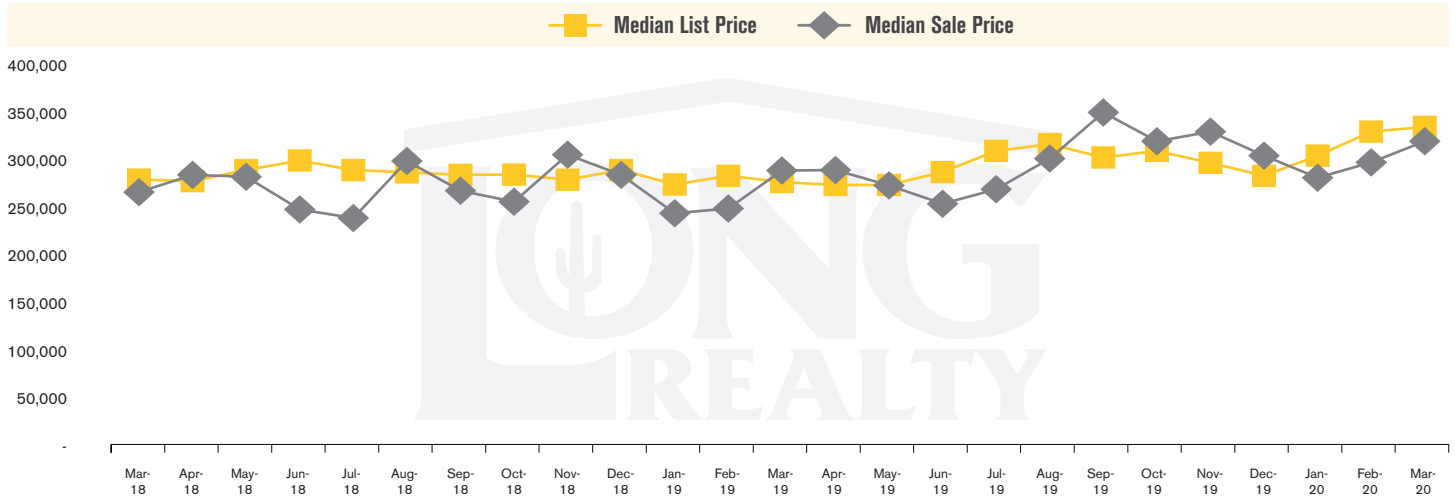
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SUN CITY ORO VALLEY)

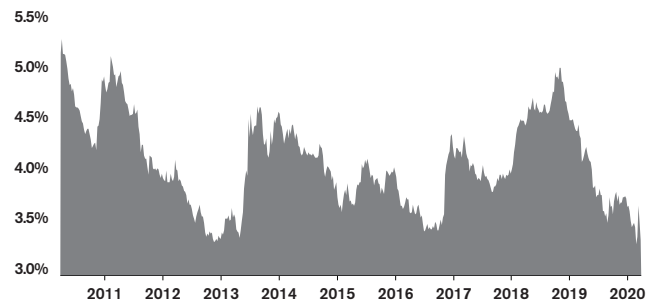


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY ORO VALLEY)

Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2019	\$284,525	4.38%	\$1,349.56
2020	\$315,000	3.450%	\$1,335.43

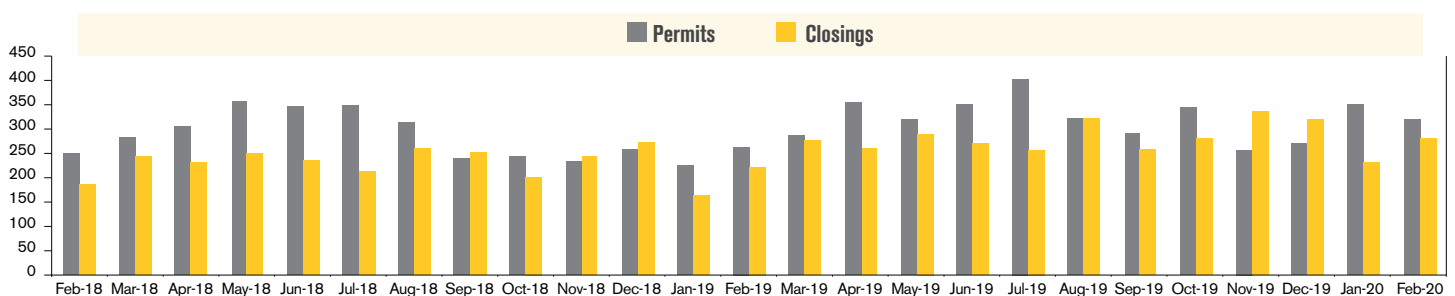
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 2019.

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MARKET CONDITIONS BY PRICE BAND (SUN CITY ORO VALLEY)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-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	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	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	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	1	1	0	0	1	0.0	1.0	Seller
\$225,000 - 249,999	0	2	1	2	2	4	0	n/a	0.3	Seller
\$250,000 - 274,999	1	1	0	2	2	2	1	1.0	0.6	Seller
\$275,000 - 299,999	3	3	0	3	5	1	4	0.8	0.6	Seller
\$300,000 - 349,999	3	4	3	6	0	3	1	3.0	1.8	Seller
\$350,000 - 399,999	4	3	1	1	1	2	4	1.0	1.4	Seller
\$400,000 - 499,999	3	0	1	1	1	2	2	1.5	1.0	Seller
\$500,000 - 599,999	0	1	0	1	0	0	1	0.0	1.0	Seller
\$600,000 - 699,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	15	15	7	17	11	14	14	1.1	0.9	Seller



Seller's Market



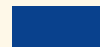
Slight Seller's Market



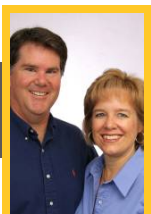
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. Information is believed to be reliable, but not guaranteed.

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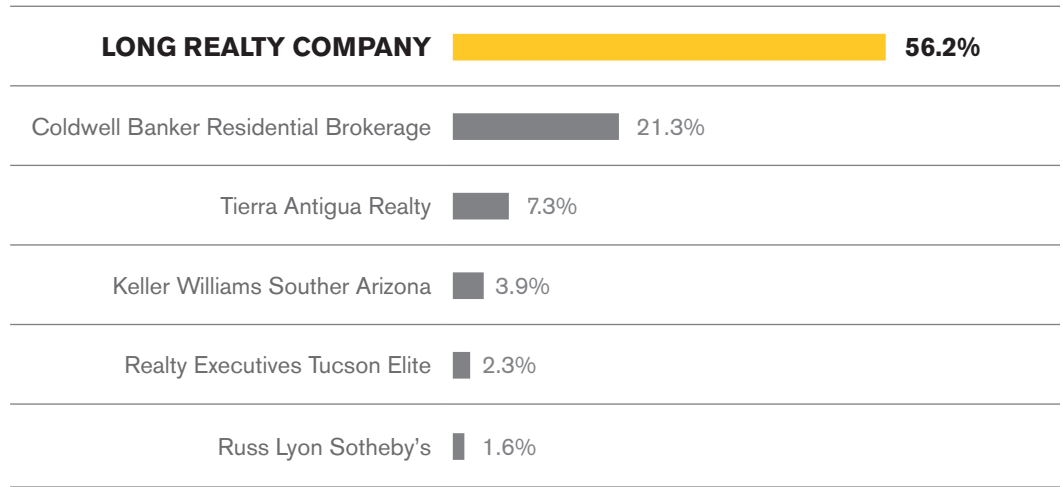
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MARKET SHARE (SUN CITY ORO VALLEY)

Long Realty leads the market in successful real estate sales.

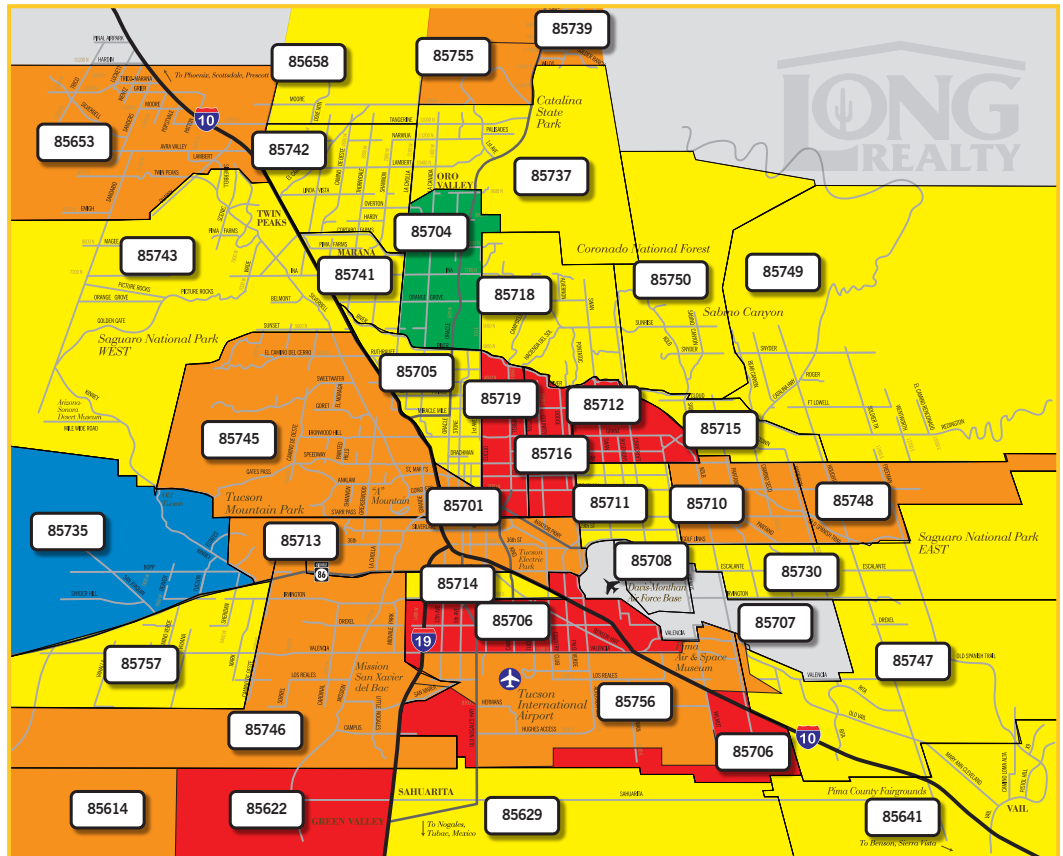
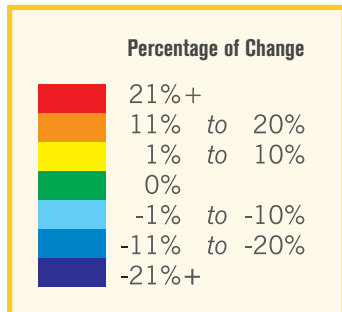
Data Obtained 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.



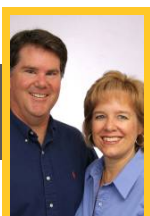
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO JAN 2020-MAR 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 January 2019-March 2019 to January 2020-March 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2020. Information is believed to be reliable, but not guaranteed.