

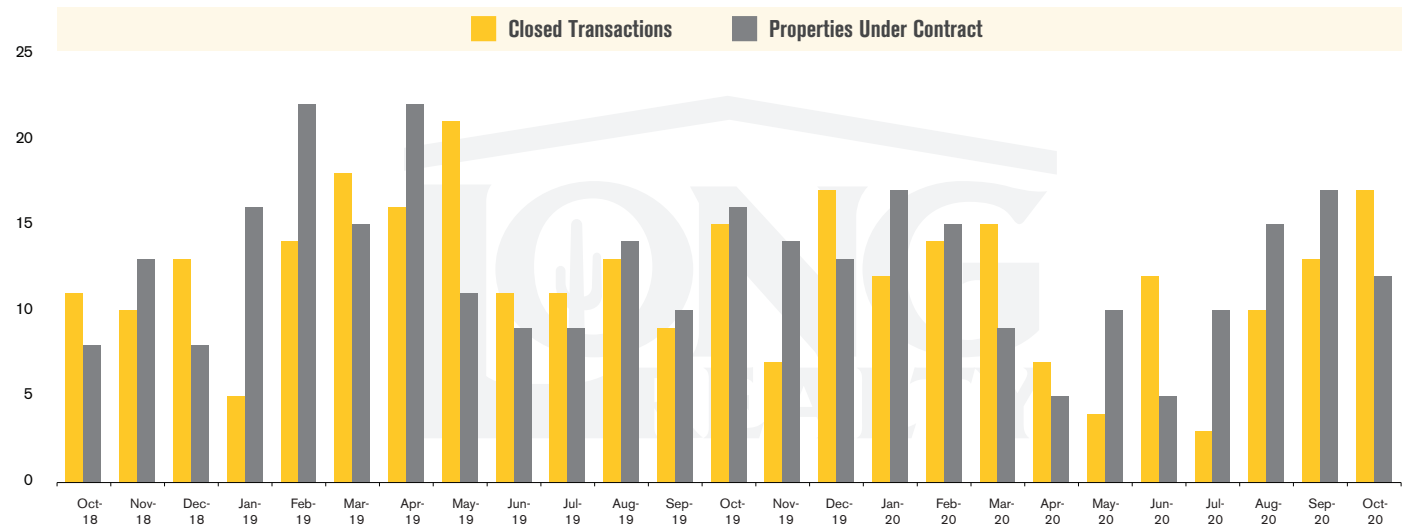
THE HOUSING REPORT



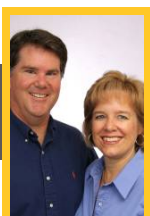
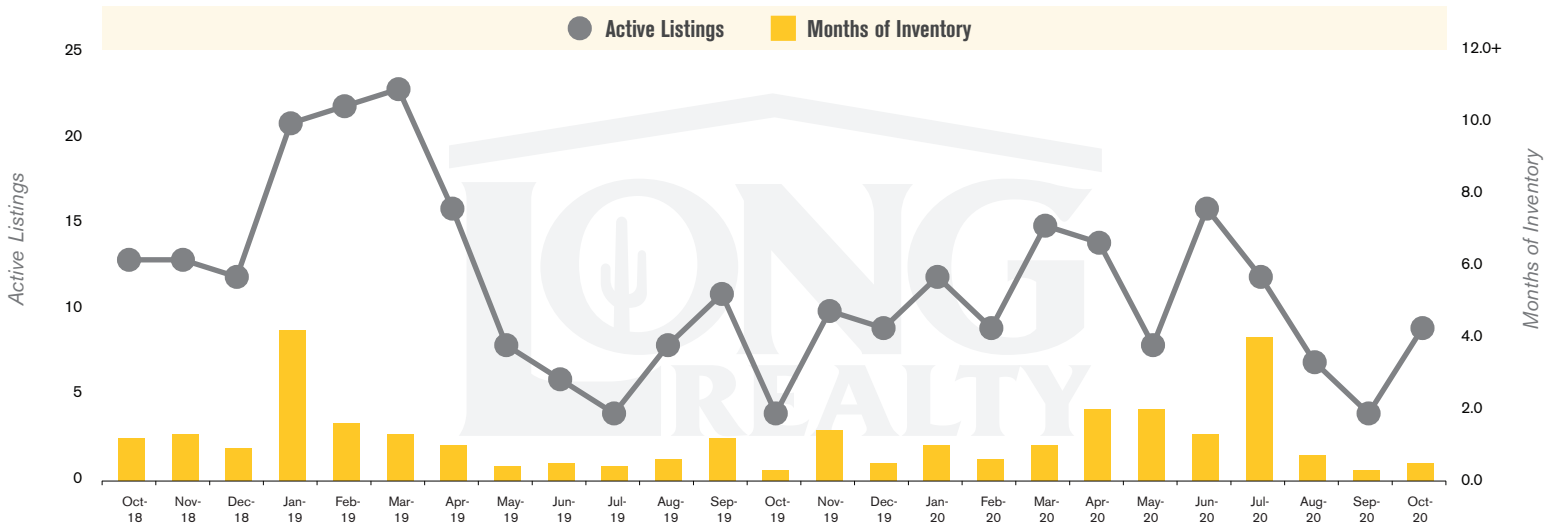
SUN CITY ORO VALLEY | NOVEMBER 2020

In the Sun City Oro Valley area, October 2020 active inventory was 9, a 125% increase from October 2019. There were 17 closings in October 2020, a 13% increase from October 2019. Year-to-date 2020 there were 106 closings, a 20% decrease from year-to-date 2019. Months of Inventory was .5, up from .3 in October 2019. Median price of sold homes was \$315,000 for the month of October 2020, virtually unchanged % from October 2019. The Sun City Oro Valley area had 12 new properties under contract in October 2020, down 25% from October 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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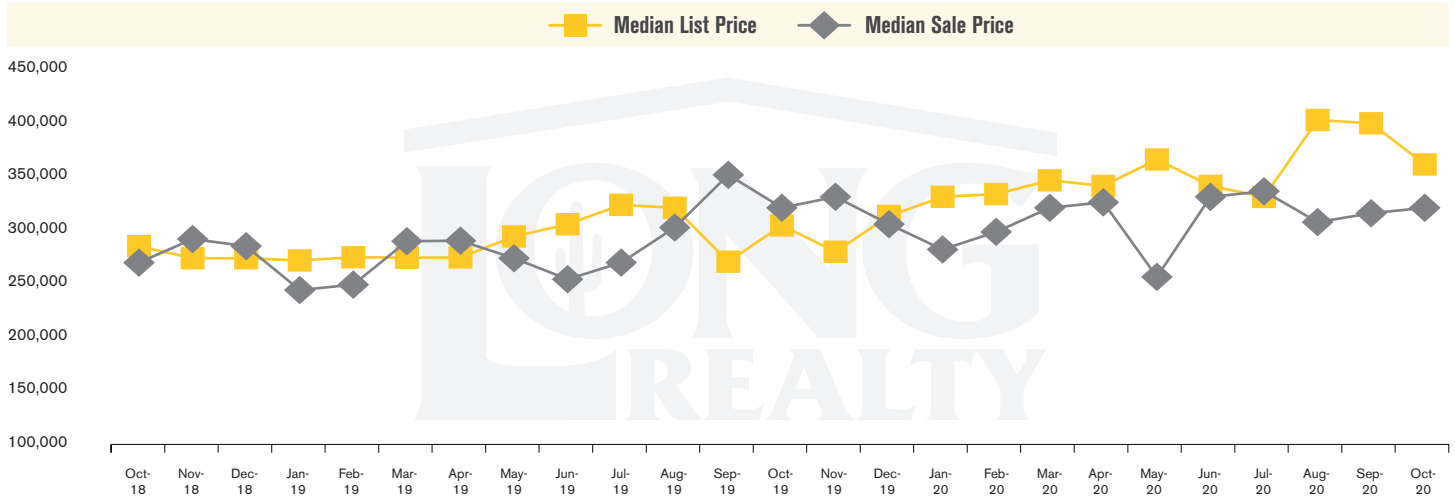
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

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SUN CITY ORO VALLEY | NOVEMBER 2020

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE SUN CITY ORO VALLEY

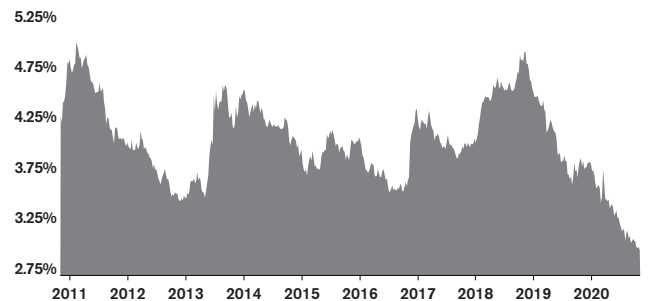


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SUN CITY ORO VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$331,200	6.14%	\$1,914.84
2019	\$315,000	3.69%	\$1,375.70
2020	\$315,000	2.830%	\$1,234.38

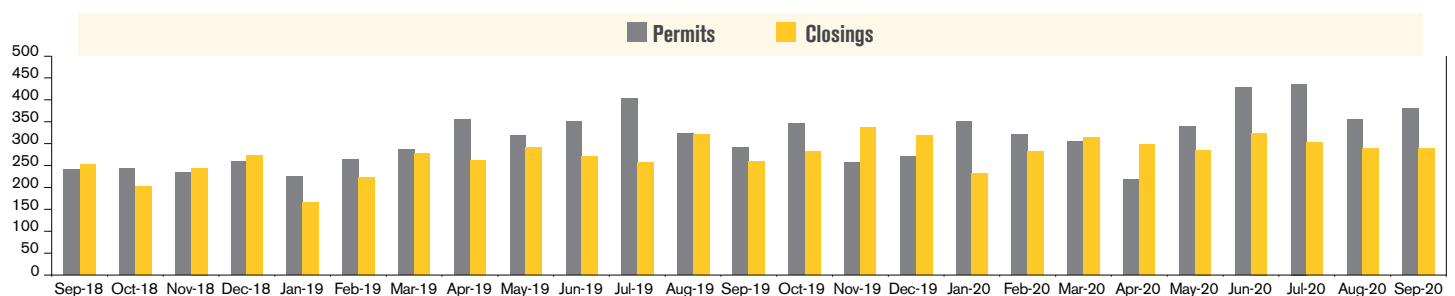
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE

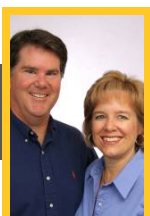


Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For September 2020, new home permits were **up 30%** and new home closings were **up 12%** from September 2019.

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THE HOUSING REPORT

SUN CITY ORO VALLEY | NOVEMBER 2020



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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-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	0	0	0	1	0	n/a	0.0	Seller
\$225,000 - 249,999	0	0	0	0	2	1	0	n/a	0.0	Seller
\$250,000 - 274,999	1	4	2	0	1	1	2	0.5	0.3	Seller
\$275,000 - 299,999	1	0	2	0	2	2	3	0.3	0.3	Seller
\$300,000 - 349,999	2	0	5	2	2	4	7	0.3	0.2	Seller
\$350,000 - 399,999	2	0	1	1	2	4	2	1.0	0.6	Seller
\$400,000 - 499,999	2	0	2	0	1	0	2	1.0	2.7	Seller
\$500,000 - 599,999	1	0	0	0	0	0	1	1.0	1.0	Seller
\$600,000 - 699,999	0	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	9	5	12	3	10	13	17	0.5	0.5	Seller



Seller's Market



Slight Seller's Market



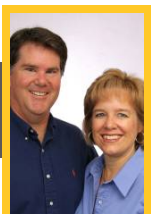
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2020-10/31/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SUN CITY ORO VALLEY | NOVEMBER 2020



MARKET SHARE SUN CITY ORO VALLEY

Long Realty leads the market in successful real estate sales.

Data Obtained 11/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2019 – 10/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

50.9%

Coldwell Banker Residential Brokerage

20.1%

Tierra Antigua Realty

7.0%

Keller Williams Souther Arizona

4.5%

Realty Executives Tucson Elite

4.3%

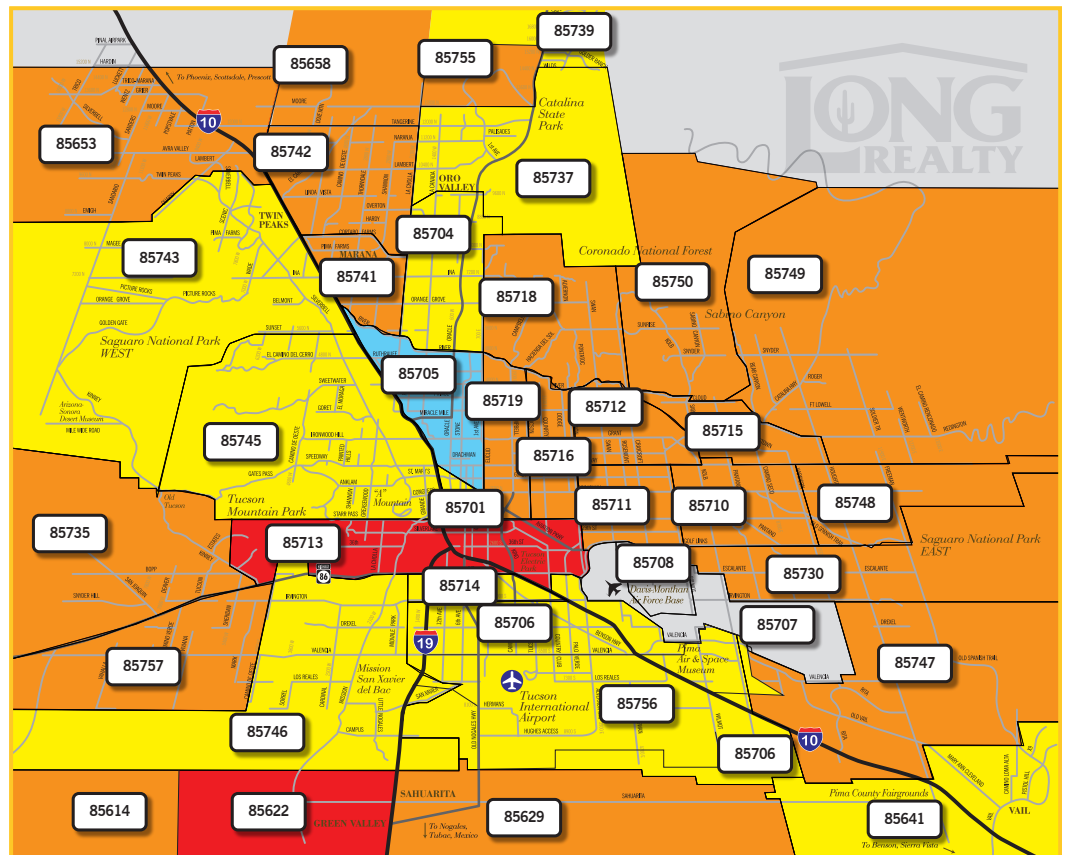
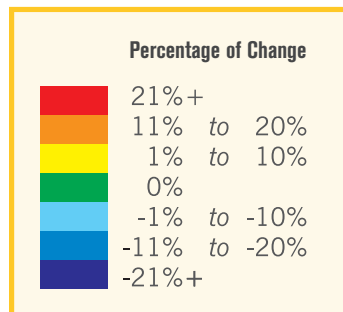
Homesmart Advantage Group

2.0%

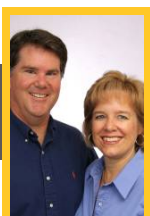
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2019-OCT 2019 TO
AUG 2020-OCT 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 August 2019-October 2019 to August 2020-October 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/06/2020. Information is believed to be reliable, but not guaranteed.