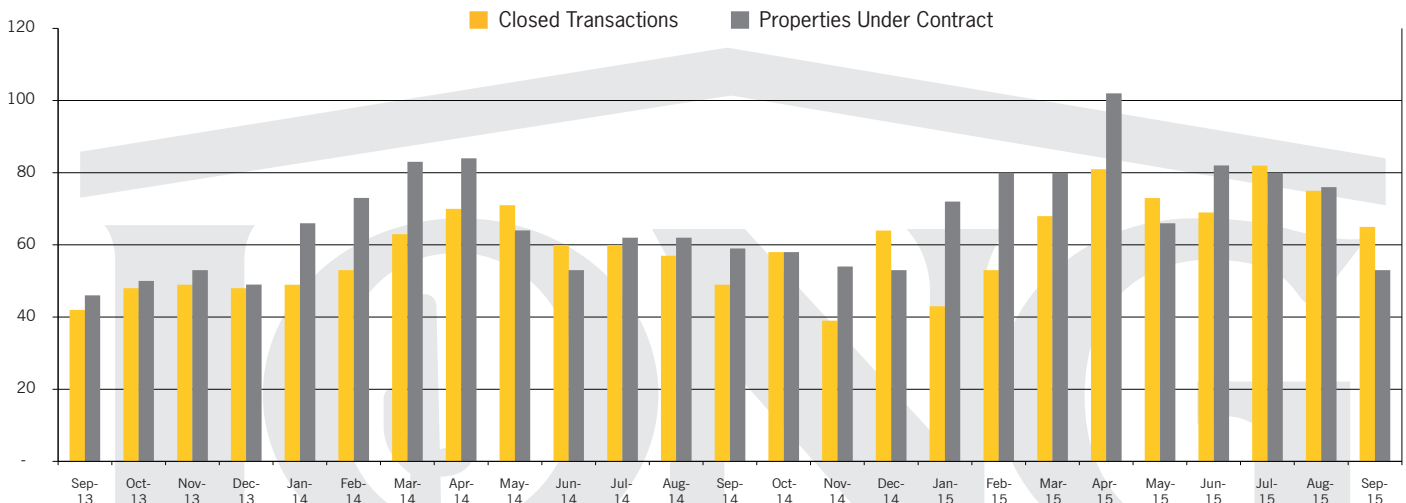




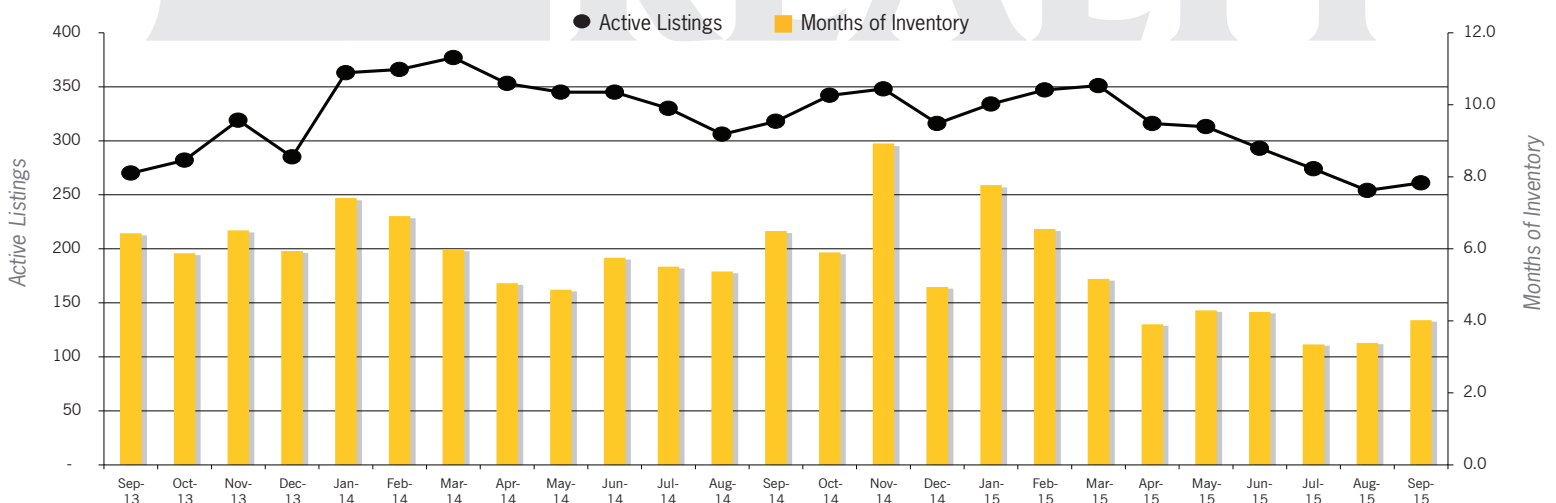
## Oro Valley | October 2015

In the Oro Valley area, September 2015 active inventory was 261, an 18% decrease from September 2014. There were 65 closings in September 2015, a 33% increase from September 2014. Year-to-date 2015 there were 621 closings, a 13% increase from year-to-date 2014. Months of Inventory was 4.0, down from 6.5 in September 2014. Median price of sold homes was \$234,000 for the month of September 2015, down 11% from September 2014. The Oro Valley area had 53 new properties under contract in September 2015, down 10% from September 2014.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – ORO VALLEY



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – ORO VALLEY



*Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 10/05/2015 is believed to be reliable, but not guaranteed.*



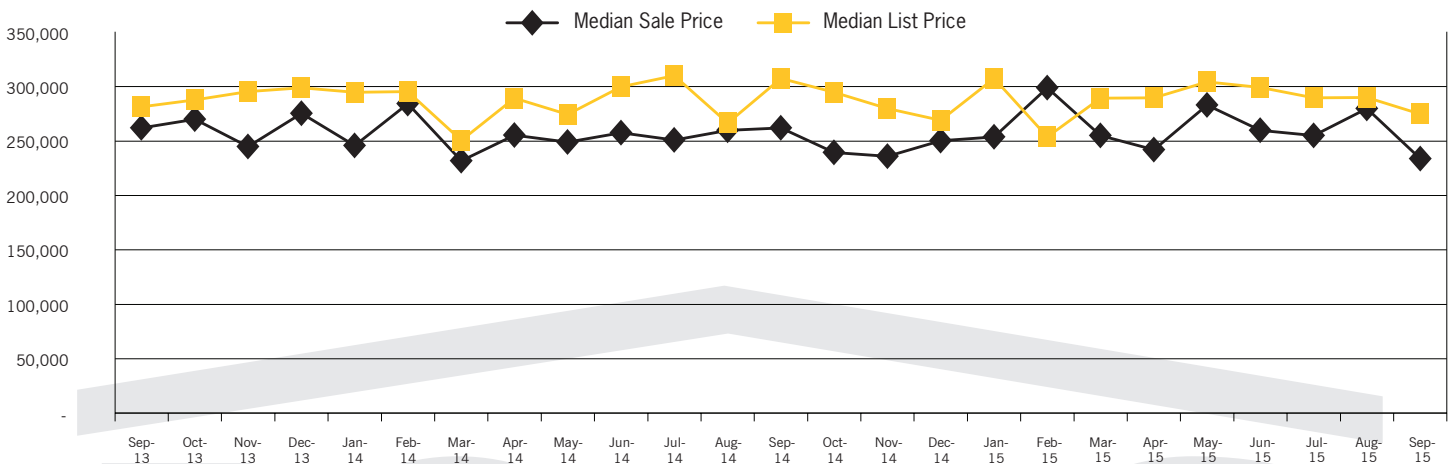
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Oro Valley | October 2015

## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – ORO VALLEY

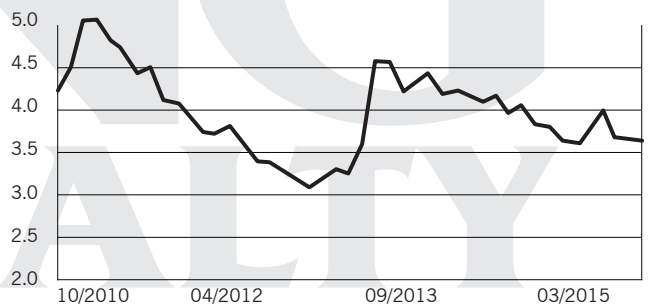


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – ORO VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$327,500	6.140%	\$1,893.45
2014	\$262,000	4.125%	\$1,206.29
2015	\$234,000	4.000%	\$1,061.29

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.



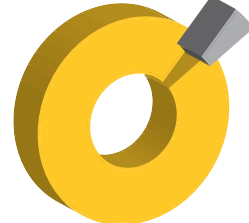
Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – ORO VALLEY

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.

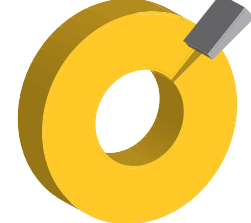
2014

96%



2015 Year to Date

98%



■ Distressed  
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the TARMLS on 10/05/2015. 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
		Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15			
\$1 - 49,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	1	2	0	2	0	0	n/a	0.5	Seller
\$75,000 - 99,999	7	2	0	1	0	1	2	3.5	6.3	Balanced
\$100,000 - 124,999	4	1	0	0	0	0	3	1.3	3.7	Seller
\$125,000 - 149,999	5	2	1	0	0	2	3	1.7	2.8	Seller
\$150,000 - 174,999	8	3	3	8	6	6	2	4.0	1.8	Seller
\$175,000 - 199,999	14	4	6	4	8	8	9	1.6	1.9	Seller
\$200,000 - 224,999	23	19	8	9	6	7	5	4.6	3.4	Seller
\$225,000 - 249,999	32	11	6	9	13	7	14	2.3	2.6	Seller
\$250,000 - 274,999	15	11	9	6	12	6	6	2.5	1.4	Seller
\$275,000 - 299,999	21	6	5	5	5	11	3	7.0	3.8	Seller
\$300,000 - 349,999	20	5	10	10	11	11	6	3.3	2.5	Seller
\$350,000 - 399,999	18	4	9	4	6	6	0	n/a	5.0	Balanced
\$400,000 - 499,999	28	3	5	2	5	5	4	7.0	5.7	Balanced
\$500,000 - 599,999	18	4	4	4	1	2	3	6.0	9.2	Buyer
\$600,000 - 699,999	14	4	1	3	3	0	2	7.0	9.0	Buyer
\$700,000 - 799,999	5	0	3	0	1	0	2	2.5	6.3	Balanced
\$800,000 - 899,999	7	0	2	1	1	2	0	n/a	6.7	Slightly Buyer
\$900,000 - 999,999	7	1	1	0	1	0	0	n/a	22.0	Buyer
\$1,000,000 - and over	14	1	0	3	2	1	1	14.0	11.3	Buyer
<b>TOTAL</b>	<b>261</b>	<b>83</b>	<b>75</b>	<b>70</b>	<b>83</b>	<b>75</b>	<b>65</b>	<b>4.0</b>	<b>3.5</b>	<b>Seller</b>

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from TARMLS and using Brokermetrics software on 10/05/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2015 - 09/30/2015. Information is believed to be reliable, but not guaranteed.



# The Housing Report



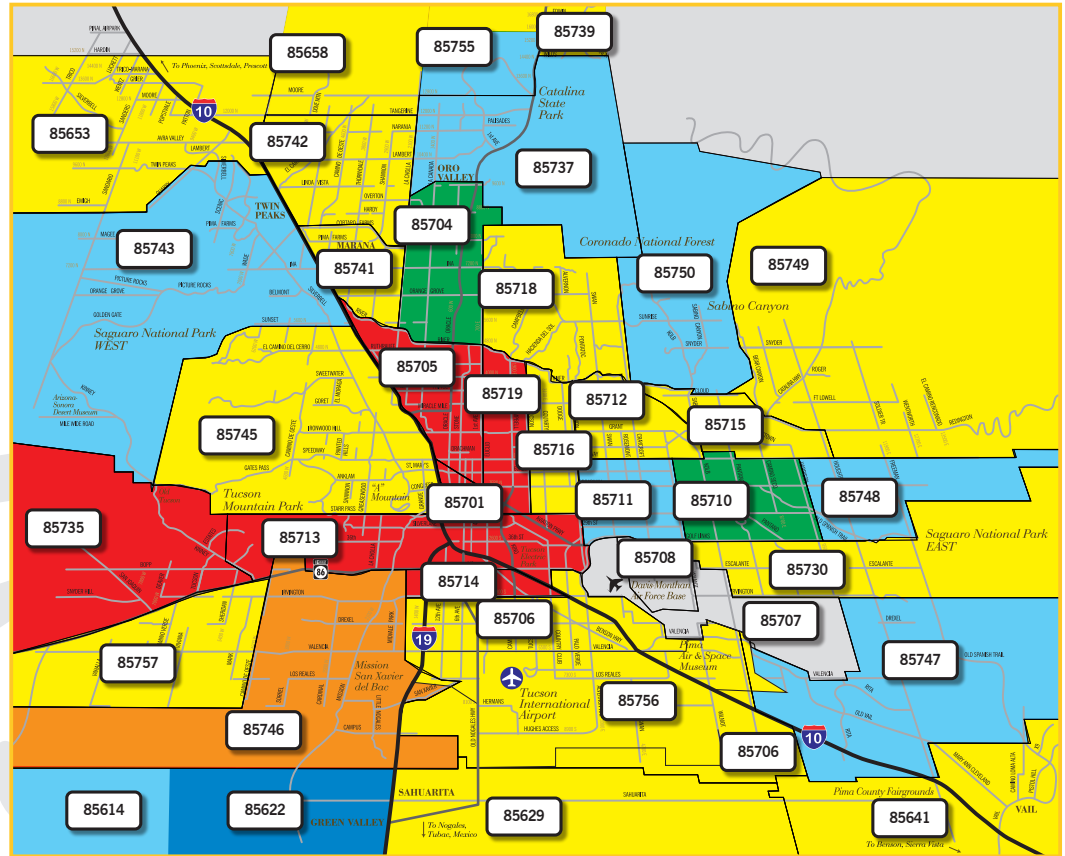
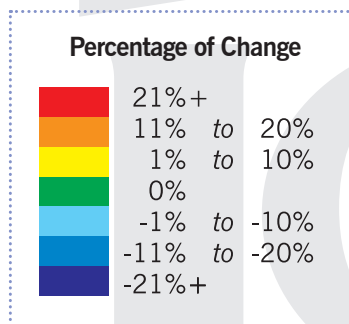
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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2014-SEP 2014 TO  
JUL 2015-SEP 2015

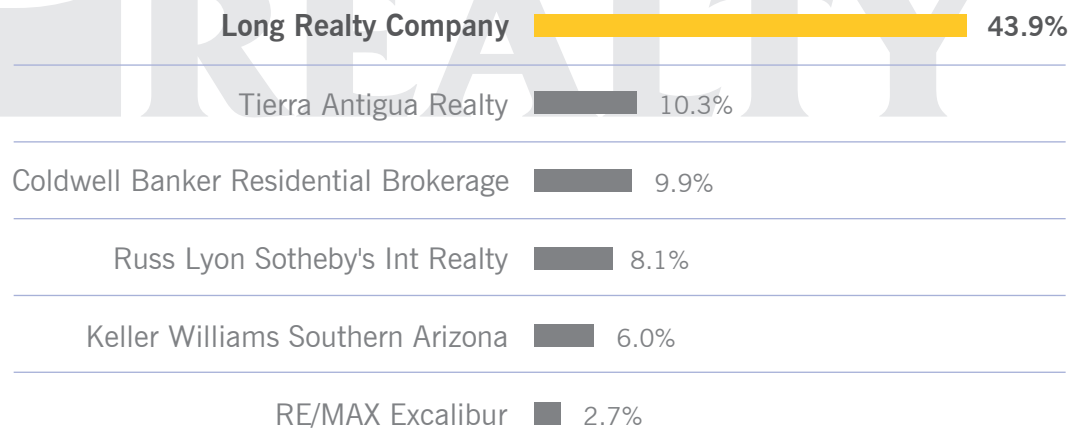
*This heat map represents the percentage of change in Tucson metro median sales prices from July 2014-September 2014 to July 2015-September 2015 by zip code.*



## MARKET SHARE – ORO VALLEY

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 10/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2014 – 09/30/2015 rounded to the nearest tenth of one percent and deemed to be correct.*



The Oro Valley Housing Report is comprised of data for residential properties in the City of Oro Valley. 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.

*These statistics are based on information obtained from the TARMLS and GVARMLS on 10/05/2015. Information is believed to be reliable, but not guaranteed.*