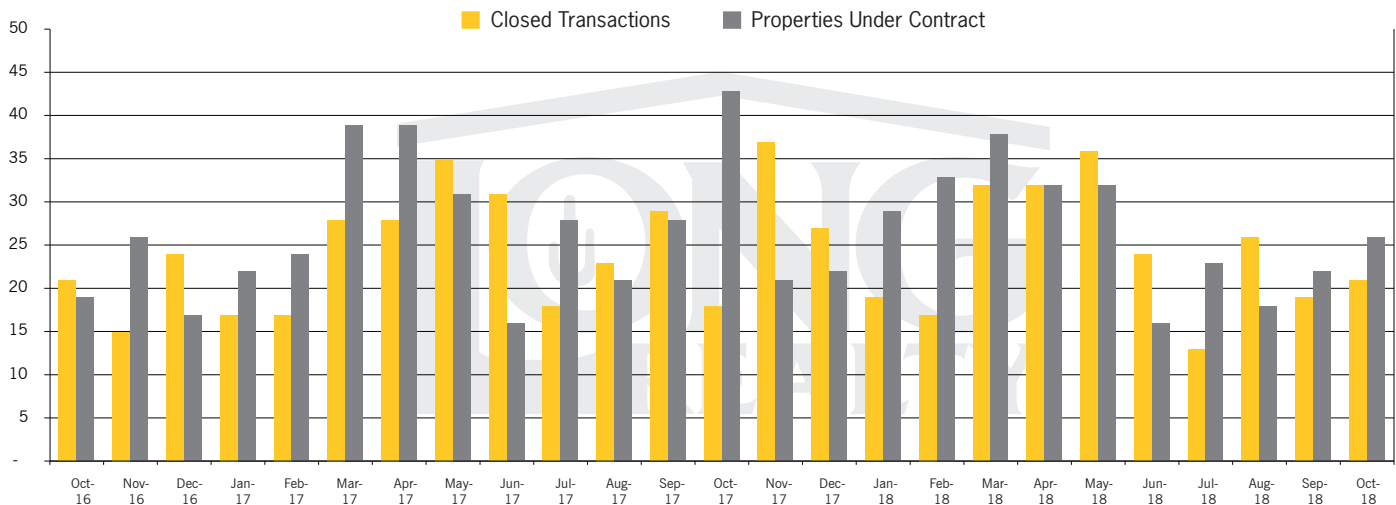




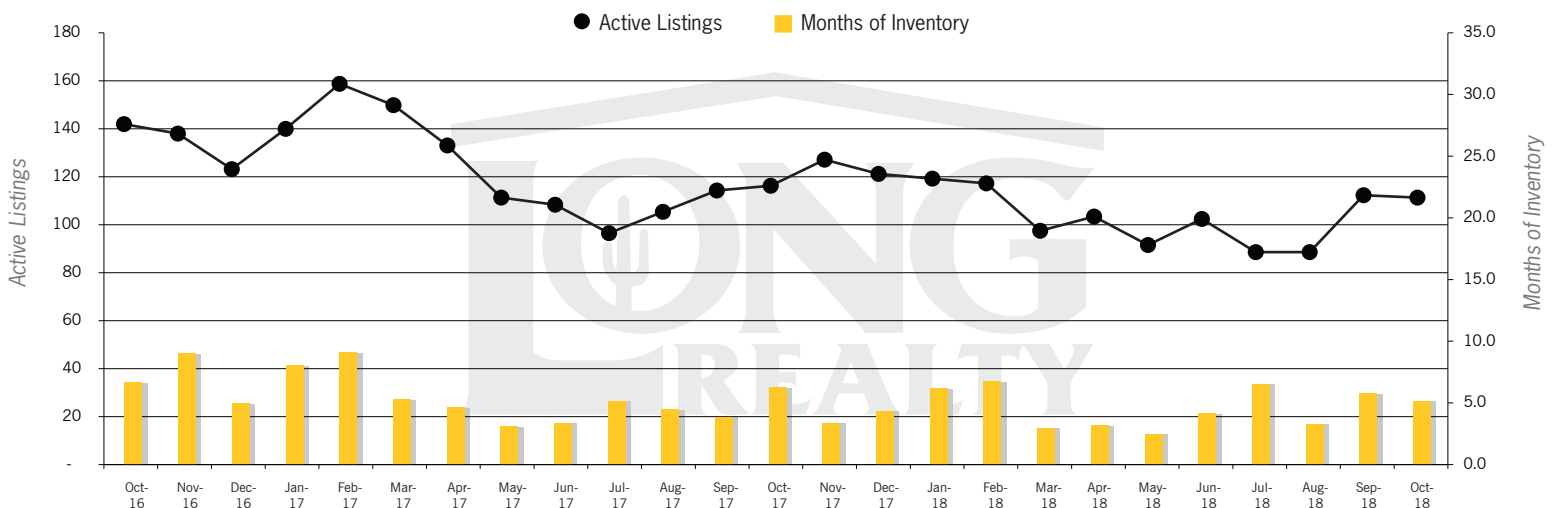
Dove Mountain | November 2018

In the Dove Mountain area, October 2018 active inventory was 109, a 4% decrease from October 2017. There were 21 closings in October 2018, a 17% increase from October 2017. Year-to-date 2018 there were 250 closings, a 1% decrease from year-to-date 2017. Months of Inventory was 5.2, down from 6.3 in October 2017. Median price of sold homes was \$368,000 for the month of October 2018, up 29% from October 2017. The Dove Mountain area had 26 new properties under contract in October 2018, down 40% from October 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – DOVE MOUNTAIN



ACTIVE LISTINGS AND MONTHS OF INVENTORY – DOVE MOUNTAIN

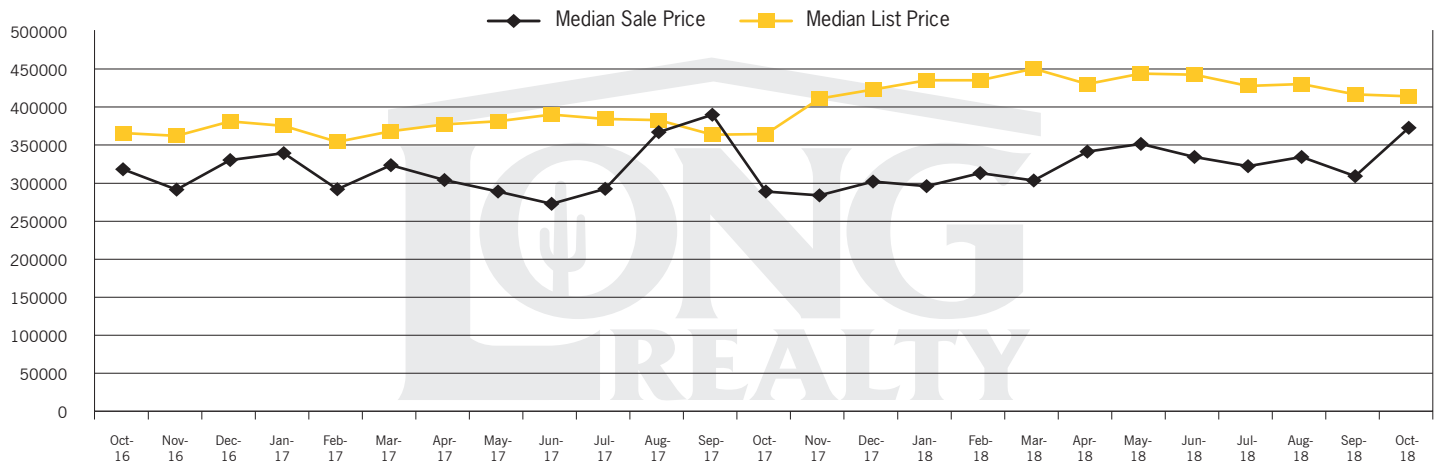


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.



Dove Mountain | November 2018

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – DOVE MOUNTAIN



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – DOVE MOUNTAIN

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$249,591 | 6.140% | \$1,443.01 |
| 2017 | \$285,000 | 4.250% | \$1,331.93 |
| 2018 | \$368,000 | 5.125% | \$1,903.53 |

30 YEAR FIXED MORTGAGE RATE

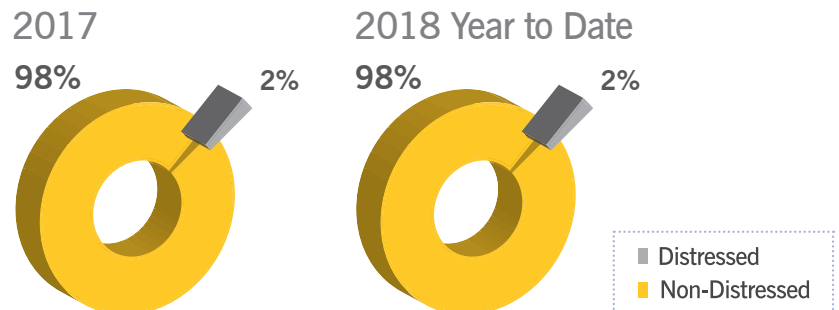


Source: Residential median sales prices. Data obtained 11/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

DISTRESSED VS. NON-DISTRESSED SALES – DOVE MOUNTAIN

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.





Dove Mountain | November 2018

MARKET CONDITIONS BY PRICE BAND – DOVE MOUNTAIN

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|------------------------|
| | | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | | | |
| \$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 | 1 | 2 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$200,000 - 224,999 | 2 | 3 | 2 | 2 | 2 | 1 | 0 | n/a | 2.3 | Seller |
| \$225,000 - 249,999 | 1 | 4 | 4 | 1 | 3 | 1 | 4 | 0.3 | 0.9 | Seller |
| \$250,000 - 274,999 | 3 | 1 | 1 | 2 | 1 | 4 | 0 | n/a | 1.4 | Seller |
| \$275,000 - 299,999 | 2 | 3 | 1 | 0 | 4 | 2 | 0 | n/a | 1.2 | Seller |
| \$300,000 - 349,999 | 16 | 7 | 5 | 4 | 4 | 5 | 5 | 3.2 | 2.4 | Seller |
| \$350,000 - 399,999 | 22 | 6 | 1 | 2 | 6 | 3 | 5 | 4.4 | 4.5 | Slightly Seller |
| \$400,000 - 499,999 | 22 | 6 | 5 | 2 | 7 | 2 | 4 | 5.5 | 5.5 | Balanced |
| \$500,000 - 599,999 | 8 | 0 | 1 | 1 | 1 | 0 | 0 | n/a | 22.0 | Buyer |
| \$600,000 - 699,999 | 5 | 2 | 2 | 0 | 0 | 1 | 0 | n/a | 13.0 | Buyer |
| \$700,000 - 799,999 | 4 | 0 | 0 | 0 | 0 | 0 | 2 | 2.0 | 5.5 | Balanced |
| \$800,000 - 899,999 | 5 | 1 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$900,000 - 999,999 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$1,000,000 - and over | 17 | 2 | 1 | 0 | 0 | 1 | 1 | 17.0 | 22.5 | Buyer |
| TOTAL | 109 | 36 | 25 | 14 | 28 | 20 | 21 | 5.2 | 4.4 | Slightly Seller |

| | | | | |
|---|---|---|---|---|
|  |  |  |  |  |
| Seller's Market | Slight Seller's Market | Balanced Market | Slight Buyer's Market | Buyer's Market |

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 11/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.

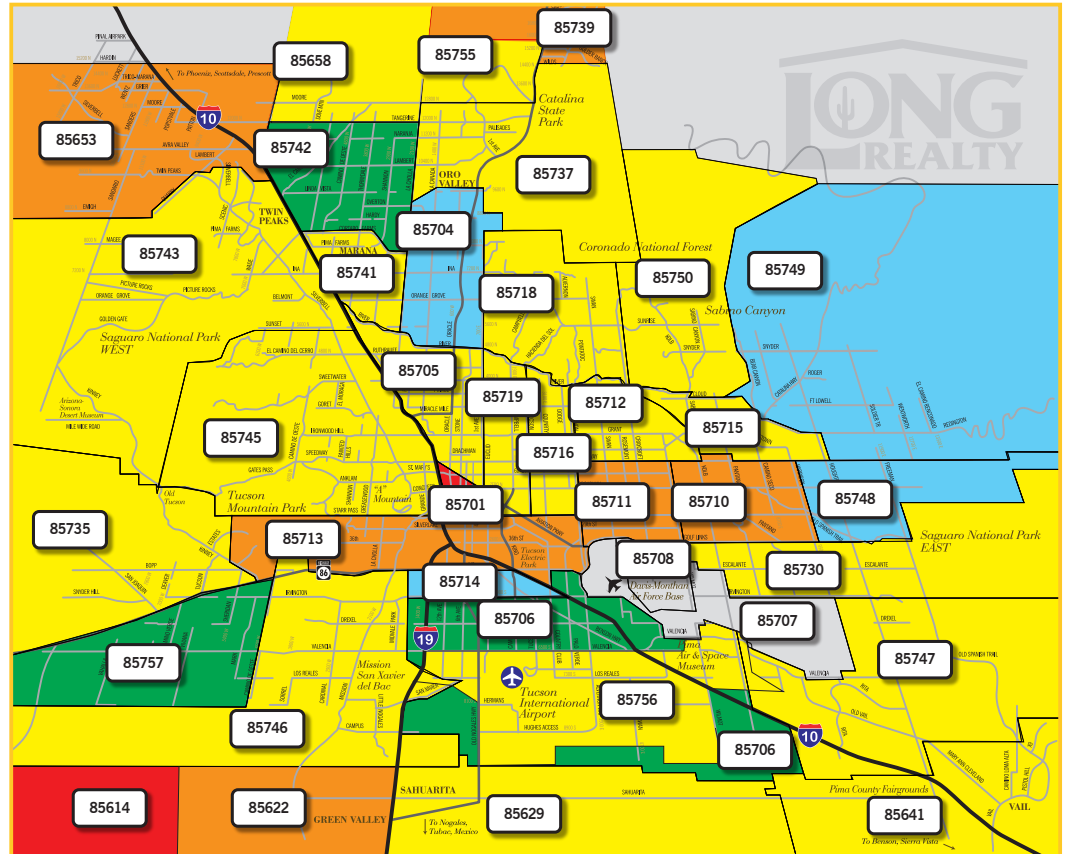


Dove Mountain | November 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2017-OCT 2017 TO
AUG 2018-OCT 2018

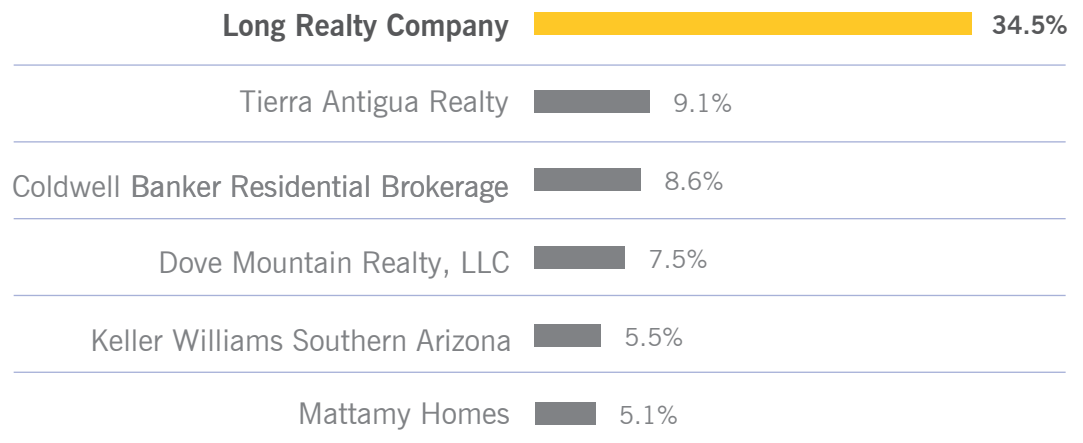
This heat map represents the percentage of change in Tucson metro median sales prices from August 2017-October 2017 to August 2018-October 2018 by zip code.



MARKET SHARE – DOVE MOUNTAIN

Long Realty leads the market
in successful real estate sales.

Data Obtained 11/05/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 11/01/2017 – 10/31/2018
rounded to the nearest tenth of one
percent and deemed to be correct.



The Dove Mountain Housing Report is comprised of data for residential properties in the community of Dove Mountain. 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.