

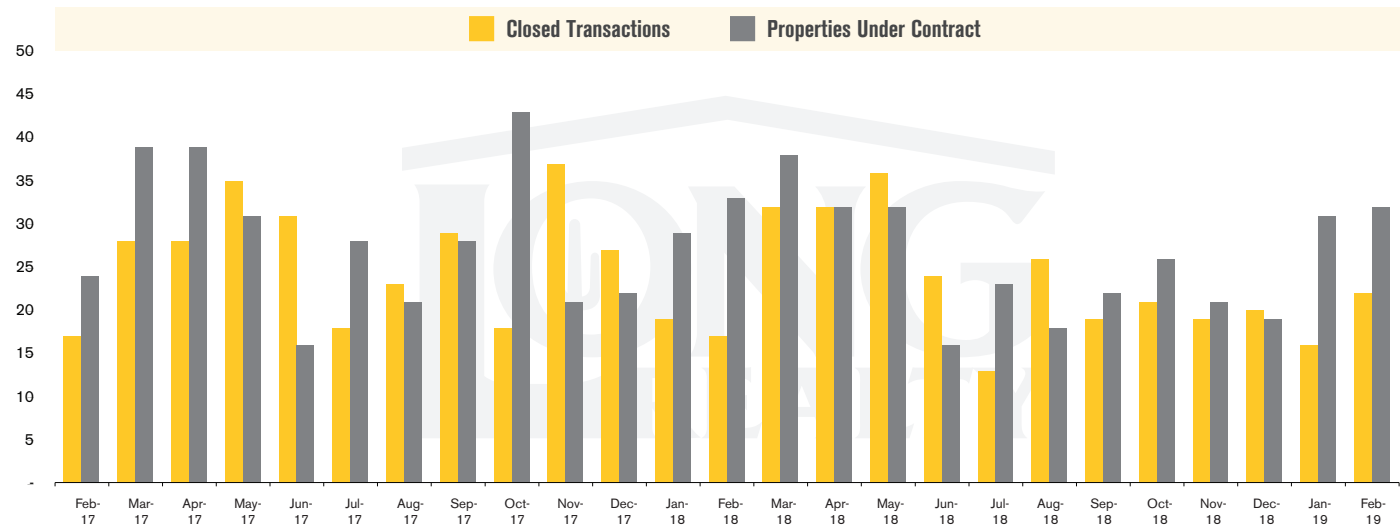
# THE HOUSING REPORT

DOVE MOUNTAIN | MARCH 2019

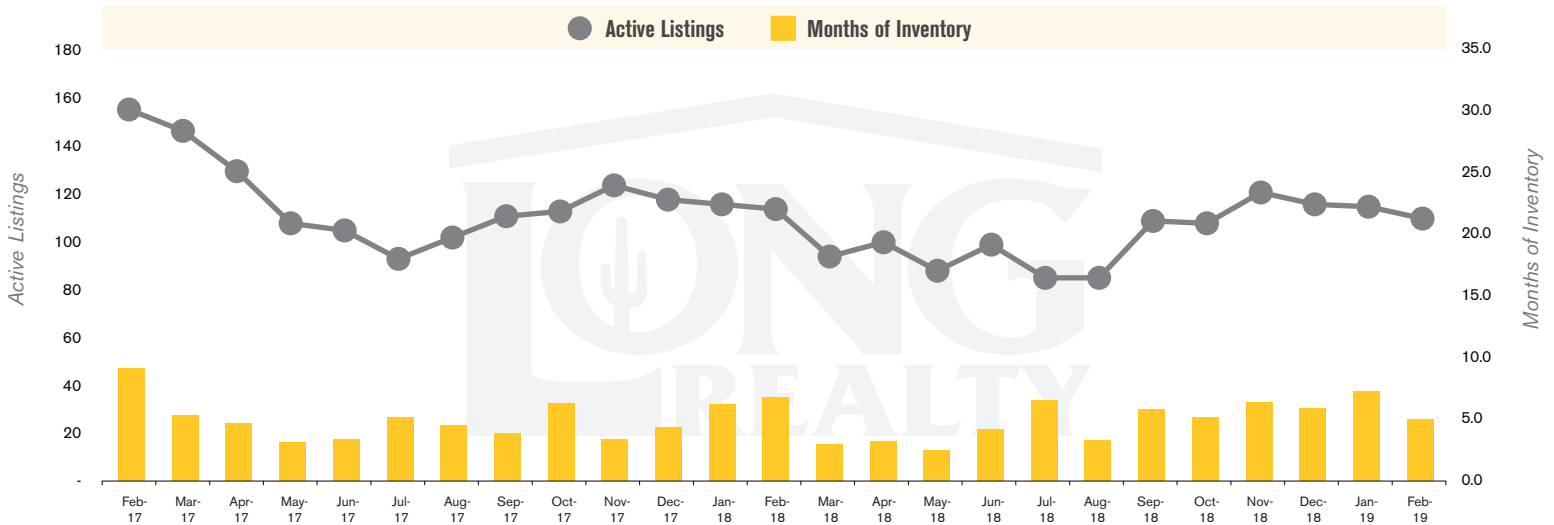


In the Dove Mountain area, February 2019 active inventory was 111, a 3% decrease from February 2018. There were 22 closings in February 2019, a 29% increase from February 2018. Year-to-date 2019 there were 38 closings, a 6% increase from year-to-date 2018. Months of Inventory was 5.0, down from 6.8 in February 2018. Median price of sold homes was \$337,500 for the month of February 2019, up 9% from February 2018. The Dove Mountain area had 32 new properties under contract in February 2019, down 3% from February 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (DOVE MOUNTAIN)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (DOVE MOUNTAIN)



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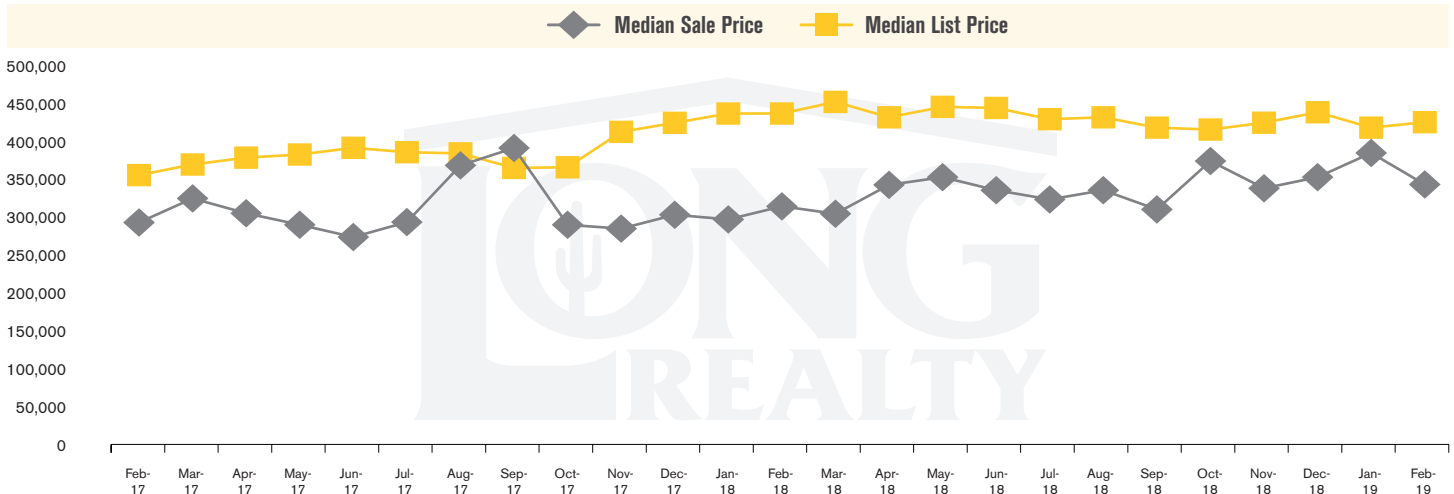
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

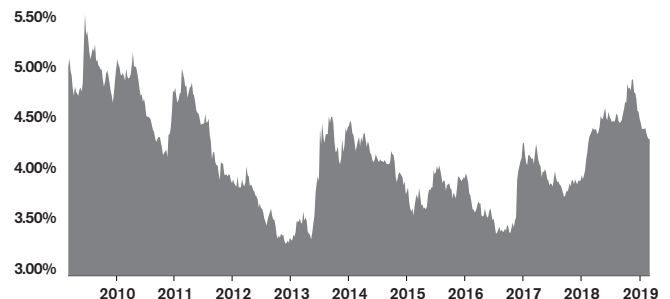


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2018	\$309,000	4.500%	\$1,487.37
2019	\$337,500	4.625%	\$1,648.46

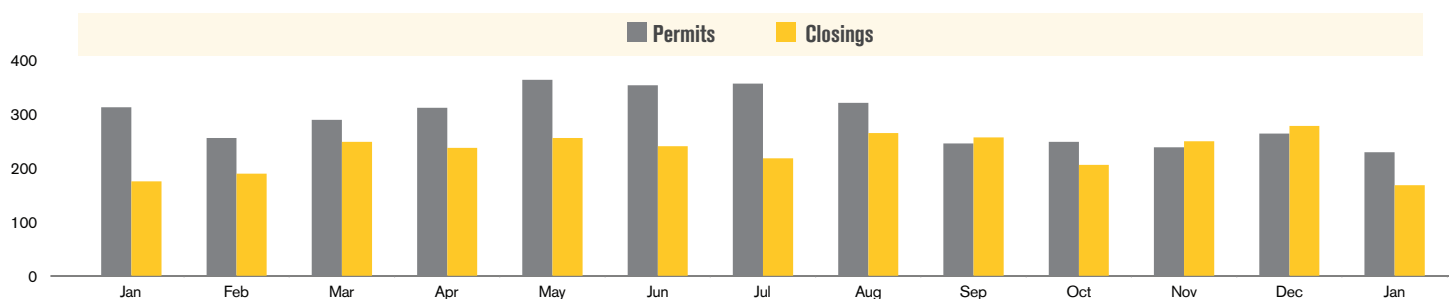
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## 2018 NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For January 2019, new home permits were **down 26%** from last year and new home closings were **down 4%** from last year.

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## 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
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19			
\$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	2	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	1	1	4	0	4	1	4	0.3	0.8	<b>Seller</b>
\$250,000 - 274,999	3	4	0	2	0	0	1	3.0	9.0	<b>Buyer</b>
\$275,000 - 299,999	4	2	0	2	0	1	1	4.0	9.0	<b>Buyer</b>
\$300,000 - 349,999	16	5	5	5	7	5	5	3.2	2.2	<b>Seller</b>
\$350,000 - 399,999	23	3	6	4	2	2	4	5.8	8.6	<b>Buyer</b>
\$400,000 - 499,999	24	2	5	2	6	2	6	4.0	5.0	<b>Balanced</b>
\$500,000 - 599,999	6	0	2	0	1	2	1	6.0	5.5	<b>Balanced</b>
\$600,000 - 699,999	2	1	0	1	0	1	0	n/a	12.0	<b>Buyer</b>
\$700,000 - 799,999	8	1	2	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	0	1	0	0	n/a	6.0	<b>Balanced</b>
\$1,000,000 - and over	17	1	1	1	0	2	0	n/a	27.0	<b>Buyer</b>
<b>TOTAL</b>	<b>111</b>	<b>21</b>	<b>25</b>	<b>20</b>	<b>21</b>	<b>16</b>	<b>22</b>	<b>5.0</b>	<b>5.8</b>	<b>Balanced</b>



**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 03/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2018-02/28/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

DOVE MOUNTAIN | MARCH 2019



## MARKET SHARE (DOVE MOUNTAIN)

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

Data Obtained 03/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2018 – 02/28/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

32.4%

Tierra Antigua Realty

10.1%

Coldwell Banker Residential Brokerage

9.4%

Dove Mountain Realty, LLC

6.1%

Keller Williams Southern Arizona

4.8%

Realty Executives

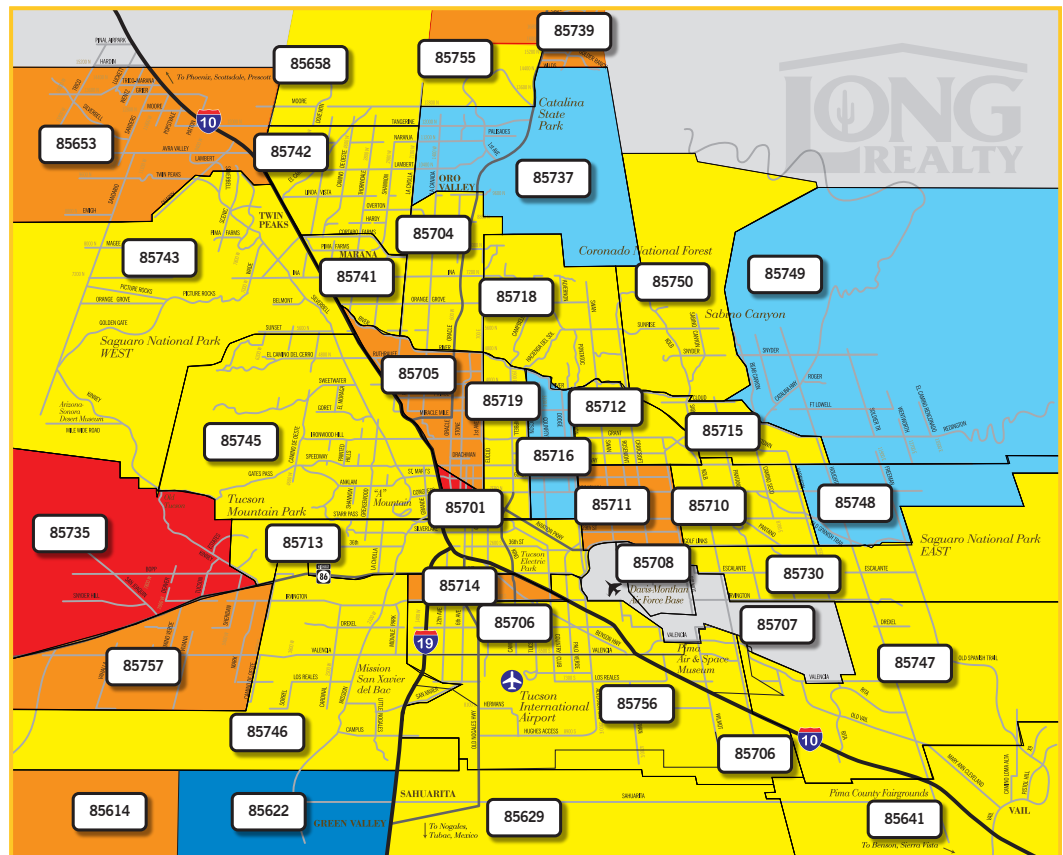
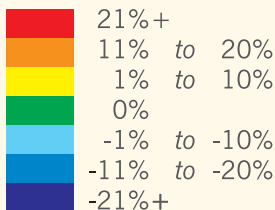
4.7%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2017-FEB 2018 TO  
DEC 2018-FEB 2019)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

### Percentage of Change



**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 December 2017-February 2018 to December 2018-February 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2019. Information is believed to be reliable, but not guaranteed.