

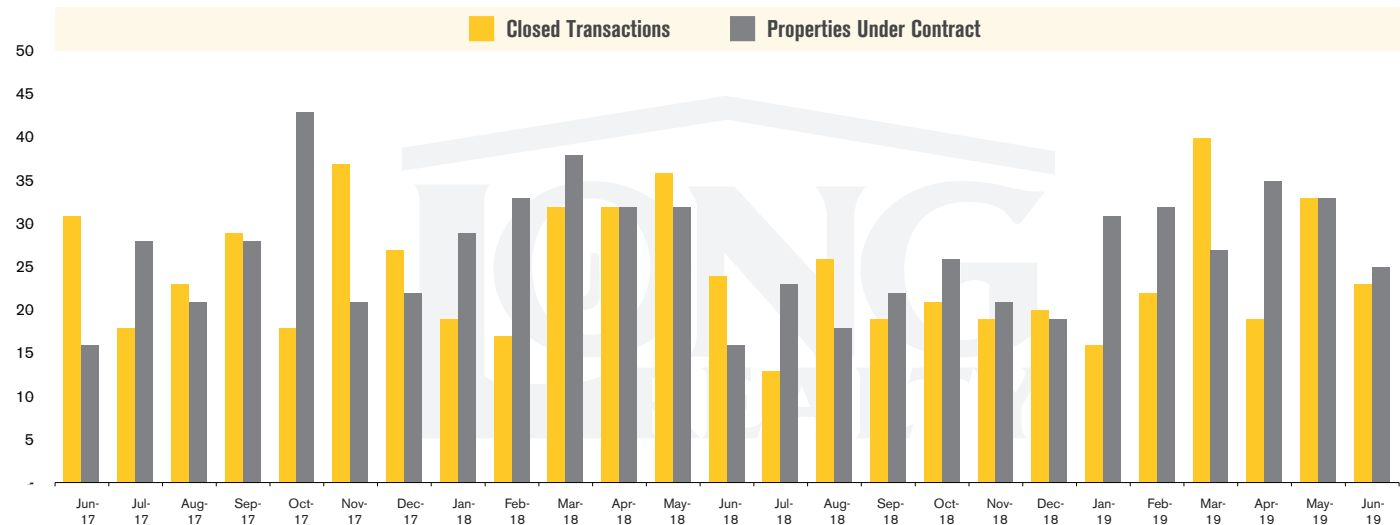
THE HOUSING REPORT

DOVE MOUNTAIN | JULY 2019

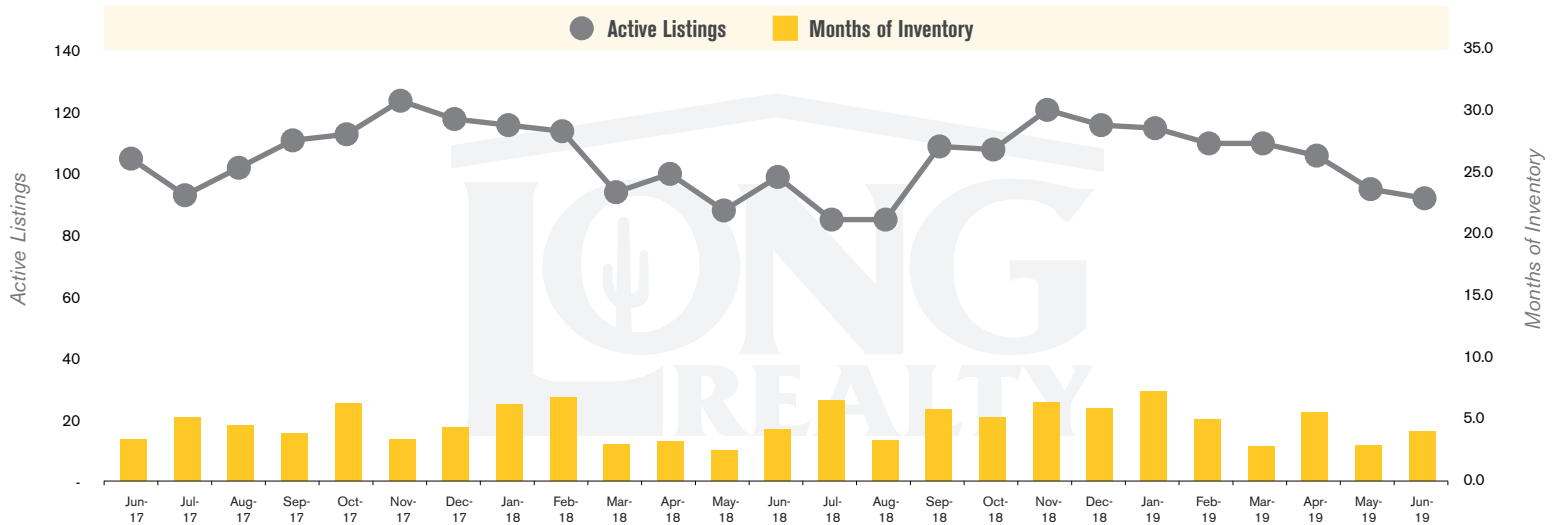


In the Dove Mountain area, June 2019 active inventory was 93, a 7% decrease from June 2018. There were 23 closings in June 2019, a 4% decrease from June 2018. Year-to-date 2019 there were 153 closings, a 4% decrease from year-to-date 2018. Months of Inventory was 4.0, down from 4.2 in June 2018. Median price of sold homes was \$389,000 for the month of June 2019, up 18% from June 2018. The Dove Mountain area had 25 new properties under contract in June 2019, up 56% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (DOVE MOUNTAIN)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (DOVE MOUNTAIN)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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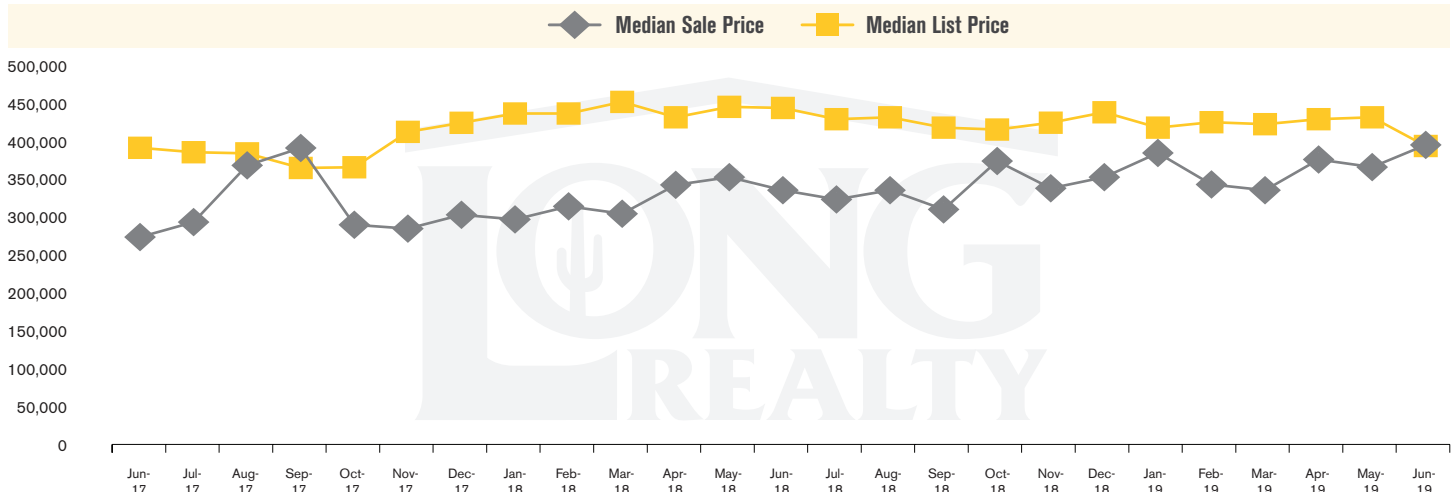
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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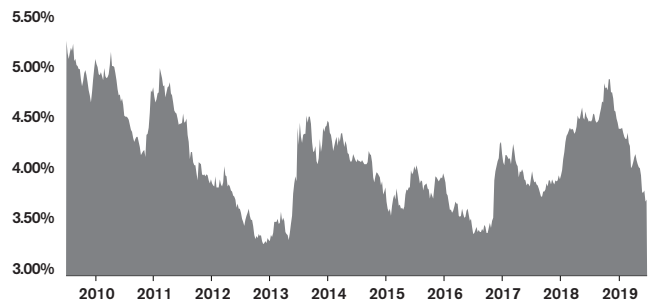
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)



MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

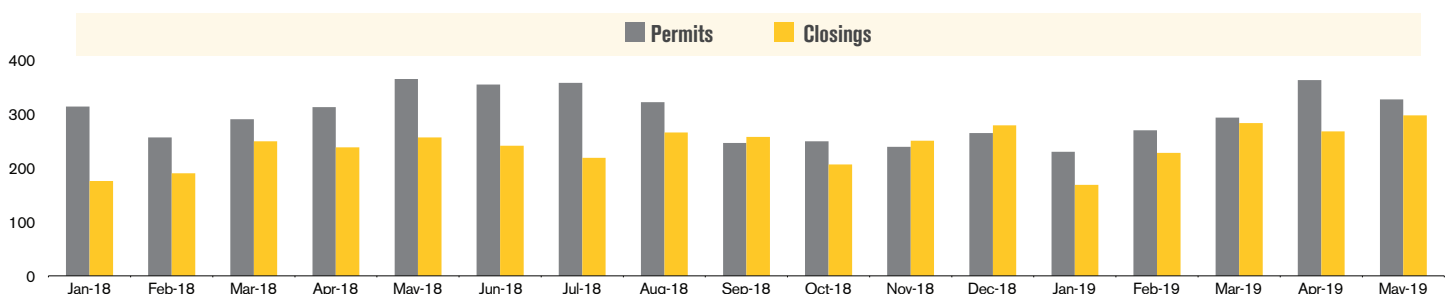
Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2018	\$330,000	4.500%	\$1,588.46
2019	\$389,000	4.000%	\$1,764.29

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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



For May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** year to date from 2018.

Stephen Woodall
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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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-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	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	2	0	0	4	1	0	1	2.0	1.5	Seller
\$225,000 - 249,999	5	1	4	1	1	1	0	n/a	5.0	Balanced
\$250,000 - 274,999	3	0	1	3	0	3	3	1.0	2.2	Seller
\$275,000 - 299,999	2	1	1	6	0	4	1	2.0	1.6	Seller
\$300,000 - 349,999	13	5	6	9	7	8	3	4.3	2.4	Seller
\$350,000 - 399,999	18	2	4	6	4	5	5	3.6	3.9	Seller
\$400,000 - 499,999	18	2	6	3	3	8	6	3.0	3.5	Seller
\$500,000 - 599,999	5	2	1	2	0	1	2	2.5	5.7	Balanced
\$600,000 - 699,999	5	1	0	2	0	1	1	5.0	6.5	Balanced
\$700,000 - 799,999	7	0	0	1	0	1	0	n/a	26.0	Buyer
\$800,000 - 899,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	2	0	0	n/a	0.0	Seller
\$1,000,000 - and over	12	2	0	3	1	3	1	12.0	8.0	Slightly Buyer
TOTAL	93	16	23	42	19	35	23	4.0	3.8	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (DOVE MOUNTAIN)

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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33.4%

Tierra Antigua Realty

10.3%

Dove Mountain Realty, LLC

8.1%

Coldwell Banker Residential Brokerage

7.9%

Pcd Realty LLC

5.3%

Realty Executives Tucson Elite

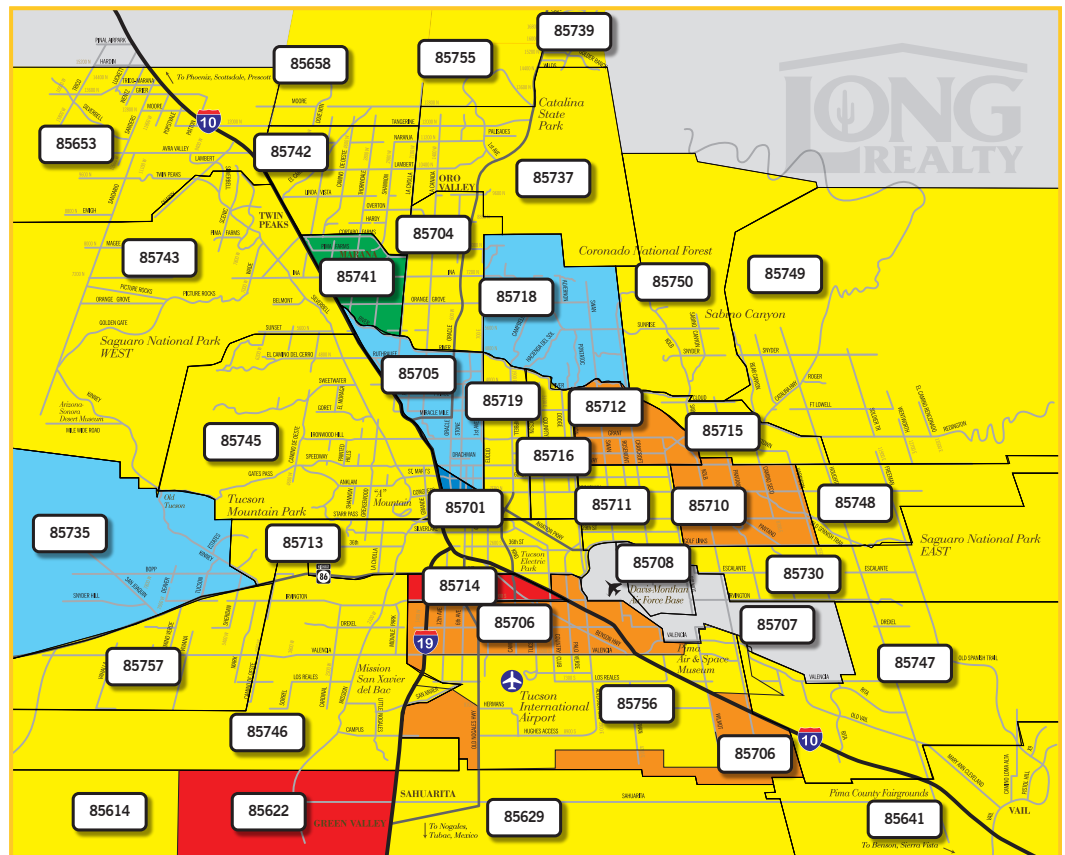
5.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2018-JUN 2018 TO
APR 2019-JUN 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.

Stephen Woodall
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This heat map represents the percentage of change in Tucson metro median sales prices from April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.