

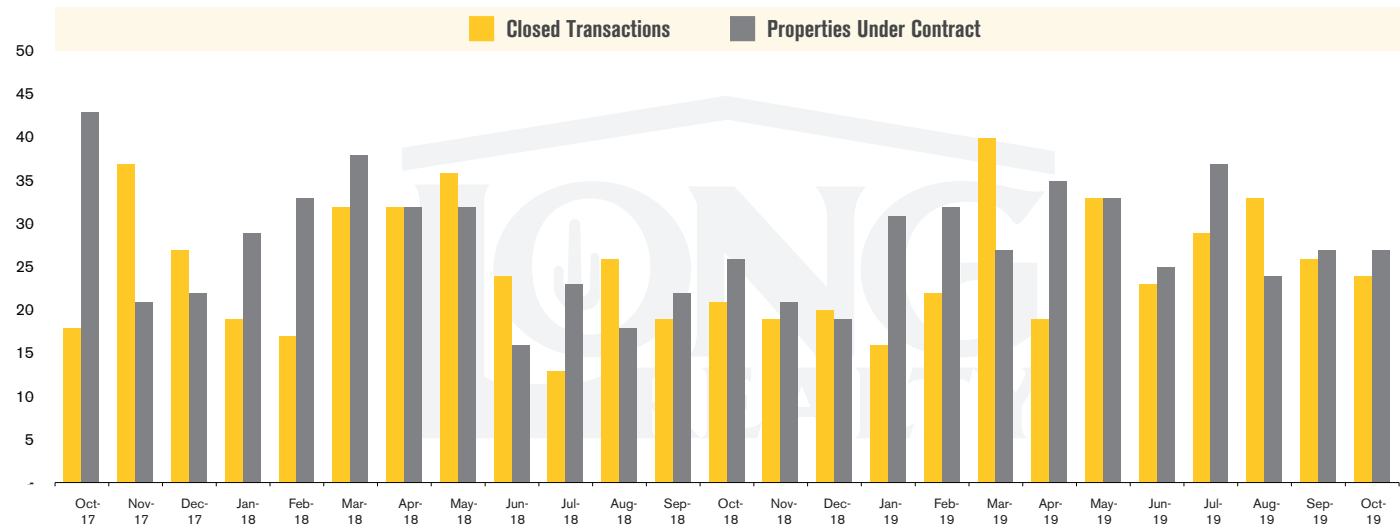
THE HOUSING REPORT

DOVE MOUNTAIN | NOVEMBER 2019

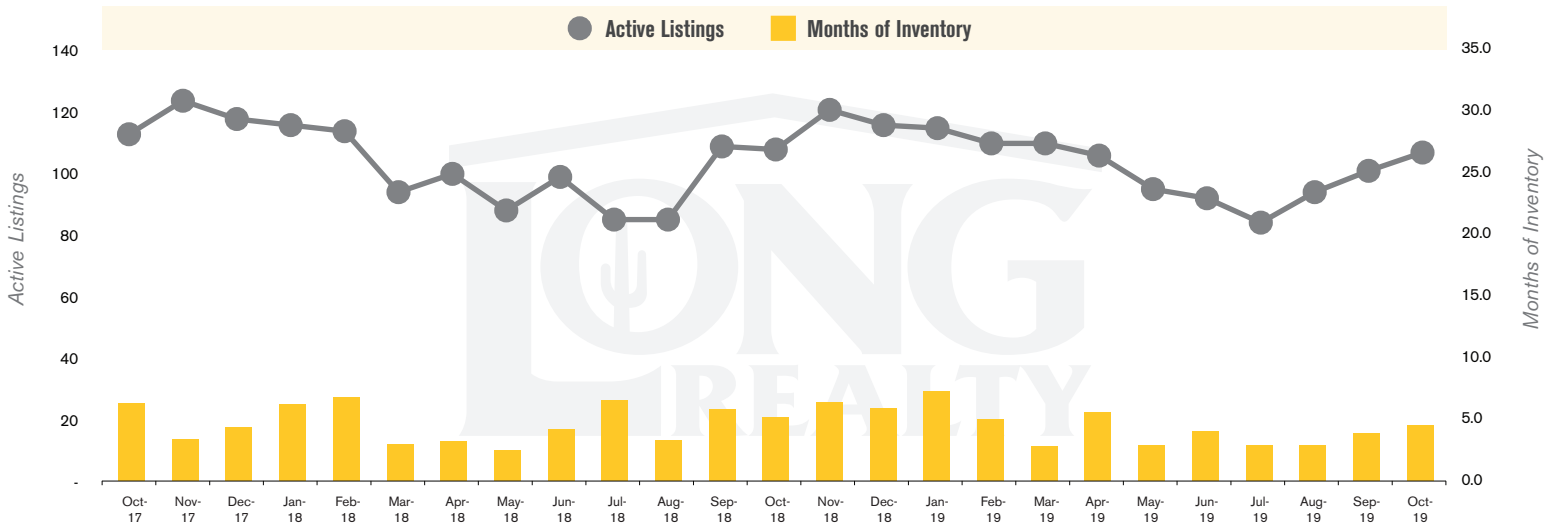


In the Dove Mountain area, October 2019 active inventory was 108, down 1% from October 2018. There were 24 closings in October 2019, a 14% increase from October 2018. Year-to-date 2019 there were 276 closings, a 9% increase from year-to-date 2018. Months of Inventory was 4.5, down from 5.2 in October 2018. Median price of sold homes was \$315,888 for the month of October 2019, down 14% from October 2018. The Dove Mountain area had 27 new properties under contract in October 2019, up 4% from October 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (DOVE MOUNTAIN)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (DOVE MOUNTAIN)



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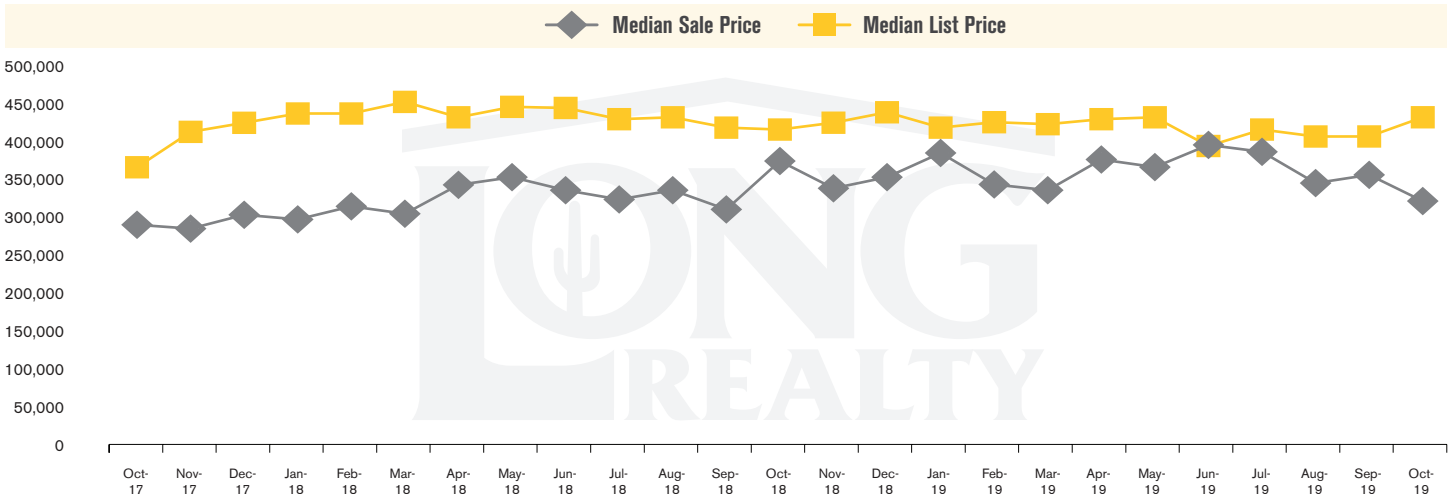
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

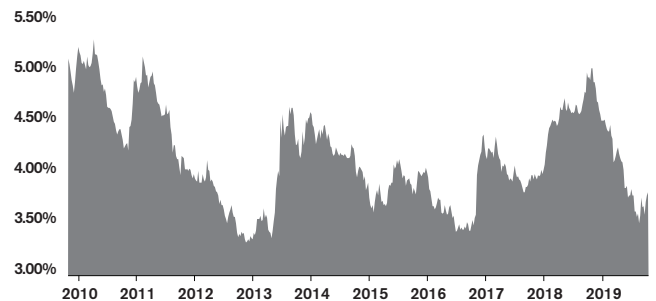


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2018	\$368,000	4.500%	\$1,771.37
2019	\$315,888	3.875%	\$1,411.15

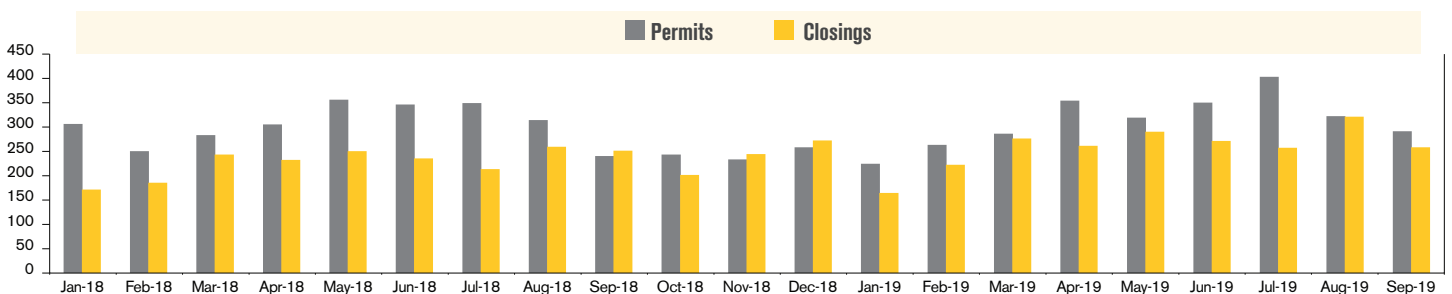
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For September 2019, new home permits were **up 2%** year-to-date from 2018 and new home closings were **up 15%** year to date from 2018.

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DOVE MOUNTAIN | NOVEMBER 2019



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-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-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	1	0	n/a	0.0	Seller
\$200,000 - 224,999	1	0	1	0	2	0	3	0.3	0.2	Seller
\$225,000 - 249,999	0	1	0	2	4	3	3	0.0	0.3	Seller
\$250,000 - 274,999	2	3	3	1	3	2	3	0.7	0.6	Seller
\$275,000 - 299,999	7	4	1	2	3	1	0	n/a	3.0	Seller
\$300,000 - 349,999	14	8	3	8	7	6	9	1.6	1.6	Seller
\$350,000 - 399,999	26	5	5	2	5	5	2	13.0	6.3	Balanced
\$400,000 - 499,999	20	8	6	8	6	4	2	10.0	5.5	Balanced
\$500,000 - 599,999	11	1	2	3	2	2	1	11.0	5.2	Balanced
\$600,000 - 699,999	3	1	1	0	0	1	0	n/a	14.0	Buyer
\$700,000 - 799,999	6	1	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	0	2	1	0	0	n/a	8.0	Slightly Buyer
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	13	3	2	1	1	2	1	13.0	8.3	Slightly Buyer
TOTAL	108	35	24	30	34	27	24	4.5	3.6	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 Brokermetrics software on 11/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2019-10/31/2019. 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 11/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2018 – 10/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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34.0%

Tierra Antigua Realty 9.7%

Coldwell Banker Residential Brokerage 8.9%

Dove Mountain Realty, LLC 7.3%

Realty Executives Tucson Elite 6.2%

Pcd Realty LLC 6.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(AUG 2018-OCT 2018 TO AUG 2019-OCT 2019)

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

