

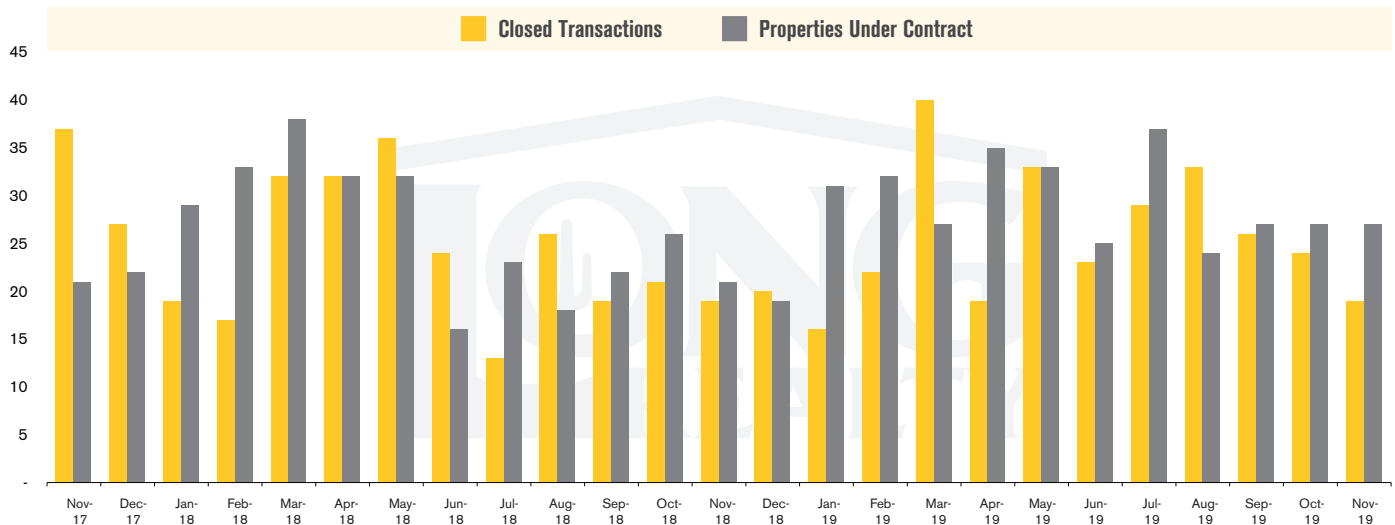
THE HOUSING REPORT

DOVE MOUNTAIN | DECEMBER 2019

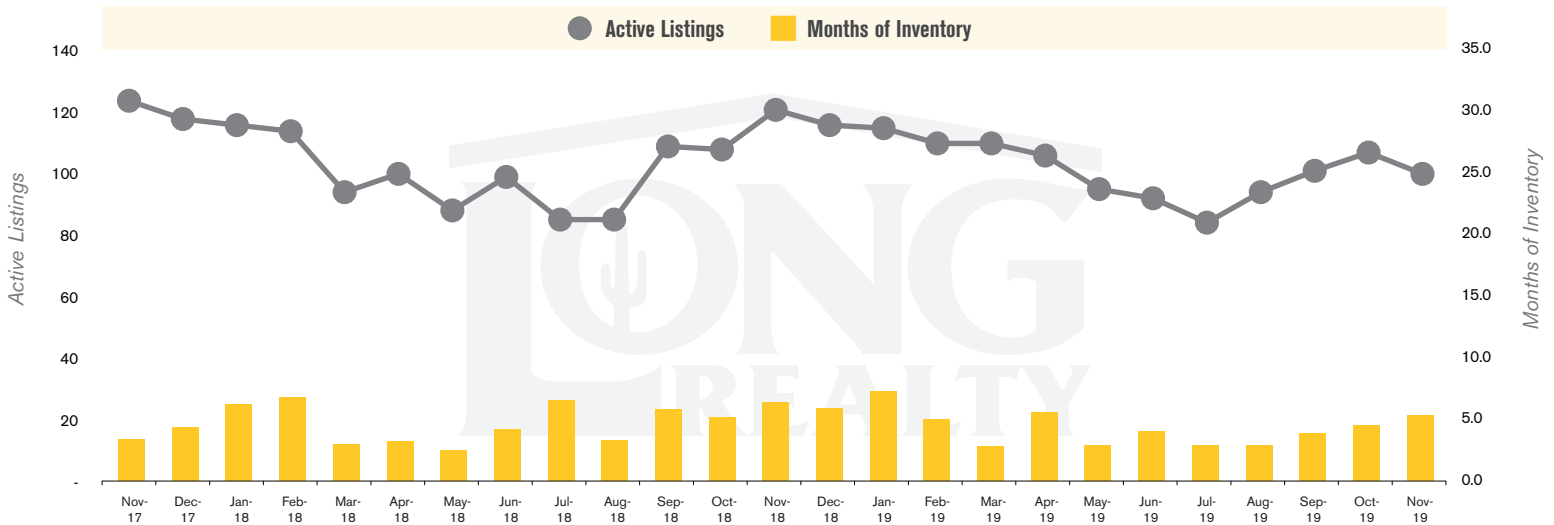


In the Dove Mountain area, November 2019 active inventory was 101, a 17% decrease from November 2018. There were 19 closings in November 2019, virtually unchanged from November 2018. Year-to-date 2019 there were 296 closings, an 8% increase from year-to-date 2018. Months of Inventory was 5.3, down from 6.4 in November 2018. Median price of sold homes was \$411,000 for the month of November 2019, up 24% from November 2018. The Dove Mountain area had 27 new properties under contract in November 2019, up 29% from November 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (DOVE MOUNTAIN)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (DOVE MOUNTAIN)



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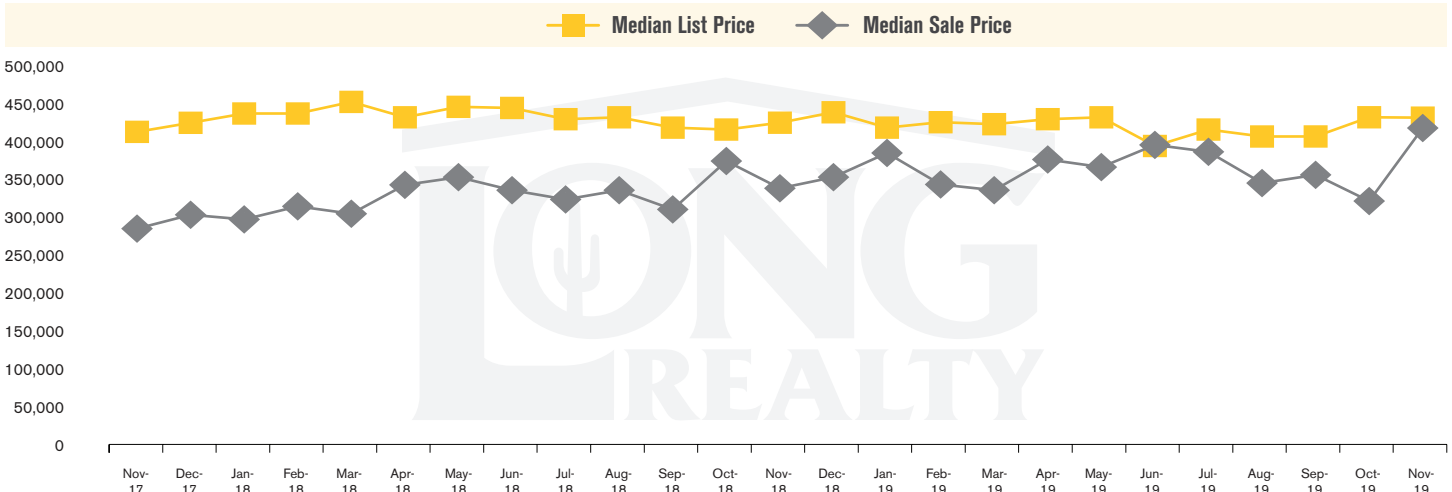
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

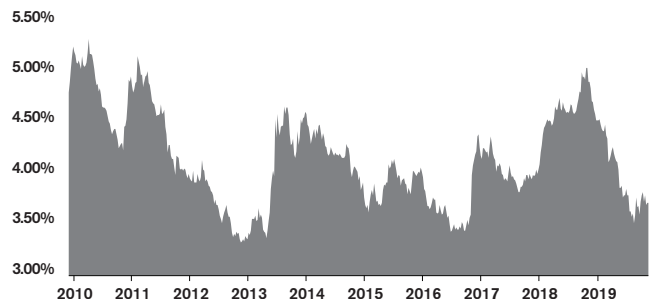


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2018	\$332,525	4.870%	\$1,670.80
2019	\$411,000	3.700%	\$1,797.17

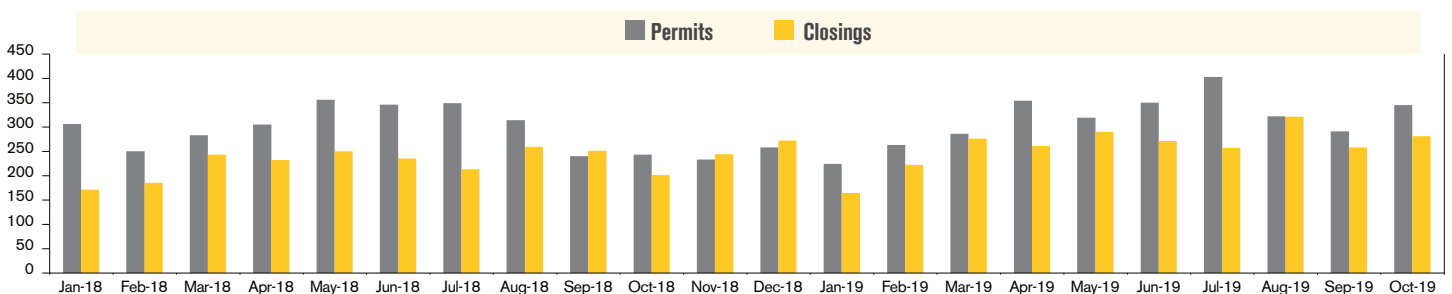
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** year-to-date from 2018.

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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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-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	1	0	0	n/a	0.0	Seller
\$200,000 - 224,999	1	1	0	2	0	3	0	n/a	0.7	Seller
\$225,000 - 249,999	1	0	2	4	3	3	1	1.0	0.4	Seller
\$250,000 - 274,999	4	3	1	3	2	3	1	4.0	1.2	Seller
\$275,000 - 299,999	6	1	2	3	1	0	0	n/a	16.0	Buyer
\$300,000 - 349,999	15	3	8	7	6	9	4	3.8	2.1	Seller
\$350,000 - 399,999	20	5	2	5	5	3	3	6.7	6.5	Balanced
\$400,000 - 499,999	18	6	8	6	4	2	5	3.6	5.5	Balanced
\$500,000 - 599,999	7	2	3	2	2	1	3	2.3	4.5	Slightly Seller
\$600,000 - 699,999	4	1	0	0	1	0	0	n/a	12.0	Buyer
\$700,000 - 799,999	6	0	1	0	0	0	1	6.0	19.0	Buyer
\$800,000 - 899,999	4	0	2	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	12	2	1	1	2	1	1	12.0	9.0	Buyer
TOTAL	101	24	30	34	27	25	19	5.3	4.4	Slightly 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 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. 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 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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35.1%

Tierra Antigua Realty 9.6%

Coldwell Banker Residential Brokerage 8.7%

Dove Mountain Realty, LLC 6.1%

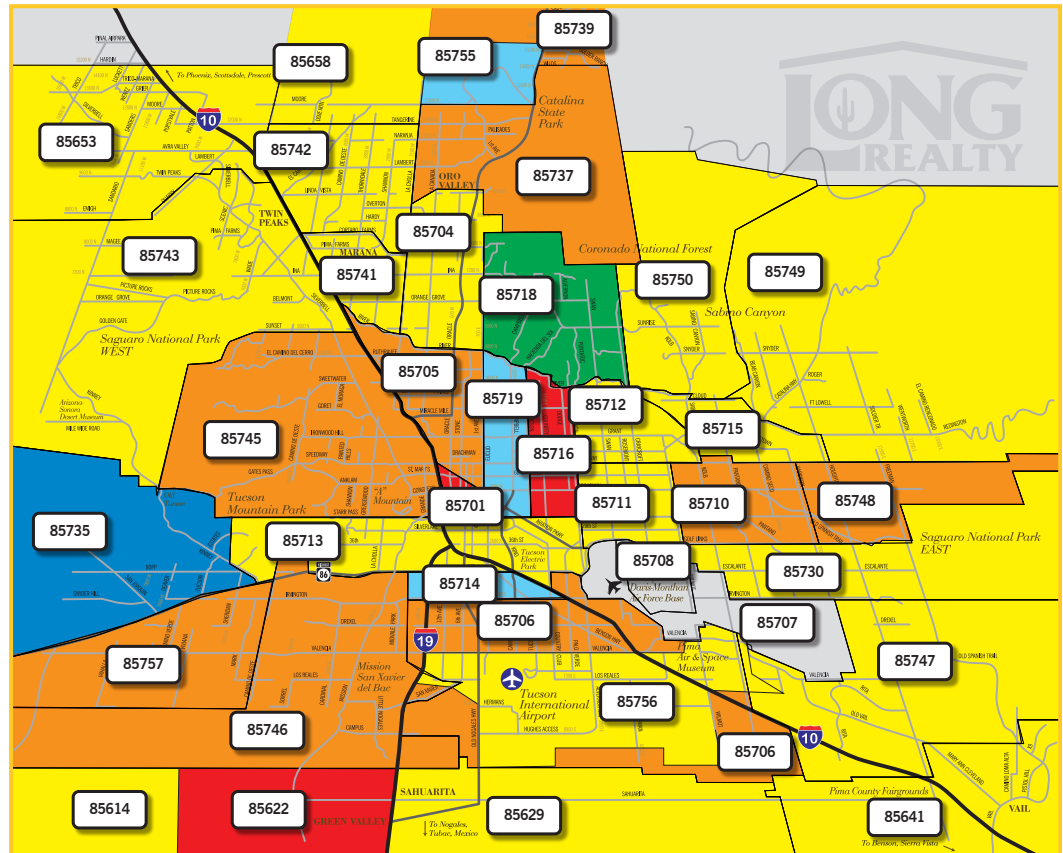
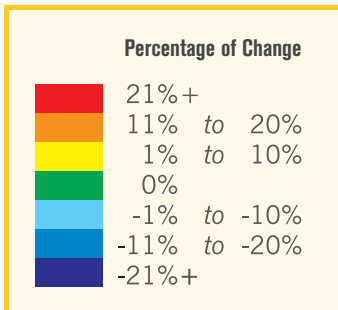
Pcd Realty LLC 5.9%

Realty Executives Tucson Elite 5.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(SEP 2018-NOV 2018 TO SEP 2019-NOV 2019)

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.

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This heat map represents the percentage of change in Tucson metro median sales prices from September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.