

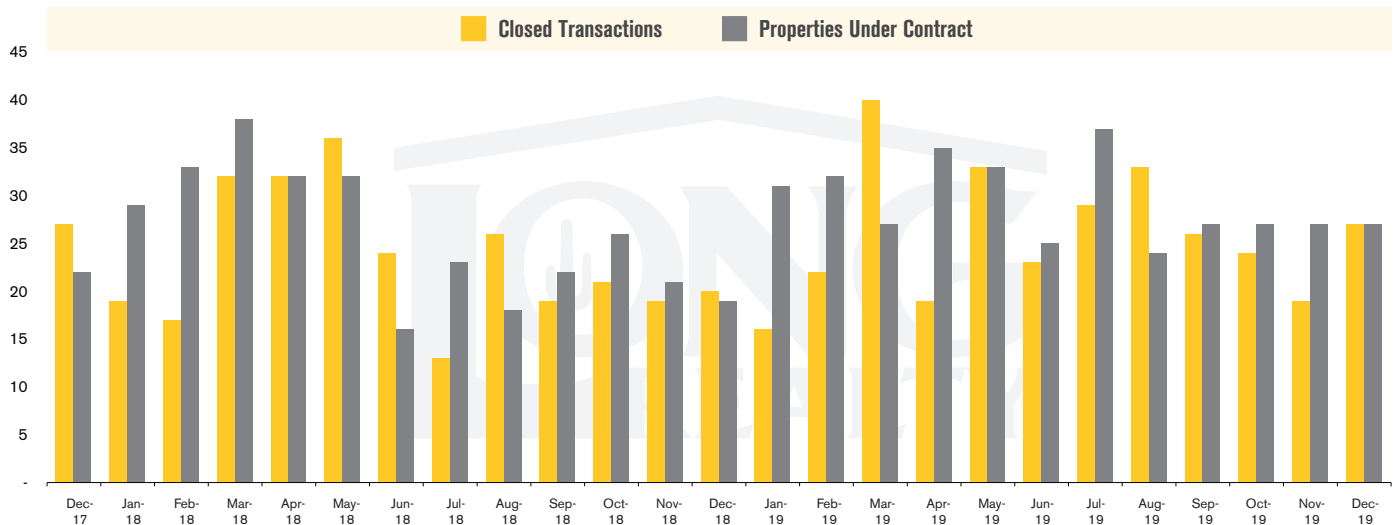
THE HOUSING REPORT

DOVE MOUNTAIN | JANUARY 2020

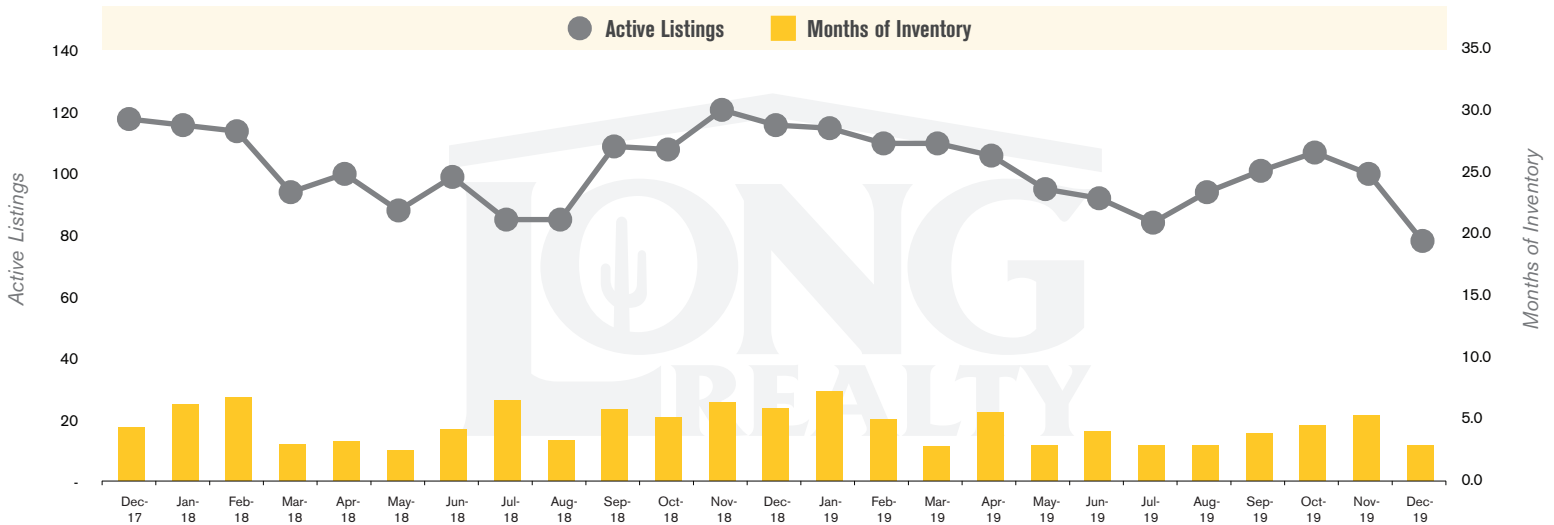


In the Dove Mountain area, December 2019 active inventory was 79, a 32% decrease from December 2018. There were 27 closings in December 2019, a 35% increase from December 2018. Year-to-date 2019 there were 324 closings, a 10% increase from year-to-date 2018. Months of Inventory was 2.9, down from 5.9 in December 2018. Median price of sold homes was \$409,900 for the month of December 2019, up 18% from December 2018. The Dove Mountain area had 27 new properties under contract in December 2019, up 42% from December 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (DOVE MOUNTAIN)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (DOVE MOUNTAIN)



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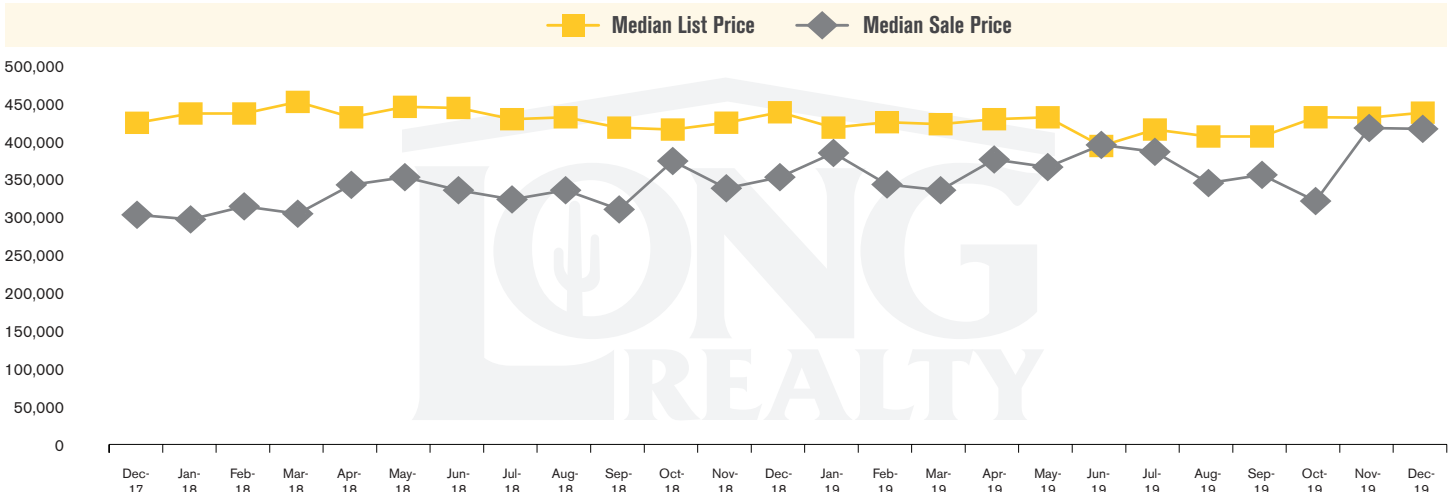
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

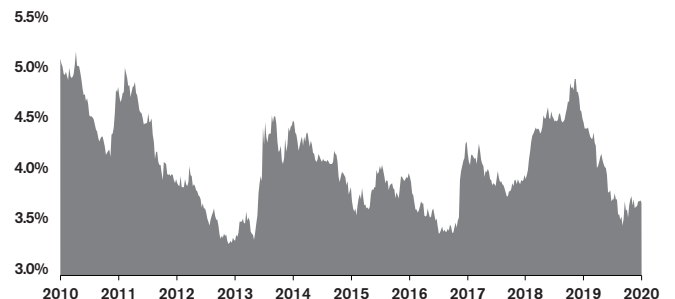


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

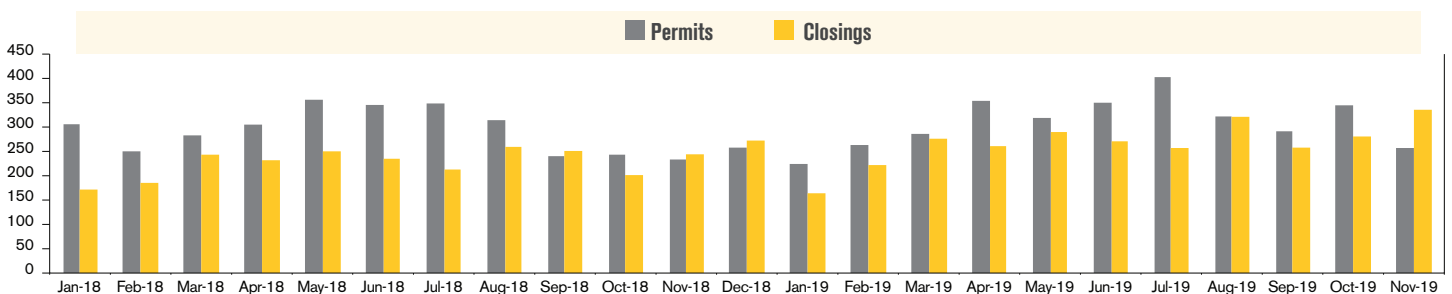
Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2018	\$347,000	4.640%	\$1,697.82
2019	\$409,900	3.840%	\$1,823.34

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For November 2019, new home permits were **up 6%** year-to-date from 2018 and new home closings were **up 18%** 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
		Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-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	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	0	2	0	3	0	0	n/a	0.7	Seller
\$225,000 - 249,999	1	2	4	3	3	1	0	n/a	0.5	Seller
\$250,000 - 274,999	2	1	3	2	3	1	1	2.0	1.6	Seller
\$275,000 - 299,999	7	2	3	1	0	0	1	7.0	20.0	Buyer
\$300,000 - 349,999	8	8	7	6	9	4	5	1.6	2.1	Seller
\$350,000 - 399,999	12	2	5	5	3	4	6	2.0	4.5	Slightly Seller
\$400,000 - 499,999	17	8	6	4	2	5	10	1.7	3.2	Seller
\$500,000 - 599,999	5	3	2	2	1	3	0	n/a	5.8	Balanced
\$600,000 - 699,999	3	0	0	1	0	0	2	1.5	5.0	Balanced
\$700,000 - 799,999	4	1	0	0	0	1	0	n/a	16.0	Buyer
\$800,000 - 899,999	3	2	1	0	0	0	1	3.0	10.0	Buyer
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	14	1	1	2	1	1	1	14.0	13.0	Buyer
TOTAL	79	30	34	27	25	20	27	2.9	4.0	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 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. 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 01/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2019 – 12/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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36.8%

Tierra Antigua Realty 9.2%

Coldwell Banker Residential Brokerage 7.8%

Pcd Realty LLC 6.4%

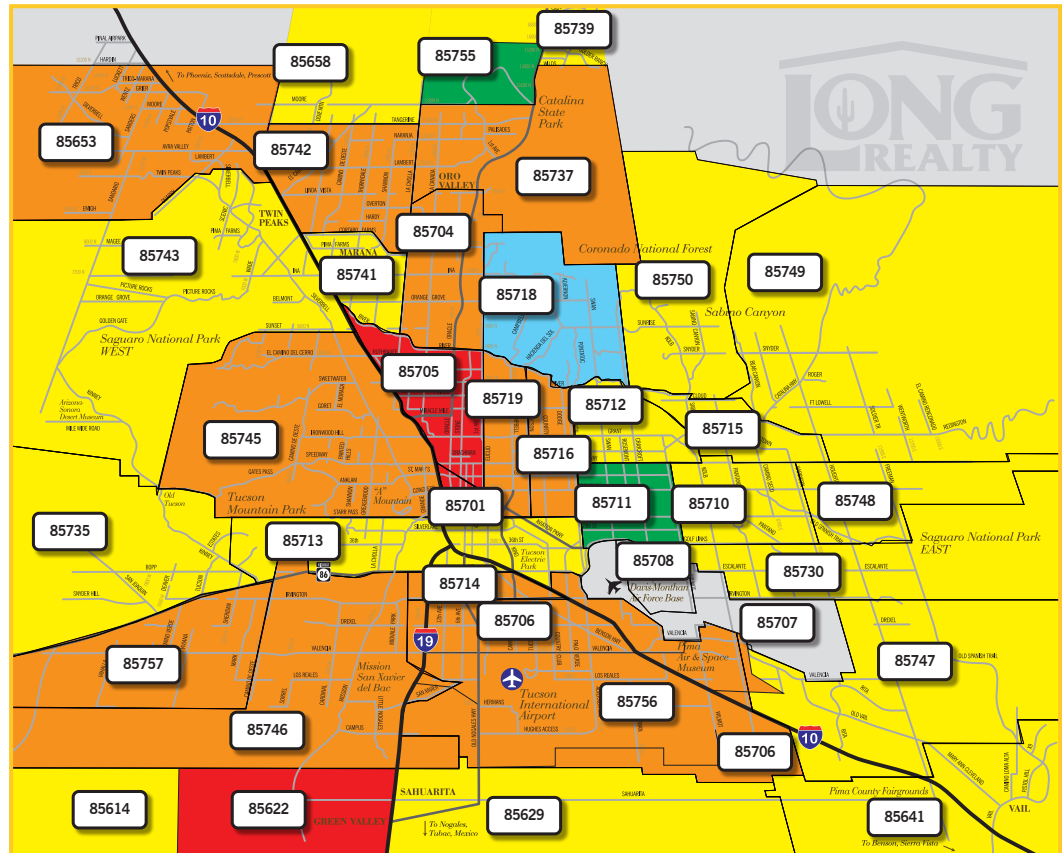
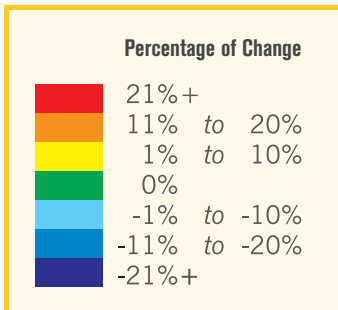
Dove Mountain Realty, LLC 5.9%

Realty Executives Tucson Elite 5.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(OCT 2018-DEC 2018 TO
OCT 2019-DEC 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 October 2018-December 2018 to October 2019-December 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2020. Information is believed to be reliable, but not guaranteed.