

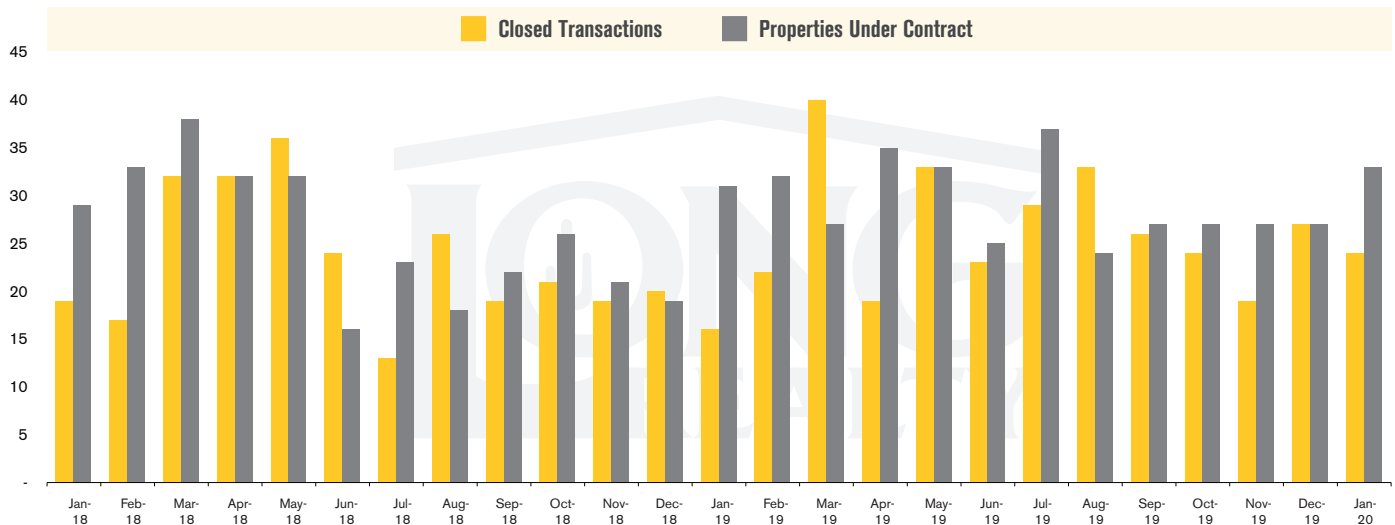
THE HOUSING REPORT

DOVE MOUNTAIN | FEBRUARY 2020

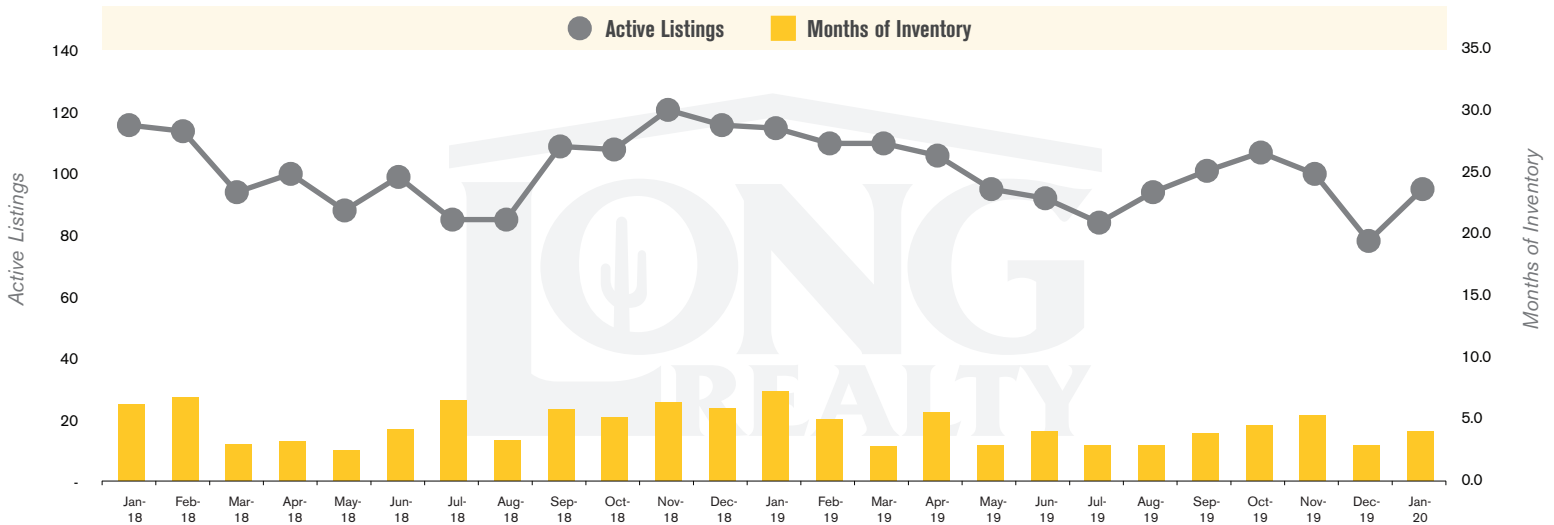


In the Dove Mountain area, January 2020 active inventory was 96, a 17% decrease from January 2019. There were 24 closings in January 2020, a 50% increase from January 2019. Year-to-date 2020 there were 24 closings, a 50% increase from year-to-date 2018. Months of Inventory was 4.0, down from 7.3 in January 2019. Median price of sold homes was \$375,000 for the month of January 2020, a 1% decrease from January 2019. The Dove Mountain area had 33 new properties under contract in January 2020, up 6% from January 2019.

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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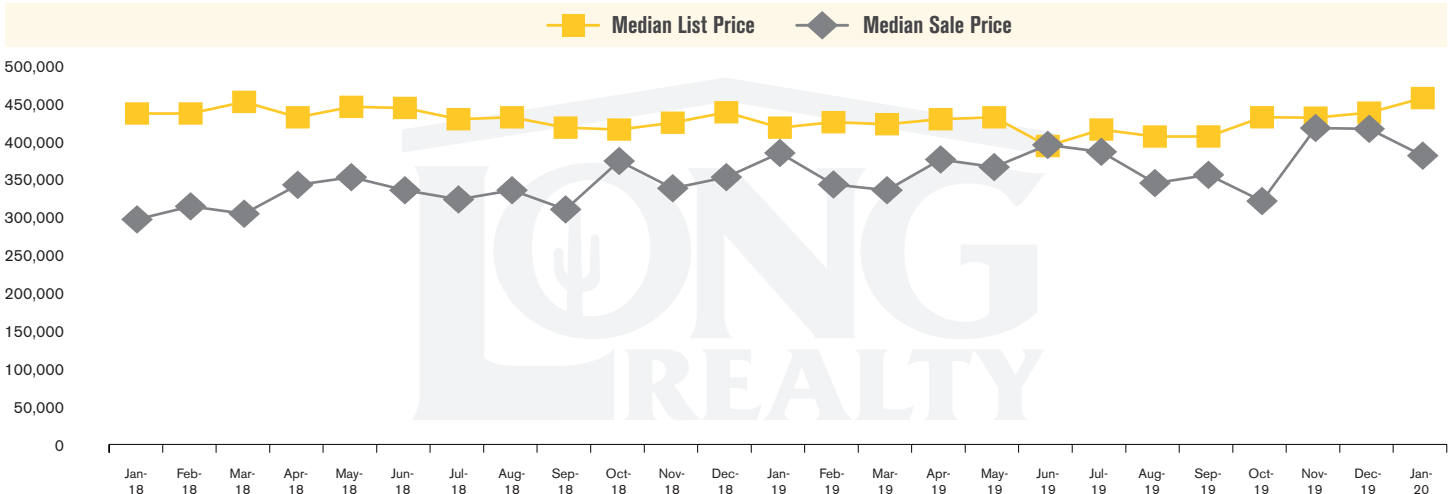
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

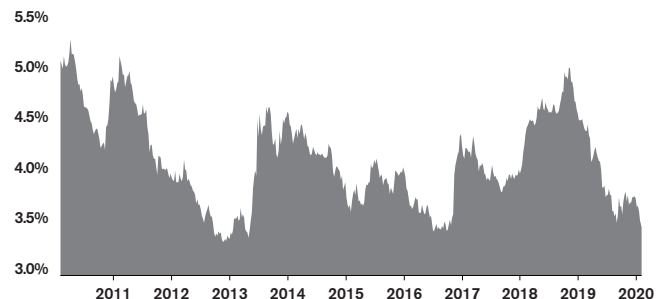


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$249,591 | 6.140% | \$1,443.01 |
| 2019 | \$378,500 | 4.460% | \$1,813.38 |
| 2020 | \$375,000 | 3.680% | \$1,635.73 |

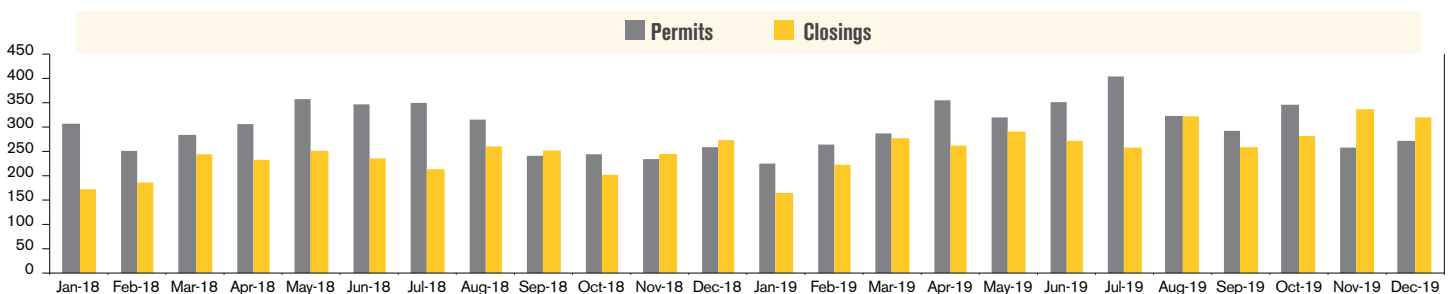
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For December 2019, new home permits were **down 1%** and new home closings were **up 18%** from December 2018.

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

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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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Aug-19 | Sep-19 | Oct-19 | Nov-19 | Dec-19 | Jan-20 | | | |
| \$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 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$200,000 - 224,999 | 0 | 2 | 0 | 3 | 0 | 0 | 2 | 0.0 | 0.5 | Seller |
| \$225,000 - 249,999 | 2 | 4 | 3 | 3 | 1 | 0 | 1 | 2.0 | 2.0 | Seller |
| \$250,000 - 274,999 | 1 | 3 | 2 | 3 | 1 | 1 | 4 | 0.3 | 1.2 | Seller |
| \$275,000 - 299,999 | 6 | 3 | 1 | 0 | 0 | 1 | 0 | n/a | 19.0 | Buyer |
| \$300,000 - 349,999 | 14 | 7 | 6 | 9 | 4 | 5 | 3 | 4.7 | 3.1 | Seller |
| \$350,000 - 399,999 | 12 | 5 | 5 | 3 | 4 | 6 | 5 | 2.4 | 2.9 | Seller |
| \$400,000 - 499,999 | 15 | 6 | 4 | 2 | 5 | 10 | 3 | 5.0 | 2.8 | Seller |
| \$500,000 - 599,999 | 7 | 2 | 2 | 1 | 3 | 0 | 3 | 2.3 | 3.2 | Seller |
| \$600,000 - 699,999 | 5 | 0 | 1 | 0 | 0 | 2 | 1 | 5.0 | 4.0 | Seller |
| \$700,000 - 799,999 | 6 | 0 | 0 | 0 | 1 | 0 | 0 | n/a | 16.0 | Buyer |
| \$800,000 - 899,999 | 5 | 1 | 0 | 0 | 0 | 1 | 0 | n/a | 12.0 | Buyer |
| \$900,000 - 999,999 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$1,000,000 - and over | 20 | 1 | 2 | 1 | 1 | 1 | 2 | 10.0 | 11.5 | Buyer |
| TOTAL | 96 | 34 | 27 | 25 | 20 | 27 | 24 | 4.0 | 3.9 | 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 02/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2019-01/31/2020. 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 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

38.2%

Tierra Antigua Realty

9.0%

Coldwell Banker Residential Brokerage

8.3%

Pcd Realty LLC

6.5%

Realty Executives Tucson Elite

5.4%

Dove Mountain Realty, LLC

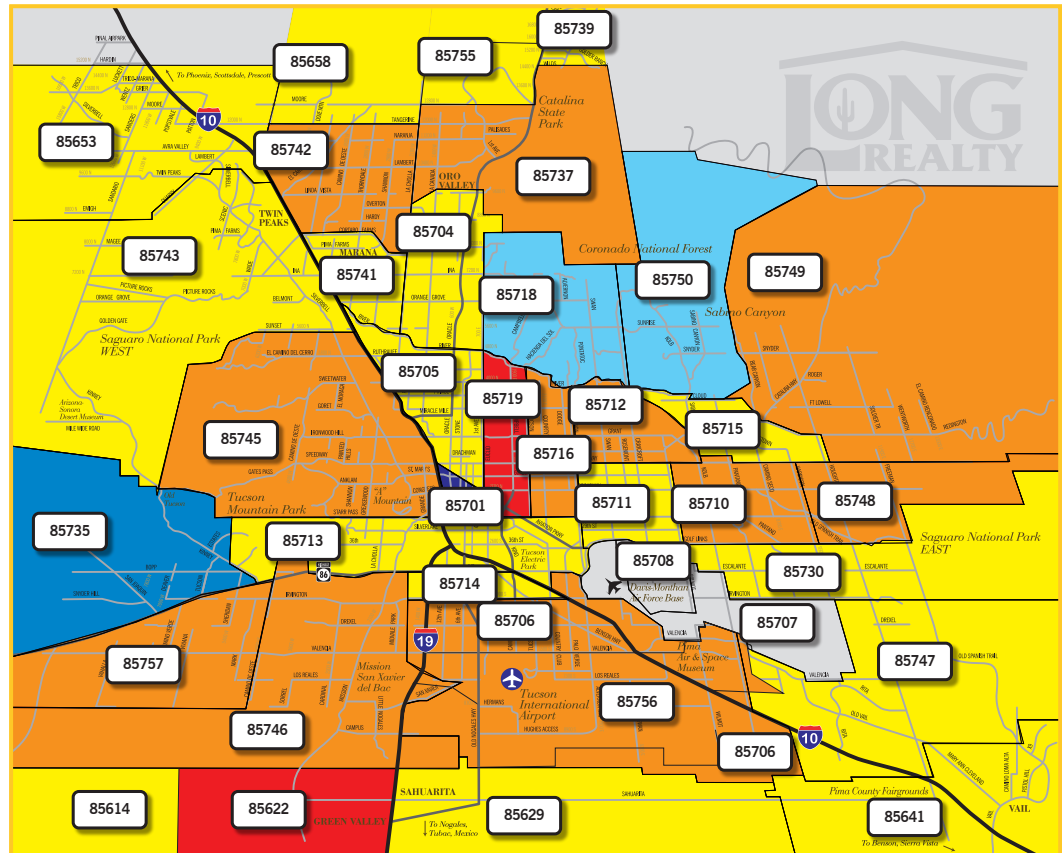
4.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2018-JAN 2019 TO NOV 2019-JAN 2020)

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 November 2018-January 2019 to November 2019-January 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2020. Information is believed to be reliable, but not guaranteed.