

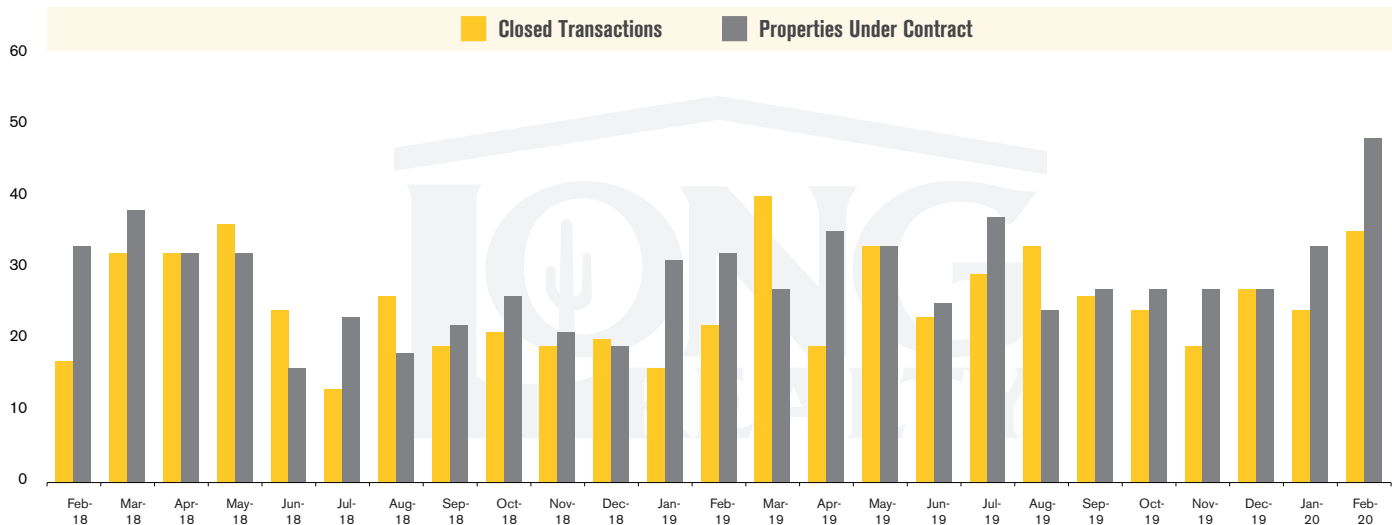
THE HOUSING REPORT

DOVE MOUNTAIN | MARCH 2020

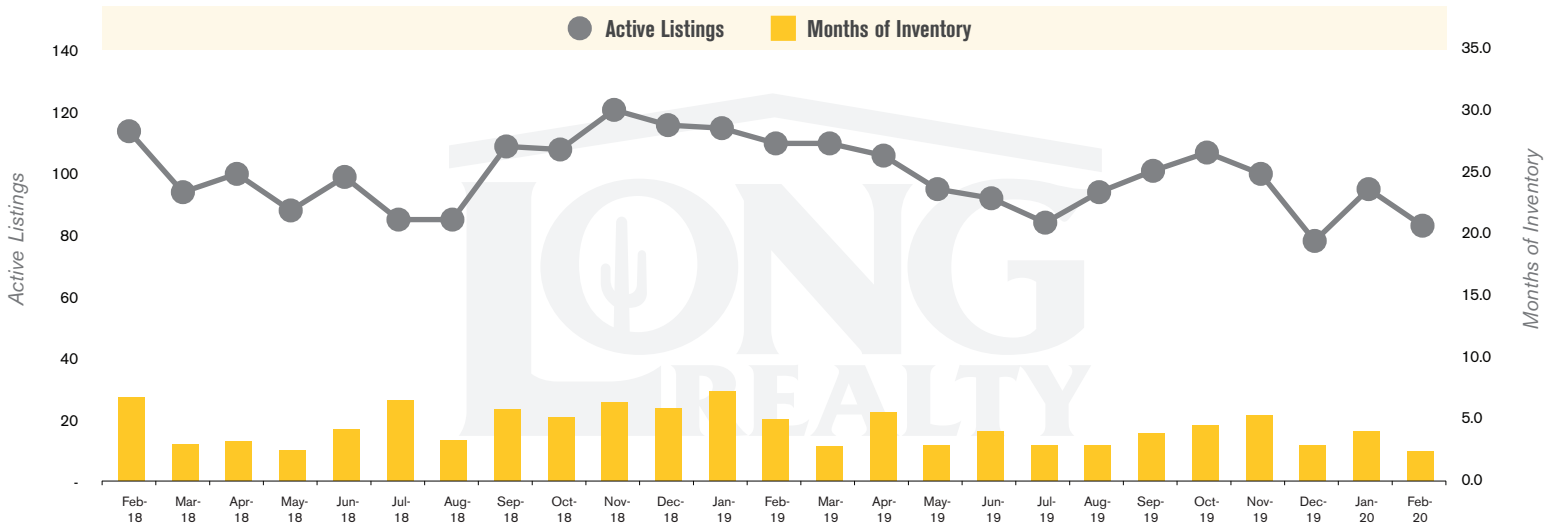


In the Dove Mountain area, February 2020 active inventory was 84, a 24% decrease from February 2019. There were 35 closings in February 2020, a 59% increase from February 2019. Year-to-date 2020 there were 59 closings, a 44% increase from year-to-date 2018. Months of Inventory was 2.4, down from 5.0 in February 2019. Median price of sold homes was \$365,000 for the month of February 2020, up 8% from February 2019. The Dove Mountain area had 48 new properties under contract in February 2020, up 50% from February 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (DOVE MOUNTAIN)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (DOVE MOUNTAIN)



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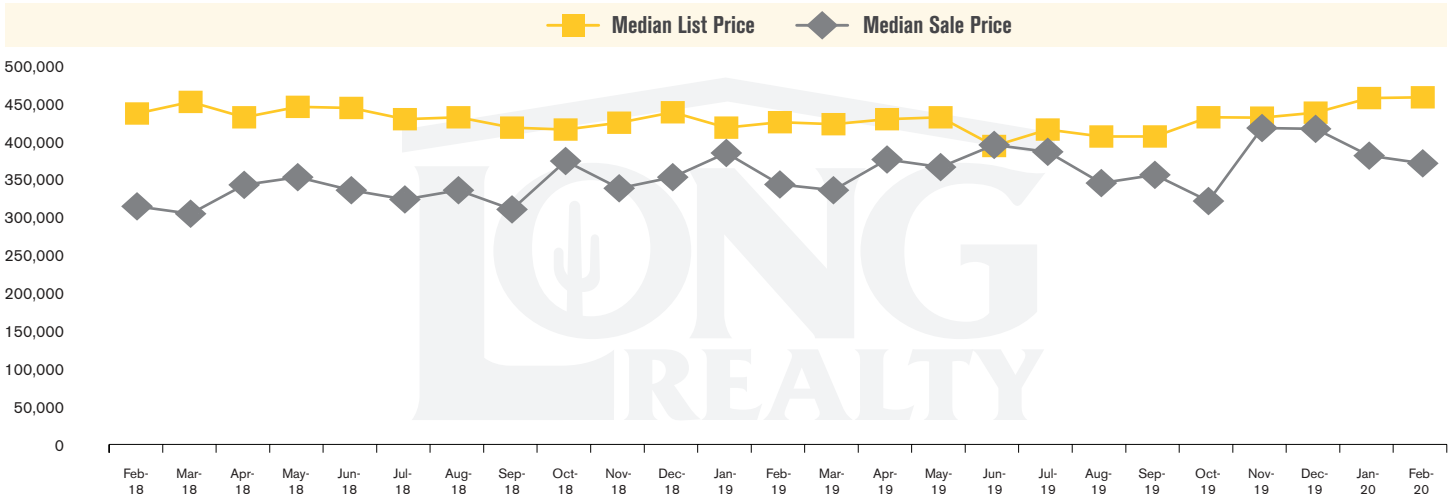
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

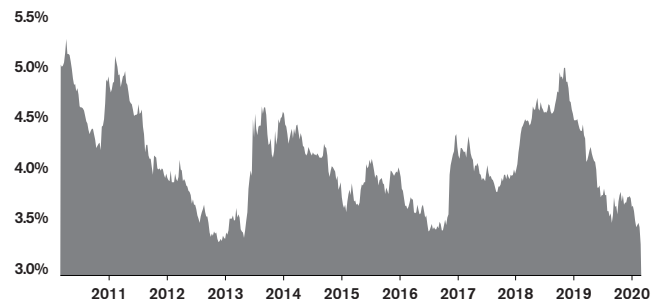


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2019	\$337,500	4.370%	\$1,599.89
2020	\$365,000	3.470%	\$1,551.26

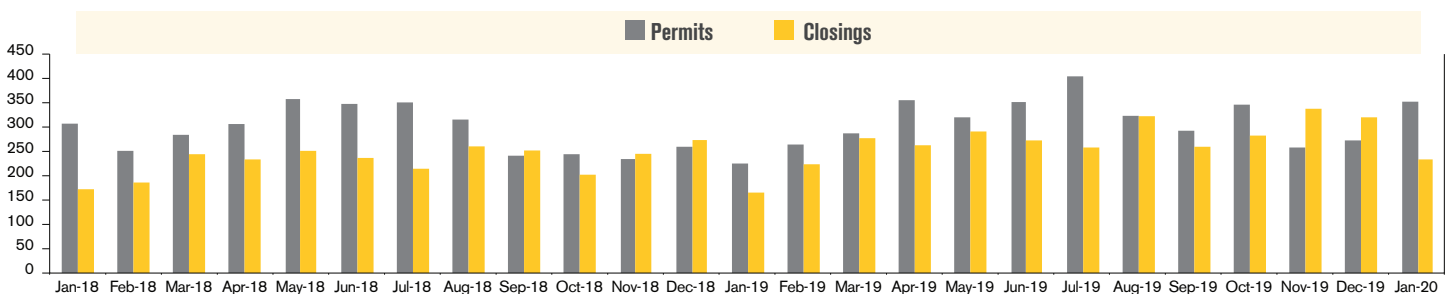
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For January 2020, new home permits were **up 56%** and new home closings were **up 41%** from January 2019.

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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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-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	1	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	0	3	0	0	2	1	0.0	0.0	Seller
\$225,000 - 249,999	0	3	3	1	0	1	2	0.0	1.0	Seller
\$250,000 - 274,999	2	2	3	1	1	4	3	0.7	0.6	Seller
\$275,000 - 299,999	6	1	0	0	1	0	4	1.5	3.8	Seller
\$300,000 - 349,999	7	6	9	4	6	3	6	1.2	1.9	Seller
\$350,000 - 399,999	17	5	3	4	7	5	6	2.8	2.3	Seller
\$400,000 - 499,999	17	4	2	5	10	3	9	1.9	2.2	Seller
\$500,000 - 599,999	3	2	1	3	0	3	1	3.0	3.8	Seller
\$600,000 - 699,999	4	1	0	0	2	1	2	2.0	2.4	Seller
\$700,000 - 799,999	5	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	0	0	1	0	0	n/a	12.0	Buyer
\$900,000 - 999,999	4	0	0	0	0	0	1	4.0	10.0	Buyer
\$1,000,000 - and over	15	2	1	1	1	2	0	n/a	16.3	Buyer
TOTAL	84	27	25	20	29	24	35	2.4	2.9	Seller



Seller's Market



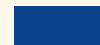
Slight Seller's Market



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 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. 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 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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38.0%

Tierra Antigua Realty 9.1%

Coldwell Banker Residential Brokerage 8.9%

Pcd Realty LLC 6.3%

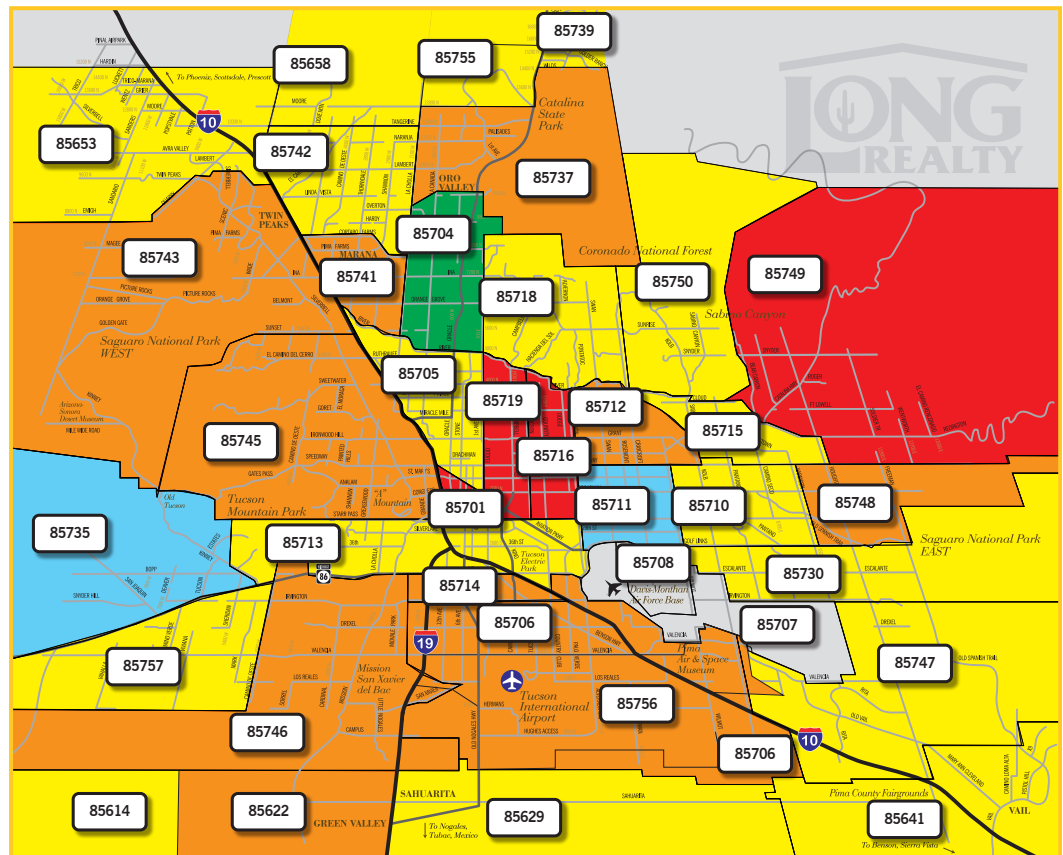
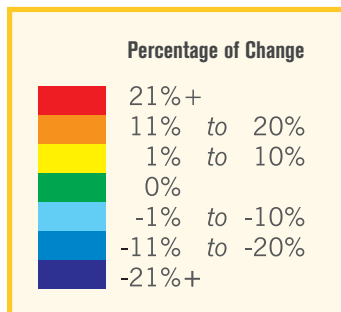
Dove Mountain Realty, LLC 5.4%

Realty Executives Tucson Elite 4.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2018-FEB 2019 TO
DEC 2019-FEB 2020)

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 December 2018-February 2019 to December 2019-February 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/04/2020. Information is believed to be reliable, but not guaranteed.