

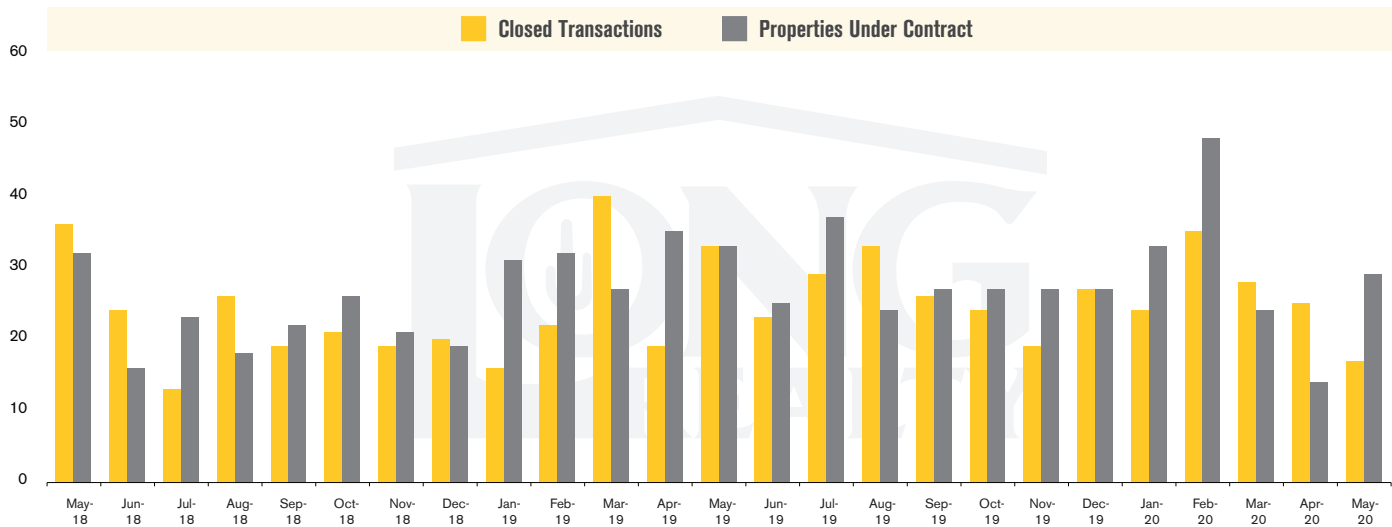
THE HOUSING REPORT

DOVE MOUNTAIN | JUNE 2020

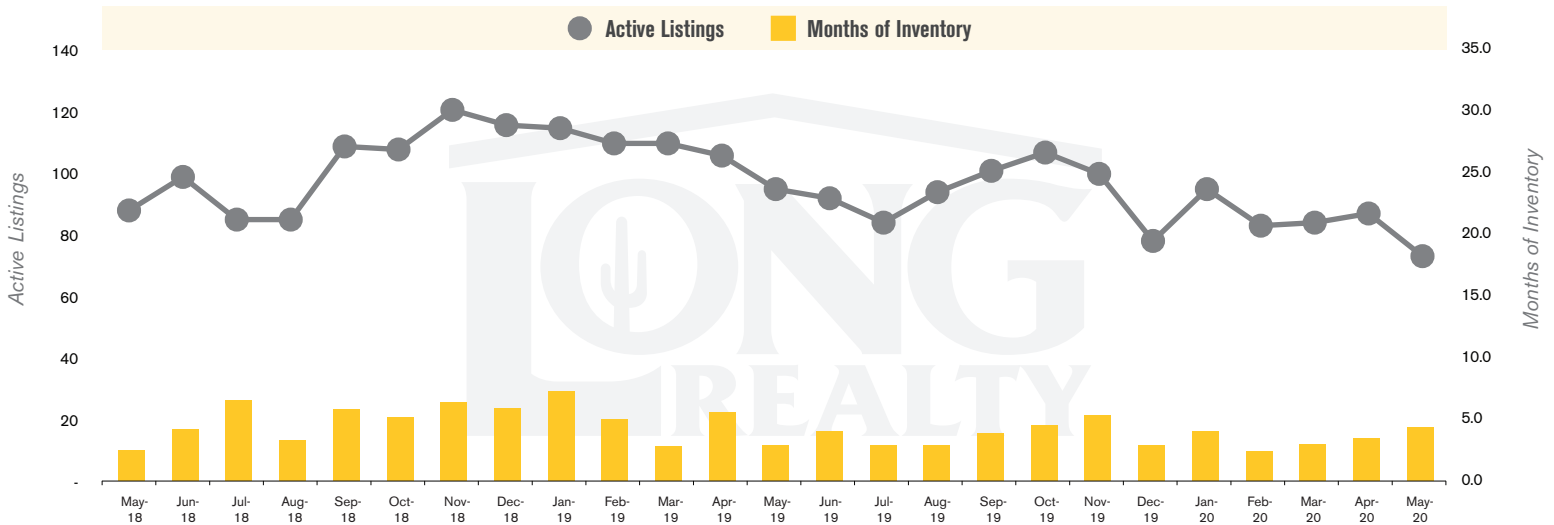


In the Dove Mountain area, May 2020 active inventory was 74, a 23% decrease from May 2019. There were 17 closings in May 2020, a 48% decrease from May 2019. Year-to-date 2020 there were 131 closings, a 4% decrease from year-to-date 2019. Months of Inventory was 4.4, up from 2.9 in May 2019. Median price of sold homes was \$282,500 for the month of May 2020, down 22% from May 2019. The Dove Mountain area had 29 new properties under contract in May 2020, down 12% from May 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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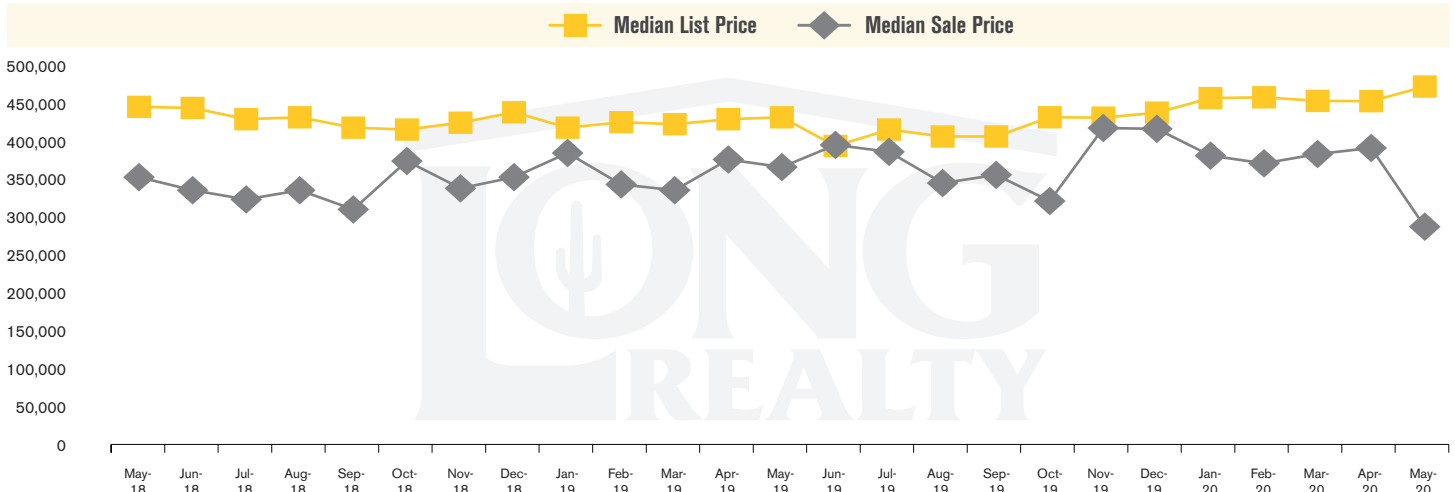
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

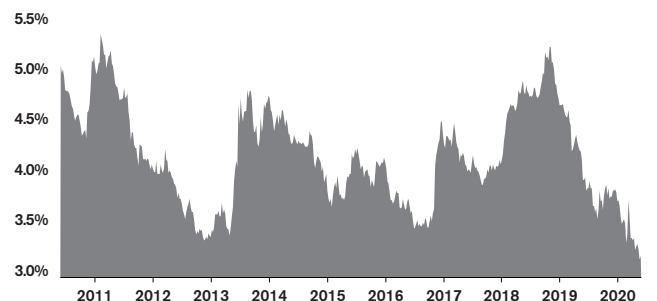


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2019	\$360,110	4.070%	\$1,647.10
2020	\$282,500	3.230%	\$1,165.04

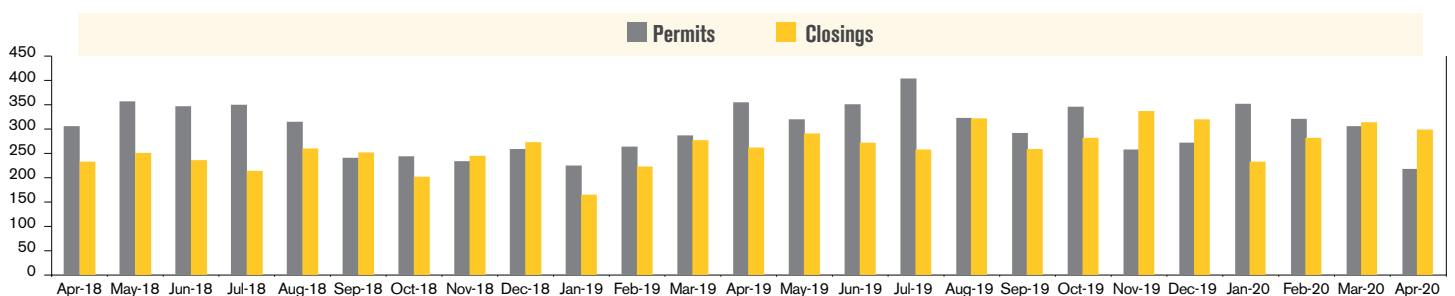
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For April 2020, new home permits were **down 39%** and new home closings were **up 14%** from April 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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-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	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	0	2	1	0	0	1	0.0	0.0	Seller
\$225,000 - 249,999	0	0	1	2	2	1	1	0.0	0.3	Seller
\$250,000 - 274,999	1	1	4	3	0	1	3	0.3	1.0	Seller
\$275,000 - 299,999	2	1	0	4	4	2	5	0.4	1.0	Seller
\$300,000 - 349,999	2	6	3	6	6	2	3	0.7	1.0	Seller
\$350,000 - 399,999	16	7	5	7	6	9	2	8.0	2.5	Seller
\$400,000 - 499,999	22	10	3	9	5	3	0	n/a	9.4	Buyer
\$500,000 - 599,999	7	0	3	1	2	1	0	n/a	6.7	Slightly Buyer
\$600,000 - 699,999	3	2	1	2	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	3	0	0	0	0	2	1	3.0	4.3	Slightly Seller
\$800,000 - 899,999	3	1	0	0	1	0	0	n/a	11.0	Buyer
\$900,000 - 999,999	2	0	0	1	0	1	0	n/a	8.0	Slightly Buyer
\$1,000,000 - and over	13	1	2	0	3	3	1	13.0	5.3	Balanced
TOTAL	74	29	24	36	29	25	17	4.4	3.5	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 06/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2020-05/31/2020. 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 06/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2019 – 05/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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38.7%

Tierra Antigua Realty 10.2%

Coldwell Banker Residential Brokerage 8.9%

Pcd Realty LLC 5.5%

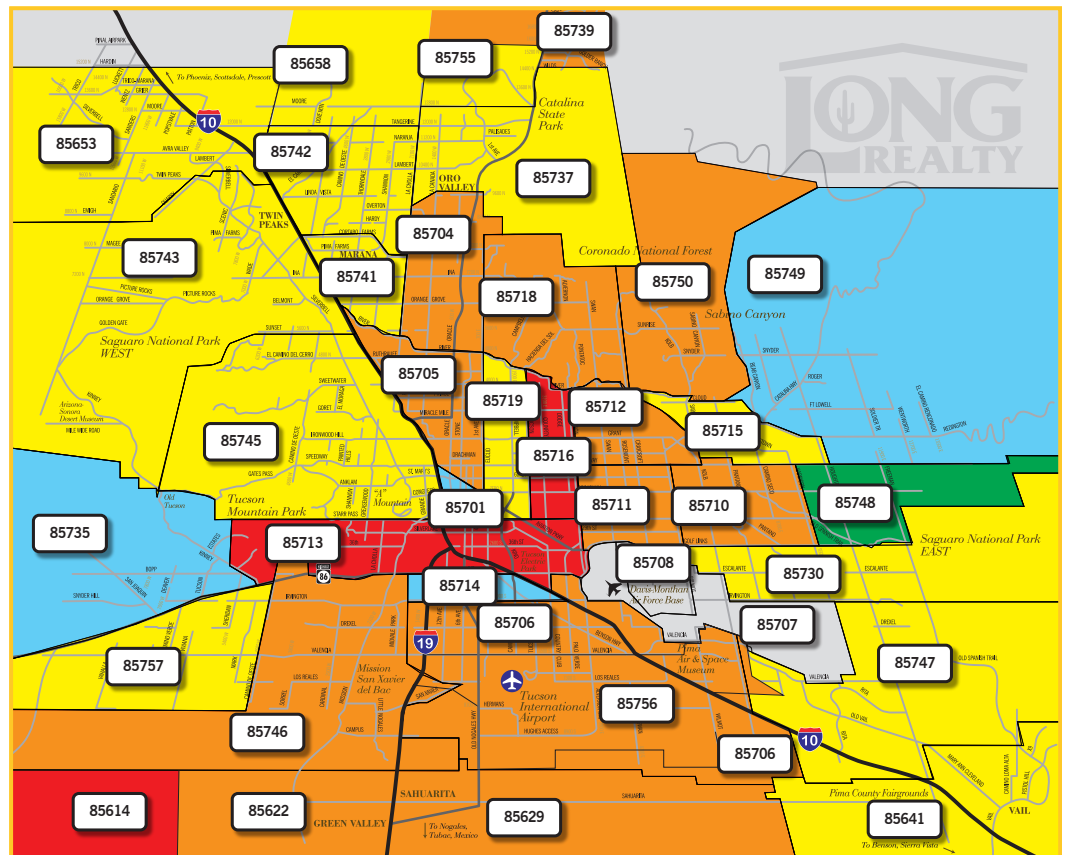
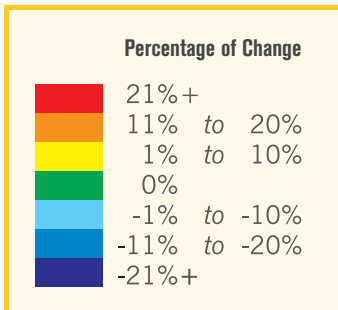
Dove Mountain Realty, LLC 5.2%

Realty Executives Tucson Elite 4.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2019-MAY 2019 TO MAR 2020-MAY 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.

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

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This heat map represents the percentage of change in Tucson metro median sales prices from March 2019-May 2019 to March 2020-May 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/03/2020. Information is believed to be reliable, but not guaranteed.